



***GARLAND INDEPENDENT SCHOOL DISTRICT***

**PURCHASING DEPARTMENT**  
***501 SOUTH JUPITER ROAD***  
***Garland, Texas 75042***

**February 23, 2023**

**ADDENDUM #2, RFP #41-23**

**FIREWALL EQUIPMENT AND SERVICES**

This addendum modifies the original document as listed below and is hereby incorporated to the contract documents. Acknowledge receipt of this addendum by returning the completed and signed form with the solicitation response. Signed addendums submitted separate from proposals should be mailed to the above address. Failure to submit the addendum may be used as an evaluated factor.

**QUESTION 1:**

**Are you planning to add additional firewalls?**

**ANSWER 1:**

**No**

**QUESTION 2:**

**Are both firewall sites load-sharing?**

**ANSWER 2:**

**Yes. The current MAN/WAN infrastructure is being redesigned to optimize network traffic destined for the Internet across two physically separate data centers. Load balancing is being accomplished at Layer 3 by optimizing EIGRP.**

**GISD has five (5) Internet circuits; two are located at the primary data center, with the remaining three at a secondary data center. The current firewall solution is load-balancing across their directly-connected circuits with automatic traffic redirect if a directly-connected circuit fails. GISD prefers the proposed solution to be capable of the same.**

**QUESTION 3:**

**Any plans for 100G?**

**ANSWER 3:**

**No. Currently, GISD is not planning on increasing interface bandwidth (internal or external) to 100G. GISD would like for the proposed solution to have the capability to grow in the future, either native to the device or through an expansion module.**

**QUESTION 4:**

Any hard requirements for fixed-chassis systems?

**ANSWER 4:**

No. However, GISD prefers an appliance (fixed-chassis) based solution.

**QUESTION 5:**

Do you wish to have the capacity for growth?

**ANSWER 5:**

Yes. The proposed solution must be capable of scaling to meet enterprise demands.

**QUESTION 6:**

Are there any known problems with the current firewall backbone?

**ANSWER 6:**

No. The current firewall solution was initially designed in an active/standby configuration. As the number of Internet circuits increased, this solution was reconfigured in an active/active capacity across two data centers. GISD prefers that the new proposed solution function in the same capacity. The current solution is working as expected.

**QUESTION 7:**

Is there a SSL throughput requirement?

**ANSWER 7:**

No. SSL encryption/decryption is handled outside of the firewall.

**QUESTION 8:**

Will SSL decryption fall upon the firewall?

**ANSWER 8:**

No

**QUESTION 9:**

How far is the CCC from TC?

**ANSWER 9:**

Approximately 3.5 miles (Google Maps)

**QUESTION 10:**

Is the plan to purchase 5 years of support upfront or progressively?

**ANSWER 10:**

**GISD requires the proposed solution to provide pricing for a minimum of five (5) years of warranty and maintenance support, renewable annually. Proposing vendors will offer a single five-year price. (pg 1, section 3)**

**QUESTION 11:**

**Provide an example of a firewall service you wish to outsource over the next 5 years.**

**ANSWER 11:**

**GISD is not requesting outsourcing support for the firewall solution**

**QUESTION 12:**

**Are the firewall monitored?**

**ANSWER 12:**

**No**

**QUESTION 13:**

**Do they work with the carriers?**

**ANSWER 13:**

**Yes. GISD works directly with the ISPs.**

**QUESTION 14:**

**RMAs: Do you expect the product and the engineer to arrive onsite for installation within the 4 hour response time, or just the product?**

**ANSWER 14:**

**Yes. GISD expects the product to arrive within 4 hours, and the support resources to correct the problem.**

**From the RFP 5.2 Minimum Requirements:**

**25. All equipment must be supplied with a minimum of five (5) years of warranty support, renewable annually. Must include 8x5 next business day onsite 4-hour response/replacement.**

**To be further clarified as follows:**

**25. All equipment must be supplied with a minimum of five (5) years of warranty support, renewable annually. Must include Monday through Friday 8a-5p, 8x5 next business day onsite 4-hour response/replacement.**

**QUESTION 15:**

**Cisco ISE Integration: What level of integration should the solution be capable of?**

**ANSWER 15:**

**GISD depends on the information provided by Cisco ISE to identify users. The proposed solution should be able to assimilate the information provided by ISE for the same reason.**

**QUESTION 16:**

Do you have a spare (I.E., 5450) for a hot swap?

**ANSWER 16:**

No. Currently, GISD does not have a hot-swap chassis on site.

**QUESTION 17:**

Does ESSER allow for spare equipment?

**ANSWER 17:**

No.

**QUESTION 18:**

On page 20, #7 Advanced URL Filtering and #23. Selectively decrypt SSL to specific applications, URLs, or URL categories. Both of these items require Palo Alto Networks Advanced URL Filtering SKU PAN-PA-5450-ADVURL-HA2 This SKU is not on the bill of materials. Should we add this SKU to the bid response?

