

SAN MARCOS UNIFIED SCHOOL DISTRICT

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BID NUMBER P2015-15

“Networking Equipment & Installation for Various School Sites”

ADDENDUM No. 2

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END OF BIDDERS LIST

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**I. BID OPENING DATE CHANGE, PAGE REPLACEMENTS/REMOVAL,
QUESTION/ANSWERS:**

1. BID OPENING DATE CHANGED TO: **March 3, 2016 at 2:00pm**
2. Please replace pages 66-72 with attached new, revised pages. (this is a fillable document)
3. Remove pages 78-80. These pages are no longer part of the bid requirements.
4. Question/Answers attached – Diagram is connected to Question #3

END OF ADDENDUM NO. 2

B. Pricing Form (page 1 of 7)

Summarize the detailed costs in the chart below for network equipment, installation, programming and fees needed for the SMUSD firewall design. This also includes a router, three switches and connectors. Write the words "NO QUOTE" next to any items below that you are not proposing. Include additional vendor forms as needed for clarification, but this completed form is required for official overall vendor comparison. Vendor must list all applicable costs in this table including taxes, installation, programming and any miscellaneous fees. If other equipment is needed, add those items to the chart below the district provided equipment list. You must provide bids for the following network equipment (or equivalent* on the Pricing Equivalent Equipment Form C).

| A. Proposed Item (Part #) | B. Proposed Item (Description) | C. Qty | D. 1-time equipment costs (w/o tax) | E. Total 1-time Install costs (Include all labor, programming and set-up costs for all quantities listed) | F. Tax, Surcharges and Fees | G. Total First Year Cost (D+E+F) | H. % E-Rate Eligible | I. % E-Rate Ineligible | Cisco Base Maint or Equivalent Yr 2 (each) | Cisco Base Maint or Equivalent Yr 3 (each) | Cisco Base Maint or Equivalent Yr 4 (Optional) (each) | Cisco Base Maint or Equivalent Yr 5 (Optional) (each) |
|---------------------------|--|--------|-------------------------------------|---|-----------------------------|----------------------------------|----------------------|------------------------|--|--|---|---|
| ASA5585-S40-2A-K9 | ASA 5585-X Chas with SSP40,6GE,4SFP+,2GE Mgt,2 AC,3DES/AES * | 2 | | | | | | | | | | |
| CON-SNT-A85S42K9 | SNTC-8X5XNBD-ASA-5585-X Chas with SSP40,6GE,4SFP+,2GE * | 2 | | | | | | | | | | |
| ASA5585-BLANK-HD | ASA 5585-X Hard Drive Blank Slot Cover * | 4 | | | | | | | | | | |
| ASA5585-BLANK-F | ASA 5585-X Full Width Blank Slot Cover * | 2 | | | | | | | | | | |
| CAB-US515P-C19-US | NEMA 5-15 to IEC-C19 13ft US * | 2 | | | | | | | | | | |
| ASA5585-PWR-AC | ASA 5585-X AC Power Supply * | 2 | | | | | | | | | | |
| SF-ASA-X-9.1-K8 | ASA 9.1 Software image for ASA 5500-X Series,5585-X & ASA-SM * | 2 | | | | | | | | | | |
| ASA-VPN-CLNT-K9 | Cisco VPN Client Software (Windows, Solaris, Linux, Mac) * | 2 | | | | | | | | | | |
| ASA-SSP-40-INC | ASA 5585-X Security Services Processor 40 with 6GE, 4SFP+ * | 2 | | | | | | | | | | |
| ASA5500-ENCR-K9 | ASA 5500-Strong Encryption License (3DES/AES) * | 2 | | | | | | | | | | |
| ASA5585-PWR-AC | ASA 5585-X AC Power Supply * | 2 | | | | | | | | | | |

