REQUEST FOR PROPOSAL (RFP)

E-Rate Eligible Core Network Upgrade

PROJECT NO. 12632

RFP No. SFUSD-PD-FY27_#92 Core Network Upgrade

E-Rate FY 2027 FCC FORM 470 No. 270000910

(Questions & Answer Posting on 11/04/2026)

Questions:

1. Cisco Licensing Requirements – Section 5.3.1 / Attachment B

   Attachment B specifies C9300X-24Y-EDU switches with Network Essentials and DNA Essentials licensing. However, Section 5.3.1 requires native Cisco EIGRP routing. Can the District confirm whether Network Advantage and DNA Advantage licensing should be quoted instead to meet the stated routing requirements, or whether the specified Essentials licensing is intentional?

   a. ***Answer**: Essentials license is intentional.*

2. Existing Cisco Catalyst 9300 Compatibility – Section 5.3.1

   Can the District provide the specific Cisco Catalyst 9300 models and current IOS-XE software versions deployed in the existing switch stacks? This information is necessary to validate hardware stacking compatibility with the proposed equipment.

   a. ***Answer**: The requested items in Attachment B are intentional. Please respond to the proposed items specified in Attachment B of the RFP.*

3. StackWise Cable Quantities – Attachment B

   Attachment B specifies 20 one-meter and 20 three-meter StackWise cables. Can the District provide the intended stack configurations and number of switches per stack to confirm that the quantities and lengths are sufficient?

   a. ***Answer**: The quantities and lengths listed in Attachment B are sufficient.*

4. StackPower Cables – Section 5.3.1 / Attachment B

   The technical specifications require StackPower compatibility; however, Attachment B does not explicitly identify StackPower cables. Are StackPower

cables required as part of this procurement? If so, can the District provide the required quantities and cable lengths?

a. ***Answer**: No the cables are not required. Please respond to the proposed items specified in Attachment B of the RFP.*

5. Cisco Catalyst 9200CX Requirements – Section 5.3.1 / Attachment B

   Can the District confirm that the EIGRP routing, hardware stacking, and StackPower requirements outlined in Section 5.3.1 do not apply to the C9200CX-8P-EDU compact switches identified in Attachment B?

   a. ***Answer**: Hardware stacking and StackPower are not required. However, the proposed switch must meet the applicable routing protocol requirements specified in Section 5.3.1 of the RFP.*

6. Installation and Professional Services – Sections 1.1 and 3.0

   Can the District confirm whether this procurement is strictly for equipment supply and delivery, or whether vendors are expected to provide installation, configuration, migration, testing, or other professional services? If installation is required, can we get a breakdown of switches by location?

   a. ***Answer**: In the RFP, Section 3.0, Scope of Services, specifies that the scope is for supply and delivery of the equipment proposed in Attachment B.*

7. Equipment Staging – Section 3.2

   Does the District require any equipment staging, inventory documentation, asset tagging, software upgrades, or preconfiguration prior to delivery, or will these activities be performed by District personnel?

   a. ***Answer**: Not required.*

8. Attachment B specifies Network/DNA Essentials together with ThousandEyes and Spaces three-year entitlements for the C9300X switches. Cisco's ordering guidance associates those embedded entitlements with Advantage. Section 5.3.1 also calls for native EIGRP routing on the SFP+ models, while NetworkEssentials provides EIGRP Stub. Please confirm the required license tier and entitlements, including whether EIGRP Stub satisfies the routing requirement or full EIGRP is required.

   a. ***Answer**: Essentials license satisfies current routing requirements.*

9. Section 3.2 states that the District intends to use BEAR (Form 472), while Attachment A section 5(a) requires SPI (Form 474) and says the District does not intend to use BEAR. Which invoicing method controls this procurement?

a. ***Answer**: Attachment A, Section 5a states, "Alternatively, should the Applicant decide that it is in the best interest of the Applicant to file an FCC Form 472, the Applicant will inform the Service Provider of its intent." In Section 3.2 Delivery and Invoicing Requirements, the RFP states The District intends to utilize the form 472 BEAR (Billed Entity Applicant Reimbursement) process for E-Rate reimbursement .*

