Department of Purchasing

Dianna Casper
Executive Director

October 28, 2026

ADDENDUM 1, RFP#510-27-01

Local Area Network (LAN) Equipment and Services

This addendum forms a part of the solicitation documents, modifies the original document as indicated in the Addendum 1 provided below and is hereby made part of any pursuant award. Acknowledge receipt of this Addendum by signing and submitting with the bid package submittal documents. Failure to submit the acknowledgment of addenda may be used as an evaluated factor.

AS A REMINDER, THE DELIVERY FOR THIS RFP REMAINS at the Garland ISD Purchasing Construction Bond Department, Marvin Padgett Auxiliary Services Center Building, 701 N. First Street, Garland, Texas 75040.

1. Questions and Answers (3 pages)
2. ADDENDUM CHANGES:
    a. **THE DUE DATE FOR PROPOSAL SUBMISSION CHANGES AS FOLLOWS:**
    From: November 10, 2026, 10:30 a.m. CST **TO:** December 1, 2026, 10:30 a.m. CST
    b. 1 RFP 510-27-01 LAN Equip & Srvs Hard Copy:
        i. **Delete** Specifications PROPOSAL #510-27-01 Local Area Network Equipment and Services **Attachment 1** (22 pages) and **Replace with Addendum 1, Attachment 1 Specifications PROPOSAL #510-27-01 Local Area Network Equipment and Services.**
        ii. **Delete** ATTACHMENT A- LAN PRICING_locked and **Replace with Addendum 1, Attachment A-LAN PRICING_locked REV**.

The full document under Addendum 1 is attached and available on the Google drive at:
https://drive.google.com/drive/u/0/folders/1G1TtjrWbzKYSOj5PiFUWK9pj1q-vmJpq

Dianna Casper
Executive Director of Purchasing

_____
Company Name

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Address

_____
City State Zip

_____
Signature

_____
Title

RFP 510-27-01 Local Area Network (LAN) Equipment and Services

ADDENDUM 1
QUESTIONS AND ANSWERS

1. Does the District permit a proposer to subcontract portions of the work (for example, cabling, installation, configuration, or project management and network documentation) to a qualified subcontractor? If so, may the Cisco Gold Certified Partner (or equivalent) and CCIE/CCNP requirements in Section 5.2.2 be met by the prime proposer alone?
   ANSWER: The District does not allow subcontracting for this scope of work. All work in the scope must be performed by the awarded Bidder. Contractor must satisfy the requirements of Section 5.2.2 and 9.5.4, see Addendum 1, Attachment 1.

2. If subcontracting is permitted, does the District require subcontractors to be identified in the proposal, and is there any form or documentation required for them?
   ANSWER: See answer to question 1. All work must be performed by the awarded Bidder.

3. Does the District have a HUB, small business, or veteran-owned subcontracting goal for either RFP? If so, where can we find the required forms?
   ANSWER: Garland ISD does not have goals, but vendors/contractors who qualify may submit their documents for tracking purposes.

4. Will the District publish a list of vendors that have requested the solicitation documents or submitted questions, so that interested subcontractors and prime proposers can coordinate?
   ANSWER: Questions and answers are attached. Subcontracting is not acceptable for this scope.

5. Cisco partner certification (Sections 5.2.2.1 and 9.5.4): Cisco has transitioned from its legacy Gold Partner designation to the Cisco 360 Partner Program. Which current Cisco partner designations and validated competencies will Garland ISD accept as equivalent?
   ANSWER: Contractor must satisfy the requirements of Section 5.2.2 and 9.5.4, see Addendum 1, Attachment 1.

6. Prime and subcontractor qualifications: May a proposing prime contractor satisfy the required Cisco organizational certifications, CCIE/CCNP staffing, and project delivery requirements through a formally committed Cisco-certified subcontractor? If so, what evidence must accompany the proposal?
   ANSWER: The District does not allow subcontracting for this scope of work. All work in the scope must be performed by the awarded Bidder. Contractor must satisfy the requirements of Section 5.2.2, see Addendum 1, Attachment 1.

7. E-Rate registration: Must the proposer already have an issued SPIN by November 10, or will proof of a submitted FCC Form 498 application be acceptable, provided registration is completed before contracting or invoicing?
   ANSWER: Yes, must have SPIN. Submit by the new due date of December 1.

8. Award structure: The specifications describe the procurement as all-or-none, while Section 1.2.3 permits multiple and line-item awards. Must proposers bid the complete turnkey scope, including installation and support, to be considered responsive?
   ANSWER: Yes; proposer must submit complete turnkey solution.

9. Contract duration: Please confirm the anticipated total contract term, including options, given the differing renewal descriptions in the solicitation.
   ANSWER: Please refer to Section 1.2.9. TERM OF CONTRACT - The term of the contract is effective upon Board of Trustee approval and issuance of the Garland ISD purchase order with Notice to Proceed. Initial award is from date of award ending June 30, 2028, with the contract renewing annually on July 1st for four (4) additional years

unless cancelled by either party as stated in the CANCELLATION FOR CONVENIENCE or CANCELLATION FOR CAUSE.

