

Request for

Competitive Sealed Proposal

TAC-852B

Data Network Equipment and Maintenance

Addendum #1-March 19, 2018: Changed due date

Addendum #2-March 20, 2018: Provide Answers to Questions submitted by the deadline

NIGP Commodity Code(s):

204-64-00 Network Components: Adapter Cards

206-23-72 Switches, Computer, Network

838-33-00 Communications: Networking

**Submit proposals
(sealed) to:**

Deputy City Clerk
City of Tulsa
175 E. 2ND St.
Suite 260
Tulsa, OK 74103



CITY OF
Tulsa
A New Kind of Energy.

I. STATEMENT OF PURPOSE:

With this Competitive Sealed Proposal (“CSP”) request, we are searching to secure a purchase agreement with a Certified Cisco Gold Partner to provide Certified Cisco, equipment, SMARTnet, configuration, maintenance/technical, and consulting support services.

We enthusiastically look forward to receiving your proposal.

II. INSTRUCTIONS FOR SUBMITTING A PROPOSAL:

A. General Requirements

1. The proposal **must** be received by **5:00 p.m. on Wednesday, April 04, 2018, Central Daylight Time**. Proposals must be sealed in an envelope or box clearly labeled “**TAC852B Data Network Equipment and Maintenance**.” Proposals arriving late will be returned unopened.
2. Proposals must be delivered sealed to:

**Deputy City Clerk
City of Tulsa
175 E. 2nd St.
Suite 260
Tulsa, OK 74103**
3. All interested Respondents (“Sellers”) are required to register with the Project Buyer, Patricia Cummings, in order to receive updates, addenda or any additional information required. The City of Tulsa (“City”) is not responsible for any failure to register.
4. Inquiries to the Buyer requesting clarification regarding this CSP request or the content herein must be made via e-mail and must be received prior to the end of the business day on March 7, 2018.

**Patricia Cummings, Senior Buyer
pcummings@cityoftulsa.org**

Any questions regarding this CSP request will be handled as promptly and as directly as possible. If a question requires only clarification of CSP request instructions or specifications, it will be handled via e-mail, or verbally. If any question results in material changes or additions to the CSP request, those changes or additions will be forwarded to all registered Respondents as quickly as possible by addendum.

5. Respondents shall designate a contact person, with appropriate contact information, to address any questions concerning a proposal. Respondents shall also state the name and title of individuals who will

make final decisions regarding contractual commitments and have legal authority to execute a contract on the Respondent's behalf.

B. General Notifications

1. With this Competitive Sealed Proposal request, the City reserves the right to do the following:
 - a. To conduct oral or written discussions with Respondents, after proposals are received, concerning technical and Price aspects of the proposals and/or to allow Respondents to revise their proposals, including Price;
 - b. To evaluate, after proposals are received, the relative abilities of Respondents to perform, including their technical or professional experience and/or expertise;
 - c. To conduct a comparative evaluation, after proposals are received, of the differing Price, service, quality, contractual factors, technical content and/or technical and performance capability of the proposals;
 - d. To negotiate mutually agreeable terms in a contract;
2. The City of Tulsa notifies all possible Respondents that no person shall be excluded from participation in, denied any benefits of, or otherwise discriminated against in connection with the award and performance of any contract on the basis of race, religious creed, color, national origin, ancestry, physical disability, sex, age, ethnicity, or on any other basis prohibited by law.
3. All Respondents shall comply with all applicable laws regarding equal employment opportunity and nondiscrimination.
4. All Respondents shall comply with the Americans with Disabilities Act (ADA) and all proposals and any subsequent contract shall include the following statement:

“Contractor shall take the necessary actions to ensure its operations in performance of this contract and its employment practices are in compliance with the requirements of the Americans with Disabilities Act.”

It is understood that the program of the Respondent is not a program or activity of the City of Tulsa. The Respondent agrees that its program or activity will comply with the requirements of the ADA. Any costs of such compliance will be the responsibility of the Respondent. Under no circumstances will the Respondent conduct any activity which it deems to not be in compliance with the ADA.