10. E-Rate invoicing method: Section 3.2 indicates that SFUSD intends to use the BEAR process (Form 472), while Attachment A, Section 5, specifies the SPI process (Form 474). Could you confirm which invoicing arrangement will apply to this procurement?

    a. ***Answer**: The District intends to utilize the form 472 BEAR (Billed Entity Applicant Reimbursement) process for E-Rate reimbursement as stated in Section 3.2 Delivery and Invoicing Requirements.*

11. Service provider registration: The announcement requires a valid SPIN, and Attachment A requests an FCC Registration Number and Green Light status. Must the SPIN already be issued when the proposal is submitted, or may a vendor with a pending FCC Form 498 application submit a responsive proposal?

    a. ***Answer**: Please reference* Attachment A *E-Rate Supplemental Terms and Conditions:*

    2b. Service Providers are responsible for providing a valid Service Provider Identification Number ("SPIN"). More information about obtaining a SPIN may be found at this website:
    https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/

    2c. Service Providers are responsible for providing a valid Federal Communications Commission Registration Number ("FRN") at the time the Proposal is submitted. More information about obtaining an FRN may be found at this website: Providers are responsible for providing a valid Federal Communications Commission Registration Number ("FRN") at the time the Proposal is submitted. More information about obtaining an FRN may be found at this website:
    https://www.fcc.gov/licensing-databases/commission-registration-system-fcc?utm_source

    2d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the proposal is submitted. Any potential Service Provider found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed to Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red Light Status may be grounds for termination of the Agreement as it could prohibit the Service Provider from providing E-Rate discounts in a timely manner which would cause harm to the Applicant.

More information about FCC Red and Green Light Status may be found at this website: http://www.fcc.gov/debt_collection/welcome.html

12. Equipment compatibility: Section 5.3.1 requires hardware stacking and interoperability with existing Cisco Catalyst 9300 switches. Attachment B also specifies the compact Catalyst C9200CX-8P platform. Are the stacking and StackPower requirements intended to apply to those compact switches, or only the applicable Catalyst 9300 models?

    a. ***Answer**: This applies only to the requested 9300 Series models.*

13. Submission and insurance requirements: Section 4.3 requests PDF proposal attachments, while Section 4.2 requires Attachment B in Excel format. Could you confirm the preferred arrangement for the cost proposal? Additionally, could you confirm the minimum insurance limits referenced in Attachment C, Section 10, where the dollar amounts appear incomplete?

    a. ***Answer**: Your submission for this section must be in Excel format and use the provided Excel template, Attachment B - E-RATE WLAN 2026 Bid Equipment Response Template, as outlined in Section 4.2 Proposal Content, "do not modify or change contents in Columns A-D. Any modification will not be considered".*

    b. ***Answer**: Please reference Section 10 Insurance, for insurance minimum requirements. The general aggregate under the Automobile Liability Insurance section is intentionally left blank ($_,000,000), as the general aggregate is not-applicable to automobile insurance.*

14. Cisco End-of-Life SKUs and Equivalent Replacements

    While preparing our equipment quotation with an authorized Cisco distributor, we were informed that certain Cisco software licenses and embedded-feature SKUs listed in Attachment B are obsolete or no longer independently configurable through Cisco's current quoting system.

    Cisco has published end-of-sale notices for some related licensing products, and current replacement SKUs or bundled entitlements may be required to provide equivalent functionality.

    Since Attachment B requires bidders to preserve the original part numbers and descriptions in columns A–D, could SFUSD please clarify:

    - May bidders propose current Cisco replacement SKUs or equivalent bundled entitlements when the originally specified SKUs are no longer orderable?

- Would SFUSD accept a separate manufacturer-validated cross-reference showing each original SKU, its replacement or included entitlement, and confirmation of equivalent functionality and licensing duration?
- If so, should pricing remain against the original Attachment B line items, with the replacement details provided separately?

