



**Solicitation Information**  
**August 15, 2005**

**BID # B05511**

TITLE: Cisco Network Electronics and Equipment (Master Price Agreement # 283)  
BID DUE DATE AND TIME: 9/9/05 - 10:45 AM

**Linda Roche, Chief Buyer**

**Vendors must register on-line at the State Purchasing Website at [www.purchasing.state.ri.us](http://www.purchasing.state.ri.us).**

**THIS PAGE IS NOT A BIDDER CERTIFICATION FORM**

The Rhode Island Department of Administration/Division of Purchases, on behalf of the University of Rhode Island and all other State Agencies requests bids from qualified firms and organizations to provide Cisco Networking Electronics and Equipment, in accordance with the terms of this solicitation and the State's General Conditions of Purchase (available on the Internet at [www.purchasing.state.ri.us](http://www.purchasing.state.ri.us)). Specifically, the State is seeking bids on the percentage discount off Cisco Systems Inc. list prices. The percentage discount bid are considered fixed and firm, may not be decreased, and will be applied to any current or future Cisco products purchased for the duration of the agreement. List prices on Cisco Products are the current list prices at the Cisco Web Site. There will be an option to extend the resulting Master Price Agreement in one-year increments.

The purpose of this solicitation is to establish a qualified vendor/s list for the products referenced within this solicitation.

**INSTRUCTIONS AND NOTIFICATIONS TO OFFERORS:**

- Potential offerors are advised to review all sections of this bid specification, carefully, and to follow instructions completely, as failure to make a complete submission as described elsewhere herein may result in rejection of the bid.
- Bids are considered to be irrevocable for a period of not less than sixty (60) days following the opening date, and may not be withdrawn, except with the express written permission of the State Purchasing Agent.
- **All pricing submitted will be considered to be firm and fixed unless otherwise indicated herein. This means the percentage discount off Cisco Systems list prices will be considered to be fixed and firm.**
- Bids misdirected to other State locations or which are otherwise not present in the Office of Purchases at the time of opening for any cause will be determined to be late and will not be considered. BIDS FAXED TO THE DIVISION OF PURCHASES WILL NOT BE CONSIDERED.
- An award pursuant to this bid request may be made to multiple firms or resellers of Cisco products and services.

- In accordance with Title 7, Chapter 1.1 of the General Laws of Rhode Island, no foreign corporation, a corporation without a Rhode Island business address, shall have the right to transact business in the state until it shall have procured a Certificate of Authority to do so from the Rhode Island Secretary of State (401 222-3040).
- Bidders are advised that all materials submitted to the State of Rhode Island for consideration in response to this Request will be considered to be public records, as defined in Title 38 Chapter 2 of the Rhode Island General Laws, without exception, and will be released for inspection immediately upon request, once an award has been made.

**SECTION 2 - BACKGROUND AND PURPOSE**

The State and Rhode Island public higher education has standardized core and edge network electronics on products from Cisco Systems, Inc. We anticipate that such products will be used for a variety of needs specific to voice, video and data on Local Area and Wide Area Networks. To be considered for qualification, offerors must demonstrate their capability of providing Cisco products and services to clients. The fundamental purpose of the MPA is to establish a list of firm/s that sell Cisco products and services. Potential clients are Rhode Island public higher education (the University of Rhode Island, Rhode Island College, and the Community College of Rhode Island) and State agencies and municipalities in the State of RI. Please note that we are requesting pricing on selected Cisco Electronics to confirm the list prices (using the published list prices at the Cisco Web Site) – it is our understanding some resellers may not be using published prices. Vendor must be a Certified Cisco Reseller to be considered. Certification of reseller status must be included with the bid documents. Furthermore, we are requesting pricing for a sample of Cisco certified training courses; there is a possibility that this MPA will be used to facilitate training of higher education and state agency personnel in Cisco products.

**SECTION 3.1 – CISCO PRODUCT BID SPECIFICATIONS:**

Offerors MUST bid all of the listed categories in Section 3.1.

