

**BOARD OF EDUCATION**

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September 22, 2026

ADDENDUM No. 2
Network Equipment for Internal Connections
RFP No. 27-08

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above-entitled specifications for Fresno Unified School District with a scheduled RFP due date on October 13, 2026 prior to 2:00 P.M. All changes and/or clarifications will appear in **bold** type and deletions will be struck out in revised sentences.

Incorporate the following into your RFP response.

I. REFERENCE: NOTICE OF INVITATION, MANDATORY PRE-PROPOSAL CONFERENCE

Add: Incorporate Pre-Proposal Conference Attendance Sheet.

Attached is the Attendance Sheet for the mandatory virtual pre-proposal conference held on September 16, 2026, at 10:00 A.M. hosted via Microsoft Teams. Interested Bidders were required to attend for their submittals to be accepted as responsive.

II. REFERENCE: QUESTIONS, RESPONSES, AND CLARIFICATIONS

Clarification: See responses below to questions

Question	Response
Groups E/F phones. DP9841-K9= / DP-9851-K9= are listed with no power supplies or injectors, no headsets, and no call-control licensing. Please confirm the phones register to an existing on-premises call platform (CUCM/Webex Calling), state the required firmware, and confirm no license or subscription is expected from the vendor.	The district is procuring phone hardware only. The DP9841-K9= and DP-9851-K9= phones are intended to replace failed devices and older models that are no longer supported for the district's planned call manager upgrade. The district currently operates Cisco Unified Communications Manager (CUCM) and maintains the necessary call-control licensing. Therefore, bidders shall provide the phone hardware only. No power supplies, injectors, headsets, call-control licenses, subscriptions, or other recurring services are required as part of this procurement. Phones shall be compatible with the district's existing CUCM environment and supported for use with the district's planned CUCM upgrade.

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Question	Response
Where do we state brand/model for an "or equivalent" item? GTC #8 (p.9) requires the brand name and number be stated "in the field provided on the pricing form," and warns that leaving it blank deems us to have quoted the exact Cisco part. Attachment "A" has no brand/model column, and its instructions say "please do not make any other changes to this spreadsheet." Please specify the approved method (added column, separate equivalency sheet, cover-letter schedule).	Bidders shall use column "D" on Attachment "A" Addendum 1 to type in the brand/model for your "or equivalent" items. If no alternate product is identified, the bidder will be deemed to have offered the exact manufacturer and model specified in the RFP.
Tariff vs. binding price — Desired Services (p.4) states all quoted prices "are binding and will not change regardless of supply change challenges or future trade conditions." E-Rate Supplemental Terms Item#8 states the District presumes a tariff, requires us to identify it and country of origin on the pricing attachment, and commits the District to "appropriately compensate the service provider" if the actual tariff is higher. Which clause controls? Please confirm if this Item#8 governs and describe the true-up mechanism and documentation required.	Bidders must identify the country of origin and any known tariff-related costs as required by Item #8. All known costs must be included in the proposed pricing at the time of bid submission. The district does not contemplate automatic price adjustments or true-ups for future tariff, duty, or trade condition changes, and pricing shall remain firm as specified in the RFP.

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Question	Response
Is data stacking (StackWise) a functional design requirement of this award, or are the stacking cables being purchased as accessories/spares with the switches deployed standalone?	Data stacking (StackWise) is a functional requirement of this procurement. The stacking cables are not spare or optional accessories; they are required to connect the Cisco C9350-48HX and C9350-24HX switches using their integrated StackWise capability and provide the intended stack functionality.
Where an "or equivalent" switch is proposed under Special Terms #4, must the equivalent platform provide an equivalent stacking/virtual-chassis capability and will the District specify a minimum stack bandwidth or member count for equivalency purposes?	Any proposed "or equivalent" switch must provide functionality and capabilities substantially equivalent to the specified switch and be fully compatible with the district's operational requirements. The district has not established a separate minimum stacking bandwidth, stack member count, or virtual-chassis specification for purposes of equivalency. Evaluation of proposed equivalents will be based on the district's determination that the product offered is equal to or better than the specified equipment in all material respects.
Do the 300 IP phones constitute a complete, self-contained VoIP system for this award, or are they an incremental purchase/refresh within an existing District-wide voice platform?	The 300 IP phones are an incremental purchase as part of the district's existing voice platform. This procurement is for replacement and/or expansion of endpoints and does not constitute a complete, self-contained VoIP system. The phones will integrate with the district's existing voice infrastructure.