Our intention is to preserve the required response format while ensuring that all proposed equipment and licenses are current, orderable, and fully supported by Cisco

a. ***Answer:*** *Vendors have the option to offer equivalent bundles to the original SKUs.*

b. ***Answer:*** *Vendors have the option to offer equivalent bundles to the original SKUs.*

c. ***Answer****: In Attachment B, please create a new column after column C for equivalent line items.*

15. EIGRP Routing and Network Essentials Licensing

Section 5.3.1 references native Cisco EIGRP routing compatibility, while Attachment B specifies Cisco Network Essentials licensing for the Catalyst 9300 switches.

Cisco Network Essentials supports EIGRP Stub functionality, whereas full EIGRP routing generally requires Network Advantage.

Could SFUSD confirm whether EIGRP Stub is sufficient to satisfy the routing requirements, or whether full EIGRP routing functionality is required?

If full EIGRP is required, would SFUSD accept the appropriate Network Advantage licensing as an equivalent or enhanced configuration?

a. ***Answer****: Essentials license satisfies current routing requirements.*

b. ***Answer:*** *Please reference the previous answer.*

16. See Lines 1.8 and 2.18 SC9300UK9-1715 is no longer available. Is SC9300UK9-1718 acceptable?

a. ***Answer****: Vendors have the option to offer equivalent bundles to the original SKUs if proposed items are no longer available.*

17. See Lines 1.11 and 2.10 CAB-TA-NA shows a qty of 40 each but since you specified dual power supplies, a qty of 80 is required so is it ok to change this qty?

    a. ***Answer**: No, please respond to the proposed items specified in Attachment B of the RFP.*

18. See Line 2.21 C9300X-NM-BLANK shows a qty of 100 each but none are actually required for the switches on this RFP. Perhaps they are needed for other switches that are not part of this RFP?

    a. ***Answer**: Not applicable, please respond to the proposed quantity of the C9300X-NM-BLANK specified in Attachment B of the RFP.*

19. Line 1 C9300X-24Y-EDU does not include a Network Module so Line 1.14 specifies Qty 40 each C9300-NM-BLANK which is all that's required.

    Line 2 C9300X-48HXN-EDU includes a Network Module on Line 2.13 so no blank network modules are required.

    Did you want to include any SMARTnet Support for Lines 1 or 2? You specified SMARTnet Support on Line 3.1 for the switches on Line 3.

    a. ***Answer**: SmartNet support is not required for Lines 1 and 2. Please respond to the proposed items specified in Attachment B of the RFP.*

20. No Cisco StackPower cables were specified for switches on Line1 or 2 but under Switch Requirements, you specified Power Resiliency which would require StackPower Cables.

    a. ***Answer**: Yes this was intentional.*

21. There are no stack cables specified for the 24 port switches. Was this intentional?

    a. ***Answer**: Yes.*

22. There are no stack power cables specified for any of the 24/48 port switches. Was this intentional?

    In section 5.3.1, the Power Resiliency section mentions the following:

    - Must support Cisco StackPower to seamlessly share power and interoperate with our existing Cisco Catalyst 9300 Series switches.

a. ***Answer**: Yes.*

23. There is no Smartnet support specified for the equipment. Is Smartnet not needed? If it is needed, what support level is required? 8x5 NBD? 24x7 NCD?

    a. ***Answer**: SmartNet support is not required.*

24. Is any mounting equipment needed for the 9200CX switches?

    a. ***Answer**: No.*

25. What is the distribution of switches?
    - Qty. 1x 24 port and Qty. 1x 48 port switch to 40 different locations?
    - Qty. 1x 8 ports switch to 20 different locations?

    a. ***Answer**: Not applicable, please respond to the proposed items specified in Attachment B of the RFP.*

26. Configuration:
    - Are these switches going into new or existing IDFs?
    - Do these switches need a brand-new configuration?
        - If so, what are the switch stack requirements for the 9300s?
    - Will the 9300 switches be added to an existing switch stack?
    - What is the purpose of the 8 port switches?

    a. ***Answer**: Not applicable, please respond to the proposed items specified in Attachment B of the RFP.*

27. Do the switches need to be configured on-site?

    a. ***Answer**: No.*

28. What days/hours are required for the switches to be installed?

    a. ***Answer**: Not applicable.*

29. Is there an installation deadline?

    a. ***Answer**: Not Applicable.*

30. Is endpoint cable patching needed?

    a. ***Answer**: No.*

31. Is asset tagging and inventory documentation required?

a. ***Answer**: No, it is not required.*

32. Attachment B: On released Attachment B there are two columns labeled "Allocation (%)." Assuming these are the columns vendors should use for entering eligible / ineligible pricing percentages, does the District have a preference which column should be used for which?

