NEWPORT-MESA UNIFIED SCHOOL DISTRICT

2985 Bear Street, Bldg A, Costa Mesa, CA 92626

NMUSD E-rate C2 Core Network Equipment RFQ – FY2027 #FY2027-C2-CORE	
RFQ	E-Rate Category 2 Core Network Equipment
RFQ No.	FY2027-C2-CORE
E-rate Funding Year	2027 (July 1, 2027 – June 30, 2028)
Posting Date	November 12, 2026
Due Date	December 15, 2026, at 3:00 PM PT
Contact	Jon Geiszler - Director, Purchasing and Warehouse
Email	jgeiszler@nmusd.us

Please respond to the following form(s), by entering your prices for the items listed. Where applicable, indicate alternate brand, model, etc. District reserves the right to award by lot or item. Please direct questions to the district representative contact listed above. Delivery and Optional Turn-Key Professional Services is to Newport-Mesa Unified School District, 2985 Bear St, Bldg A, Costa Mesa, CA 92626. Payment Terms Net 30 days.

Response required by 3:00 pm PT on the due date to the email address listed above. Emails must include the RFQ number in their subject line. See additional submission requirements under submission instructions.

Important Note: Please include sub-total, applicable discounts, shipping & handling, sales tax and total cost on your quotation.

Quotations must be as specified or equal. All equivalent or alternate items must include specifications demonstrating equivalency. Newport-Mesa Unified School District ("NMUSD" or "District") reserves the right to require samples or working demo equipment on-site for testing, prior to award and final selection of brand and/or model, based on requirements and information supplied by vendor. The District is under no obligation to procure any items or services, or to procure any items or services from any particular source or upon any particular basis. All samples or demo units will be returned after testing is complete. The District shall be the sole judge of the quality, suitability, and equivalency of any items offered as substitutes.

Overview and General Requirements

Newport-Mesa Unified School District ("NMUSD" or "the District") is seeking quotes for E-Rate Funding Year 2027 (“FY2027”) Category 2 Core Network Equipment: One (1) core network switch, twelve (12) enterprise switches, and the optic cabling that connects them, as described in Project Specifications.

The proposed solution price must include a complete bill of materials, applicable sales tax, applicable shipping, and optional turn-key professional services (installation, configuration, activation, licensing and training). Professional services must be priced separately.

All equipment and materials shall be new with valid manufacturer warranties. Used, refurbished or repurposed equipment or material will not be accepted. The District will accept proposals from alternative manufacturers as long as they meet or exceed the current District standard; see "Trade Names and Alternatives" in this RFQ.

All Service Providers must be E-Rate eligible, have a current FCC Form 473 (Service Provider Annual Certification, SPAC) on file, and provide their FCC Form 498 ID (formerly known as SPIN) with their proposal. Service Providers must identify any proposed equipment and/or services that are ineligible for E-Rate funding in their proposal documentation.

Timeline

Event	Date
FCC Form 470 and RFQ posted	November 12, 2026
Deadline for questions to jgeiszler@nmusd.us	December 3, 2026, at 3:00 PM PT
Answers posted to the District website and USAC EPC (Estimated)	December 7, 2026
Proposal due date to jgeiszler@nmusd.us	December 15, 2026, at 3:00 PM PT

RFQ CMAS/NASPO/Piggyback Requirements

For the purposes of this RFQ, the terms "Service Provider" and "Vendor" may be used interchangeably and have the same meaning, whether stated or not.

All Service Providers/vendors responding to the posted Form 470 are to be listed as California Multiple Award Schedule (CMAS), or NASPO ValuePoint Service Providers, or hold a piggyback agreement awarded by a public school district in Orange County, California. Public Contract Code (PCC) Sections 10290 et seq. and 12101.5 include approval for local government agencies to use CMAS for acquisition of information technology and non-information technology products and services.

A local government agency is any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds.

For CMAS: In addition to the requirements outlined in this RFQ, service providers may be subject to additional requirements as outlined in the CMAS Program: https://www.dgs.ca.gov/PD/About/Page-Content/PD-Branch-Intro-Accordion-List/Acquisitions/California-Multiple-Award-Schedules.

For NASPO ValuePoint: All proposals must be submitted by NASPO ValuePoint Authorized Resellers that have been approved by the State Contract Administrator.