5. Although it is the City's intent to choose only the most qualified Respondents to interview, the City reserves the right to choose any number of qualified finalists for interview and/or final selection.
6. This Competitive Sealed Proposal request does not commit the City of Tulsa to pay any costs incurred in the submission of a proposal or the costs incurred in making necessary studies and designs for preparation thereof, or contract for service or supplies.

III. SCOPE OF WORK

- A. The Respondent shall include any new products purchased into the SMARTnet agreement, and with the annual renewal of SMARTnet provide for co-term of coverage on all existing City inventory
- B. The Respondent shall maintain a base of operation located in proximity to downtown Tulsa which facilitates a two-hour on-site response time to requests by the City.
- C. The Respondent shall employ a minimum of two (2) Cisco Certified Network Administrators who shall be able to arrive in Tulsa given a two-hour notice.

IV. DELIVERABLES:

The products, reports, and plans to be delivered to the City will include:

- A. The Bidder will actively engage with our account and provide relevant information on product roadmaps, replacement products, and software updates as they become available.
- B. The Bidder will only provide equipment that is new, unused, and with full warranty.

V. RESPONDENT AND PROPOSAL REQUIREMENTS

To be considered, interested Respondents should submit or address the following:

- A. One (1) unbound original and one (1) bound copy of the proposal plus one electronic (1) copy on CD, DVD, or flash drive.
- B. A description of the Respondent's qualifications and experience and that of key personnel assigned to this project (and that of each firm proposed as part of the Respondent's team). It is noted that equipment, material and staff shall be provided by the Respondent.
- C. A description of experience the Respondent's firm has supporting previous enterprise customers of similar size and complexity. Describe the levels of support provided, contact names, and telephone numbers from these organizations as part of the References Section.
- D. The Bidder will describe any additional warranty or support options above those provided by Cisco.
- E. At the discretion of the City, one or more Respondents may be invited to be interviewed for purposes of clarification or discussion of the proposal.

- F. Any expenses incurred by the Respondent(s) in appearing for an interview or in any way providing additional information as part of the response to this Competitive Sealed Proposal request are solely the responsibility of the Respondent. The City of Tulsa is not liable for any costs incurred by Respondents in the preparation of proposals or any work performed by the Respondent prior to the approval of an executed contract by the City of Tulsa. The City assumes no responsibility or liability for any costs you may incur in responding to this CSP request, including attending meetings or contract negotiations.
- G. The Bidder must be Certified Gold Partner in good standing with Cisco.
- H. The Bidder shall possess the Enterprise Networks specialization with Cisco and is encouraged to list any other current specialty certifications.
- I. The Bidder shall have personnel available who are Cisco Certified for the Enterprise Networks specialization
- J. The Bidder shall provide a list of all technical employees who would be assigned to the City's account. Include the following information: years with the company, Cisco certifications held and for how long.
- K. Complete and submit with your proposal the Price Summary Sheet contained in this document. You must enter prices for "Priced" items and percentages where "Discount" is required. The intent is to determine "Line Wide" costs or all other Cisco items in addition to those items specifically mentioned by part number.
- L. Cisco has provided the City with a List Price Quote for SMARTnet based on a fully researched inventory. Qualified Cisco partners can contact John Taylor at jotaylo3@cisco.com (405-343-2809) or Angela Pendergraph at apenderg@cisco.co (919-392-5510) and receive a copy.
- M. Cisco has also generated a quote for the ELA portion of the Price List. You can receive a copy by contacting John Taylor at jotaylo3@cisco.com and request quote # 4716754805.

VI. EVALUATION OF PROPOSALS:

- A. A panel consisting of not less than four (4) City of Tulsa employees will evaluate proposals. Selection shall be determined to be in the best interest of the City as evaluated by the City of Tulsa. The approval of the selected Respondent will be subject to the final determination of the City and will be contingent on the successful completion of a contract between the City and the successful Respondent.
- B. The City will also give preference to Respondents who have Cisco Data Center and/or Security specializations, as well as a Collaboration Specialist.
- C. Bid award will be based on discount level and total cost from Price Sheet (50%) and the abilities of the Bidder to meet the needs of the City (50%) as evidenced by the bid responses.
- D. Only the items listed on the Price Sheet will determine the points for total cost. Optional services and pricing may be considered as demonstrating the bidder's ability to meet the City's needs.