    a. ***Answer**:In Attachment B, column H indicates it is for "E-Rate Eligible Cost Allocation (%)" and column I indicates it is for "E-Rate Ineligible Cost Allocation (%)".*

33. Attachment C: Attachment C seems to be oriented toward the winning vendor. Do all vendors need to submit a signed copy with response and will SFUSD enter remaining SFUSD-centric information at award?

    a. ***Answer**: Yes vendors should submit a signed copy with response and SFUSD will enter the remaining information at award.*

34. FCC Form 470: The FCC Form 470 released with this bid indicates the District wants vendors to propose installation and initial configuration with proposals. Is this correct?

    a. ***Answer**: Although "installation and configuration" is indicated as yes, this is a hardware only RFP as clarified in the Narrative and RFP. This is also consistently stated throughout the RFP, including Section 1.1, Publication of Request for Proposal, which states, "...proposers to supply network equipment and related services for campus Core Network Switches, and related services, including but not limited to electronics, associated modules, software, applicable licenses, and related technical services."*

35. C9300X-NW-E-24: The requested quantity is 40, but this part number is not included in the Cisco Estimate. Could you please verify the required part number and quantity? The requested switches will have the DNA Essentials license selected, but the requested SKU for the Networking license is not listed in the CCW under switch with valid configuration currently.

    a. ***Answer**: Cisco Commerce Connect Dots shows the SKU as active, with no end-of-life details listed. Please respond to the proposed item specified in Attachment B of the RFP.*

36. TE-EMBEDDED-T / TE-EMBEDDED-T-3Y: The requested quantity is 80 each, while the Cisco Estimate includes only 40 each. Could you please confirm whether 80 units of each are required?

a. ***Answer**: These are two separate SKUs, both of which are mandatory for each switch model configuration. Please respond to the proposed quantity specified in Attachment B of the RFP.*

37. D-DNAS-EXT-S-T / D-DNAS-EXT-S-3Y: The requested quantity is 80 each, while the Cisco Estimate includes only 40 each. Could you please verify the required quantities?

    a. ***Answer**: These are two separate SKUs, both of which are mandatory for each switch model configuration. Please respond to the proposed quantity specified in Attachment B of the RFP.*

38. TE-C9K-SW: The requested quantity is 80, but only 40 are included in the Cisco Estimate. Could you please confirm whether 80 is the correct quantity?

    a. ***Answer**: SKU quantities are tied to the requested quantity for each switch model. Please respond to the proposed quantity specified in Attachment B of the RFP.*

39. C9300X-NM-BLANK: The requested quantity is 140, while the Cisco Estimate includes only 40. Could you please double-check the required quantity?

    a. ***Answer**: In section 3.1 Equipment Specifications of the RFP, it states "The equipment list provided in this RFP is subject to change. Purchases may be made in part or in full at the discretion of the District." Please respond to the proposed quantity of the C9300X-NM-BLANK specified in Attachment B of the RFP.*

40. CAB-TA-NA: The requested quantity is 100, while the Cisco Estimate includes 180. This is probably due the fact that each power supply needs a power cable, and most of the witches have redundant power supplies. Could you please confirm the correct quantity of power cables required?

    a. ***Answer**: Quantity is correct. Please respond to the proposed quantity specified in Attachment B of the RFP.*

41. SC9300UK9-1715 / SCAT9200CXUK9-1715: The requested part numbers specify software version 17.15, while the Cisco Estimate includes version 17.18. Could you please confirm whether version 17.18 is acceptable, or if version 17.15 is specifically required?

    a. ***Answer**: 17.18 is acceptable.*

42. CON-SNT-C9200C88: The requested support part number is not available in the Cisco Estimate, and an EDU-specific support SKU has been quoted instead. Could you please confirm whether the EDU-specific support SKU is acceptable?
    a. ***Answer**: An EDU SKU is acceptable if it is equivalent.*