



Office of Purchasing

10910 Clarksville Pike

Ellicott City, Maryland 21042-6198

(410) 313-6644, fax (410) 313-6789

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September 30, 2014

TO: All Prospective Vendors

FROM: Doug Pindell, Howard County Public Schools, Purchasing

RE: Addendum No.1, Palo Alto Next Generation Firewall Appliance  
RFP No. 021.15.B1

The following amends the above referenced solicitation. Receipt of this addendum must be acknowledged in your proposal submission. Vendors are encouraged to visit the web page at <http://purchasing.hcpss.org/bids> for updates and addenda.

Please see the attached revised BID PRICE SHEET that includes the pricing for the hardware and software that was inadvertently left off the original page.

There are no other changes.

Addendum No. 1  
Revised BID PRICE SHEET

**THE HOWARD COUNTY PUBLIC SCHOOL SYSTEM**

**Palo Alto Next Generation Firewall Appliance  
BID #021.15.B1**

**BID PRICE SHEET (Revised)**

Date: \_\_\_\_\_

Bidder: \_\_\_\_\_

Mr. Douglas Pindell  
Howard County Public School System, Purchasing  
10910 Route 108  
Ellicott City, MD 21042

The undersigned hereby submits a bid price to furnish and deliver the items as set forth in Bid #021.15.B1. The entire bid document including The General Provisions, Terms and Conditions, Specifications, any addenda, drawings, and the bid price will be part of any resulting contract.

**I. PRICES**

Having received clarification on all matters upon which any doubt arose, the undersigned proposes to furnish and deliver the requested items for the guaranteed pricing noted below. See Section III, SPECIFICATIONS, for product details. The Total Price is the extension of the estimated quantity times the Net Unit Price.

Should the scope of work be increased or decreased Unit Prices identified on the Bid Price Sheet will be the basis of compensation for additions or reductions to the quantity of work. The final contract price will be adjusted at completion of work to give the Owner credit for any unused quantities of Unit Price items. Credit shall be given at prices quoted. Any additional quantities required will be added to contract by a Change Order at the Unit Prices quoted.

**ALL PRICES ARE NET AND INCLUDE SHIPPING.**

**To be considered, Bidders must bid all items listed.**

**1. HARDWARE AND SUPPORT**

Unit	Part #	Description	Unit Price	Extension
2 ea.	PAN-PA-5060-SSD2-D	Appliance, Palo Alto Networks PA-5060 with redundant AC power supply and dual 240GB SSD drives, Pair in HA		
2 ea.	PAN-SVC-PREM-5060	Hardware/Software support. Premium support 5 year prepaid, PA-5060		

## 2. ANNUAL ONE-YEAR LICENSING

The Unit Prices identified below shall be firm for the entire term of the contract, including through any and all subsequent renewal periods granted by HCPSS per Terms and Conditions paragraph II.E.1: The initial Contract term shall be for one year from date of award. The Contract shall have up to four (4) one-year renewal options available (total of five years) at the sole option of the school system pending successful performance and availability of funding.

Unit	Part #	Description	Unit Price	Extension
2 ea.	PAN-PA-5060-TP	IPS/AV/Anti-Spyware licensing, threat prevention subscription year 1, PA-5060		
2 ea.	PAN-PA-5060-URL4	URL filtering/protection licensing, PANDB URL filtering subscription for year 1, PA-5060		
2 ea.	PAN-PA-5060-WF	Zero day threat protection licensing, WildFire subscription for 1 yr. PA-5060		

## 3. TRAINING

Unit	Part #	Description	Unit Price	Extension
2 ea.	PAN-EDU-201	Palo Alto 201 class training voucher. Two-day course. Attendees shall learn to install, configure, and manage the school system's firewall, as well as configuration steps for security, networking, threat prevention, logging, and reporting features of the Palo Alto Networks Operation System		
2 ea.	PAN-EDU-205	Palo Alto 205 class training voucher. Three-day course. Next-level follow-on course to Palo Alto Networks Installation, Configuration, and Management (PAN-EDU-201).		

## 4. ACCESSORIES

Unit	Part #	Description	Unit Price	Extension
1 ea.	PAN-SFP-PLUS-LR	SFP+ LR 10GigE transceiver (PA-7000 series, PA-5060, PA-5050)		
1 ea.	PAN-SFP-PLUS-SR	SFP+ SR 10GigE transceiver (PA-7000 series, PA-5060, PA-5050)		
1 ea.	PAN-SFP-SX	SFP SX transceiver (PA-5000 series, PA-4000 series, PA-3000 Series, PA-2000 series)		

## 5. INSTALLATION AND CONFIGURATION

Unit	Part #	Description	Unit Price/hr.	Extension
40 hrs.	Installation and Configuration	The provision, installation and configuration of all necessary components for setup such as optics, patch cables, modules, etc.		