VII. TIME FRAME FOR REVIEW:

The committee expects the evaluation and selection process to be completed in approximately three (3) to five (5) weeks. However, this period depends on the number of participants and the complexity of the proposals.

VIII. AWARD OF PROPOSALS:

The City evaluates proposals based on the general criteria identified in Tulsa Revised Ordinance (TRO) Title 6, Chapter 4, and listed below:

1. The ability, capacity and skill of the Respondent to perform the contract or provide the service required,
2. Whether the Respondent can perform the contract or provide the service promptly or within the time specified, without delay or interference,
3. The character, integrity, reputation, judgment, experience and efficiency of the Respondent,
4. The quality of performance by Respondent of previous contracts or services,
5. The previous and existing compliance by the Respondent with laws and ordinances relating to the contract or service,
6. The sufficiency of the financial resources and ability of the Respondent to perform the contract or provide the service,
7. The quality, availability and adaptability of the Services offered by Respondent to the particular use required,
8. The ability of the Respondent to provide future maintenance, support and service related to Respondent's offer,
9. Where an earlier delivery date would be of great benefit to the Using Department, the date and terms of delivery may be considered in the Proposal award,
10. The degree to which the Proposal submitted is complete, clear, and addresses the requirements in the CSP request specifications,
11. If a point system has been utilized in the CSP request specifications, the number of points earned by the Respondent.
12. The total cost of ownership, including the costs of supplies, materials, maintenance, and support necessary to perform the item's intended function.
13. If an evaluation committee performs the evaluation, the recommendation of such committee.

IX. MISCELLANEOUS

- A. Your response to this CSP request and any subsequent correspondence related to this proposal process will be considered part of the contract, if one is awarded to you.
- B. All data included in this CSP request, as well as any attachments, are proprietary to the City of Tulsa.

- C. The use of the City of Tulsa's name in any way as a potential customer is strictly prohibited except as authorized in writing by the City of Tulsa.
- D. Your proposal must clearly indicate the name of the responding organization, including the Respondent's e-mail address and web site information, if applicable, as well as the name, address, telephone number and e-mail address of the organization's primary contact for this proposal. Your proposal must include the name, address, telephone number and e-mail address of the Respondent and/or team of Respondents assigned to the City account.
- E. The City is bound to comply with Oklahoma's Open Records Act, and information submitted with your proposal, with few exceptions, is a matter of public record. For specifics, see the provisions of the City of Tulsa Open Records Policy, available via the following link:
www.cityoftulsa.org/OurCity/documents/OpenRecordsActPolicy.pdf
The City shall not be under any obligation to return any materials submitted in response to this CSP request.
- F. The City expects to enter into a written Agreement with the chosen Respondent that will incorporate this CSP request and your proposal. In addition to any terms and conditions included in this CSP request, the City may include in the Agreement other terms and conditions as deemed necessary.

THE REST OF THIS PAGE WAS LEFT BLANK INTENTIONALLY

INTEREST AFFIDAVIT

STATE OF _____)
)ss:
COUNTY OF _____)

I, _____, of lawful age, being first duly sworn, state that I am the agent authorized by Seller to submit the attached Proposal. Affiant further states that no officer or employee of the City of Tulsa either directly or indirectly owns a five percent (5%) interest or more in the Respondent's business or such a percentage that constitutes a controlling interest. Affiant further states that the following officers, including any Trustee, and/or employee of the City of Tulsa own an interest in the Respondent's business which is less than a controlling interest, either direct or indirect.

By: _____
Signature

Title: _____

Subscribed and sworn to before me this _____ day of _____, 20____.

