



ROANOKE COUNTY

Purchasing Division

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November 1, 2019

IFB # 2020-035
Network Equipment for Roanoke County Public Schools

ADDENDUM NO. 1

Revised Price Form and Answers to Vendor Questions

Due Date & Time:
December 3, 2019, 2:00 PM
(Local Prevailing Time)

IFB # 2020-035
Network Equipment for Roanoke County Public Schools
ADDENDUM NO. 1

- 1. Vendor Questions** – Please see below for questions submitted by prospective bidders, and the answers provided by Roanoke County/RCPS as we are able.
 - a. Is the past award tabulation available?**
Yes; please see Attachment B to this addendum for a copy of the bid tabulation from IFB 2019-049.
 - b. All parts seem to be the same, just with varying parameters in the build.**
Yes; we are requesting all switches to be the same part.
 - c. Both C93000-NM-8X and C9300-NM-4G cannot be in the build. The quantity in the build doesn't match the quantity of the main SKU. Please review and provide correct quantities/SKUs.**
A revised price form is provided as Attachment A to this addendum.
- 2. Revised Price Form** – Please see Attachment A to Addendum No. 1 for the revised price form. This updated form should be used for bid submittals, replacing the original document. Failure to submit this revised price form may result in disqualification of a bid response.

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**ATTACHMENT A TO
ADDENDUM NO. 1 TO IFB # 2020-035
Network Equipment for RCPS**

Revised Price Form

REVISED PRICE FORM – PART 1
INVITATION TO BID #2020-035 NETWORK EQUIPMENT FOR RCPS

CLEARBROOK ELEMENTARY SCHOOL				
Part Number	Description	QTY	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	8		
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	8		
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4		
STACK-T1-50CM=	50CM Type 1 Stacking Cable	8		
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	1		
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	6		
STACK-T1-1M=	1M Type 1 Stacking Cable	3		
TOTAL				
GLENVAR ELEMENTARY SCHOOL				
Part Number	Description	QTY	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	9		
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	9		
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	2		
STACK-T1-50CM=	50CM Type 1 Stacking Cable	9		
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	1		
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	2		
STACK-T1-1M=	1M Type 1 Stacking Cable	2		
TOTAL				
NORTHSIDE MIDDLE SCHOOL				
Part Number	Description	QTY	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	17		
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	17		
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4		
STACK-T1-50CM=	50CM Type 1 Stacking Cable	17		
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2		
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	6		
STACK-T1-1M=	1M Type 1 Stacking Cable	3		
TOTAL				

PRICE FORM & SIGNATURE PAGE – PART 2
INVITATION TO BID #2020-035 NETWORK EQUIPMENT FOR RCPS

WILLIAM BYRD MIDDLE SCHOOL				
Part Number	Description	QTY	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	20		
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	20		
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4		
STACK-T1-50CM=	50CM Type 1 Stacking Cable	20		
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2		
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	6		
STACK-T1-1M=	1M Type 1 Stacking Cable	3		
TOTAL				
HIDDEN VALLEY HIGH SCHOOL				
Part Number	Description	QTY	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	24		
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	24		
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	11		
STACK-T1-50CM=	50CM Type 1 Stacking Cable	24		
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	5		
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	18		
STACK-T1-1M=	1M Type 1 Stacking Cable	8		
TOTAL				

**ATTACHMENT B TO
ADDENDUM NO. 1 TO IFB # 2020-035
Network Equipment for RCPS**

2019-049 Bid Tabulation



County of Roanoke
Finance Department - Purchasing Division
Kate Hoyt, Buyer

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IFB #2019-049 Network Equipment for RCPS

