

CHABS 2025 Request for Proposals – Vendor Questions and Responses (Updated DATE):

General RFP Question:

Can we talk about this on the phone? I am needing a little bit more explanation of what they have and what they want.

Unfortunately, no. To do so would require CHABS to do “pre bid” conferences via phone with all potential bidders and we do not have the capacity to do that. If CHABS were to provide specifics to a single vendor on a call that CHABS does not have with other bidders, would constitute a competitive bidding violation and would automatically disqualify any bids submitted as a result of that conversation so to keep all potential bids on the right side of competitive bidding rules, we cannot have a call.

As with all bids a vendor plans to submit, CHABS advises bidders to provide the best possible solution based on the information that’s been provided in the RFP document knowing that it might not be exact at the time of bid submission. If the HCP chooses to move forward with a bid or wishes to engage in conversations as the result of bid selection, offerings can be refined at that time.

RFP 01 – Solvista Health

1. Any Hardware purchases, such as Firewalls/Switches/Access Points, necessary in this RFP with the Broadband Upgrade?

Yes, switches. Sophos brand.

2. How many Network Devices at each Location?

a. How Many of Access Points at each Location? Two of our locations have 4, all other locations have 2

1. Brands/Models? Sophos APX 740

b. How Many Switches at each Location? 3-4

1. Brands/Models? Ubiquiti Unifi 48 port 750w PoE

2. How Many Ports? 48

c. How Many Firewalls at each Location? **1**

1. Brands/Models? **Sophos XGS series**

2. How Many Ports? **8 ports, 4 SFP+ ports**

3. Any other relevant information on current network? **A device exists on our network (behind the Sophos firewall) that routes our electronic health record communications to our cloud host. We have IPSec connections between our locations.**

RFP 04 – Mind Springs Health

1. What specific Cisco Meraki MX SD-WAN Appliance Models do you request at each location? **See Appendix A**

2. Any additional Switches or Access Point Purchasing Requests for this RFP? **See Appendix A**

3. For the Network Management Services, how many Network Devices at each Location? **See Appendix A**

a. How Many of Access Points at each Location?

1. Brands/Models?

b. How Many Switches at each Location?

1. Brands/Models?

2. How Many Ports?

c. How Many Firewalls, not being purchased, at each Location? **No other Firewalls. Only the Meraki. Unless this also includes Cisco Umbrella which is a DNS Internet traffic filtering service. Or Windows Defender which is part of our M365 licensing.**

1. Brands/Models?

2. How Many Ports?

4. Does Mind Springs Health want monitoring and support for their Servers? **Not at this time. Maybe we need to look into this for Future.**

a. How many Servers?

b. Physical or Virtual?

c. Virtualization Product?

5. Any IoT Devices connected to network? Yes,

HVAC and Door Security devices.

Meraki MT10 to monitor and Alert if temperature is too high or too low.

We also have Pyxis devices connected to the network at our hospital. These are for dispensing medications. Not sure if the Pyxis count since they run Windows. However, Mind Springs does not have access to that operating system, so we treat it like an IoT.

6. Any other relevant information on current network? We have several switches and MX devices In stock. Some are for spares while others are extras due to office closures.

(CHABS Response in Red above)

Appendix A – Mind Springs Health Spreadsheet:

Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
Main Campus	MS225-48FP	_HQ-GI Main Campus -switch	
In Stock	MS225-48FP	In Stock not used	Office Closed
In Stock	MS225-48FP	In Stock not used	
In Stock	MS225-48FP	In Stock not used	
In Stock	MS225-48FP	In Stock not used	
In Stock	MS225-48FP	In Stock not used	
In Stock	MS225-48FP	In Stock not used	
In Stock	MS225-48FP	In Stock not used	
In Stock	MS225-48FP	In Stock not used	
Main Campus to be upgraded to MS225	MS120-48FP	_HQ-GI Main Campus -switch	
Main Campus to be upgraded to MS225	MS120-48FP	_HQ-GI Main Campus -switch	
Main Campus to be upgraded to MS225	MS120-48FP	_HQ-GI Main Campus -switch	
Main Campus to be upgraded to MS225	MS120-48FP	_HQ-GI Main Campus -switch	
Aspen	MS120-48FP	Aspen -switch	
Craig	MS120-48FP	Craig -switch	
Glenwood	MS120-48FP	Glenwood -switch	
Glenwood	MS120-48FP	Glenwood -switch	
Glenwood	MS120-48FP	Glenwood -switch	
Glenwood	MS120-48FP	Glenwood -switch	
Glenwood	MS120-48FP	Glenwood -switch	
Granby	MS120-48FP	Granby -switch	
In Stock	MS120-48FP	In Stock not used	
In Stock	MS120-48FP	In Stock not used	
In Stock	MS120-48FP	In Stock not used	
In Stock	MS120-48FP	In Stock not used	
In Stock	MS120-48FP	In Stock not used	Office Closed
Steamboat	MS120-48FP	Steamboat -switch	
Steamboat	MS120-48FP	Steamboat -switch	
WRC Clifton	MS120-48FP	WRC -switch	
WRC Clifton	MS120-48FP	WRC -switch	
WRC Clifton	MS120-48FP	WRC -switch	
WRC Clifton	MS120-48FP	WRC -switch	
WRC Clifton	MS120-48FP	WRC -switch	
WRC Clifton	MS120-48FP	WRC -switch	
Meeker	MS120-24P	Meeker -switch	
In Stock	MS120-24P	In Stock not used	Office Closed
Rifle	MS120-24P	Rifle -switch	
Walden	MS120-24P	Walden -switch	
Main Campus	M957	_HQ-GI Main Campus -wireless	
Main Campus	M957	_HQ-GI Main Campus -wireless	
Aspen	M957	Aspen -wireless	
Aspen	M957	Aspen -wireless	
Main Campus	M944	_HQ-GI Main Campus -wireless	
Main Campus	M944	_HQ-GI Main Campus -wireless	
Main Campus	M944	_HQ-GI Main Campus -wireless	
Main Campus	M944	_HQ-GI Main Campus -wireless	

Main Campus	MRA4	_HQ-GI Main Campus -wireless	
Main Campus	MRA4	_HQ-GI Main Campus -wireless	
Main Campus	MRA4	_HQ-GI Main Campus -wireless	
Main Campus	MRA4	_HQ-GI Main Campus -wireless	
Craig	MRA4	Craig - wireless	
Craig	MRA4	Craig - wireless	
In Stock	MRA4	In Stock not used	Office Closed
In Stock	MRA4	In Stock not used	Office Closed
Glenwood	MRA4	Glenwood - wireless	
Glenwood	MRA4	Glenwood - wireless	
Glenwood	MRA4	Glenwood - wireless	
Glenwood	MRA4	Glenwood - wireless	
Glenwood	MRA4	Glenwood - wireless	
Granby	MRA4	Granby - wireless	
Meeker	MRA4	Meeker - wireless	
In Stock	MRA4	In Stock not used	Office Closed
Rifle	MRA4	Rifle - wireless	
Rifle	MRA4	Rifle - wireless	
Steamboat	MRA4	Steamboat - wireless	
Steamboat	MRA4	Steamboat - wireless	
WRC Clifton	MRA4	WRC - wireless	
WRC Clifton	MRA4	WRC - wireless	
WRC Clifton	MRA4	WRC - wireless	
WRC Clifton	MRA4	WRC - wireless	
WRC Clifton	MRA4	WRC - wireless	
WRC Clifton	MRA4	WRC - wireless	
Testing Connie's Home Office	MRC6	Connie - Test - wireless	Used for testing network changes

RFP 04 – Mind Springs Health

1. What licenses/coverage would Mind Spring want on each device? 1 year or 3 year renewals? 3 year is what we purchased via the lease. I am assuming the renewal would be the same. However, sometimes when renewing there is better pricing with longer term.
2. Can they provide a list of expiration dates for all the licenses on all the machines? Should be printable through Meraki Dashboard. We are on a Co-Termination with Meraki. All devices expire on February 26, 2027.

