Business Services

TO: IU13 **WAN Consortium** Request for Proposal (RFP) Vendors

FROM: Lancaster-Lebanon Intermediate Unit 13 (IU13)

DATE: **October 30, 2026**

RE: IU13 **WAN Consortium** RFP #**267-007** Addendum #**2**

IU13 is issuing Addendum #**2** with the following clarifications to questions concerning the IU13 **WAN Consortium** RFP #**267-007**. Please acknowledge receipt of this addendum by indicating bidder name and signature below. Return this document with the balance of the bid documents.

1. **Question 1:** Can you please clarify your definition of risk as part of the scoring matrix to a further degree than currently defined in the RFP?

   **Answer 1:** Beyond the factors already described in the RFP, risk determination can factor in how a proposed design may impact the overall resilience objectives of our network.

2. **Question 2:** From vendor call, related to equipment proposals – IU13 lists quantity 1 of the Ciena 3924, but varying quantities for related SKUs of support, MCP, etc. Please explain the discrepancy.

   **Answer 2:** This is due to the way Ciena licenses maintenance and support. We are seeking 5 years of coverage. 1 year of hardware coverage comes with device purchase, so the qty 4 covers years 2-5. The select support and MCP select support subscription SKUs are for 1 year each, thus a qty 5 to cover 5 years.

3. **Question 3:** From vendor call, related to equipment proposals – IU13 lists an older SKU on line 44 for a Nokia license. How should a vendor bid the corrected replacement SKU?

   **Answer 3:** Assuming the replacement SKU is functionally equivalent to the older SKU listed, simply list the new SKU under "Equivalent Model"

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Printed Name of Bidder & Company Name Signature of Bidder's Representative