**Bid 1:** Higher Education Percentage Discount offered on all Cisco Products: \_\_\_\_\_ %

**Bid 2:** Rhode Island State Agencies Percentage Discount offered on all Cisco Products: \_\_\_\_\_ %

**TABLE 1-- Check on List Pricing:** The following sample list of Cisco electronics is used to determine if bidders are using Cisco published list prices. Note that the discount listed above, for Higher Education (**Bid 1**), should be used in the table below:

Cisco Product:	Cisco Part Number:	<u>Expected</u> List Price:	<b>Bidder List</b> <b>Price:</b>	<b>Bidder</b> <b>Higher Ed.</b> <b>Discount off</b> <b>List Price</b>	<b>Bidder Final</b> <b>Price after</b> <b>Discount</b>
Catalyst 3524 XL Enterprise Edition Switch	WS-C3524-XL-EN	\$ 2,995.00			
Catalyst 3548 XL Enterprise Edition Switch	WS-C3548-XL-EN	\$ 4,995.00			
Catalyst 3508G XL Enterprise Edition Switch	WS-C3508G-XL-EN	\$ 4,995.00			
Catalyst 2924M XL Enterprise Edition Switch	WS-C2924M-XL-EN	\$ 2,495.00			
Cisco 7204VXR Router, 4-slot chassis, 1 AC Power Supply, with IP Software	CISCO7204VXR	\$ 6,000.00			
Cisco 7204VXR Network Processing Engine, with 32MB base memory, plus 128MB extra memory	NPE-300	\$ 7,500.00			
ATM Enhanced E3 Port Adapter, 1-Port	PA-A3-E3	\$ 8,000.00			
Fast Ethernet 100Base TX Port Adapter, 2-Port	PA-2FE-TX	\$ 3,800.00			
V.35 Port Adapter, 8-Port Serial	PA-8T-V35	\$ 8,000.00			

**Bid 3:** Higher Education Percentage Discount on Maintenance Costs for Cisco Products: \_\_\_\_\_ %

**Bid 4:** Rhode Island State Agencies Percentage Discount on Maintenance Costs for Cisco Products: \_\_\_\_\_ %

**TABLE 2 -- Check on Annual Product Maintenance Pricing & Discounts:** The following sample list of Cisco electronics is used to determine if bidders are using Cisco published maintenance prices. Note that the discounts listed above (**Bids 3 and 4**), should be used in the table below:

Cisco Product:	Cisco Part Number:	<u>Expected Annual Maintenance Price:</u>	<u>Bidder Annual Maintenance Price:</u>	<u>Bidder Higher Ed. % Discount on Maintenance Price (Bid 3)</u>	<u>Bidder Final Price for Maintenance after applying Higher Ed. % Discount</u>
Cisco 7513 SMARTnet Premium Maintenance	CON-SNTP-7513	\$ 12730.00	\$	%	\$
24x7x4 Svc,4 Port STS-3c/STM-1 Multimode Fiber PAM	CON-SNTP-OC3-4MM	\$ 368.00	\$	%	\$
24x7x4 Svc,Catalyst 8510 Chassis	CON-SNTP-8510CHAS5	\$ 952.00	\$	%	\$
24x7x4 Svc,4 Port DS-3 PAM or E3 coax cab w/BNC PAM	CON-SNTP-T3E3-4BNC	\$ 1152.00	\$	%	\$
24x7x4 Svc,Cat 8510 MSR - Mltisvc ATM Switch Route Proc	CON-SNTP-C8515MSRP	\$ 2640.00	\$	%	\$
WS-C5500 SMARTnet Maintenance	CON-SNT-WS-C5500	\$ 5000.00	\$	%	\$
WS-C50XX SMARTnet Maintenance	CON-SNT-WS-C5001	\$ 2000.00	\$	%	\$

**SECTION 3.2 – OTHER SECONDARY BID SPECIFICATIONS:**

Offerors MAY bid on the listed categories, or indicate that they do not offer Cisco Certified Training.

**Bidder offers Cisco Certified Training:** Yes  or No

**Check on Course Pricing:** The following sample of instructor-led Cisco certified courses is used to identify firms that offer training. It is expected that at least one firm that is selected for the MPA will have a proven record of providing Cisco training.