License status **Ok**
License model Co-termination
License expiration **i** Feb 26, 2027 (828 days from now)
MX Product Edition Advanced Security
MR Product Edition Enterprise

[Add Licenses](#)

	License limit	Current device count
MR Enterprise	93	93
MS120-24P	4	4
MS120-48FP	26	21
MS225-48FP	55	45
MS250-48FP	1	1
MS425-32	1	1
MT	7 (5 free + 2)	2
MV	21	17
MV-SEN	10 free	0
MX250	1	1
MX64	2	2
MX67	1	1
MX67C	8	7
MX68CW	2	2
MX75	1	1
MX95	1	0
VMX-M	1	1

3. What VPN Technology are they using? **Meraki's Auto VPN. And for Clients, those in question 4 are using Meraki's Client VPN.**
4. How many employees need VPN access? **Approximately 25**
5. When does Anyconnect licensing needing to be renewed? **The Anyconnect Licensing is not separate from the MX equipment. It is part of it.**
6. Want Managed Support on "Not Used" devices? **Need a bit more explanation on this. I am not sure on this. We can't cancel any of the licenses which include support on this until the lease has ended. It will be at that time we can possibly reduce the number of licenses/support needed.**
7. Can Mind Springs send a Full Detailed Network Diagram with Locations of all their Devices?
On the Hardware needs, I am only seeing an MX68 for Aspen and a MX250, in High Availability, for Main Campus. No other hardware purchases at this time correct? I am not sure what you mean on this; all the MX hardware is leased at all the sites. A total of ten. So why is Aspen and the Main campus the only ones listed here?
We are not purchasing any new equipment. I did make a couple of notes on the spreadsheet to show moving a couple of MX equipment that was pulled from sites that closed in order to upgrade a couple of sites. These are not new purchases.

(CHABS Response in **Red** above)

RFP 14 – Pueblo CHC:

There is no Cisco Catalyst 8200-1N1S-6T - router. Do they want a 2nd 8300-1N1S-6T ? **Correct.**

(CHABS Response in **Red** above)

RFP 01 – Solvista Health:

Spectrum Enterprise is formally requesting an extension to RHC46100011846.

ACSD for this RFP Is 12/3/2024. Please note, a general RFP submission will suffice with language noting that site survey is still pending. As a rule we do not grant extensions as it creates too large an administrative burden as an extension would need to be granted to all potential bidders.

(CHABS Response in **Red** above)

RFP 04 – Mind Springs Health

As I prepare the Proposal for Mind Springs, She mentioned "lease" a couple times. The hospital leases all their networking equipment and did not purchase the equipment out-right and have someone manage it?
If they change IT companies, they have to repurchase all their equipment?

Offering lease and outright purchase options would be ideal in your offering to cover both.

(CHABS Response in Red above)

RFP 34 – Sunrise Health Centers

1. How Many Firewalls per location?
 - a. Brand and Models?
 - b. Redundancy?
2. How many Switches per location?
 - a. Brand and Models?
 - b. Redundancy?
3. How many Servers to be Managed?
 - a. Server Brand/Model?
 - b. What Virtualization?
 - c. Redundancy?
4. How Many Access Points at each location?
 - a. Brand and Models?
5. What Battery Backups and Power Distribution Systems at any of the locations?
 - a. Are they connected to the Network?
6. Any Storage Arrays at each location?
 - a. Brand and Model?
 - b. What Connection Type?
 - c. Redundancy?
7. What Backup System/Disaster Recovery System is in use at each location?
 - a. Is it offsite?

Please prepare a general bid based on the information in the RFP document. If the HCP chooses to move forward with your services, you can refine your offering at this time.

(CHABS Response in Red above)

RFP 22 – Gunnison Valley Hospital:

Can we obtain the following:

Total number of users to be supported ?

Total number of systems and total number of servers to be covered?

User count:

From DUO user count - 970 users

Servers:

85 Virtual Servers in our server cluster

~30 physical servers across all sites

(CHABS Response in Red above)

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