Public Contract Code sections 10298-10299 allow the Department of General Services, Procurement Division (DGS-PD) to enter into cooperative purchasing agreements with other states. Cooperative agreements are available to all State of California governmental entities (State departments, agencies, cities, counties, school districts, universities, etc.) that expend public funds for the acquisition of both goods and services.

The DGS-PD has elected to participate in the following multi-state cooperative agreements established by other states participating in the NASPO ValuePoint Cooperative Program and other cooperative programs as specified in the link below: https://www.naspovaluepoint.org/participants/participant-results/?state=California.

For Piggyback Bids: Proposals may be submitted under a piggyback agreement awarded through a competitive solicitation by a public school district in Orange County, California, pursuant to Public Contract Code Section 20118. The proposer must provide (1) a complete copy of the piggyback agreement, including any amendments and the pricing exhibits that apply to the proposed items, and (2) the name of the issuing school district. The agreement must permit use by other public agencies and must be in effect for the term of any purchase resulting from this RFQ. Pricing offered must be equal to or lower than the pricing in the piggyback agreement.

It is the responsibility of service providers to familiarize themselves with CMAS, NASPO ValuePoint or piggyback agreement requirements.

Proposal Conditions, Evaluation and Ordering

Discrepancies and Omissions

Service Providers finding discrepancies or omissions in the RFQ or having any doubts as to the meaning or intent of any part thereof, shall submit such questions or concerns in writing to the contact and by the deadline listed in the Timeline. Addenda issued in correspondence to this RFQ shall be considered a part of this RFQ and shall become part of any final Agreement that may be derived from this RFQ. This RFQ and its addenda will automatically become part of any contract awarded to a Service Provider.

Contingencies

This RFQ should not be considered as a contract to purchase goods or services but is a Request for Quotation in accordance with the Terms and Conditions herein and will not necessarily give rise to a contract. However, RFQ responses should be as detailed and complete as possible to facilitate the formation of a contract based on the RFQ response(s) that are pursued should the District decide to do so.

Completion of this RFQ, the signed E-rate Supplemental Terms and Conditions, and the Pricing Form is a requirement. Failure to do so will disqualify the RFQ response. Service Providers will be considered non-responsive if these requirements are not submitted as requested. The District has the right to reject all submitted proposals.

The project is 100% contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-Rate. NMUSD may or may not proceed with the project, in whole or in part, even if E-Rate funding is approved. Execution of the project, in part or in whole, is solely at the discretion of NMUSD.

Bidders wishing to bid may do so solely at their own risk. The District is not liable or responsible for any costs, loss, fees, or expenses of any kind associated with the bid and/or a decision not to proceed with the project, even after the award of the contract. By submitting a proposal, each bidder agrees to bear all of its own costs, fees, expenses, and losses of any and all kind should the District cancel the project.

Right to Reject Any and All Quotes

The Applicant reserves the right to reject any or all quotation submittals and to waive any informalities or irregularities. The Service Provider's quotation submission is recognition of this right.

In addition, the Applicant reserves the right to fund (proceed with the project or purchase) or not to fund, regardless of E-rate approval.

Trade Names and Alternatives

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. If material, process or article offered by service provider is not, in opinion of the District, substantially equal or better in every respect to that specified, then service provider shall furnish material, process or article specified. Burden of proof as to equality of any material, process or article shall rest with service provider. Without such documentation, the District cannot accept the argument on functionality equivalent or better based on cost alone. Products must be compatible with existing systems. Service Provider shall submit request together with substantiating data for substitution of any "or equal" item within the proposal packet by the proposal due date. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time for performance of this contract.

Evaluation Criteria

Proposals will be evaluated using the following criteria. Cost of E-rate eligible equipment is the most heavily weighted factor.

Category	Points
Cost of E-rate Eligible Equipment and Services	45
Cost of E-rate Ineligible Equipment and Services	5
Scope of Work and Specification Compliance (meets or exceeds all technical requirements; compatibility and ease of interoperability with existing systems)	30
Bidder's Capabilities (ability to deliver; past experience with the District)	20
Total Possible Points	**100**

Submission Instructions

Service Providers shall provide one (1) original signed RFQ response in electronic form (PDF format) and one (1) complete copy of their valid CMAS and/or NASPO ValuePoint contract (or a valid web address to all contract pages) or, for piggyback bids, a complete copy of the piggyback agreement and the name of the issuing Orange County school district, via email to Jon Geiszler at jgeiszler@nmusd.us by the proposal due date in the Timeline at 3:00 PM PT. Emailed proposals will be time-stamped by the receiving computer, and that time stamp governs.