B. Pricing Form (page 2 of 7)

| A. Proposed Item (Part #) | B. Proposed Item (Description) | C. Qty | D. 1-time equipment costs (w/o tax) | E. Total 1-time Install costs (Include all labor, programming and set-up costs for all quantities listed) | F. Tax, Surcharges and Fees | G. Total First Year Cost (D+E+F) | H. % E-Rate Eligible | I. % E-Rate Ineligible | Cisco Base Maint or Equivalent Yr 2 (each) | Cisco Base Maint or Equivalent Yr 3 (each) | Cisco Base Maint or Equivalent Yr 4 (Optional) (each) | Cisco Base Maint or Equivalent Yr 5 (Optional) (each) |
|---------------------------|--|--------|-------------------------------------|---|-----------------------------|----------------------------------|----------------------|------------------------|--|--|---|---|
| ASA-ANYCONN-CSD-K9 | ASA 5500 AnyConnect Client + Cisco Security Desktop Software * | 2 | | | | | | | | | | |
| ASA5585-SEC-PL | ASA 5585-X Security Plus License (Enables 10G SFP+ Ports) * | 2 | | | | | | | | | | |
| FPR4120-BUN | Cisco Firepower 4120 Master Bundle | 1 | | | | | | | | | | |
| FPR4120-NGFW-K9 | Cisco Firepower 4120 NGFW Appliance, 1U, 2 x NetMod Bays | 2 | | | | | | | | | | |
| CON-SW-FPR4121R | SNTC-NO RMA Cisco Firepower 4120 (36 Mo duration) | 2 | | | | | | | | | | |
| FPR4K-PWR-AC-1100 | Firepower 4000 Series 1100W AC Power Supply | 2 | | | | | | | | | | |
| CAB-TA-NA | North America AC Type A Power Cable | 4 | | | | | | | | | | |
| SF-FXOS4K-1.1-K9 | Firepower Extensible Operating System (FXOS) for FPR4K | 2 | | | | | | | | | | |
| SF-FPR-TD6.0.1-K9 | Cisco Firepower Threat Defense software v6.0.1 | 2 | | | | | | | | | | |
| FPR4120T-BASE | Cisco FPR4120 Threat Defense Base License | 2 | | | | | | | | | | |
| SFP-10G-SR | 10GBASE-SR SFP Module | 4 | | | | | | | | | | |
| FPR4K-SSD200 | Firepower 4000 Series SSD for FPR-4110/4120 | 2 | | | | | | | | | | |
| FPR4K-SSD-BBLKD | Firepower 4000 Series SSD Slot Carrier | 2 | | | | | | | | | | |
| FPR4K-PWR-AC-1100 | Firepower 4000 Series 1100W AC Power Supply | 2 | | | | | | | | | | |
| FS-VMW-2-SW-K9 | Cisco FireSIGHT Management Center,(VMWare) for 2 devices | 1 | | | | | | | | | | |
| CON-SAU-VMWSW2 | SW APP SUPP + UPGR Cisco FireSIGHT Mana | 1 | | | | | | | | | | |

B. Pricing Form (page 3 of 7)

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|---------------------------|--|--------|--|---|-----------------------------|-------------------------------------|----------------------|------------------------|---|---|---|---|
| FPR4K-FAN | Firepower 4000 Series Fan | 12 | | | | | | | | | | |
| FPR4K-RACK-MNT | Firepower 4000 Series Rack Mount Kit | 2 | | | | | | | | | | |
| GLC-T | 1000BASE-T SFP | 2 | | | | | | | | | | |
| FPR4K-ACC-KIT | FPR4K Hardware Accessory Kit (Rack Mounts, Cables) | 2 | | | | | | | | | | |
| FPR4K-NM-BLANK | Firepower 4000 Series Network Module Blank Slot Cover | 2 | | | | | | | | | | |
| FPR4K-NM-BLANK | Firepower 4000 Series Network Module Blank Slot Cover | 2 | | | | | | | | | | |
| WS-C6503-E | Catalyst 6500 Enhanced 3-slot chassis, 4RU, no PS, no Fan Tray * | 1 | | | | | | | | | | |
| CON-SNTP-WS-C6503 | SNTP-24X7X4 Svc, Catalyst 6500 3 Slot Chassis | 1 | | | | | | | | | | |
| WS-C6503-E-FAN | Catalyst 6503-E Chassis Fan Tray * | 1 | | | | | | | | | | |
| CONNECTOR-KIT | Connector Kit * | 1 | | | | | | | | | | |
| VS-S2T-10G | Cat 6500 Sup 2T with 2 x 10GbE and 3 x 1GbE with MSFC5 PFC4 * | 1 | | | | | | | | | | |
| MEM-C6K-INTFL1GB | Internal 1G Compact Flash * | 1 | | | | | | | | | | |
| MEM-SUP2T-2GB | Catalyst 6500 2GB memory for Sup2T and Sup2TXL * | 1 | | | | | | | | | | |
| VS-F6K-PFC4 | Cat 6k 80G Sys Daughter Board Sup2T PFC4 * | 1 | | | | | | | | | | |

