KELLOGG & SOVEREIGN CONSULTING

REQUEST FOR PROPOSAL - ADDENDUM 1
Question & Answer

Applicant	**Westville Public School**
BEN	140437
Form 470 #	**270002324**
470 Description	WEST OKS C2 RFP 2728 IC
Addendum #	1
Date Posted	11/12/26
e-Bidding Link	https://kellogglc.bonfirehub.com/portal

Questions and Answers

Question: (Proposal Specifications p.4; Req. #3 Equivalent products, p.7)
To make sure equivalent proposals are evaluated on the same footing, could the Applicant confirm the minimum characteristics an equivalent firewall must meet (for example firewall/threat-protection throughput, number and type of interfaces such as 1G/10G SFP/SFP+ ports, concurrent sessions, HA capability, and the security services included in the FortiGuard UTP bundle)? Alternatively, should vendors treat Fortinet's published FG-200G datasheet as the baseline?

Answer: Vendors proposing an equivalent firewall must treat the Fortinet FortiGate-200G (FG-200G) published datasheet as the functional baseline. To ensure fair evaluation and support the district's 4 Gbps symmetric internet connection without bottlenecking, any proposed equivalent appliance must meet or exceed the following minimum specifications:

Throughput & Capacity:

Full Threat Protection Throughput: Minimum 6 Gbps (with IPS, Application Control, and Malware Protection enabled)

NGFW / SSL Inspection Throughput: Minimum 7 Gbps

IPS Throughput: Minimum 9 Gbps

Firewall Throughput: Minimum 39 Gbps (IPv4/IPv6)

Concurrent Sessions: Minimum 11,000,000 TCP sessions

Interfaces & Hardware:

Minimum eight (8) 10GE SFP+ slots (or sufficient 10G SFP+ interfaces to support dual 10G WAN/LAN uplinks plus future expansion)

Minimum eight (8) 1GbE RJ45 and four (4) 1GbE SFP interfaces

Redundant dual AC power supplies and 1U rack-mountable form factor

High Availability (HA) Active-Active and Active-Passive clustering capability

Included Security Services (3-Year Term):

Must include a 3-year subscription bundle equivalent to FortiGuard Unified Threat Protection (UTP) and FortiCare Premium 24x7 Support, including CIPA-compliant Web/DNS Content Filtering, Intrusion Prevention (IPS), Application Control, Anti-Malware/Antivirus, and Anti-Spam.

Note: Vendors proposing equivalent solutions must clearly break out the eligible (hardware, basic support, CIPA filtering) and ineligible (advanced threat protection/AV/IPS) cost allocations in accordance with USAC E-Rate guidelines.

Question: (Req. #3, p.7)
Req. #3 states equivalents must be compatible with the Applicant's existing network environment. Could the Applicant share the current firewall make/model being replaced, and the core switch make/model and uplink type (copper/fiber, speed) the new firewall will connect to? Is any existing central management (e.g., FortiManager/FortiAnalyzer or another platform) in use that the new unit must integrate with?

Answer: * Current Firewall: Existing firewall being replaced is a FortiGate appliance.

**** Core Switch & Handoff: Connects to a core switch via 10Gbps SFP+ Fiber connections.***

**** Central Management: No central management platform (FortiManager/FortiAnalyzer) integration is required at this time; standalone management via FortiCloud/GUI is sufficient.***

Question: (Pricing Sheet / "EQUV Pricing Sheet" tab)
Should a vendor offering both the specified Fortinet item and an equivalent submit both the "Pricing Sheet" and the "EQUV Pricing Sheet" tabs in a single Excel file? Will both options be evaluated, or only the lower-priced one?

Answer: Vendors offering both the baseline Fortinet solution and an equivalent alternative should submit both the "Pricing Sheet" and "EQUV Pricing Sheet" tabs in a single Excel file. Both proposals will be evaluated independently using the RFP's evaluation matrix

Question: (List of Requested Equipment p.5; Proposal Specifications p.4)
The equipment list shows a quantity of 1 (estimated). Because this firewall will be the district's single internet edge, would the Applicant like vendors to also price a high-availability (HA) pair as a separate optional line, so the Applicant can compare a single appliance against an HA pair?

Answer: Yes. Vendors may include an optional High-Availability (HA) secondary appliance as a clearly labeled, separate optional line item on the pricing sheet for evaluation purposes.

Question: (Proposal Specifications p.4; Req. #19 p.9)
Req. #3 makes vendors responsible for transceivers and accessories. To size them correctly, should vendors include SFP/SFP+ transceivers, patch cables and rack-mount hardware? If so, how many and what type of optics (multimode/single-mode, 1G/10G) are needed at the firewall's connections to the ISP and core switch?

Answer: Vendors should include all required rack-mounting hardware, power cables, and transceivers. Handoff Specs: Provide two (2) 10G SFP+ multimode optical transceivers and fiber patch cables for connection to the core switch, and one (1) 10G SFP+ RJ45 copper/fiber transceiver as needed for the ISP handoff.

Question: (Required: Yes Install, p.5; Req. #19 p.9–10)
Please describe the expected installation scope so all vendors price the same work: (a) on-site rack/install and cutover vs. remote configuration; (b) migration of existing firewall rules/policies, VPNs, content filtering (including CIPA filtering) from the current device; (c) any after-hours/maintenance-window requirement for cutover; (d) whether removal or disposal of the old device is wanted and, if so, whether it should be priced as a separate ineligible line.

