



**Solicitation Information
February 16, 2001**

PUBLIC BID # 3558

TITLE: CISCO NETWORK ELECTRONICS AND EQUIPMENT (MPA #283)

OPENING DATE AND TIME: 3/12/2001 AT 10:30 AM

PRE-BID/ PROPOSAL CONFERENCE: NO	DATE:	TIME:
MANDATORY:		
LOCATION:		

SURETY REQUIRED: NO
BOND REQUIRED: NO

Linda Roche
Senior Buyer

Vendors must register on-line at the State Purchasing Website at www.purchasing.state.ri.us to be able to download a Bidder Certification Cover Form which must accompany each offer.

NOTE TO VENDORS:

Offers received without the entire completed three-page RIVIP Generated Bidder Certification Cover Form attached may result in offer disqualification.

THIS PAGE IS NOT A BIDDER CERTIFICATION FORM

NOTICE

THERE MAY BE ADDITIONAL ADDENDA TO THIS BID/RFP AT ANY TIME BEFORE THE OPENING DATE AND TIME.

THE DIVISION OF PURCHASES WILL NOT BE NOTIFYING BY MAIL OF ANY SUCH ADDENDA.

IT IS THE VENDOR'S RESPONSIBILITY TO CHECK AND DOWNLOAD ANY AND ALL ADDENDA.

AN ADDENDUM TO A BID/RFP IS LISTED AS THE BID NUMBER WITH AN "A" AND THE NUMBER OF THE ADDENDUM FOLLOWING; FOR EXAMPLE, **3025A1** INDICATES ADDENDUM #1 HAS BEEN ISSUED FOR BID 3025. **3025A2** INDICATES ADDENDUM #2 HAS BEEN ISSUED.

YOU MUST CLICK ON ALL OF THESE LISTINGS TO GET THE COMPLETE PACKAGE.

IF NOT BIDDING ON ANY ITEM, DO NOT RESPOND, IN ANY WAY, TO THE DIVISION OF PURCHASES.

DISCLAIMER

While the State of Rhode Island intends to maintain continuous access to this Website, from time to time access to information and/or documents may be interrupted or prevented either because of site problems, user problems or Internet problems. Not all access difficulties can be resolved by the State of Rhode Island since some access failures may be due to the type of computer or communication equipment and services employed by the Website User. However, it is the State's policy to provide a Help Desk (401) 222-2142 ext. 134 during regular business hours to assist Users in identifying and overcoming access problems.

To assure maximum access opportunities for Users, solicitations shall be posted on the RIVIP for a minimum of seven days and no amendments shall be made within the last five days before the date an offer is due. Vendors are cautioned that the competitive nature of their offers could be affected if their submissions do not include all amendments. For this reason, vendors are advised to revisit all solicitations to which they intend to respond five days prior to the due dates. If access to solicitations on the Website has been severely curtailed, it shall be the policy of the State to extend the due date of affected solicitations.

In some cases (e.g., road construction) copies of plans and specifications which cannot be offered on-line are issued with a requirement for a refundable deposit. In such instances, in addition to announcements provided on the RIVIP, vendors on the known lists of plans and specifications depositors will receive direct notification of amendments.

Except when access to the Website has been severely curtailed and it is determined by the Rhode Island State Purchasing Agent that special circumstances preclude extending a solicitation due date, requests to mail or fax hard copies of solicitations will not be honored.

When the result of an Internet solicitation of registered vendors is unsuccessful (no offers, one offer which exceeds the estimated cost) the State of Rhode Island will cancel the original solicitation and resolicit the original offer directly from vendors. The Purchasing Agent reserves the right to solicit offers from unregistered vendors as well as registered vendors.

BID#3558

MASTER PRICING AGREEMENT # 283

COMMODITY: CISCO NETWORK ELECTRONICS & EQUIPMENT

AGREEMENT PERIOD: 4/1/2001 – 3/31/2002 - WITH OPTION TO RENEW FOR TWO ADDITIONAL 12-MONTH PERIODS

DELIVERY AS REQUESTED BY AGENCY.

Ordering

Agencies will submit individual orders for the various items and various quantities as may be required during the agreement period.

Scope

This bid covers the requirements of all State Agencies. This will be delivered and billed at the single, firm, awarded price quoted regardless of the quantities ordered.

Bidding

(a) Bids must be submitted on the attached bid quotation request forms, indicating brand and parts number of item offered. Bidders must submit detailed cuts and specs on items offered as equivalent to brands requested. Bidders must be able to submit samples if requested.

(b) A single price shall be quoted for each item against which a proposal is submitted.

This price will be the maximum in effect during the agreement period. Any price decline at the manufacturer's level shall be reflected in a reduction of the agreement price to the State.

(c) Bid price is net F.O.B. any point in the State of Rhode Island and shall include inside delivery.

(d) Bids for single items and/or a small percentage of total items listed, may, at the State's sole option, be rejected as being non responsive to the intent of this request.

Quantities

Quantities, if any, are estimated only. It is understood and agreed that the agreement shall cover the actual quantities ordering during the period.

Taxes

The State of Rhode Island is exempt from payment of Federal Excise Taxes and R. I. Sales and Use Taxes. Such taxes shall not be included in the bid price.

Award

Award will be made to bidder quoting the lowest net price in accordance with specifications, for any individual item(s), for major groupings of items, or for all items listed, at the State's sole option.

Delivery

(a) All items to be delivered free of all charges.

(b) The contractor will be responsible for delivery of materials in first class condition. Rejected materials will be at vendor's expense.

Exception

Regardless of any agreement resulting from this bid, the State reserves the right to solicit prices on any extra large requirements for delivery to a destination.

Municipality Clause

Contractor will furnish all items quoted herein to any city, town or other governmental subdivision at the same price and terms as quoted to the State of Rhode Island. All ordering and billing to be between contractor and governmental unit involved.

Yes_____ No_____

Quarterly Reports

Successful bidder will submit in writing to the Purchasing Division quarterly reports showing bid number and total quantities drawn against specific items by the State Agencies. Failure to submit such reports shall be considered to be a breach of the contractor's obligations under the resultant agreement(s), and sufficient cause for the termination of the agreement, and all other outstanding agreements, purchase orders, and contracts, and suspension from participation in all State procurements for a period of up to two (2) years, at the discretion of the State's Purchasing Agent.

Reports should be forwarded to the Buyer at the Division of Purchases, One Capitol Hill, Providence, RI 02908.

TITLE: Cisco Network Electronics and Equipment (Master Price Agreement # 283)

SECTION 1

- **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. In the past year, these State groups spent nearly \$3 million on network equipment and electronics. 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.

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:	Bidder List Price:	Bidder Higher Ed. Discount off List Price	Bidder Final Price after Discount
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:	Expected Annual Maintenance Price:	Bidder Annual Maintenance Price:	Bidder Higher Ed. % Discount on Maintenance Price (Bid 3)	Bidder Final Price for Maintenance after applying Higher Ed. % Discount
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:	Course Price per Trainee:
“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	\$

SECTION 4

Bid Proposal Submission

Interested offerors may submit bids on or before **March 12, 2001 at 10:30 AM**. 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.

By Courier:	By Mail:
RI Dept. of Administration Division of Purchases, 2nd floor One Capitol Hill Providence, RI 02908-5855	R.I. Department of Administration Division of Purchases P.O. Box 6528 Providence, RI 02940-6528

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.state.ri.us>)
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.