

Office of State Procurement
State of Louisiana
Division of Administration

JEFF LANDRY
GOVERNOR



TAYLOR F. BARRAS
COMMISSIONER OF ADMINISTRATION

October 9, 2025

ADDENDUM NO. 02

Your reference is directed to RFx Number 3000025325 for the Invitation to Bid (ITB) for the State of Louisiana –Starlink Satellite Equip and Svc - SW, which is currently scheduled to open at 10:00 AM CT on 10/21/25.

Attachment B – Price Sheet, Page 1 has been replaced in its entirety. See REVISED Attachment B - Price Sheet (Revised per Addendum NO. 02 dated 10/09/2025).

The following language has been added to Attachment A – Special Terms and Conditions:

Price Escalation:

This contract price shall remain firm and effective for the duration of the initial contract period. Price adjustments will be considered for subsequent annual contract renewals. Price adjustments shall only be permitted for changes in the Contractor's cost of materials or services. The Contractor must submit a written request for price adjustments, accompanied by documentation justifying the request, to the Office of State Procurement at least 30 days prior to the contract anniversary. No adjustment shall be effective until approved in writing by the Office of State Procurement. The State reserves the right to accept, reject, or negotiate the proposed price adjustment. Orders shall be invoiced at the contract prices in effect on the date of the purchase order.

The Producer Price Index (PPI) series PCU173125173121 Wireless Telecommunications Carriers, published by the Bureau of Labor Statistics, United States Department of Labor will be used as a guide in reviewing any price adjustments.

Following are the Vendors' Inquiries received by the deadline date of September 30, 2025 and the State's Responses:

Vendor's Inquiry #1:

The latest performance Starlink available is the Performance Kit (Generation 3), which is replacing the Flat High-Performance Terminal. Would the State of Louisiana like this terminal included as an option?

State's Response #1:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #2:

Would the State of Louisiana be interested in Starlink Mini Terminals as an option?

State's Response #2:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #3:

Would the state of Louisiana like vendors to include optional pricing for Customer Support?

State's Response #3:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #4:

Would the State of Louisiana like vendors to include optional pricing for Rugged Kits for Mobile use?

State's Response #4:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #5:

Would the State of Louisiana like us to provide fixed location installation pricing per unit as an additional optional item?

State's Response #5:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #6:

Would the State of Louisiana like us to provide optional pricing for a "Pooled" Local Priority Data Plans, which would provide a minimum of 500 GBs annually to be shared between three or more Starlink Terminals.

State's Response #6:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #7:

Could you please confirm if we are able to include the Managed Support Service Fee in the contract? If this is possible, should we add it under the service plans, or would it be possible to provide an amendment including the 24/7 support line in Attachment B?

State's Response #7:

Please see the Revised Attachment B – Price Sheet item # 10.

Vendor's Inquiry #8:

For items 1-7 in Attachment B - Price Sheet, will the State accept an annual unit of measure instead of monthly?

State's Response #8:

The service plans for this solicitation are being bid out as monthly. Yearly subscriptions will not be included in this solicitation.

Vendor's Inquiry #9:

Will the State permit inclusion of the full Starlink product catalog, including additional kits and accessory equipment?

State's Response #9:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #10:

Regarding the products listed in Attachment B, is the State Louisiana aware of upcoming Starlink equipment end-of-life (EOL), and do you intend to include EOL items in the bid?

State's Response #10:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #11:

How many Starlink units are currently deployed by the State?

State's Response #11:

The State cannot provide this information at this time. If you would like previous contract information, please submit a public records request to doapublicrecords@la.gov.

Vendor's Inquiry #12:

What is the intended use case for the Global Priority Plans noted in the description of items 5-7 in Attachment B - Price Sheet?

State's Response #12:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #13:

Is the State informed of the differences between residential and enterprise Starlink plans and kits?

State's Response #13:

The State cannot provide this information at this time.

Vendor's Inquiry #14:

Is the State open to competitive bidding for installation and support services?

State's Response #14:

Installation services will not be included in this solicitation. Please see the Revised Attachment B – Price Sheet regarding the support services.

Vendor's Inquiry #15:

Concerning Item 9 in Attachment B, can the State please clarify which product is being requested: High Performance Flat (End of Life) or High Performance (officially named "Performance Kit")?

State's Response #15:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #16:

Given that Starlink's services are subject to non-negotiable terms and conditions that must be passed through to customers, will the State accept the bidder's service schedule containing the mandatory Starlink terms?

State's Response #16:

Per Attachment A – Special Terms and Conditions, Page 3, Terms and Conditions, any vendor contracts, forms, terms, or other materials submitted with the bid may cause the bid to be rejected.

