

“Title:

Videoconference and Audio-Visual (A/V) **Unclassified and Classified** Systems
Integration For Videoconference and Collaborative Technologies Department
Sandia National Laboratory

SOW Synopsis

This contract is for corporate-wide, standards-based, systems integration services for Sandia’s Videoconference and Collaborative Technologies (VACT) department with work primarily focused in Albuquerque, New Mexico and Livermore, California. The Contractor shall provide **unclassified and classified** A/V and videoconference new systems integration –the purchase, construction, installation, testing, training and warranty of new systems – and the upgrade of systems that have aged and/or require technology refresh under direction of the VACT Engineering Lead. The Contractor shall provide pre-build, pre-test services and a facility to house pre-built systems and shall have manufacturer/vendor relations that allow favorable pricing on all equipment.

In order to receive an RFQ all offerors must submit a response to the Mandatory Technical Criteria listed below, per the direction also given below, within 5 business days of the close date of this posting. Only those offerors who submit a response and who demonstrate the ability to meet all of the Mandatory Technical Criteria will receive an RFQ. All others will not receive an RFQ and will not be considered for this opportunity. Please remember to answer the questions specifically and completely as only the initial submittal will be considered.”

Mandatory Criteria (by weight: 1=highest; 7=lowest)
The Offeror shall demonstrate:

- 1) An operational and dedicated facility for the pre-build and pre-test of systems built under the contract. Identify the location, size and technical capabilities of the pre-build and pre-test facility.
- 2) The ability to perform a pre-test on all systems built at the factory prior to shipment that certifies the system's readiness for installation. All system functions must be tested as it will be installed and used onsite. Show examples of the factory test, quality assurance and system validation process prior to shipment. List personnel involved in the test and the test procedures and equipment used.
- 3) The capability to securely store systems and system components prior to pre-build and shipment. Identify the size and location of an Offeror owned, dedicated and secured storage space for Sandia owned equipment.
- 4) The staff members who are full-time Project Managers. By full-time it is meant that the PM does not split time with other responsibilities. Provide the names of the full time Project Management staff and certifications including the name and certifications of the PM to be assigned to Sandia projects.
- 5) That the technical staff is qualified with industry certifications to perform the work. Provide the names and current certifications for CTS (CTS-I minimum, CTS-D preferred) systems engineers and CTS certified installation personnel who will perform the work on this contract with demonstrated expertise in troubleshooting IP and ISDN transport of videoconference algorithms and the ability to identify and fix problems encountered. Show examples of the ability to work with Telco companies and customer network service providers in troubleshooting.
- 6) The certifications or letters of reference that demonstrate an established, long-term, direct or premium channel partner relationship that is current and in place for more than one year with the required VAR manufacturers: Provide VAR relationships documents for Cisco (videoconferencing products), Polycom, Extron, AMX, RGB Spectrum, Panasonic (panels/projectors), ClearOne and Sharp (displays).
- 7) The ability to perform the work in compliance with an agreed upon installation schedule. Provide 3 reference accounts that demonstrate the ability to supply videoconference and AV integration in companies of comparable size to Sandia, preferably in the government, public sector. Information provided shall demonstrate the ability to integrate a range of systems, from a simple single display and scaling up through office and conference room AV and videoconference systems to highly complex auditorium level systems.

Does the Offeror desire to be considered for the integration of classified systems? Yes / No

In addition to the 7 mandatory requirements for all systems, the Offeror shall demonstrate:

- 1) That the Offeror has staff members who are computer programmers and who have a working understanding of Linux, Windows, Web 2.0, Apache, MySQL/SQL, HTML5, Python, Perl and JavaScript and have experience in UNIX administration. Provide the names, company position and certifications. Provide 3 examples of projects where system administration, configuration and programming were required.
- 2) The ability to perform classified systems installations in compliance with an agreed upon installation schedule. Provide 3 reference accounts that demonstrate the ability to supply and integrate classified videoconference and AV systems in companies of comparable size to Sandia. Provide an outline of the project including any details related to classified systems integration including the use of mixed classification of media in a single system. Provide any information that would highlight problem solving in installing a system in a secure environment.