November 19, 2018

CAVE SPRING ELEMENTARY		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price		
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	13	\$4,531.50	\$58,909.50	\$4,825.25	\$62,728.25	\$6,128.73	\$79,673.49	\$6,191.67	\$80,491.71	\$5,538.50	\$72,000.50
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	13	\$1,170.00	\$15,210.00	\$1,245.85	\$16,196.05	\$1,582.40	\$20,571.20	\$1,598.64	\$20,782.32	\$1,430.00	\$18,590.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$1,110.90	\$4,443.60	\$1,267.40	\$5,069.60	\$1,552.49	\$6,209.96	\$1,269.60	\$5,078.40	\$1,402.50	\$5,610.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	3	\$886.50	\$2,659.50	\$943.96	\$2,831.88	\$1,200.71	\$3,602.13	\$935.75	\$2,807.25	\$1,083.50	\$3,250.50
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	5	\$933.75	\$4,668.75	\$994.30	\$4,971.50	\$1,262.89	\$6,314.45	\$985.63	\$4,928.15	\$1,141.25	\$5,706.25
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$85,979.10	TOTAL	\$91,898.12	TOTAL	\$116,474.38	TOTAL	\$114,187.93	TOTAL	\$105,281.00

FORT LEWIS ELEMENTARY		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price		
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	8	\$4,531.50	\$36,252.00	\$4,825.25	\$38,602.00	\$6,128.73	\$49,029.84	\$6,191.67	\$49,533.36	\$5,538.50	\$44,308.00
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	8	\$1,170.00	\$9,360.00	\$1,245.85	\$9,966.80	\$1,582.40	\$12,659.20	\$1,598.64	\$12,789.12	\$1,430.00	\$11,440.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	3	\$1,110.90	\$3,332.70	\$1,267.40	\$3,802.20	\$1,552.49	\$4,657.47	\$1,269.60	\$3,808.80	\$1,402.50	\$4,207.50
C9300-NM-4M	Cisco Catalyst 9300 4x10GE network module	2	\$790.00	\$1,580.00	\$954.60	\$1,909.20	\$962.46	\$1,924.92	\$940.10	\$1,880.20	\$825.00	\$1,650.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$886.50	\$1,773.00	\$943.96	\$1,887.92	\$1,200.71	\$2,401.42	\$935.75	\$1,871.50	\$1,083.50	\$2,167.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	3	\$933.75	\$2,801.25	\$994.30	\$2,982.90	\$1,262.89	\$3,788.67	\$985.63	\$2,956.89	\$1,141.25	\$3,423.75
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$55,186.70	TOTAL	\$59,251.86	TOTAL	\$74,564.67	TOTAL	\$72,939.97	TOTAL	\$67,320.00

MOUNT PLEASANT ELEMENTARY		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price		
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	13	\$4,531.50	\$58,909.50	\$4,825.25	\$62,728.25	\$6,128.73	\$79,673.49	\$6,191.67	\$80,491.71	\$5,538.50	\$72,000.50
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	13	\$1,170.00	\$15,210.00	\$1,245.85	\$16,196.05	\$1,582.40	\$20,571.20	\$1,598.64	\$20,782.32	\$1,430.00	\$18,590.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	3	\$1,110.90	\$3,332.70	\$1,267.40	\$3,802.20	\$1,552.49	\$4,657.47	\$1,269.60	\$3,808.80	\$1,402.50	\$4,207.50
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$886.50	\$1,773.00	\$943.96	\$1,887.92	\$1,200.71	\$2,401.42	\$935.75	\$1,871.50	\$1,083.50	\$2,167.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	2	\$933.75	\$1,867.50	\$994.30	\$1,988.60	\$1,262.89	\$2,525.78	\$985.63	\$1,971.26	\$1,141.25	\$2,282.50
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$81,180.45	TOTAL	\$86,703.86	TOTAL	\$109,932.51	TOTAL	\$109,025.69	TOTAL	\$99,371.25