10. Cisco partner certification: Section 5.2.2.1 requires Cisco Gold Certified Partner status or equivalent. Since Cisco replaced its Gold designation under the Cisco 360 Partner Program in January 2026, which current Cisco partner designations and supporting documents will be accepted? May a proposer rely on the qualifications of a named implementation subcontractor, or must the proposing legal entity independently hold the required designation?
ANSWER: Please refer to the revised Section 5.2.2 and 9.5.4 for the Cisco 360 Preferred Partner requirements, see Addendum 1, Attachment 1.

11. Award structure: Section 1.2.3 permits multiple awards and individual line-item awards, while the Specifications state that this is an all-or-none procurement. Should vendors submit a complete solution covering all equipment and services, or will partial product-category or line-item proposals be considered?
ANSWER: Yes; proposer must submit complete turnkey solution. The District intends to award to the bidder that offers the best value to Garland ISD for the complete turnkey solution.

12. Pricing workbook: Please confirm whether pricing should be entered exclusively in the Totals tab, Column D, as stated in the workbook instructions, and where the required UPS/PDU and wireless equipment not clearly identified in the extracted pricing schedules should be priced.
ANSWER: Pricing should be entered on tab D unit list price of the totals tab. The pricing spreadsheet has been corrected, see Addendum 1, Attachment A.

13. E-Rate requirements: Is an active SPIN required at initial proposal submission, or can a proposer obtain and provide it before contract execution? Please also confirm the intended E-Rate invoicing process where the solicitation references both BEAR and SPI procedures.
ANSWER: Yes; Bidder must have an active SPIN by December 1st. The District utilizes both BEAR and SPI methods at its sole discretion.

14. Would Garland ISD accept a proposal submitted by a prime contractor that provides overall contract management and procurement, with a named Cisco Gold Certified integration subcontractor responsible for technical design, installation, configuration, and support?
ANSWER: The District does not allow subcontracting for this scope of work. All work in the scope must be performed by the awarded Bidder. Contractor must satisfy the requirements of Section 5.2.2 and 9.5.4, see Addendum 1, Attachment 1.

15. Specifically, may the subcontractor's Cisco Gold certification, manufacturer authorizations, and certified engineering personnel satisfy the corresponding qualification requirements, or must the prime contractor independently hold those credentials at the time of proposal?
ANSWER: The District does not allow subcontracting for this scope of work. All work in the scope must be performed by the awarded Bidder. Contractor must satisfy the requirements of Section 5.2.2 and 9.5.4, see Addendum 1, Attachment 1.

16. Please confirm whether the equipment/BOM contained in Attachment A for RFP 510-27-01 and RFP 510-27-02 was inadvertently associated with the opposite solicitation. The 510-27-01 LAN pricing workbook contains MAN/WAN equipment, while the 510-27-02 MAN/WAN pricing workbook contains LAN/WLAN equipment.
ANSWER: The pricing spreadsheet has been corrected, see Addendum 1, Attachment A. Please redownload and follow the instructions to fill out.

17. The Installation/Project Management section on the "Totals" tab is locked, including the Unit Price column, so we cannot enter our service costs. How should we show our pricing for these services? Also, how should we list or split the service costs for each campus separately—should we put this in a separate attachment, or is there an unlocked cell or tab we should use?
ANSWER: After downloading the revised spreadsheet, ensure that you enable editing at the top. After that is selected, you should be able to fill out the contact information in vendor information tab and pricing on tab D unit list price. See Addendum 1, Attachment A.

18. Will the District require any DAC cables and/or fiber jumper cables? If so, please provide the cable type and quantity required for each.
    ANSWER: No, district will provide DAC and fiber cables.

19. Are UPS units or PDUs required for the LAN devices? If yes, please provide the required type and quantity for each.
    ANSWER: No. The District does not standardize installing UPS equipment in IDF rooms.

20. Are cable managers needed at any of the sites? If so, please specify the requirements.
    ANSWER: No.

21. Ethernet patch cables are not included in the current Bill of Materials (BOM). If they are required, please provide the cable lengths and quantities needed.
    ANSWER: No, district will provide copper and fiber patch cables.

22. For the wireless access points included in the price estimate, does GISD also require new cabling for all APs?
    ANSWER: No.

23. For the wireless access points included in the price estimate, does GISD also require physical installation and configuration services?
    ANSWER: Yes.

24. For the APs, can you confirm what percentage will be high-ceiling mounted (20 feet or higher)?
    ANSWER: 0-2%. The District has very few ceilings 20+ feet; the District's maximum standard mounting height for APs is 12 feet AFF.

25. The pricing sheet lists the MR57 and MR46E, which are two generations old. Instead, we are proposing the latest Wi-Fi 7 APs—the CW9178I (in place of the MR57) and the CW9174E (in place of the MR46E). Is GISD acceptable with this substitution?
    ANSWER: Per E-Rate rules, all bidders may bid equivalent equipment. See pricing attachment, Addendum 1, Attachment A with the updated part numbers.

26. The Installation/Project Management section on the "Totals" tab is locked (Unit Price column), so we cannot enter our service costs. How should we show our pricing for these services? Also, how should we list or split the service costs for each campus separately?
    ANSWER: See question 17 answer.