Any questions regarding this RFQ shall be submitted in writing to the contact contained herein. Email inquiries are required; the District will not respond to phone call inquiries. Email inquiries must include the RFQ number in their subject line and are to be sent by the question deadline in the Timeline to Jon Geiszler at jgeiszler@nmusd.us. The District will post answers to the District website and USAC's EPC portal by the date listed in the Timeline.

Pricing Instructions

Service Providers must submit pricing on the single Pricing Form in this RFQ. If additional items are required to make the equipment fully operational (licenses, power supplies, power cords, rack hardware, transceivers, cables or other components), list and itemize them on the Pricing Form at a per-unit cost.

Order Information

The District reserves the right to order quantities in any size lot or lots of quantities. Pricing must remain firm for the period of April 1, 2027, through September 30, 2028. The District reserves the right to extend the intent to purchase for an additional annual term through September 30, 2030. Vendor must continue to have a valid CMAS contract, continue to be a NASPO ValuePoint approved reseller, or continue to hold a valid piggyback agreement (as applicable) during the term of the purchase agreement.

E-rate Supplemental Terms and Conditions

Signed copy to be returned with proposal and/or bid response ("Proposal") in response to this Solicitation ("RFP/RFB/RFQ").

The Telecommunications Act of 1996 established a fund by which Schools and Libraries ("Applicant" or "Applicants") across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission ("FCC"). Funding is made available upon application approval by the Universal Service Administrative Company ("USAC"), which was established by the Act. The amount of the discount is based on the number of students eligible to receive free and reduced-price meals.

1) E-rate Contingency

The project herein is 100% contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate. Even after award of Agreement(s) and/or E-rate funding approval, the Applicant may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the Applicant.

2) Service Provider Requirements

The Applicant expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

a. Service Providers are required to be in full compliance with all current rules and requirements and future rules and requirements issued by the FCC and USAC throughout the agreement period of any Agreement entered into as a result of this RFP/RFB/RFQ.

b. Service Providers are responsible for providing a valid FCC Form 498 ID (formerly known as the Service Provider Identification Number, or "SPIN") and must have a current FCC Form 473 (Service Provider Annual Certification) on file. More information may be found at: https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/

c. Service Providers are responsible for providing a valid Federal Communications Commission Registration Number ("FCC RN") at the time the Proposal is submitted. More information about obtaining an FCC RN may be found at: https://fjallfoss.fcc.gov/coresWeb/publicHome.do

d. 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 from 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: http://www.fcc.gov/debt_collection/welcome.html

e. Products and services must be delivered before billing and E-rate discounts can commence. At no time may the Service Provider invoice before July 1, 2027.

f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any Agreement and USAC-approved extensions). Proposals stating that pricing is valid dependent upon availability and/or subject to prior sale will be considered non-responsive.

g. Goods and services provided shall be clearly designated as "E-rate Eligible." Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per USAC guidelines.

h. For Category 2 equipment or services, within one (1) week of notification of award, the awarded Service Provider must provide the Applicant a bill of materials using a completed and most current and appropriate version of USAC's "Bulk Upload Template" (formerly known as the Item 21 attachment) located at https://www.usac.org/e-rate/applicant-process/applying-for-discounts/fcc-form-471-filing/. Subsequent schedules of values and invoices must match the Bulk Upload Template and approved Funding Request Line Items or subsequent approved service substitutions. If the service provider's proposal consisted of pricing per eligible location, a summary sheet and summary Bulk Upload Template must be provided to describe the cumulative amount for all sites.

i. In the event of questions during an E-rate pre-commitment review, post-commitment review, and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.

j. The awarded Service Provider is required to send copies of all forms and invoices to the Applicant prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the Applicant placing the vendor on an "Invoice Check" with USAC: https://www.usac.org/e-rate/applicant-process/invoicing/invoice-check/

k. Service providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/

l. Service providers must not propose any equipment or services produced or provided by companies, their parents, affiliates, and subsidiaries, found to pose a national security threat to the integrity of communications networks or the communications supply chain as required by FCC rules. See https://www.usac.org/about/reports-orders/supply-chain/. Any proposed solution including Covered Equipment or Services as defined by the FCC will be disqualified. If, after award of the project, it is found Covered Equipment or Services are included, the award and/or Agreement will be considered null and void. See https://www.fcc.gov/supplychain.

m. SPAM and/or robotic responses will not be considered valid Proposals and will be disqualified from consideration.

n. Any Service Provider proposals identifying contingency fees such as allocations for change orders, tariffs, or other speculative fees not specifically called out for in the scope and/or terms of the RFP/RFB/RFQ may be included in the Proposal price and subject to evaluation unless otherwise specified in the RFP/RFB/RFQ. Contingency fees not pre-approved by the Applicant will not be allowed.