Vendor's Inquiry #17:

If Starlink's mandatory terms conflict with or are inconsistent with the ITB terms, may the bidder take exception to those conflicting ITB terms in order to align with Starlink's requirements? For example, Starlink does not permit termination for convenience, while the Instructions to Bidders include a termination for convenience right for the State in Section 22 (Contract Cancellation").

State's Response #17:

See the State's response to Vendor's Inquiry #16.

Vendor's Inquiry #18:

The ITB does not include a limitation of liability provision. Will the State consider adding language that excludes indirect damages and establishes a mutually acceptable cap on liability?

State's Response #18:

All specifications in the ITB will remain as written.

Vendor's Inquiry #19:

If the Instructions to Bidders and the Special Terms and Conditions address the same topic, but are not in direct conflict with each other, will only the Special Terms and Conditions apply, or will both provisions be read together? For example, both documents address termination rights differently but do not directly conflict.

State's Response #19:

See Instructions to Bidders, #24 Order of Priority section on page 6 of the RFx.

Vendor's Inquiry #20:

If the Instructions to Bidders includes a provision that is not addressed in the Special Terms and Conditions, does the Instructions to Bidders provision apply, or does the absence of the term in the Special Terms and Conditions mean it is excluded? For example, indemnity is addressed only in the Instructions to Bidders and not in the Special Terms and Conditions.

State's Response #20:

See the State's response to Vendor's Inquiry #19.

Vendor's Inquiry #21:

Please clarify whether the State expects respondents to:

- a. Include installation services and associated costs as part of the proposal response,
or
- b. Assume that installation will be coordinated and funded separately by the State?

State's Response #21:

Installation Services are not included in this solicitation.

Vendor's Inquiry #22:

For statewide deployments, will the State require bidders to demonstrate program management capabilities, including multi-site coordination, reporting, and invoicing at scale?

Will the State require bidders to confirm their ability to deliver Starlink equipment at scale within specified timeframes, considering current lead times and supply chain limitations?

State's Response #22:

Refer to Attachment A – Special Terms and Conditions, page 5, Delivery. All requirements for bidders are outlined in the solicitation.

Vendor's Inquiry #23:

Can the state provide a list of currently used Starlink Services and estimated quantities associated with this ITB?

State's Response #23:

See Quantities section on Page 5 of Attachment A. For information regarding the previous contract, please submit a public records request to doapublicrecords@la.gov.

Vendor's Inquiry #24:

With the understanding that the Starlink Local Priority Plans cover the Entire US as part of the Plan, while Global Priority Plans are designed for use outside of the United States, and knowing that the State of LA and Government customers typically require US Only coverage, does the state require the Starlink Global Priority service plans listed on the pricing document? Will the State consider making an award for Starlink Local Priority Service Plans only, if a vendor only provides US based product for Government customers?

State's Response #24:

Please see the Revised Attachment B – Price Sheet.

Vendor's Inquiry #25:

Please confirm all pricing should be inclusive of Taxes, fees, and surcharges?

State's Response #25:

See Instructions to Bidders, Section 19. Taxes and Section 17. Prices on page 5 of the RFx.

All else remains as on original Invitation to Bid.

THIS ADDENDUM IS HEREBY OFFICIALLY MADE A PART OF THE REFERENCED SOLICITATION.

ACKNOWLEDGEMENT: If you have already submitted your bid and this Addendum does not cause you to revise your bid, you should acknowledge receipt of this Addendum by identifying your business name and by signing where indicated. You may return this Acknowledgement by mail or delivery by hand or courier to: Office of State Procurement, 1201 N. 3rd Street, Ste. 2-160, Baton Rouge, LA 70802, or by fax to: (225) 342-9756. The State reserves the right to request a completed Acknowledgement at any time. Failure to execute an Acknowledgement shall not relieve the bidder from complying with the terms of its bid.

Addendum Acknowledged/No changes:

For: _____ By: _____

REVISION: If you have already submitted your bid and this Addendum requires you to revise your bid, you must indicate any change(s) below, identify your business name and sign where shown. Revisions shall be delivered prior to bid opening by mail or delivery by hand or courier

to: Office of State Procurement, 1201 N. 3rd Street, Ste. 2-160, Baton Rouge, LA 70802, or by fax to: (225) 342-9756, and indicate the RFX number and the bid opening date and time on the outside of the envelope for proper identification, or by fax to: (225) 342-9756. Electronic transmissions other than by fax are not being accepted at this time

Revisions received after bid opening shall not be considered and you shall be held to your original bid.

Revision:

For: _____ By: _____

By: Adam Cox
Office of State Procurement
Telephone No. 225-219-4690
Email: adam.cox@la.gov