Notary Public

My Commission Expires: _____

Notary Commission Number: _____

County & State Where Notarized: _____

The Affidavit must be signed by an authorized agent and notarized

NON-COLLUSION AFFIDAVIT

(Required by Oklahoma law, 74 O.S. §85.22-85.25)

STATE OF _____)
)ss:

COUNTY OF _____)

I, _____, of lawful age, being first duly sworn, state that:

(Seller's Authorized Agent)

- 1. I am the authorized agent of Seller herein for the purposes of certifying facts pertaining to the existence of collusion between and among Respondents and municipal officials or employees, as well as facts pertaining to the giving or offering of things of value to government personnel in return for special consideration in the letting of any contract pursuant to the Proposal to which this statement is attached.
- 2. I am fully aware of the facts and circumstances surrounding the making of Seller's Proposal to which this statement is attached, and I have been personally and directly involved in the proceedings leading to the submission of such Proposal; and
- 3. Neither the Seller nor anyone subject to the Seller's direction or control has been a party:
 - a. to any collusion among Respondents in restraint of freedom of competition by agreement to Propose at a fixed price or to refrain from responding,
 - b. to any collusion with any municipal official or employee as to quantity, quality, or price in the prospective contract, or as to any other terms of such prospective contract, nor
 - c. in any discussions between Respondents and any municipal official concerning exchange of money or other thing of value for special consideration in the letting of a contract.

By: _____
Signature
Title: _____

Subscribed and sworn to before me this _____ day of _____, 20____.

Notary Public
My Commission Expires: _____

Notary Commission Number: _____
County & State Where Notarized: _____

The Affidavit must be signed by an authorized agent and notarized

AFFIDAVIT OF CLAIMANT

STATE OF _____)
)ss:
COUNTY OF _____)

The undersigned person, of lawful age, being first duly sworn on oath, says that all invoices to be submitted pursuant to this agreement with the City of Tulsa will be true and correct. Affiant further states that the work, services or material furnished will be completed or supplied in accordance with the plans, specifications, orders, requests and/or contract furnished or executed by the affiant. Affiant further states that (s)he has made no payment directly or indirectly to any elected official, officer, or employee of the City of Tulsa, or of any public trust where the City of Tulsa is a beneficiary, of money or any other thing of value to obtain payment of the invoice or procure the contract or purchase order pursuant to which an invoice is submitted. Affiant further certifies that (s)he has complied with all applicable laws regarding equal employment opportunity.

Company: _____

Remit to
Address: _____

City, State
Zip: _____

Phone: _____

Name (print): _____

Signature: _____

Title: _____

Subscribed and sworn to before me this _____ day of _____, 20____.

Notary Public

My commission expires: _____
My commission number: _____
County and State where notarized: _____

**The Affidavit must be signed by an authorized agent and
notarized**

RESPONDENT INFORMATION SHEET

Respondent's Legal Name: _____
(Must be Respondent's company name exactly as reflected on its organizational documents, filed with the state in which Respondent is organized; not simply a DBA.)

State of Organization: _____

Respondent's Type of Legal Entity: (check one)

- | | |
|--|--|
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Limited Liability Company |
| <input type="checkbox"/> Partnership | <input type="checkbox"/> Limited Liability Partnership |
| <input type="checkbox"/> Corporation | |
| <input type="checkbox"/> Limited Partnership | <input type="checkbox"/> Other: _____ |

Address: _____
Street City State Zip

Website Address: _____ **Email Address:** _____

Sales Contact:

Name: _____

Street: _____

City: _____

State: _____

Phone: _____

Fax: _____

Email: _____

Legal or Alternate Sales Contact:

Name: _____

Street: _____

City: _____

State: _____

Phone: _____

Fax: _____

Email: _____

Price Sheet Summary

All Products MUST be Cisco Brand and Service MUST be Cisco Certified– No Substitutes