3) Service Provider Acknowledgements

a. The Service Provider acknowledges that no change in the products and/or services specified in its proposal will be allowed without prior written approval from the Applicant and a USAC service substitution approval, with the exception of a Global Service Substitution. See https://www.usac.org/e-rate/applicant-process/before-youre-done/service-substitutions/

b. The Service Provider acknowledges that all pricing and technology infrastructure information in its Proposal shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).

c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to §54.511(b). Service Providers found not to be providing Lowest Corresponding Price (LCP) may be required to repay any identified overcharges to USAC. The Service Provider acknowledges that LCP is solely the service provider's responsibility and it will not hold the Applicant liable, or seek reimbursement from any applicant, for any appeals, commitment adjustments or funding recoveries.

d. The Service Provider attests that its offer does not violate the FCC's Supply Chain certifications included in the FCC Form 473. Supply Chain requirements and certifications can be viewed at USAC's website: https://www.usac.org/about/reports-orders/supply-chain/

e. This offer is in full compliance with USAC's Free Services Advisory: https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The Service Provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

4) Starting Services/Advance Installation

Category 1 Services

The annual E-rate Funding Year begins on July 1 and expires on June 30 of the following calendar year. Regardless of the Agreement's "effective date," E-rate eligible goods and/or services requested in this RFP/RFB/RFQ shall be delivered no earlier than the start of the 2027 funding year (July 1, 2027), except as permitted for Category 2 below. If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

Early Funding Conditions – Category 1

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year:

- Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.

- The Category 1 service must depend on the installation of the infrastructure.
- The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.
- No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services (DA 02-3365, released December 6, 2002). This FCC decision only applies to Priority/Category 1 services (telecommunications services and Internet access). The complete text can be found at: https://www.usac.org/e-rate/applicant-process/starting-services/advance-installation/

Category 2

There are two conditions that allow USAC to provide support in a funding year for Category 2 Internal Connections (equipment and services) incurred prior to that funding year:

- Applicants may seek support for Category 2 eligible services purchased on or after April 1, three months prior to the start of the funding year on July 1 (for Funding Year 2027, on or after April 1, 2027). This provides schools with the flexibility to purchase equipment in preparation for the summer recess and the maximum amount of time during the summer to install these critical networks.
- No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking (FCC 14-99, released July 23, 2014).

It is important to note NO FCC FORM 474 INVOICING can take place before the Funding Commitment Decision Letter is issued, the FCC Form 486 is approved, and/or prior to July 1 of the funding year.

5) Invoicing

a. The Service Provider agrees to bill and receive a portion of the payment for the provision of goods and services described herein directly from USAC via the FCC Form 474 Service Provider Invoice (SPI). The Applicant will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (FCC Form 472). The maximum percentage the Applicant will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Funding Request Number ("FRN") and associated FRN Line Items and any identified ineligible costs. Upon successful receipt or posting of a Funding Commitment Decision Letter from USAC and submission, certification and USAC approval of FCC Form 486, the Applicant shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the Applicant decide that it is in the best interest of the Applicant to file an FCC Form 472 (BEAR), the Applicant will inform the Service Provider of its intent.

b. The Service Provider agrees that it will not invoice USAC for equipment or services that have not been delivered to and accepted by the Applicant and installed. If equipment is being drop-shipped to the Applicant and the Applicant is responsible for installing the equipment, the Service Provider may not invoice USAC until equipment is received and accepted by the Applicant.

c. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the Applicant will only be responsible for paying its non-discounted share.

