Department of Purchasing

Dianna Casper
Executive Director

October 28, 2026

ADDENDUM 1, RFP#510-27-02

Metropolitan Area Network (MAN) and Wide Area Network (WAN) 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. 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 510-27-02 MAN & WAN Equip & Svcs Hard Copy
        i. **Delete** Specifications PROPOSAL #510-27-02 Metropolitan Area Network Equipment and Wide Area Network Equipment and Services **Attachment 1** (19 pages) and **Replace with Addendum 1, Attachment 1 Specifications PROPOSAL #510-27-02 Metropolitan Area Network and Wide Area Network Equipment and Services.**
        ii. **Delete** ATTACHMENT A- PRICING MAN WAN _locked and **Replace with Addendum 1, Attachment A- PRICING MANWAN_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/1RIt1xgdHbDeOZWhYjvQcg5J6ZVHNU15p

Dianna Casper
Executive Director of Purchasing

_____
Company Name

_____
Address

_____
City State Zip

_____
Signature

_____
Title

ADDENDUM 1
QUESTIONS AND ANSWERS

1. Partial proposals: Section 1 of the Specifications states the RFP is "All or None," while Section 1.2.3 (Multiple Awards) says the District may award each line item separately or in any combination. Will the District consider proposals for part of the scope (for example, the UPS equipment only), or must every line on the Attachment A Totals tab be priced?
   ANSWER: The proposer must submit a complete turnkey solution.

2. Partner certification: Under Section 5.2.2.1, may the proposer meet the Cisco Gold Certified Partner (or equivalent) and CCIE/CCNP requirements through a certified subcontractor named in the proposal, or must the proposing firm itself hold the Gold certification?
   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.

3. DNA Advantage term: Line 9300-DNAX-A-48-5R shows a 36-month service duration, while the SKU suffix indicates a 5-year term. Please confirm the term the District wants quoted.
   ANSWER: The correct term is 5 years (60 months) as per the revised pricing attachment, see Addendum 1, Attachment A.

4. 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 <u>not</u> 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.

5. 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: 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.

6. 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.

7. 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.

8. 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.

9. 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.

10. During our preparation of the Cisco equipment quotation, Cisco Commerce identified the specified **C9300X-48HX-CX (quantity 101)** as no longer available for ordering due to its end-of-life status. We respectfully request clarification on the following: **Equivalent Equipment:** Will Garland ISD accept a current-generation Cisco replacement or equivalent model that meets or exceeds the original technical specifications and maintains compatibility with the District's existing Cisco infrastructure?
    ANSWER: The corrected part number is C9300X-48HX-A (or equivalent) as per the revised pricing attachment, see Addendum 1, Attachment A.

11. **Manufacturer-Recommended Replacement:** May NVC propose Cisco's officially recommended successor product, subject to providing supporting technical documentation demonstrating equivalent or superior functionality?
    ANSWER: The District currently utilizes part number C9300X-48HX-A (or equivalent) as per the revised pricing attachment, see Addendum 1, Attachment A.

12. **Associated Components:** If an alternative switch model is proposed, may the corresponding network modules, stacking cables, licensing, and other accessories be adjusted to ensure compatibility with the replacement equipment?
    ANSWER: Yes, per the RFP requirements, see Addendum 1, Attachment 1.

13. **Pricing Worksheet:** Should pricing for the replacement equipment and associated components be entered in the existing Attachment A pricing worksheet, accompanied by a separate equivalency and part-number cross-reference?
    ANSWER: Yes, see revised worksheet, Addendum 1, Attachment A.

14. Please confirm whether authorized technology resellers may participate with qualified network installation partners and whether any additional submission requirements apply.
    ANSWER: 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. 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: Yes, the pricing spreadsheet has been corrected, see Addendum 1, Attachment A. Please redownload and follow the instructions. Be sure to "enable edits" to fill out.

16. 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 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.

17. We would also appreciate guidance on whether vendors may propose a defined portion of the services or participate through a prime contractor?
    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.

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

19. Are UPS units required for the MAN devices? If yes, please specify the required type and quantity for each.
ANSWER: No, the District will provide UPS equipment for MAN devices.

20. Ethernet patch cables are not included in the current BOM. If they are required, please provide the required cable lengths and quantities.
ANSWER: No, district will provide copper and fiber patch cables.

21. No firewall or security appliances are identified in the BOM. Please confirm whether a firewall solution is required as part of this project.
ANSWER: No, a firewall solution is not required.

22. Please confirm whether Cisco Nexus Dashboard is required as part of this solution. If so, please provide the corresponding BOM details.
ANSWER: No, not required.

23. Please confirm whether a dedicated network management switch is required for the MAN equipment.
ANSWER: No.
24. 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: Please refer to answer for question 16.

25. **OEM qualifications and technical credentials:** Must the prime proposer directly hold the required Cisco partner authorization (or equivalent) and provide CCIE/CCNP-qualified resources, or may these requirements be met through a disclosed, qualified subcontractor? What documentation is required with 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 and 9.5.4, see Addendum 1, Attachment 1.

26. **Prime contractor and subcontracting:** May a prime proposer assemble a delivery team covering equipment supply, network engineering, installation, testing and support, provided it remains contractually accountable for the entire scope? Are there restrictions on subcontracted work?
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.

27. **Basis of award:** Is the solicitation an all-or-none award, or may Garland ISD award individual equipment categories, sites, or service components separately?
ANSWER: As stated, the proposer must submit a complete turnkey solution. The District intends to award to one company for the turnkey solution that offers the best value to Garland ISD.

28. **Network acceptance and cutover:** Please identify the required acceptance criteria for MAN/WAN capacity, redundancy/failover, Cisco interoperability, commissioning and operational handoff, including whether site-specific cutover constraints will be provided to bidders.
ANSWER: The District will provide this information to the awarded Bidder.

29. **Pricing and support:** Should Attachment A separately identify equipment, software licensing, professional services, OEM warranty/maintenance and ongoing support? Please confirm the required support term and whether managed network operations are within scope.
ANSWER: No, all information is available in the revised Addendum 1, Attachment 1 and Attachment A.

30. **E-Rate compliance:** Please confirm the applicable FY2027 E-Rate requirements, including any required SPIN/service-provider documentation, eligible cost allocation, and subcontractor qualifications.
ANSWER: Bidder must have an active SPIN by December 1st. The District utilizes both BEAR and SPI methods at its sole discretion. Please refer to Section 1 of the RFP for E-Rate requirements.