Support		Unit	Price	Amount
One Year SMARTnet cost after Discount		Each	\$	
Products				
3	Cisco ASR1001-X Chassis, 6 built-in GE, Dual P/S, 8GB DRAM licensed for 10 Gbps	Each	\$	
2	FPR4110-BUN Cisco Firepower 4110 Master Bundle	Each	\$	
2	FPR4K-ENCR-K9 Strong encryption for ASA	Each	\$	
2	L-FPR4110T-TMC License Threat, Malware, and URL	Each	\$	
4	Catalyst switches WS-C3560CX-12PC-S	Each	\$	
4	Catalyst switches WS-C3560CX-8PC-S	Each	\$	
4	Catalyst switches WS-C2960X-48FPS-L	Each	\$	
4	Catalyst switches WS-C2960X-24PS-L	Each	\$	
6	Nexus switches N3K-C3524P-10GX	Each	\$	
6	Nexus switch licenses N3524-LAN1K9	Each	\$	
TOTAL EXTENDED COST (All costs must be included or your bid will be disqualified)			\$	

Optional items		
ELA	Unit	Price
ELA Security Essentials (list all items, provide as attachment)	Each	\$
ELA ISE Apex (list all items, provide as attachment)	Each	\$
Support		Amount
State the Percentage Discount applied for SMARTnet, to be fixed for up to three (3) years – Initial year plus 2 annual renewals		Percentage
State the Percentage Discount applied for SMARTnet, to be fixed for up to three (5) years – Initial year plus 4 annual renewals		Percentage
Products		
Percentage Discount across U.S. Global Price Lists for all other Cisco products		Percentage
Labor		
Systems Engineer On-site Hourly Rate	per hour	\$
Systems Engineer Remote Access Hourly Rate	per hour	\$
Network Specialist On-Site Hourly Rate	per hour	\$
Other Specialist Remote Access Rates (attach separately)	per hour	\$

Company Name: _____

Date: _____

Signature: _____

Name Printed: _____

Title: _____

City of Tulsa General Contract Terms

It is anticipated that the City of Tulsa will enter into a contract with the selected Respondent for an initial term ending one (1) year from the date of its execution by the City's Mayor, with four (4) one-year renewals available at the option of the City. Contracts entered into by the City of Tulsa generally include, but are not limited to, the following terms:

1. **Renewals.** Contractor understands and acknowledges that any future contracts or renewals are neither automatic nor implied by this Agreement. The continuing purchase by City of the Services set forth in this Agreement is subject to City's needs and to City's annual appropriation of sufficient funds in City's fiscal year (July 1st to June 30th) in which such Services are purchased. In the event City does not appropriate or budget sufficient funds to perform this Agreement, this Agreement shall be null and void without further action by City.
2. **No Indemnification or Arbitration by City.** Contractor understands and acknowledges that City is a municipal corporation that is funded by its taxpayers to operate for the benefit of its citizens. Accordingly, and pursuant to Oklahoma law, City shall not indemnify nor hold Contractor harmless for loss, damage, expense or liability arising from or related to this Agreement, including any attorneys' fees and costs. In addition, Contractor shall not limit its liability to City for actual loss or direct damages for any claim based on a breach of this Agreement and the documents incorporated herein. City reserves the right to pursue all legal and equitable remedies to which it may be entitled. City will not agree to binding arbitration of any disputes.
3. **Intellectual Property Indemnification by Contractor.** Contractor agrees to indemnify, defend, and save harmless City and its officers, employees and agents from all suits and actions of every nature brought against them due to the use of patented, trademarked or copyright-protected appliances, products, materials or processes provided by Contractor hereunder. Contractor shall pay all royalties and charges incident to such patents, trademarks or copyrights.
4. **General Liability.** Contractor shall hold City harmless from any loss, damage or claims arising from or related to the performance of the Agreement herein. Contractor must exercise all reasonable and customary precaution to prevent any harm or loss to all persons and property related to this Agreement.
5. **Liens.** Pursuant to City's Charter (Art. XII, §5), no lien of any kind shall exist against any property of City. Contractor agrees to indemnify and hold the City harmless from all claims, demands, causes of action or suits of whatever nature arising out of the services, labor, and material furnished by Contractor or Contractor's subcontractors under the scope of this Agreement.
6. **No Confidentiality.** Contractor understands and acknowledges that City is subject to the Oklahoma Open Records Act (51 O.S. §24A.1 *et seq.*) and therefore cannot assure the confidentiality of contract terms or other information provided by Contractor pursuant to this Agreement that would be inconsistent with City's compliance with its statutory requirements there under.
7. **Compliance with Laws.** Contractor shall be responsible for complying with all applicable federal, state and local laws. Contractor is responsible for any costs of such compliance. Contractor shall take the necessary actions to ensure its operations in performance of this contract and its employment practices are in compliance with the requirements of the Americans with Disabilities Act. Contractor certifies that it and all of its subcontractors to be used in the performance of this agreement are in compliance with 25 O.S. Sec. 1313 and