6) FCC/USAC Audits

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. The Service Provider hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP/RFB/RFQ for ten (10) years after final payment. The Applicant, its authorized agents, and/or auditors reserve the right to perform or have performed an audit of the records of the Service Provider and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

7) Procurement of Additional Goods and/or Services and Agreement Term

During the term of any Agreement resulting from this RFP/RFB/RFQ, the Applicant may elect to procure additional or like goods and/or services offered by the Service Provider. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the Applicant's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The Applicant shall not enter into a separate Agreement for said goods or services. Service Providers must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

8) Tariffs

In anticipation of possible tariffs imposed on imported products, the Applicant expects that the Service Provider will familiarize themselves with the impact of any unknown tariff(s) on manufacturers' products and ensure they are appropriately accounted for in the respondent's fee proposal. The Applicant presumes a tariff will be imposed on any manufacturer's networking equipment manufactured abroad and will be applicable at the time of purchase throughout the term of any agreement resulting from this solicitation (including any mutually agreed upon extensions).

THE SERVICE PROVIDER IS TO IDENTIFY ANY TARIFFS WHEN COMPLETING ANY PRICING ATTACHMENTS AS PART OF THIS SOLICITATION AND IDENTIFY THE PRODUCTS' COUNTRY(IES) OF ORIGIN.

It is also the expectation of the Applicant that if the presumed tariff is LESS than what is identified, or if it is not ultimately imposed upon the manufacturer's product, the cost saving will be passed along to the Applicant and, in turn, the FCC's E-rate program. It should also be presumed by respondents that should any tariff imposed upon a particular manufacturer's product be higher than what was identified in the Service Provider's proposal at the time of purchase, the Applicant will appropriately compensate the service provider for the full cost incurred at the time of purchase without regard to E-rate eligible invoices.

Certification

I, the undersigned, as an authorized agent of _____ (Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined above.

Signature	
Title	
Phone Number	
Email	
Service Provider Name	
FCC Registration Number (FCC RN)	
FCC Form 498 ID (SPIN)	

Project Specifications

The Goal: To provide qualified vendors with the necessary information and specifications to allow them to respond with a solution that they determine best meets those requirements.

The proposed solution price must include a complete bill of materials, applicable sales tax, applicable shipping, and optional turn-key professional services (installation, configuration, activation, licensing and training) priced separately from equipment.

The District is willing to accept bids from alternative manufacturers as long as they meet or exceed the current District standard. All items marked by manufacturer or model are subject to "Trade Names and Alternatives" in this RFQ.

Core Network Equipment – Scope of Work

The District's core network will consist of one (1) Cisco Catalyst 9606R core switch, twelve (12) Cisco Catalyst 9350 enterprise switches, each with a 4 x 100G uplink module, and twelve (12) 100G active optical cables. The part numbers below are the District's desired specifications; equivalent products are accepted as outlined by the Trade Names and Alternatives section. Quote the full bill of materials, including any component the manufacturer requires to ship the configuration even if it is not listed.

A. Core and Distribution Switch

Qty	Part Number (or Equal)	Description (or Equal)
1	**C9606R**	Cisco Catalyst 9600 Series 6 Slot Chassis
1	C9600-DNA-A	Cisco Catalyst 9600 DNA Advantage Term License
1	C9600-DNA-A-5Y	Cisco Catalyst 9600 DNA Advantage 5 Year License
1	C9600-NW-A	Cisco Catalyst 9600 Network Advantage License
2	C9606-PWR-BLANK	Cisco Catalyst 9600 Series Blank for Power Supply Slot
1	C9600-CAMPUS-CORE	Catalyst 9600 Campus Core Deployment; For Tracking Only
1	C9606-FAN	Cisco Catalyst 9600 Series C9606 Chassis Fan Tray
1	C9600X-SUP-2	Cisco Catalyst 9600 Series Supervisor 2 Module
2	C9600-PWR-2KWAC	Cisco Catalyst 9600 Series 2000W AC Power Supply
2	CAB-TA-NA	North America AC Type A Power Cable
1	NETWORK-PNP-NONE	Network Plug-n-Play Opt Out SKU
1	C9600X-LC-56YL4C	Cisco Catalyst 9600 Series 56-Port 10G/25G/50G, 4-Port 100G
1	C9600X-LC-56YL4C	Cisco Catalyst 9600 Series 56-Port 10G/25G/50G, 4-Port 100G
1	C9600X-LC-32CD	Cisco Catalyst 9600 Series 30-Port 100G,2-Port 400G.
1	C9600X-LC-32CD	Cisco Catalyst 9600 Series 30-Port 100G,2-Port 400G.
1	S9600UK9-1718	CAT9300/9400/9500/9600 UNIVERSAL
1	C9606-SLOT-BLANK	Cisco Catalyst 9600 Series Blank for Chassis Module Slot
1	C9600-SSD-NONE	No SSD Memory Selected

