

**Request for Information No. III**  
**RFP No. 20/21-01IT Network Equipment and Services**  
**December 7, 2020**

**Response to Proposers' Questions**

**3.1 Question:** Would Irvine consider a response from Juniper (not Cisco nor Aruba).

**Answer:** Yes, IUSD will consider all responsible and responsive vendors when scoring proposals. The District has not predetermined which vendor to select and is open to awarding to the best fit for the District based on board approved criteria.

**3.2 Question:** Please explain the quantities listed in the RFP (for example, several items are listed with a quantity of 1).

**Answer:** IUSD's Pricing Form reflects IUSD anticipated quantities needed for each item listed. The quantities are not guaranteed and IUSD may adjust the quantities based on site configuration changes, changing infrastructure needs, or funding availability. Several items are listed with a quantity of 1. These items may be used for testing, may be ordered in small quantities for spare parts or repairs, or are a product IUSD exploring/evaluating, but is not an anticipated standard for large deployments at this time. They are included in the RFP to give IUSD flexibility to order additional, less widely used, items over the life of the contract resulting from the RFP award.

**3.3 Question:** It looks like the quantities stated within the Appendix C are not correct:

a. 9500 core switch section

i. network modules required are

C9500-NM-8X=	1
C9500-NM-2Q=	1
C9500-NM-BLANK	1
CAB-9K12A-NA=	1
CAB-C15-CBN=	1
SFP-10G-SR=	1
SFP-10G-LR-S=	1
SFP-10/25G-LR-S	1
QSFP-40G-LR4-S	1
QSFP-100G-LR4-S	1

iv. Are the stated quantities correct since there are 48 switches required?

**Answer:** The quantity of 1 listed for network modules for C9500 switches is intended to apply to spare part pricing purposes (See RFI 3.2 for additional information). Power cables and blank modules should match the total quantities for power supplies and devices in Appendix C. Power cables typically are included with power supplies and blank modules are typically provided with devices.

**3.4 Question: 9300 edge switches**

i. network modules required are

C9300-NM-4G	1
C9300-NM-4M	1
C9300-NM-8X	426
C9300-NM-2Y	1
C9300-NM-2Q	1
NM-BLANK-T1=	1
PWR-C1-350WAC-P/2	1
PWR-C1-715WAC-P/2	1
PWR-C1-1100WAC-P/2	1
PWR-C1-1900WAC-P	1
PWR-C1-1900WAC-P/2	1
PWR-C1-BLANK	1
CAB-SPWR-150CM=	1
STACK-T1-50CM	881
STACK-T1-1M	1
STACK-T1-3M	1
FAN-T2=	1

viii. Are the stated quantities correct since there are 1050 switches required?

There is a doubt that we should have one of each item per switch?

ix. Do each switch require a redundant power supply or there is only qty of 1 of the each P/2 power supply needed?

**Answer:** IUSD’s Pricing Form reflects IUSD anticipated quantities needed for each item listed. The quantities are not guaranteed and IUSD may adjust the quantities based on site configuration changes, changing infrastructure needs, or funding availability. Several items are listed with a quantity of 1. These items may be used for testing, may be ordered in small quantities for spare parts or repairs, or are a product IUSD exploring/evaluating, but is not an anticipated standard for large deployments at this

time. They are included in the RFP to give IUSD flexibility to order additional, less widely used, items over the life of the contract resulting from the RFP award.

The correct quantities for 9300 modules are listed below, pursuant to Appendix C. Not every switch requires a network module since switches will be stacked. See list below for Power supply quantity for 9300 switches. 9300 switches do not require redundant power supply.

C9300-NM-4G	1
C9300-NM-4M	1
C9300-NM-8X	426
C9300-NM-2Y	1
C9300-NM-2Q	1
NM-BLANK-T1=	1
PWR-C1-350WAC-P	459
PWR-C1-350WAC-P/2	1
PWR-C1-715WAC	280
PWR-C1-715WAC-P/2	1
PWR-C1-1100WAC-P	311
PWR-C1-1100WAC-P/2	1
PWR-C1-1900WAC-P	1
PWR-C1-1900WAC-P/2	1
PWR-C1-BLANK	1
CAB-SPWR-30CM=	1050
CAB-SPWR-150CM=	1
CAB-TA-NA=	2100
STACK-T1-50CM	881
STACK-T1-1M	1
STACK-T1-3M	1
FAN-T2=	1