participate in the Status Verification System. The Status Verification System is defined in 25 O.S. Sec. 1313 and includes, but is not limited to, the free Employee Verification Program (E-Verify) available at www.dhs.gov/E-Verify.

8. **Right to Audit.** The parties agree that books, records, documents, accounting procedures, practices, price lists or any other items related to the Services provided hereunder are subject to inspection, examination, and copying by City or its designees. Contractor shall retain all records related to this Agreement for the duration of the contract term and a period of three years following completion and/or termination of the contract. If an audit, litigation or other action involving such records begins before the end of the three year period, the records shall be maintained for three years from the date that all issues arising out of the action are resolved or until the end of the three year retention period, whichever is later.
9. **Governing Law and Venue.** This Agreement is executed in and shall be governed by and construed in accordance with the laws of the State of Oklahoma without regard to its choice of law principles, which shall be the forum for any lawsuits arising under this Agreement or incident thereto. The parties stipulate that venue is proper in a court of competent jurisdiction in Tulsa County, Oklahoma and each party waives any objection to such venue.
10. **No Waiver.** A waiver of any breach of any provision of this Agreement shall not constitute or operate as a waiver of any other provision, nor shall any failure to enforce any provision hereof operate as a waiver of the enforcement of such provision or any other provision.
11. **Entire Agreement/No Assignment.** This Agreement and any documents incorporated herein constitute the entire agreement of the parties and supersede any and all prior agreements, oral or otherwise, relating to the subject matter of this Agreement. This Agreement may only be modified or amended in writing and must be signed by both parties. Notwithstanding anything to the contrary herein, the City does not agree to the terms of any future agreements, revisions or modifications that may be required under this Agreement unless such terms, revisions or modifications have been reduced to writing and signed by both parties. Contractor may not assign this Agreement or use subcontractors to provide the Goods and/or Services without City's prior written consent. Contractor shall not be entitled to any claim for extras of any kind or nature.
12. **Equal Employment Opportunity.** Contractor shall comply with all applicable laws regarding equal employment opportunity and nondiscrimination

The undersigned agrees to the inclusion of the above provisions, among others, in any contract with the City of Tulsa.

Company Name: _____

Date: _____

Signature: _____

Name Printed: _____

Title: _____

Questions & Answers

ASR 1001x

On the ASR1001-X, which level of IOS software is requested: IP Base, Advanced IP Services, or Advanced Enterprise Services?

IP Base

On the ASR1001-X, is the request for 10 Gbps performance, or rather to license the 2 x 10 Gbps built-in interfaces?

License two 10G interfaces, and 5G throughput

Are the ASR's being used for internet routing? If so, are you getting a full internet routing table from the provider?

Yes. Internet routing with full routing tables from the provider.

What are the required routing protocols used?

BGP to ISP, OSPF to inside distribution routers.

Do you require the use of 1 or 2 10G ports?

(2) 10G interfaces are desired

Do you require any SFP or SFP+ modules?

No

4410 FW

Do you require IPS?

Yes

1, 3, or 5 year TMC license?

Provide 1 year pricing on the Price Sheet Summary for evaluation purposes. Provide 3 year and 5 year pricing as options.

Will the firewalls be in a high availability pair configuration?

Yes. HA Pair

Do you require any SFP or SFP+ modules?

No

2960X Switches

Do you require stacking modules and stacking cables for the Cisco 2960X switches?

Yes we will need the stacking modules.

If so, what length of stacking cable is required?

No additional cable needed other than the cable the module comes with.