B. Pricing Form (page 4 of 7)

| A. Proposed Item (Part #) | B. Proposed Item (Description) | C. Qty | D. 1-time equipment costs (w/o tax) | E. Total 1-time Install costs (Include all labor, programming and set-up costs for all quantities listed) | F. Tax, Surcharges and Fees | G. Total First Year Cost (D+E+F) | H. % E-Rate Eligible | I. % E-Rate Ineligible | Cisco Base Maint or Equivalent Yr 2 (each) | Cisco Base Maint or Equivalent Yr 3 (each) | Cisco Base Maint or Equivalent Yr 4 (Optional) (each) | Cisco Base Maint or Equivalent Yr 5 (Optional) (each) |
|---------------------------|--|--------|-------------------------------------|---|-----------------------------|----------------------------------|----------------------|------------------------|--|--|---|---|
| VS-SUP2T-10G | Catalyst 6500 Supervisor Engine 2T Baseboard * | 1 | | | | | | | | | | |
| S2TISK9-15201SY | Cisco CAT6000-VS-S2T IOS IP SERV FULL ENCRYPT * | 1 | | | | | | | | | | |
| WS-X6908-10G-2T | C6K 8 port 10 Gigabit Ethernet module with DFC4 (Trustsec) * | 1 | | | | | | | | | | |
| WS-F6K-DFC4-E | Cat 6k 80G Sys Daughter Board DFC4E * | 1 | | | | | | | | | | |
| WS-X6908-10G | Catalyst 6500 8 Port 10G Baseboard * | 1 | | | | | | | | | | |
| WS-X6908-10G-2T | C6K 8 port 10 Gigabit Ethernet module with DFC4 (Trustsec) * | 1 | | | | | | | | | | |
| WS-F6K-DFC4-E | Cat 6k 80G Sys Daughter Board DFC4E * | 1 | | | | | | | | | | |
| WS-X6908-10G | Catalyst 6500 8 Port 10G Baseboard * | 1 | | | | | | | | | | |
| PWR-1400-AC | 1400W AC pwr/sup for CISCO7603 and Catalyst WS-C6503 chassis * | 2 | | | | | | | | | | |
| CAB-7513AC | AC POWER CORD NORTH AMERICA (110V) * | 2 | | | | | | | | | | |
| PEM-20A-AC+ | PwrEntryMod use w/1400W AC P/S for CISCO7603, WS-C6503 * | 2 | | | | | | | | | | |
| CVR-X2-SFP10G= | X2 to SFP+ Adaptor module * | 16 | | | | | | | | | | |
| SFP-10G-SR-S= | 10GBASE-SR SFP Module, Enterprise-Class * | 16 | | | | | | | | | | |
| ASR1006 | Cisco ASR1006 Chassis, Dual P/S * | 1 | | | | | | | | | | |

B. Pricing Form (page 5 of 7)

| A. Proposed Item (Part #) | B. Proposed Item (Description) | C. Qty | D. 1-time equipment costs (w/o tax) | E. Total 1-time Install costs (Include all labor, programming and set-up costs for all quantities listed) | F. Tax, Surcharges and Fees | G. Total First Year Cost (D+E+F) | H. % E-Rate Eligible | I. % E-Rate Ineligible | Cisco Base Maint or Equivalent Yr 2 (each) | Cisco Base Maint or Equivalent Yr 3 (each) | Cisco Base Maint or Equivalent Yr 4 (Optional) (each) | Cisco Base Maint or Equivalent Yr 5 (Optional) (each) |
|---------------------------|---|--------|-------------------------------------|---|-----------------------------|----------------------------------|----------------------|------------------------|--|--|---|---|
| CON-SNT-ASR1K6 | SNTC-8X5XNBD Cisco ASR1006 Chassis, Dual P/S * | 4 | | | | | | | | | | |
| CON-SNTP-ASR1K6 | SNTC-24X7X4 Cisco ASR1006 Chassis, Dual P/S* | 1 | | | | | | | | | | |
| ASR1K-MSE | ASR1k-MultiService Edge incl. MPLS, L2/L3VPN- Tracking only * | 1 | | | | | | | | | | |
| ASR1000-RP-BLANK | Blank Cover for ASR1000 RP * | 1 | | | | | | | | | | |
| ASR1000-SIP-BLANK | Blank Cover ASR1000 SIP * | 2 | | | | | | | | | | |
| ASR1000-ESP-BLANK | Blank Cover for ASR1000 ESP * | 1 | | | | | | | | | | |
| ASR1000-RP2 | Cisco ASR1000 Route Processor 2, 8GB DRAM * | 1 | | | | | | | | | | |
| CON-SNT-ASRRP2 | SNTC-8X5XNBD ASR1000 RP2 * | 4 | | | | | | | | | | |
| CON-SNTP-ASRRP2 | SNTC-24X7X4 ASR1000 RP2 * | 1 | | | | | | | | | | |
| M-ASR1K-RP2-8GB | Cisco ASR1000 RP2 8GB DRAM * | 1 | | | | | | | | | | |
| M-ASR1K-HDD-80GB | Cisco ASR1000 RP2 80GB HDD * | 1 | | | | | | | | | | |
| SASR1R2-AESK9-316S | Cisco ASR 1000 Series RP2 ADV ENT SERVICES* | 1 | | | | | | | | | | |
| CON-SNT-SASRAKR6 | SNTC-8X5XNBD Cisco ASR 1000 Series RP2 ADV ENT SERVIC * | 1 | | | | | | | | | | |
| CON-SNTP-SASRAKR6 | SNTC-24X7X4 Cisco ASR 1000 Series RP2 ADV ENT SERVIC * | 1 | | | | | | | | | | |
| ASR1013/06-PWR-AC | Cisco ASR1000 1600w AC Power Supply * | 2 | | | | | | | | | | |