### 3.5 Question: 9200 edge switches

- i. network modules and network licenses required are

NETWORK-PNP-LIC	1
C9200-NM-4X	1
C9200-NM-2Y	1
C9200-NM-2Q	1
C9200-NM-BLANK	1
CAB-TA-NA	1
C9200-STACK-KIT	1
C9200-STACK	1
STACK-T4-50CM	1
STACK-T4-1M	1
STACK-T4-3M	1
C9200-FAN	1

vi. It looks like there is 1 piece of each item required, although there are 3 switches (2x48 port and 1x 24 port) required

vii. There is a doubt that we should have one of each item per switch?

viii. there is only 1

NETWORK-PNP-LIC	1
-----------------	---

ix. required and we have 3 9200 switches required

There is a doubt that we should have one of each item per switch?

x. there are only 2 DNA and NW-A licenses required although we have 3 switches (2x48 port and 1x 24 port) required

**Answer:** All quantities in the RFP are estimates. Items listed with a quantity of 1 on the Pricing form generally apply to products that: may be used for testing, may be ordered in small quantities for spare parts or repairs, or are a product IUSD exploring/evaluating, but is not an anticipated standard for large deployments at this time (See RFI No. 3.2 for additional information). IUSD anticipates standardizing on the Cisco Catalyst 9300 for edge switches. The 9200 is included in the RFP for pricing comparison should IUSD wish to transition to a different, reduced-cost class of edge switches. switches are not the District's primary selection for switches. The quantity of 1 for 9200 switches is for an alternative comparison pricing for the District. Please provide pricing for each of 9200 model switches with 3 yrs DNA license as well as 9200 modules listed in Appendix C.

**3.6 Question: DNA licenses**

- a. all switches are stated with DNA 3 YR and 5 yr, which DNA should we provide 3 yr of 5 year based? Should we provide one as primary and other DNA duration as optional or we should specify both 3 year and 5 year DNA licenses for each required switch

**Answer:** Vendors should provide DNA pricing for both 3 year and 5 year terms. The District will evaluate the best solution for its needs based on Vendors' proposals and the board approved scoring criteria.

**3.7 Question:** The RFP asks for DNA licenses for 3 year and 5 years , which one should be given along with the switches?

**Answer:** Please see RFI No. 3.5 above.

**3.8 Question:** How many years of SmartNet is required for Data Center Core Switch , Data Center Core Router, Core Switch , C9300 Edge Switch respectively?

**Answer:** Vendors should provide SmartNet pricing for both 3 year and 5 year terms. The District will evaluate the best solution for its needs based on Vendors' proposals and the board approved scoring criteria.

**3.9 Question:** The RFP requests E2N licenses for the switches , are these licenses required apart from DNA licenses for each catalyst 9500 and 9300 devices?

**Answer:** E2N licenses are required for Cisco (EA) Enterprise Agreement. DNA licenses are also required.

**3.10 Question:** Is Appendix A: District Standard Agreements Independent Contractor Agreement required to be included in the submittal?

**Answer:** The Independent Contractor Agreement is incorporated in the RFP for Vendors' reference. The Independent Contractor Agreement should be completed by the awarded Vendor, pursuant to section 3.5 of the RFP.

**3.11 Question:** Will Irvine USD consider deleting Paragraph 2 under Mandatory Requirements (unless District reduces or excludes coverage requirements) from the RFP?

"2. Sexual Abuse/Molestation coverage must be included under General Liability or obtained in separate policies in an amount of not less than \$1,000,000 per occurrence (\$2,000,000 aggregate) and \$3,000,000 excess/umbrella coverage."

**Answer:** The insurance coverage listed in the RFP is IUSD's standard insurance requirements. Any requests to waive insurance must be submitted in writing on the District's "Contractor's Request for Waiver/Reduction of Insurance Requirements" form attached below during contract negotiation and subject to approval or rejection by IUSD's Director of Risk Management. Typically Sexual Abuse/Molestation coverage is waived for vendors who do not set foot on District property. Vendors

who anticipate requesting a waiver should make a note in their Proposal in Appendix D, Proposal Part 3, section 5: Exceptions.

**3.12 Question:** For the 8500 router requested, what functions is this is expected to perform in the environment? Is this router strictly intended for Internet edge routing to terminate the ISP uplink to OCDE or will this router be utilized in the datacenter core for SD-WAN or other similar functions?

**Answer:** The intention is that the 8500 router will be used for both WAN connection to school sites and IUSD's ISP.

**3.13 Question:** If the district were to go to a 100Gbps handoff for the internet, do you have the equipment in the rest of the environment (firewall, core routing/switching equipment, WAN aggregation) to support such speeds?

**Answer:** The District has upgraded some core equipment and plans to upgrade the remaining core network infrastructure to support 40/100 Gbps speed.

**3.14 Question:** Has the district considered a secondary internet connection, or SD-WAN connectivity at their WAN connected sites, to allow survivability in the event of an internet outage with OCDE?