B. Enterprise Switches

Qty	Part Number (Or Equal)	Description (Or Equal)
12	**C9350-48TX**	Cisco C9350 48-port 10G-mGig data-only
1	PWR-C2-500WAC-I	500W AC 80+ platinum Port-Inlet Power Supply
1	CAB-TA-NA	North America AC Type A Power Cable
12	C9350-NM-4C	Cisco C9350 4 x 100G/40G QSFP28 network module
1	C9350-STACK-NONE	No Stack Cable Selected
1	C9350-SPWR-NONE	No Stack Power Cable Selected
1	SC9350UK9-1718	Cisco C9350 IOS XE 17.18 K9 Universal Software Image
1	C9350-SSD-NONE	No SSD Card Selected
1	C9350-RFID-NONE	No RFID Selected
2	C9350-PWR-BLANK	Cisco C9350 power supply blank cover
3	C9350-FAN-I	Cisco C9350 Port Inlet Fan Module
1	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx
1	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4
1	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300
12	C9350-OS-ESS	Cisco C9350 Essentials Feature License
1	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment
2	C9350-PWR-NONE	No Secondary Power Supply Selected
1	CISCO-NETWORK-SUB	Cisco Networking Subscription
1	SVS-L0SPT-CN	Cisco Network Product Support
12	LIC-CS-AC1-L-E	Cisco Switching Essentials Tier 1, Large
12	**QSFP-100G-AOC15M=**	100GBASE QSFP Active Optical Cable, 15m

Configuration Requirements

All equipment must be quoted as complete, ready-to-install units configured as follows:

- **Licensing and Subscriptions:** Core switch with Network Advantage and DNA Advantage (5-year term); enterprise switches with the Essentials feature license and a 60-month Cisco Networking Subscription. State the term and proposed start date of every subscription. Terms should begin at delivery or activation, no earlier than April 1, 2027.
- **Power:** Core switch with dual 2000W AC power supplies. Enterprise switches with one 500W AC Platinum power supply each, as specified; a second power supply per switch may be quoted as an optional line item. Include North America power cords (CAB-TA-NA or equivalent) compatible with the District's existing rack power and UPS units.
- **Interconnect:** Each enterprise switch uplinks to the core switch at 100G through its QSFP28 network module, using one 15m active optical cable per switch. Identify any additional transceivers needed for the proposed solution.
- **Software and Deployment:** Ship with the manufacturer's current recommended IOS XE release (17.18 as specified). Enterprise switches include Plug-and-Play Connect for zero-touch deployment.
- **Rack Mounting:** Rack mounting hardware for the core chassis, and rack screws and 1RU cable management guides for each enterprise switch.

- **Security and Management:** Hardware-anchored secure boot (or equivalent) and a dedicated out-of-band management port on every switch.
- **Support and Services:** Manufacturer hardware support with next-business-day replacement for at least 12 months on all equipment. The enterprise support is included in the Cisco Networking Subscription; quote core switch support as a separate line. Describe the standard manufacturer warranty on the Pricing Form.
- **Optional Turn-Key Professional Services:** Configuration, installation, activation and training, as described in Optional Turn-Key Professional Services below, priced separately from equipment.

Optional Turn-Key Professional Services

The awarded Service Provider may be responsible for turn-key configuration, installation, activation and training for all equipment in this RFQ, delivering a fully operational, tested and documented core network. Services must be priced separately from equipment, by task, on the Pricing Form. The District reserves the right to purchase services in whole, in part, or not at all.

Award of optional Turn-Key Professional Services shall be determined by the District at the time proposals are reviewed by the evaluation committee.

1. Project Management and Planning

- Assign a dedicated project manager as the District's single point of contact and hold a kickoff meeting within ten (10) business days of issuance of purchase order.
- Conduct a site survey of the core and enterprise locations, confirming rack space, power, UPS capacity, cooling and cable pathways. Report any deficiencies in writing before installation.
- Provide a detailed project plan and schedule for District approval. Work that affects the production network must be performed during non-instructional hours or District-approved maintenance windows.
- Provide weekly written status updates through project acceptance.