**ANSWER 18:**

GISD has no intention of performing URL decryption/filtering on the proposed firewall appliance.

Section 5.2 Minimum Requirements—remove items 7 and 23:

~~7. Advanced URL Filtering~~

~~23. Selectively decrypt SSL to specific applications, URLs, or URL categories~~

**QUESTION 19:**

On page 34- 37, Garland ISD is requesting pricing for years 2023-2024, 2024-2025, 2025-2026, 2026-2027, 2027-2028. Palo Alto Networks does not have a published price list for these years. If we no bid these line items, are we discounted from winning this RFP?

**ANSWER 19:**

No. However, it is the intention of GISD to secure firm pricing for years 2023-2024, 2024-2025, 2025-2026, 2026-2027, and 2027-2028. Bidders will propose 5-year pricing.

**QUESTION 20:**

Can we use the current Palo Alto Networks price list and add a percentage in case there are price increases on the manufacturer price list?

**ANSWER 20:**

Yes. It is the intention of GISD to secure firm pricing for years 2023-2024, 2024-2025, 2025-2026, 2026-2027, and 2027-2028. Bidders will propose 5-year pricing.

**QUESTION 21:**

Will Garland ISD consider a 60 month term with annualized payments? If so, can we submit this as an addendum?

**ANSWER 21:**

Yes. GISD will consider any proposed pricing solution.

**QUESTION 22:**

Can you please confirm the throughput required with threat prevention, per device? Is it 10gb, 40gb or 100gb?

**ANSWER 22:**

40gb or greater.

**QUESTION 23:**

GISD has called out that they want five-year pricing on the RFP. In Oracle, GISD has asked vendors to put this as a single year five times, these are different part numbers with costs. Does GISD plan to purchase all five years upfront?

**ANSWER 23:**

Decision is contingent upon proposal results. It is the intention of GISD to secure firm pricing for years 2023-2024, 2024-2025, 2025-2026, 2026-2027, and 2027-2028. Bidders will propose 5-year pricing.

**QUESTION 24:**

Does GISD want to have the partners honor the one-year cost, per line, locked in via the RFP and purchase annually?

**ANSWER 24:**

Yes. It is the intention of GISD to secure firm pricing for years 2023-2024, 2024-2025, 2025-2026, 2026-2027, and 2027-2028. Bidders will propose 5-year pricing.

**QUESTION 25:**

If paid annually will Garland ISD sign vendor agreement post award that they will honor the five year term, to allow for price lock?

**ANSWER 25:**

Yes. GISD will consider any proposed pricing solution.

**QUESTION 26:**

Would the school look into lease payments, also signing those documents after award?

**ANSWER 26:**

GISD will consider any proposed pricing solution.

**QUESTION 27:**

To replace the PA units, we will need to include all new optics. Please verify how many connections they have on each Palo Alto chassis, by location.

**ANSWER 27:**

TC Firewall has four (4) 10GB active fiber connections and one (1) 40GB active fiber connection.

CCC Firewall has three (3) 10GB active fiber connections and one (1) 40GB active fiber connection.

**QUESTION 28:**

We noticed the Evaluation Criteria allots 5 points to “VPAT (Refer to 3.26. UNIFORM INFORMATION AND COMMUNICATION TECHNOLOGIES ACCESSIBILITY”, however, we don’t see 3.26 included in the RFP document. Can you confirm this requirement?

**ANSWER 28:**

Section 3.26. has been added to the RFP.

**3.26. UNIFORM INFORMATION AND COMMUNICATION TECHNOLOGIES ACCESSIBILITY**

*(a) Applicability.*

This section applies if the contract requires the Supplier to procure or develop Information and Communications Technology (ICT) for Garland ISD (District), or to change any of District’s ICT. This section also applies if the contract requires the Supplier to perform a service or supply goods that include ICT that: (i) District employees are required or permitted to access; or (ii) members of the public are required or permitted to access.

This section does not apply to incidental uses of ICT in the performance of a contract, unless the parties agree that the ICT will become property of the District or will be used after completion of the contract.

Nothing in this section is intended to prescribe the use of particular designs or technologies or to prevent the use of alternative technologies, provided they result in substantially equivalent or greater access to and use of a product / service.

*(b) Definitions.*

1. “Accessibility Standards” means the Information and Communications Technology Accessibility Standards and the Web Site Accessibility Standards/Specifications.
2. “Information and Communications Technology” means information resources, including information resources technologies, and any equipment or interconnected system of equipment that is used in the creation, conversion, duplication, or delivery of data or information. The term includes, but is not limited to, applications for mobile devices, email and calendars, Enterprise Resource Planning (ERP), Student Information Management Systems (SIS), Learning Management Systems (LMS), Content Management Systems (CMS), telephones and other telecommunications products, information kiosks, transaction machines, Internet websites, multimedia resources, and office equipment, including copy machines and fax machines.
3. “Information and Communications Technology Accessibility Standards” means the accessibility standards for Information and Communications Technology contained in Volume 1 Texas Administrative Code Chapter 213.