B. Pricing Form (page 6 of 7)

| A. Proposed Item (Part #) | B. Proposed Item (Description) | C. Qty | D. 1-time equipment costs (w/o tax) | E. Total 1-time Install costs (Include all labor, programming and set-up costs for all quantities listed) | F. Tax, Surcharges and Fees | G. Total First Year Cost (D+E+F) | H. % E-Rate Eligible | I. % E-Rate Ineligible | Cisco Base Maint or Equivalent Yr 2 (each) | Cisco Base Maint or Equivalent Yr 3 (each) | Cisco Base Maint or Equivalent Yr 4 (Optional) (each) | Cisco Base Maint or Equivalent Yr 5 (Optional) (each) |
|--|--|--------|--|---|-----------------------------|-------------------------------------|----------------------|------------------------|---|---|---|---|
| CAB-9K20A-NA | Power Cord, 125VAC 20A NEMA 5-20 Plug, North America/Japan * | 2 | | | | | | | | | | |
| ASR1000-ESP10 | Cisco ASR1000 Embedded Services Processor, 10G * | 4 | | | | | | | | | | |
| ASR1000-SIP10 | Cisco ASR1000 SPA Interface Processor 10 * | 1 | | | | | | | | | | |
| SPA-1X10GE-WL-V2 | Cisco 1-port 10GE LAN/WAN-PHY Shared Port Adapter * | 2 | | | | | | | | | | |
| XFP-10G-MM-SR | 10GBASE-SR XFP Module * | 2 | | | | | | | | | | |
| ASR1000-SPA | SPA for ASR1000; No Physical Part; For Tracking Only * | 2 | | | | | | | | | | |
| SPA-BLANK | Blank Cover for regular SPA * | 2 | | | | | | | | | | |
| ASR1000-ESP100= | Cisco ASR1000 Embedded Services Processor, 100G * | 1 | | | | | | | | | | |
| CON-SNT-ASR10ESP | SNTC-8X5XNBD Cisco ASR1000 Embedd * | 1 | | | | | | | | | | |
| | | | | | | | | | | | | |
| Other Vender Recommended Equipment: | Other Vender Recommended Equipment: | | | | | | | | | | | |
| | | | | | | | | | | | | |
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B. Pricing Form (page 7 of 7)

| A. Proposed Item (Part #) | B. Proposed Item (Description) | C. Qty | D. 1-time equipment costs (w/o tax) | E. Total 1-time Install costs (Include all labor, programming and set-up costs for all quantities listed) | F. Tax, Surcharges and Fees | G. Total First Year Cost (D+E+F) | H. % E-Rate Eligible | I. % E-Rate Ineligible | Cisco Base Maint or Equivalent Yr 2 (each) | Cisco Base Maint or Equivalent Yr 3 (each) | Cisco Base Maint or Equivalent Yr 4 (Optional) (each) | Cisco Base Maint or Equivalent Yr 5 (Optional) (each) |
|---------------------------|--------------------------------|--------|-------------------------------------|---|-----------------------------|----------------------------------|----------------------|------------------------|--|--|---|---|
| | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| Misc. | | | | | | | | | | | | |
| Training | | | | | | | | | | | | |
| GRAND TOTAL COST | | | | | | | | | | | | |