2. Design, Pre-Staging and Configuration

- Review the District's existing core configuration and network design with District IT staff.
- Prepare a low-level design document for District approval before deployment. It must cover VLANs, IP addressing, Layer 3 routing, uplink and port-channel design, spanning tree, QoS, multicast, management access, AAA (RADIUS/TACACS+), SNMP, syslog, NTP and security hardening.
- Migrate and translate the existing core switch configuration to the new platform.
- Pre-stage all equipment: unpack, inventory against the bill of materials, burn in for at least 24 hours, upgrade to the District-approved software release, load configurations and label each device with naming convention determined by the District.
- Register and activate all licenses and subscriptions in the District's Cisco Smart Account (or the manufacturer equivalent) and register devices for Plug-and-Play.

3. Installation

- Deliver, rack and mount the core chassis and all twelve (12) enterprise switches, including power supplies, modules, fans, rack hardware and cable management.

- Connect all equipment to District-designated power and UPS units.
- Install, route, dress and label all twelve (12) 100G active optical cables, labeling both ends to the District's labeling standard.
- Remove all packaging and debris from District sites daily.
- Decommission replaced equipment and leave it on site for District disposal, unless the District directs otherwise.

4. Activation, Cutover and Acceptance Testing

- Submit a written cutover plan with a rollback plan for District approval. Perform the cutover during a District-approved maintenance window.
- Migrate all existing connections to the new core, and verify routing, VLANs, site uplinks, internet egress, wireless, server and management connectivity.
- Execute a written acceptance test plan covering link status, throughput, power supply and uplink failover, management access, and license and subscription status. Document the results.
- Provide on-site support on the first instructional day after cutover, and remote support for thirty (30) days after cutover for issues related to the installation.

5. As-Built Documentation

Within ten (10) business days of acceptance, deliver in electronic format:

- Final device configurations,
- Logical and physical network diagrams,
- Rack elevations, port maps and cable and label schedules,
- IP addressing and VLAN tables,
- Serial numbers, license and subscription details, and support contract numbers.

6. Training and Knowledge Transfer

- Provide [**] hours of knowledge transfer for up to [**] District IT staff, on site or remote at the District's option.
- Training must cover the network architecture, day-to-day management and monitoring, software upgrades, troubleshooting, and the manufacturer support and RMA process.
- Provide training materials for the District to keep.

7. Acceptance

Services are complete when the District confirms in writing that all equipment is installed, configured, operational and tested per the acceptance test plan, and that documentation and training have been delivered. The Service Provider may not invoice the District or USAC for installation services before written acceptance.

8. Services Requirements and Pricing

- Price each task (sections 1–6 above) as a fixed price on the Pricing Form, including all labor, travel, materials and incidentals. No additional charges will be accepted for work within this scope.

- Identify the E-rate eligibility of each task. Basic installation and configuration of eligible equipment are generally eligible. Basic Operational Training is generally eligible. ineligible and must be priced as an ineligible line or cost allocated.
- State hourly rates for any additional work outside this scope; such work requires prior written District approval.
- Warrant all workmanship for at least one (1) year from acceptance.
- Identify any subcontractors who will perform services. The Service Provider remains responsible for their work.
    - Comply with California prevailing wage requirements where applicable, including Department of Industrial Relations registration, and with Education Code Section 45125.1 fingerprinting and background check requirements for personnel working on District sites.

School Locations

Services are for data distribution and are considered Districtwide shared services under Category Two Services. Delivery and Optional Turn-Key Professional Services is to Newport-Mesa Unified School District, 2985 Bear St, Bldg A, Costa Mesa, CA 92626

Pricing Form Instructions

Newport-Mesa Unified School District · RFQ No. 01 (2027/2028) · Due Date: December 15, 2026, at 3:00 PM PT · District Contact: Jon Geiszler, jgeiszler@nmusd.us

Complete the single Pricing Form below. Identify make and model for every line, including any "or equal" item (see Trade Names and Alternatives). State the E-rate eligibility percentage for each line and list any additional items needed to complete the project at a per-unit cost.

