



**Saint John Airport Inc.
Request for Quote**

For the Supply and Installation of Telco Services

Summary of Request

Saint John Airport Inc (YSJ) is issuing this Request for Quote (RFQ) to procure the supply and installation of business phone, mobile phone and internet services. YSJ has determined they need a complete collaboration solution with the bandwidth to deliver offsite cloud services.

Summary of Requirements:

- **Mobile Phones**
 - Need cell coverage to be the same or greater than current provider (Telus)
 - Have 5Gb of data Plan per device in a Pool Plan
 - Have 'roam like home' automatic turned on at \$7.00 a day or better
 - The handoff from Cell to Desk Phone

- **Business Phone**
 - Move to VoIP Phones
 - Need a Conference Phone for boardroom table 15ft
 - Option to integrate into MS Office Contacts (Office365)
 - Option for software client on Mobile phones or laptops
 - Voicemail to Email
 - Audio Conference Bridge
 - 30 Phone lines
 - 2 Auto Attendant lines
 - There are six analog lines for (Fax, Alarm, Etc)

- **Internet**
 - Require a symmetrical Speed enough to handle the following workloads
 - Office365, Box (File Drive), Hosted Server, VoIP, Internet Traffic, VPN Users, TV Services
 - We need an option for 100,500,1000Mb
 - Quality of Service will be required for the circuit because of the workload. Unless VoIP is on a separate pipe.

- **TV Services**
 - TV Service with the basic cable package plus premium Sports packages
 - We have 3 Set boxes in the main terminal and 2 Satellite boxes in the Garage

Operational Information and Environment:

- Currently use Telus for Cell Phones
- Currently use Bell Aliant for Land Lines (Centrex)
- TV Services provided from Bell Aliant throughout the terminal & Satellite in Garage
- Currently, use Bell Aliant for the Internet (FiberOP – Static)
- PA system is accessed through Analog Line
- Network Infrastructure will be replaced to facilitate VoIP
- Phones are in two buildings (Main Terminal and Garage). The only the connection between the two is a Copper Ethernet modem.

Other Information

- We are committed to selecting a partner to provide this service
- Prices are to be stated on a supplied and installed basis, FOB Saint John Airport
- Payment terms to be provided

About YSJ

YSJ is a not-for-profit corporation serving the air travel needs of the 300,000 residents of southwestern New Brunswick and is a key element in the economic and social development of the region. The airport's economic impact is estimated at over \$68 million and creates over 480 jobs directly and indirectly.

The Airport's strategic plan is focused on four primary pillars for growth:

- Enhance facilities and infrastructure
- Broaden air service options
- Drive community engagement
- Diversify our revenue stream

As we grow, we also will continue to meet or exceed all safety, security, environmental and other regulatory requirements.

For more information, please see the YSJ website at www.saintjohnairport.com.

Submission Contents

Bidders should submit their quote by May 31st, 2019 at the Saint John Airport Administration Office located on the 2nd floor, Air Terminal Building, 4180 Loch Lomond Road, Saint John, NB, E2N 1L7, or by email to ghierlihy@sjairport.ca with the subject line "Telephony-Mobility-Internet").

The quote should include:

- 1- Description of all collaboration tools and their values
- 2- A project calendar with specific milestone and completion dates;
- 3- Financial bid for completion of the work;

Evaluation and Awards

Submissions will be evaluated by Saint John Airport management and will be based on content and completeness, and overall approach to the project. Interviews may be conducted as part of the evaluation process. The lowest bid may not necessarily be accepted.

Information Session & Site Visit to be held on May 13th between 9:00 AM – 11:00 AM

Any questions may be addressed to Greg Hierlihy at ghierlihy@sjairport.ca or (506) 638-5555.

Confidentiality

All information submitted concerning this RFQ shall be regarded as confidential and shall not be disclosed to a third party except with the prior written agreement of the Proponent.