HIDDEN VALLEY MIDDLE SCHOOL		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price		
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	15	\$4,531.50	\$67,972.50	\$4,825.25	\$72,378.75	\$6,128.73	\$91,930.95	\$6,191.67	\$92,875.05	\$5,538.50	\$83,077.50
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	15	\$1,170.00	\$17,550.00	\$1,245.85	\$18,687.75	\$1,582.40	\$23,736.00	\$1,598.64	\$23,979.60	\$1,430.00	\$21,450.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$1,110.90	\$4,443.60	\$1,267.40	\$5,069.60	\$1,552.49	\$6,209.96	\$1,269.60	\$5,078.40	\$1,402.50	\$5,610.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$886.50	\$1,773.00	\$943.96	\$1,887.92	\$1,200.71	\$2,401.42	\$935.75	\$1,871.50	\$1,083.50	\$2,167.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	4	\$933.75	\$3,735.00	\$994.30	\$3,977.20	\$1,262.89	\$5,051.56	\$985.63	\$3,942.52	\$1,141.25	\$4,565.00
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$95,561.85	TOTAL	\$102,102.06	TOTAL	\$129,433.04	TOTAL	\$127,847.17	TOTAL	\$116,993.25

NORTHSIDE HIGH SCHOOL		SYCOM TECHNOLOGIES		POMEROY		SPACEBOUND SOLUTIONS		QUESTIVITY INC		ELECTRONACA INC		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price		
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	16	\$4,531.50	\$72,504.00	\$4,825.25	\$77,204.00	\$6,128.73	\$98,059.68	\$6,191.67	\$99,066.72	\$5,538.50	\$88,616.00
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	16	\$1,170.00	\$18,720.00	\$1,245.85	\$19,933.60	\$1,582.40	\$25,318.40	\$1,598.64	\$25,578.24	\$1,430.00	\$22,880.00
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	10	\$1,110.90	\$11,109.00	\$1,267.40	\$12,674.00	\$1,552.49	\$15,524.90	\$1,269.60	\$12,696.00	\$1,402.50	\$14,025.00
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	8	\$886.50	\$7,092.00	\$943.96	\$7,551.68	\$1,200.71	\$9,605.68	\$935.75	\$7,486.00	\$1,083.50	\$8,668.00
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	18	\$933.75	\$16,807.50	\$994.30	\$17,897.40	\$1,262.89	\$22,732.02	\$985.63	\$17,741.34	\$1,141.25	\$20,542.50
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$87.75	\$87.75	\$100.84	\$100.84	\$103.15	\$103.15	\$100.10	\$100.10	\$123.75	\$123.75
			TOTAL	\$126,320.25	TOTAL	\$135,361.52	TOTAL	\$171,343.83	TOTAL	\$162,668.40	TOTAL	\$154,855.25

CAVE SPRING ELEMENTARY		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	13	\$5,950.45	\$77,355.85	\$4,632.20	\$60,218.60	\$4,637.24	\$60,284.12
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	13	\$1,536.36	\$19,972.68	\$1,196.00	\$15,548.00	\$1,197.30	\$15,564.90
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$1,562.95	\$6,251.80	\$1,216.70	\$4,866.80	\$1,174.28	\$4,697.12
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	3	\$1,164.09	\$3,492.27	\$906.20	\$2,718.60	\$874.95	\$2,624.85
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	5	\$1,226.14	\$6,130.70	\$954.50	\$4,772.50	\$955.54	\$4,777.70
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$113,315.81	TOTAL	\$88,228.00	TOTAL	\$88,050.05

FORT LEWIS ELEMENTARY		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	8	\$5,950.45	\$47,603.60	\$4,632.20	\$37,057.60	\$4,637.24	\$37,097.92
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	8	\$1,536.36	\$12,290.88	\$1,196.00	\$9,568.00	\$1,197.30	\$9,578.40
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	3	\$1,562.95	\$4,688.85	\$1,216.70	\$3,650.10	\$1,174.28	\$3,522.84
C9300-NM-4M	Cisco Catalyst 9300 4x10GE network module	2	\$933.64	\$1,867.28	\$726.80	\$1,453.60	\$870.75	\$1,741.50
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$1,164.09	\$2,328.18	\$906.20	\$1,812.40	\$874.95	\$1,749.90
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	3	\$1,226.14	\$3,678.42	\$954.50	\$2,863.50	\$955.54	\$2,866.62
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$72,569.72	TOTAL	\$56,508.70	TOTAL	\$56,658.54