BID QUESTIONS #1 – Bid# P2015-15 - February 24, 2016

1. On Page 67 for the WS-C6503-E – When you select this part and configure it with Power Supplies, a Fan tray is required – PN# WS-C6503-E-FAN – quantity 1 – but you do not have this listed in your parts list and there is a cost associated with this part. Can you please revise the equipment list to include this or should we leave this out?
 - a. **Answer: Please include the requested fan tray. WS-C6503-E-FAN. Included in specifications under WS-C6503-E**

2. On Page 68 – for the ASR 1006 Router you are asking for a ASR1000-ESP10 Embedded Services Processor 10G and on the next page you are asking for an ASR1000-ESP100= Embedded Services Processor 100G. The router can only have one of those modules configured in it. Was it your intention to purchase both modules or were you going to purchase only one of them and their corresponding support sku's?
 - a. **Answer: Please only provide the 100g module. Equipment list has been updated in this addendum.**

3. For the list of equipment that you have listed – do you have a network diagram that shows how the devices are to be connected in your design. For example, you have the following items –
 - a. (2) Cisco ASA Firewalls
 - b. (1) Cisco 6503 Chassis Switch with various line cards
 - c. (1) Cisco ASR 1006 RouterWe are wondering if you have a diagram showing the planned deployment of these devices and how they are supposed to integrate with your existing equipment
 - d. **Answer: Provided in Addendum 2.**

4. The scope of work is not clear as to what is expected for installation services. You state clearly that the equipment being provided is to be installed and configured – what is not clear is are we responsible for removing any equipment that the provided equipment is replacing? For example, are we responsible for removing any existing routers, firewalls, switches etc and if so do you have a list of that equipment along with the model and configuration information? Are we responsible for exporting out the existing firewall information and re-programming the new firewalls with the exact security rules and ACL lists or will you be implementing new rules and security procedures?
 - a. **Answer. We will be migrating existing rules and turning new features as needed. Please include removal and turnover of existing equipment back to the district. We do not have a list of equipment to be removed.**

5. With the issuance of Addendum 1 – you are including 10G SFP's for all sites – are we responsible for deploying and configuring those at all sites? Will there be any programming that will need to be done at each of the sites - or are we just replacing existing sites? Will this work need to be coordinated with your WAN vendor? We are just trying to determine the amount of labor and time that may be needed at each site. According to the bid form you are asking for installation of an SFP which might take 10 minutes per site, but if you expect us to do an actual cutover from your current WAN provider to your new WAN provider it may take several hours along with multiple calls with your team and your provider to schedule and coordinate the cutover. A suggestion – if you want us to provide a complete turnkey cutover for each site – perhaps you list a block of hours for each line item – maybe 10 hours per site?
 - a. **Answer: Vendor will be responsible for deployment and configuration for each location. This will include working with our WAN service provider.**

6. With the issuance of Addendum 1 you are asking for a Cisco 10G or 1G optical SFP/SFP+ module or “equivalent”. There are many manufactures that make SFP and SFP+ modules that will work with Cisco and other brands of networking equipment – however they will not be supported by Cisco TAC for any tech support. Cisco TAC will only offer support once you have removed the equivalent SFP or SFP+ with an

actual Cisco module. Since the equipment at each of these sites are Cisco Branded equipment and you are only purchasing a module to be installed in this existing Cisco equipment – are you sure you want to consider “Equivalent” modules for this section? Keep in mind that these modules will be the lifeline for each location to the Internet and any resources located at your District NOC. If this module fails the entire site will be offline until replaced.

a. Answer: Addendum 2, Line #3 removes pages 78-80

7. The Cisco transceivers on the Addendum... are these for the district’s switching infrastructure or are any of these devices for the firewall component of the RFP?

a. Answer: The additional SFP’s are for each site to connect new wan services.

8. How many 10Gb transceivers are needed for the 10Gb firewalls themselves?

a. Answer: In the configuration listed in the bid will require 4 10G sfps for the clustering firewalls. Please see replacement equipment list inside this addendum.

9. The district is asking for a 2 firewall “cluster” for redundancy and scalability. How does the district intend to configure high availability with these devices? Would the district prefer the vendor to make a recommendation, or to provide options?

a. Answer: With clustering we are setting them up as active/active for load balancing between the firewalls. Please bid based on specifications.