**Answer:** The District is considering a secondary ISP connection at the Data Center in the future.

**3.15 Question:** Are vendors required to add Irvine Unified School District as an additional insured and provide the required Additional Insured Endorsements with the proposal response? Or are these only required of the awarded vendor prior to work commencing under the contract?

RFP Language Regarding Insurance:

10. Insurance

Page 31

10.2 No later than ten (10) days from execution of this AGREEMENT by the DISTRICT and CONTRACTOR, and prior to commencing the Services under this AGREEMENT, CONTRACTOR shall provide DISTRICT with certificates of insurance evidencing all coverages and endorsements required hereunder.

Page 24

6.1.8 The Vendor shall supply prior to the start of work Certificate of Insurance coverages, as outlined in Optional Forms (Appendix E). (Appendix E language in RFP does not address insurance.)

Insurance Requirements from the Response Template:

Additional Insured Endorsement Language

“Irvine Unified School District, its Board of Trustees, officers, agents, employees, and volunteers are named as additionally insured on this policy pursuant to written contract, agreement, or memorandum of understanding. Such insurance as is afforded by this policy shall be primary, and any insurance carried by District shall be excess and noncontributory.”

Additional Insured Endorsements are required to accompany Certificates of Insurance. Certificate of Insurance shall provide thirty (30) day prior written notice of cancellation.

See sample certificate on the Irvine Unified School District website at [www.iusd.org](http://www.iusd.org).

#### Additional Required Documents

Certificates of Insurance must be accompanied by a list of all excluded coverages under the general liability and excess/umbrella liability policies. The exclusion policy document section may be emailed or faxed to Risk Management & Insurance. The general liability and excess/umbrella liability documents must list the corresponding policy numbers referenced on the Certificate of Insurance.

**Answer:** Insurance requirements apply to the awarded vendor. The awarded vendor should be prepared to provide a certificate of insurance listing IUSD as an additional insured and evidencing all coverage, unless coverage is waived pursuant to RFI No. 3.10.



**Irvine Unified School District  
Risk Management & Insurance**

**CONTRACTOR’S REQUEST FOR WAIVER/REDUCTION OF  
INSURANCE REQUIREMENTS**

Contractor requests waiver or reduction of the following insurance requirements for the Agreement, Contract, or Memorandum of Understanding dated \_\_\_\_\_ with the Irvine Unified School District (“District”), for the reasons stated:

1. \_\_\_\_\_ General Liability Insurance. Contractor certifies the products and/or services provided under the current Agreement, Contract, or Memorandum of Understanding would not create a foreseeable liability exposure for the District due to the following reason(s):

\_\_\_\_\_

2. \_\_\_\_\_ Excess Liability Insurance. Contractor certifies the products and/or services provided under the current Agreement, Contract, or Memorandum of Understanding would not create a foreseeable liability exposure for the District due to the following reason(s):

\_\_\_\_\_

3.  Abuse and Molestation Insurance (if not included in GL/Excess liability insurance). Contractor certifies they will not have one-on-one contact with students or be left alone on District premises during normal school hours in the performance of the Agreement, Contract, or Memorandum of Understanding.

4. \_\_\_\_\_ Automobile Liability Insurance. Contractor certifies it will not be using a motor vehicle in the performance of the Agreement, Contract, or Memorandum of Understanding. If a vehicle is used, Contractor certifies it will only be used for personal transportation to and from meetings or service calls on District sites; that it will not be transporting District students or employees; that it will not be driven off paved parking areas on sites; and that Contractor maintains the mandatory minimum California liability coverage on the vehicle.

5. \_\_\_\_\_ Workers Compensation/Employer’s Liability. Contractor certifies it has no employees.

6. \_\_\_\_\_ Professional Liability Insurance. Contractor certifies it will not be providing professional services, including accounting, auditing, architectural, engineering, legal, surveying, financial, or construction management.

7. \_\_\_\_\_ Other Insurance. (Explain for waiver or reduction of required level of coverage in detail.)

Whether or not a waiver is granted, Contractor understands and agrees to defend, indemnify, and hold harmless the Irvine Unified School District, its Board of Trustees, officers, agents, employees, and volunteers from and against any and all liability, claims, debts, damages, demands, suits, actions, or causes of action of whatsoever kind or nature arising out of or in any manner connected with the performance by Contractor of any of the services hereunder.

Signature of District Requestor: \_\_\_\_\_

Print Name of District Requestor: \_\_\_\_\_ Date: \_\_\_\_\_

Signature of Contractor: \_\_\_\_\_

Print Name of Contractor: \_\_\_\_\_ Date: \_\_\_\_\_

Company Name: \_\_\_\_\_

Type/Location of Service: \_\_\_\_\_

Date(s) of Service: \_\_\_\_\_