Answer: (a) On-site vs. Remote: Physical on-site mounting/racking, cabling, remote configuration, and final cutover are required.
(b) Configuration Migration: Scope includes full migration of existing firewall rules, security policies, VPN tunnels, and CIPA-compliant content filtering.
(c) Cutover Schedule: Cutover must be scheduled after school hours during an agreed-upon evening or weekend maintenance window to eliminate daytime network disruption.

(d) Decommissioning: Decommissioning/removal of the existing firewall is required and must be quoted as a separate Ineligible line item.

Question: (Req. #19 p.9)
Is there an Applicant-preferred format for the E-Rate equipment label (FRN, Form 471 #, PO #, install date) and for the statement of work, or may vendors use their own format?

Answer: The Applicant does not require a specific format. Vendors may use their standard company formats for both the Statement of Work (SOW) and E-Rate asset labeling (showing FRN, Form 471 #, PO #, and installation date).

Question: (Req. #12 p.8; Req. #19 p.9 "firewall … must clearly allocate the ineligible portion"; Pricing Sheet columns)
The RFP requires firewall proposals to clearly allocate the ineligible portion. For the FortiGuard UTP bundle, should vendors use the manufacturer's published cost-allocation for the bundle, or does the Applicant or Kellogg & Sovereign Consulting want vendors to show their own allocation method and percentage? Should the cost-allocated amounts be shown as separate lines in the Eligible and In-Eligible unit-cost columns?

Answer: Vendors must use the manufacturer's official published cost-allocation methodology for the FG-200G-BDL-950-36 SKU or equivalent products.
On the Excel pricing sheet, vendors should break out the eligible cost (Hardware, FortiCare, CIPA Web/DNS filtering) and ineligible cost (Advanced Threat Protection, Antivirus, IPS) across the Eligible and In-Eligible unit cost columns accordingly.

Question: (Special Note p.4; Pricing Requirements item 14, p.3)
(a) Should the 25% estimated tariff be calculated on the equipment cost only, or also on bundled licenses/FortiCare, which are not physical goods? (b) Should the tariff line be shown as eligible or ineligible? (c) If the proposed product is manufactured in the U.S. or a tariff-exempt country, may the vendor show $0 with a statement of country of origin?

Answer: (a) Tariff Calculation Base: The estimated 25% tariff calculation applies only to the physical hardware/equipment portion, not to software subscriptions or FortiCare support licenses or Equivalent products.
(b) Eligibility: Tariffs associated with eligible equipment should be marked as Eligible on the pricing spreadsheet.
(c) US-Made / Exempt Products: If the quoted product is manufactured in the U.S. or a tariff-exempt country, vendors may show $0 for the tariff line and provide a short statement noting the country of origin.

Question: (Pricing Requirements p.3; Attachment A p.17)
The provided Excel template has columns for type, part number, make, description, quantity, service duration, unit and extended costs (eligible/ineligible). Where should vendors show installation/configuration, shipping, travel/per diem, surcharges/fees and the tariff line: as separate rows in the same tab? Is the Excel to be uploaded as a separate file in Bonfire in addition to the single combined PDF described in Attachment A?

Answer: Line Items: Installation/configuration, shipping, travel, surcharges/fees, and tariffs must be listed as separate line rows on the same Excel tab.
File Submission: Yes, vendors must upload the unlocked Excel file as a standalone document in Bonfire in addition to including the pricing schedule within the single combined PDF submission.

Question: (Attachment A p.17: "along with Attachments , B and C (if required)")
Attachment A references an "Attachment C (if required)," but the RFP's table of contents and Required Forms list only Attachments A and B. Please confirm whether an Attachment C exists for this RFP.

Answer:

Confirmed. There is no Attachment C for this RFP. Bidders are only required to complete and submit Attachments A and B along with their proposal documents.

Question: (Req. #1 p.7; Req. #23 p.11; Attachment B p.18; Vendor Registration p.14)
Please confirm the evidence the Applicant will accept at submission: (a) the 498 ID as shown in USAC's SPIN search, and (b) a dated RLDS printout showing Green Light status for the FCC RN. Please also confirm that the OUSF CCN may be marked "Not required (Category Two)."

Answer:

(a) 498 ID (SPIN): Confirmed. A screenshot or printout of the 498 ID from USAC's SPIN search is acceptable.

(b) FCC Green Light Status: Confirmed. A dated printout from the FCC Red Light Display System (RLDS) showing Green Light status is acceptable.

(c) OUSF CCN: Confirmed. Vendors may mark the Oklahoma Universal Service Fund CCN field as "Not required (Category Two)".

Question: (Req. #13–14 p.8; Sample Service Provider Contract)
(a) Should vendors use the Sample Service Provider Contract FY2027 C2 NRC provided on Bonfire as the "contract or legally binding agreement" form, or may vendors submit their own agreement with the required signature blocks? (b) Please confirm the term for this non-recurring purchase is 4/1/2027–9/30/2029 with one optional annual extension through 9/30/2030, and that 3-year FortiCare/UTP licenses starting at activation are acceptable within that term.

Answer:

(a) Contract Form: Vendors may submit their own standard agreement provided it includes all required E-Rate contingency language and signature blocks, or they may utilize the Sample Service Provider Contract FY2027 C2 NRC form provided in Bonfire.

(b) Service Term: Confirmed. The non-recurring procurement term spans 4/1/2027 through 9/30/2029 (with an optional annual extension through 9/30/2030). Multi-year 3-year FortiCare and FortiGuard subscriptions activated upon deployment are acceptable within this term.