Pricing Form – Core Network Equipment

Qty	Part Number	Description	Unit Cost	Extended Cost	E-Rate Eligibility %	Total E-Rate Eligible Cost	Total E-Rate Ineligible Cost
1	**C9606R**	**Cisco Catalyst 9600 Series 6 Slot Chassis**					
1	C9600-DNA-A	Cisco Catalyst 9600 DNA Advantage Term License					
1	C9600-DNA-A-5Y	Cisco Catalyst 9600 DNA Advantage 5 Year License					
1	C9600-NW-A	Cisco Catalyst 9600 Network Advantage License					
2	C9606-PWR-BLANK	Cisco Catalyst 9600 Series Blank for Power Supply Slot					
1	C9600-CAMPUS-CORE	Catalyst 9600 Campus Core Deployment; For Tracking Only					
1	C9606-FAN	Cisco Catalyst 9600 Series C9606 Chassis Fan Tray					
1	C9600X-SUP-2	Cisco Catalyst 9600 Series Supervisor 2 Module					
2	C9600-PWR-2KWAC	Cisco Catalyst 9600 Series 2000W AC Power Supply					
2	CAB-TA-NA	North America AC Type A Power Cable					
1	NETWORK-PNP-NONE	Network Plug-n-Play Opt Out SKU					
1	C9600X-LC-56YL4C	Cisco Catalyst 9600 Series 56-Port 10G/25G/50G, 4-Port 100G					
1	C9600X-LC-56YL4C	Cisco Catalyst 9600 Series 56-Port 10G/25G/50G, 4-Port 100G					
1	C9600X-LC-32CD	Cisco Catalyst 9600 Series 30-Port 100G,2-Port 400G.					
1	C9600X-LC-32CD	Cisco Catalyst 9600 Series 30-Port 100G,2-Port 400G.					
1	S9600UK9-1718	CAT9300/9400/9500/9600 UNIVERSAL					

1	C9606-SLOT-BLANK	Cisco Catalyst 9600 Series Blank for Chassis Module Slot					
1	C9600-SSD-NONE	No SSD Memory Selected					
12	**C9350-48TX**	**Cisco C9350 48-port 10G-mGig data-only**					
1	PWR-C2-500WAC-I	500W AC 80+ platinum Port-Inlet Power Supply					
1	CAB-TA-NA	North America AC Type A Power Cable					
12	C9350-NM-4C	Cisco C9350 4 x 100G/40G QSFP28 network module					
1	C9350-STACK-NONE	No Stack Cable Selected					
1	C9350-SPWR-NONE	No Stack Power Cable Selected					
1	SC9350UK9-1718	Cisco C9350 IOS XE 17.18 K9 Universal Software Image					
1	C9350-SSD-NONE	No SSD Card Selected					
1	C9350-RFID-NONE	No RFID Selected					
2	C9350-PWR-BLANK	Cisco C9350 power supply blank cover					
3	C9350-FAN-I	Cisco C9350 Port Inlet Fan Module					
1	C9K-ACC-RBFT	RUBBER FEET FOR TABLE TOP SETUP 9200 and 93xx					
1	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4					
1	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300					
12	C9350-OS-ESS	Cisco C9350 Essentials Feature License					
1	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment					
2	C9350-PWR-NONE	No Secondary Power Supply Selected					
1	CISCO-NETWORK-SUB	Cisco Networking Subscription					
1	SVS-L0SPT-CN	Cisco Network Product Support					
12	LIC-CS-AC1-L-E	Cisco Switching Essentials Tier 1, Large					
12	**QSFP-100G-AOC15M=**	**100GBASE QSFP Active Optical Cable, 15m**					
	Optional: Turn-Key Professional Services – configuration, installation, activation, training. Provide additional pages for narrative if needed.						
	Standard manufacturer warranty description and any associated costs						
	Sub-total						
	7.75% sales tax						
	Shipping/handling						
	Total cost						

Vendor Information

I acknowledge the Pricing Instructions and Order Information in this RFQ. I acknowledge Pricing and Payment; Newport-Mesa Unified School District will only accept discount on invoices; therefore, the winning vendor will file a Form 474 (Service Provider Invoice Form) to request payment of the discount amount for eligible services after billing the applicant for the non-discount share of the cost of the equipment and/or services.

Company Name	
Representative Name	
Signature	
Address	
Phone No.	
Email	
FCC Form 498 ID (SPIN)	
Delivery Time	
Payment Terms	
Date Submitted	
Indicate the contract vehicle used for this proposal. (CMAS, NASPO ValuePoint, or piggyback agreement with the name of the issuing Orange County school district).	