**TOTAL BASE BID:** Total cost for Hardware and Support, Annual One Year Subscription and Support, Training, Accessories, and Installation and Configuration, as described in specifications and any addenda:

**TOTAL BASE BID:** \$ \_\_\_\_\_

**TOTAL BASE BID (in words):** \_\_\_\_\_ Dollars.

## OPTIONAL DISCOUNT PRICING

The Unit Prices above are the net, final price to HCPSS. Please identify below if additional volume discounts are available and what the guaranteed minimum order quantity amount would be to qualify for the additional discount if applied (the result would be a lower net price). The discount, listed as a percentage, will be the additional amount deducted from the unit price above when the actual purchase order with a definite quantity is ordered. The discounts offered may be factored in to determine the apparent low bidder. Attach additional sheets if necessary to identify all items.

Minimum Quantity to Order	Applies to Item Numbers Listed	Discount
_____	_____	_____
_____	_____	_____

## II. COMPANY INFORMATION

Name of company _____		_____ years in business
Street Address _____		
City _____	State _____	Zip _____
Telephone# _____	Fax # _____	Web Page _____

## III. CONTACT FOR INSIDE CONTRACT ADMINISTRATION

In the event your firm receives a contract as a result of this Invitation for Bid, please designate an inside person whom we may contact during the period of the contract for prompt contract administration showing:

Name _____	Title _____
Address _____	Phone _____
_____	Fax _____
e-mail _____	Pager/cellular _____

## IV. RECEIPT OF ADDENDA

Addendum: _____	Dated: _____	Received: <input type="checkbox"/>
Addendum: _____	Dated: _____	Received: <input type="checkbox"/>
Addendum: _____	Dated: _____	Received: <input type="checkbox"/>

## V. REFERENCES

Please attach a listing of at least 20 clients, including firm name, contact, address, phone and email address of successful installations.

THE HOWARD COUNTY PUBLIC SCHOOL SYSTEM

BID SIGNATURE SHEET

**A. Bidder's Certification**

1. I/we hereby propose to furnish and deliver supplies, equipment, or services, in accordance with specifications and stipulations contained herein, and at the prices quoted. I/we certify that this bid is made without any previous understanding, agreement, or connection with any person, firm, or corporation making a bid for the same supplies, materials, or equipment and is in all respects fair and without collusion or fraud.
2. I/we certify that this bid is made without having contacted any employee within The Howard County Public School System unless such contacts were previously authorized by the Purchasing Officer.
3. I/we certify that this bid is genuine and not collusive or sham; that said bidder has not colluded, conspired, connived and agreed, directly or indirectly, with any bidder or person to put in a sham bid or to refrain from bidding and is not in any manner, directly or indirectly, sought by agreement of collusion or communication or conference, with any person to fix the bid prices of the affidavit or any other bidder, or to fix any overhead, profit or cost element of said bid price, or that of any bidder, or to secure any advantage against the Board of Education of Howard County or any other person interested in the proposed contract; and that all statements in said proposal or bid are true.
4. I/we affirm that this firm will not knowingly employ an individual to work at a school if the individual is a Registered Sexual Offender, pursuant to section 11-722 ( C ) of the Criminal Procedure Article of the Annotate Code of Maryland. A firm or person who violates this section is guilty of a misdemeanor and on conviction is subject to imprisonment not exceeding 5 years or a fine not exceeding \$5,000 or both.
5. I hereby certify that I am authorized to sign for the bidder.

**B. Vendor/Contractor Disqualification - Bribery**

1. A person convicted for bribery, attempted bribery, or conspiracy to bribe shall be disqualified from entering into a contract with any county or other subdivision of the state. Every business entity upon submitting a bid or otherwise applying for a contract shall submit an affidavit stating whether it, its officers, directors, or partners, or its employees have been convicted of bribery, attempted bribery, or conspiracy to bribe under the laws of any state or federal government.

Submitted by:

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(Company Name)

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(Street Address)

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(City, State And Zip)

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(Telephone Number)

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(Person Authorized To Sign Bids)

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(Title Of Authorized Representative)

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(Signature Of Authorized Representative)

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(Date)