Cisco Training:	Delivery Method:	<u>Course Price per Trainee:</u>
“Building Cisco Multilayer Switched Networks (BCMSN) v1.1”	Instructor-led	\$
“Building Scalable Cisco Networks (BSCN) v1.1”	Instructor-led	\$
“Cisco Campus ATM Solutions (CATM)”	Instructor-led	\$
“Interconnecting Cisco Network Devices (ICND) v1.1”	Instructor-led	\$
“Cisco Voice Over Frame Relay, ATM, and IP (CVOICE)”	Instructor-led	\$

Offerors MAY bid on the listed categories, or indicate that they do not offer network electronics from firms other than Cisco Systems, Inc. (e.g. Nortel, Lucent, Cabletron or Enterasys, and NetGear). Although the State has standardized on Cisco networking products, there are unique instances where other vendor products may be optimal for solving a special requirement or problem.

**Bidder resells network electronics from firms other than Cisco Systems, Inc.:** Yes  or No

If YES, then please provide the company/vendor names of electronics that are resold by the bidder and list the percentage discount of the list price that will be fixed and firm for the duration on the MPA.

Network Electronics Company	Bid: <u>Higher Ed.</u> Discount off List Price (percentage discount)	Bid: <u>State Agency</u> Discount off List Price (percentage discount)
Lucent Products	%	%
Cabletron or Enterasys Products	%	%
NetGear Products	%	%
Other:	%	%
Other:	%	%
Other:	%	%

**Bid Proposal Submission**

Interested offerors may submit bids on or before \_\_\_\_\_ For the purpose of this solicitation, the official time clock is in the Division of Purchases Reception Area. Proposals received after this time and date will not be considered.

<p><b>By Courier:</b></p> <p><b>RI Dept. of Administration Division of Purchases, 2<sup>nd</sup> floor One Capitol Hill Providence, RI 02908-5855</b></p>	<p><b>By Mail:</b></p> <p><b>R.I. Department of Administration Division of Purchases One Capitol Hill Providence, RI 02940-6528</b></p>
---	---

The Vendor assumes responsibility for bid proposals submitted by mail or commercial delivery service. Bids misdirected to other state locations or which are otherwise not present in the Division of Purchases at the time of opening, for any cause, will be determined to be late and will not be considered. The “official” timeclock is located in the reception area of the Division of Purchases. Faxed bids will not be considered.

**Responses must include the following:**

1. A completed and signed R.I.V.I.P. generated bidder certification cover form (downloaded from the R.I. Division of Purchases Internet home page at <http://www.purchasing.ri.gov>)
2. A comprehensive price list (and percentage discounts offered) for products/services as previously described in sections 3.1 and 3.2 of this document.

## **SECTION 5 - EVALUATION AND SELECTION**

The State may select multiple vendors to be listed on the MPA. Primary consideration will be given to the responses to section 3.1 of this document. On a secondary basis, the State may consider the responses in section 3.2 specific to training, and alternative network electronics that the bidder may or may not resell.

The State reserves the right to accept or reject any or all options, bids, or submissions and to act in its own best interest.

The State may, at its sole option choose to qualify on the top-ranking offerors, depending upon the response.

The State may, at its sole option, elect to require presentation(s) by offerors clearly in consideration for award.

This list is a fair representation of the equipment URI plans to purchase from Cisco or Cisco resellers over the life of this contract but should not be considered to be a complete list. As Cisco develops new products and technologies the university expects to receive the same discounted price on these technologies as well.

The following Catalyst 3560 workgroup switches and accessories.

WS-C3560G-48PS-S  
WS-C3560G-48PS-E  
WS-C3560G-24PS-S  
WS-C3560G-24PS-E  
WS-C3560G-48TS-E  
WS-C3560G-24TS-S  
WS-C3560G-24TS-E

GBICs

GLC-LH-SM=  
GLC-SX-MM=  
GLC-T=  
WS-G5486=  
WS-G5484=  
WS-G5483=

RPSs

PWR675-AC-RPS-N1=

The following Catalyst 3750 workgroup switches and accessories.