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The term for all licenses and services is 5-years or only for the small switches (DNA) as shown in the BOM and addendum?	5 year applies to all the SKU Group A and B CISCO-NETWORK-SUB, LIC-SPACES-ADV-S, SVS-LOSPT-CN, LIC-CS-AC1-M-A and LIC-CS-AC1-L-A plus the SKU Group D includes C9200CX-DNA-A-8 plus C9200CX-DNAA8-5Y.
The BOM explicitly includes: • C9200CX-DNAA8-5Y • Description:"Cisco DNA Advantage, 5Y Term License This is the only item in the BOM where a 5-year term is explicitly stated.	5 year applies to all the SKU Group A and B CISCO-NETWORK-SUB, LIC-SPACES-ADV-S, SVS-LOSPT-CN, LIC-CS-AC1-M-A and LIC-CS-AC1-L-A plus the SKU Group D includes C9200CX-DNA-A-8 plus C9200CX-DNAA8-5Y.
What are the terms for the licenses (Group A) LIC-CS-AC1-L-A and (Group B) LIC-CS-AC1-M-A ? The Minimum is 36 months.	5 Years term

Entire addendum may be downloaded from <https://fresnousedpurchasing.procureware.com/home>

Acknowledge receipt and understanding of this addendum in designated area of the online Response Form.

MANDATORY Pre-Bid Conference
RFP No. 27-08
Network Equipment for Internal Connections

Pre-Bid Conference Date: September 16, 2026 @ 10:00 A.M.

District Address	Conference Location	
Fresno Unified School District Purchasing Department 4498 N. Brawley Ave Fresno CA 93722	TEAMS MEETING	Sarah Garcia, Buyer II 4498 N. Brawley Ave Fresno, CA 93722 559-457-3581
Contractor Information		Phone Number
Company Name: Development Group, Inc.		(530) 917-5502
Contact Name: Aaron Sang		asang@development-group.net
Contractor Information		Phone Number
Company Name: GDT		(415) 577-6652
Contact Name: Spencer Hung		spencer.hung@gdt.com
Contractor Information		Phone Number
Company Name: Sehi Computer Products Inc.		(949) 370-0210
Contact Name: Tyler Guerrero		tyler@sehi.com
Contractor Information		Phone Number
Company Name: Dragontech LLC		(202) 470-3961
Contact Name: David Edelstein		david.edelstein@dragontechllc.com
Contractor Information		Phone Number
Company Name: VectorUSA		(424) 367-8571
Contact Name: German Torres		gtorres@vectorusa.com
Contractor Information		Phone Number
Company Name: Netsync Network Solutions		(909) 762-7896
Contact Name: Nick Berghoudian		nberghoudian@netsync.com
Contractor Information		Phone Number
Company Name: EagleBridge Management Consulting Group LLC		(972) 908-0961
Contact Name: Majbrit Kreimer		majbrit@eaglebridge-management.com
Contractor Information		Phone Number
Company Name: MGT		(559) 548-1828
Contact Name: Ryan Snedden		rsnedden@mgt.us
Contractor Information		Phone Number
Company Name: Fortinet		(559) 203-1669
Contact Name: Sam Alvarado		samalvarado@fortinet.com
Contractor Information		Phone Number
Company Name: Development Group Inc.		(530) 949-3919
Contact Name: Ryan O'Malley		romalley@development-group.net
Contractor Information		Phone Number
Company Name: Dragontech		
Contact Name: John Yeh		john.yeh@dragontechllc.com
Contractor Information		Phone Number
Company Name: PC Solutions & Integration Inc.		(480) 549-0029
Contact Name: Nick Pesu		npesu@pcsusa.net
Contractor Information		Phone Number
Company Name: Development Group Inc.		
Contact Name: Natalie Slocum		nslocum@development-group.net