MOUNT PLEASANT ELEMENTARY		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	13	\$5,950.45	\$77,355.85	\$4,632.20	\$60,218.60	\$4,637.24	\$60,284.12
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	13	\$1,536.36	\$19,972.68	\$1,196.00	\$15,548.00	\$1,197.30	\$15,564.90
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	3	\$1,562.95	\$4,688.85	\$1,216.70	\$3,650.10	\$1,174.28	\$3,522.84
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$1,164.09	\$2,328.18	\$906.20	\$1,812.40	\$874.95	\$1,749.90
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	2	\$1,226.14	\$2,452.28	\$954.50	\$1,909.00	\$955.54	\$1,911.08
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$106,910.35	TOTAL	\$83,241.60	TOTAL	\$83,134.20

HIDDEN VALLEY MIDDLE SCHOOL		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	15	\$5,950.45	\$89,256.75	\$4,632.20	\$69,483.00	\$4,637.24	\$69,558.60
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	15	\$1,536.36	\$23,045.40	\$1,196.00	\$17,940.00	\$1,197.30	\$17,959.50
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	4	\$1,562.95	\$6,251.80	\$1,216.70	\$4,866.80	\$1,174.28	\$4,697.12
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	2	\$1,164.09	\$2,328.18	\$906.20	\$1,812.40	\$874.95	\$1,749.90
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	4	\$1,226.14	\$4,904.56	\$954.50	\$3,818.00	\$955.54	\$3,822.16
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$125,899.20	TOTAL	\$98,023.70	TOTAL	\$97,888.64

NORTHSIDE HIGH SCHOOL		ENCORE TECHNOLOGY GROUP LLC		CDW GOVERNMENT LLC		ABS TECHNOLOGY		
Part Number	Description	QTY	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
C9300-48P-EDU	Cisco Catalyst 9300 48 Port Full PoE+	16	\$5,950.45	\$95,207.20	\$4,632.20	\$74,115.20	\$4,637.24	\$74,195.84
C9300-NW-A-48-EDU	C9300 Network Advantage, 48-port license	16	\$1,536.36	\$24,581.76	\$1,196.00	\$19,136.00	\$1,197.30	\$19,156.80
C9300-NM-8X	Cisco Catalyst 9300 8x10GE network module	10	\$1,562.95	\$15,629.50	\$1,216.70	\$12,167.00	\$1,174.28	\$11,742.80
PWR-C1-1100WAC	1100W AC Config 1 Power Supply	8	\$1,164.09	\$9,312.72	\$906.20	\$7,249.60	\$874.95	\$6,999.60
SFP-10G-LR-S=	10GBASE-LR SFP module, Enterprise Class	18	\$1,226.14	\$22,070.52	\$954.50	\$17,181.00	\$955.54	\$17,199.72
STACK-T1-1M=	1M Type 1 Stacking Cable	1	\$112.51	\$112.51	\$103.50	\$103.50	\$101.36	\$101.36
			TOTAL	\$166,914.21	TOTAL	\$129,952.30	TOTAL	\$129,396.12



ROANOKE COUNTY

Purchasing Division
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November 19, 2018

NON-RESPONSIVE BIDS

BID NUMBER: 2019-049

TITLE: Network Equipment for Roanoke County Public Schools

The bid response received from Alliance Technology Group is considered non-responsive. The bid submission received did not include a completed price form with pricing for certified Cisco items as required by the specifications of IFB 2019-049. Pricing and specifications for HP items was provided in lieu of the required Cisco equipment. Therefore, this bid response is considered disqualified as non-responsive and will not be included in the bid tabulation.

The bid response received from Bay Pointe Technology, LTD is considered non-responsive. The bid submitted did not utilize the revised, updated price form provided in Addendum 1 to IFB 2019-049 to include Northside High School instead of Burton Center for Arts & Technology. By using the outdated unrevised price form, this submission does not meet the requirements of the Invitation for Bid.

Kate Hoyt
Buyer
(540) 283-8149