4. “Web Site Accessibility Standards/Specifications” means standards contained in Volume 1 Texas Administrative Code Chapter 206.
5. “Products” means information resources technologies that are, or are related to, ICT.
6. “Existing ICT” is a product or service that is being procured "as is" without further modification for the District.
7. “Developed or Customized ICT” is a product that has been customized or developed for the District.

(c) *Accessibility Requirements.*

Under Texas Government Code Chapter 2054, Subchapter M, and Sections 504 and 508 of the US Rehabilitation Act of 1973 as amended, District must procure Products that comply with the Accessibility Standards when such Products are available in the commercial marketplace or when such Products are developed in response to a procurement solicitation. Accordingly, Supplier must provide Information and Communications Technology and associated Product documentation and technical support that comply with the Accessibility Standards.

(d) *Evaluation, Testing and Monitoring.*

1. District may review, test, evaluate and monitor Supplier's Products and associated documentation and technical support for compliance with the Accessibility Standards. Review, testing, evaluation and monitoring may be conducted before and after the award of a contract. Testing and monitoring may include user acceptance testing.

Neither (1) the review, testing (including acceptance testing), evaluation or monitoring of any Product, nor (2) the absence of such review, testing, evaluation or monitoring, will result in a waiver of the District's right to contest the Supplier's assertion of compliance with the Accessibility Standards.

2. Supplier agrees to cooperate fully and provide District and its representative's timely access to Products, records, and other items and information needed to conduct such review, evaluation, testing and monitoring.

(e) *Representations and Warranties.*

1. Supplier represents and warrants that: (i) as of the effective date of the contract, the Products and associated documentation and technical support comply with the Accessibility Standards as they exist at the time of entering the contract, unless and to the extent the Parties otherwise expressly agree in writing; and (ii) if the Products will be in the custody of the District or after the contract expiration or termination, the Products will continue to comply with such Accessibility Standards after the expiration or termination of the contract term, unless District uses the Products in a manner that renders it noncompliant.
2. In the event Supplier should have known, becomes aware, or is notified that the Product and associated documentation and technical support do not comply with the Accessibility Standards, Supplier represents and warrants that it will, in a timely manner and at no cost to District, perform all necessary steps to satisfy the Accessibility Standards, including but not limited to remediation, replacement, and upgrading of the Product, or providing a suitable substitute.
3. Supplier acknowledges and agrees that these representations and warranties are essential inducements on which District relies in awarding this contract.

4. Supplier's representations and warranties under this subsection will survive the termination or expiration of the contract and will remain in full force and effect throughout the useful life of the Product.

(f) *Remedies.*

1. Pursuant to Texas Government Code Sec. 2054.465, neither Supplier nor any other person has cause of action against District for a claim of a failure to comply with Texas Government Code Chapter 2054, Subchapter M, and Sections 504 and 508 of the US Rehabilitation Act of 1973 as amended.
2. In the event of a breach of Supplier's representations and warranties, Supplier will be liable for direct and consequential damages and any other remedies to which District may be entitled. This remedy is cumulative of any and all other remedies to which District may be entitled under this contract and other applicable law.

**QUESTION 29:**

Please provide greater detail around the deliverables required for this RFP/project to be considered a completed turnkey installation.

**ANSWER 29:**

It is the intent of Section 4 to provide bidders creative latitude to leverage their expertise to deliver a comprehensive firewall solution.

Please refer to Section 4.2 of the RFP:

**4.2. GISD is seeking proposals for a complete turn-key project, including all aspects of the design, configuration, installation, and support for the firewall security solution.**

**QUESTION 30:**

Would GISD please confirm the required throughput for the new firewall appliances?

**ANSWER 30:**

40gb or greater.

**QUESTION 31:**

Would GISD please confirm the required amount of SSL decryption (either as an absolute amount or estimated percentage of the overall throughput)?

**ANSWER 31:**

GISD has no intention of performing SSL decryption on the proposed firewall appliance.

**Section 5.2 Minimum Requirements—remove item 23:**

**~~23. Selectively decrypt SSL to specific applications, URLs, or URL categories~~**

**QUESTION 32:**

What is the number of users for whom remote access VPN licenses are required?



**ANSWER 32:**

**GISD requires a minimum of 200 licenses accommodating both physical client and clientless.**

**QUESTION 33:**

**How many Remote VPN users are there?**

**ANSWER 33:**

**200**

**QUESTION 34:**

**Average remote VPN user at most for any given time?**

**ANSWER 34:**

**200**

  
Mayte R. Martinez  
Assistant Director of Purchasing

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

\_\_\_\_\_  
Address

\_\_\_\_\_  
City

\_\_\_\_\_  
State

\_\_\_\_\_  
Zip

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title