WS-C3750G-48TS-E  
WS-C3750G-48PS-S  
WS-C3750G-24T-E  
WS-C3750G-24T-S  
WS-C3750G-24TS-S  
WS-C3750G-24TS-E

New versions of IOS for all models as they are released

Catalyst 4500 Chassis switches along with the various supervisor and switch modules available for this model. For example:

WS-C4510R  
WS-C4507R  
PWR-C45-4200ACV

PWR-C45-1000AC  
WS-X4516=  
WS-X4248-RJ45V=  
WS-X4448-GB-SFP=

Catalyst 6500 Chassis switches along with the various supervisor and switch modules available for this model. For example:

WS-C6509  
WS-SUP720-3B=  
WS-CAC-3000W=  
WS-SVC-WLAN-1-K9=  
WS-X6608-T1=  
WS-SVC-NAM-2=  
WS-X6416-GBIC=  
WS-X6724-SFP=

Cisco 7200 series routers with available port adapters and other modules and accessories. For example:

CISCO7206VXR  
NPE-G1=  
C7200-I/O-GE+E=  
MEM-NPE-G1-512MB=  
PA-4T+=  
PA-8T-V35=  
PA-GE=

Cisco 2600 series routers with available ports adapters and other accessories. For example:

CISCO2650XM  
CISCO2650XM-RPS  
EM-HDA-8FXS=  
EM-HDA-4FXO=  
NM-8A/S=  
NM-HDV-2T1-48=

## Wireless

AIR-AP1232AG-A-K9  
AIR-MP21G-A-K9=  
AIR-RM21A-A-K9=  
AIR-ANT1949  
AIR-ANT3338  
AIR-ANT2414S-R  
AIR-AP1010-A-K9

## VoIP stuff

CP-7970G=  
CP-PWR-CUBE-2=  
CP-7960G=  
CP-7940G=  
CP-7912G=  
CP-7905G=  
CP-HANDSET=  
CP-HANDSET-CORD=  
CP-7920-FC-K9=  
VG224  
SW-CCM-UL-7940=

## Smartnet Maintenance

### **Part Number**

CON-SNT-VPN3005  
CON-SAS-CWLMS-2.X  
CON-SAS-  
CWLSE19K9  
CON-SNT-AS5416T1  
CON-SNT-26XX  
CON-SNT-WS-C3508G  
CON-SNT-WS-C3524  
CON-SNT-WS-C3548  
CON-SNT-C3550-48S  
CON-SNT-C3550-24S  
CON-SNT-C3550SMI  
CON-SNT-C3550-48S  
CON-SNT-AIRAP12BA  
CON-SNT-WS-C6509  
FWM1K9

CON-SNT-WIDSBK9  
CON-SNT-WS-C4507  
CON-SNTP-7206  
CON-SNTP-WS-C6509

**BLANKET REQUIREMENTS:** 10/1/05 – 9/30/06

WITH THE OPTION TO RENEW FOR (4) FOUR (12) TWELVE MONTH PERIODS

THIS IS A MULTI-YEAR BID/CONTRACT. PER RHODE ISLAND STATE LAW 37-2-33, CONTRACT OBLIGATIONS BEYOND THE CURRENT FISCAL YEAR ARE SUBJECT TO AVAILABILITY OF FUNDS. CONTINUATION OF THE CONTRACT BEYOND THE INITIAL FISCAL YEAR WILL BE AT THE DISCRETION OF THE STATE. TERMINATION MAY BE EFFECTED BY THE STATE BASED UPON DETERMINING FACTORS SUCH AS UNSATISFACTORY PERFORMANCE OR THE DETERMINATION BY THE STATE TO DISCONTINUE THE GOODS/SERVICES, OR TO REVISE THE SCOPE AND NEED FOR THE TYPE OF GOODS/SERVICES; ALSO MANAGEMENT OWNER DETERMINATIONS THAT MAY PRECLUDE THE NEED FOR GOODS/SERVICES.