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September 5, 2025

Invitation for Bid
GSA-071-25
Network Switches

Questions and Concerns received from Data Management Resources, LLC on August 25, 2025.

1. IFB General Terms and Conditions Section 11. Bid Guarantee Requirement indicates that bidder may submit a Bid Guarantee Bond or Certified Cashier's Check to serve as Bid Security for this procurement. The General Services Agency has previously accepted a Standby Irrevocable Letter of Credit, payable to the Treasurer of Guam, as a valid Bid Security instrument for previously issued and awarded Invitations for Bid for the Government of Guam. For this procurement will GSA accept a Standby Irrevocable Letter of Credit as Bid Security, with the requirement that the Letter of Credit expire no earlier than the IFB's specified bid validity period or on another expiration date stipulated by the IFB for this procurement?
 - a. If yes, when should the Letter of Credit expire?
 - b. If no, please provide the reason the Letter of Credit instrument is not being accepted as a valid Bid Security instrument by GSA for this procurement?

Response: Currently, only a Cashier's Check or Surety Bond is accepted as a Bid Guarantee. To enhance consistency and efficiency, the inclusion of a Standby Irrevocable Letter of Credit as an acceptable form of Bid Guarantee is under consideration for future procurements.

2. IFB General Terms and Conditions Section 11. Bid Guarantee Requirement indicates the Bid Security will "be held by the Government pending award." Please clarify, if a bidder supplies the Bid Security in the form of a Certified Cashier's Check, when will the original Cashier's Check be made available for pickup by the bidder (e.g. upon issuance of Notice of Award/Rejection, etc.)?

Response: Cashier's Check or Surety Bond will be held until the delivery of supplies or services required by the contract is complete.

3. Relative to Item 1.0, specification Virtualization Support, IFB specifies on page 43 of 52, "VM Tracer VMware Integration".

- a. Please provide the version of VMware vSphere the agency is currently operating.

Response: vCenter Server 7 Standard, Version 7.0.3 & vSphere 7 Enterprise Plus, Version 7.0.3.

- b. If not on the latest version, does the agency plan to upgrade to an updated version of vSphere?
If so, which version?

Response: Yes, to the latest supported version.

- c. Does the agency currently use Distributed Virtual Switches within its vSphere environment?
Response: Distributed Virtual Switches are not currently used; however, this may change depending on agency needs.
4. Please provide the brand and model reference used to develop specifications for Item 1.0.
Response: Technical specifications for Arista DSC-7050SX3-48YC8C-R were used to develop specifications for Item 1.0.
5. Please provide the brand and model reference used to develop specifications for Item 2.0.
Response: Technical specifications for Arista DCS-7060SX2-48Y-C8C-R were used to develop specifications for Item 2.0.
6. Relative to Item 1.0, what input cable does the agency require? E.g. C13 to C14, NEMA 5- 15P, etc.
Response: Standard NEMA 5-15P.
7. Relative to Item 2.0, what input cable does the agency require? E.g. C13 to C14, NEMA 5- 15P, etc.
Response: Standard NEMA 5-15P.
8. Relative to Item 1.0, Hardware Specifications, IFB specifies "Max 50GbE Ports: 16". This capability is typically achieved by breaking out the 100GbE Ports into 50 GbE ports. Will GSA accept the ability for the 100GbE Ports to breakout into 4x 25GbE ports in lieu of 50GbE capability, provided all other specifications are met?
Response: Bidder shall ensure that all MAX port specifications are met. Bidder may provide breakout cables as an alternate solution to meet the MAX port requirements. Breakout cables shall meet all other specifications.
9. IFB specification for Item 1.0 Network Operating System, indicates "No proprietary features or network protocols ensuring interoperability and flexibility." However, the IFB includes specifications that are proprietary Arista features. Is the bidder required to propose an Arista-branded solution to be considered responsive to this IFB?
- a. If not, we respectfully request any proprietary Arista features be stricken from the IFB specifications to align with the IFB's requirement for "No propriety features."
- Response: The Invitation for Bid (IFB) indicates equivalent to the specifications or better. Bidder may provide an alternate solution to meet the bid specifications.**
10. Relative to Item 1.0, Network Operating System, IFB specifies "Single Network Operating System (OS) binary image across all platforms ..." and "No proprietary features or network protocols ensuring interoperability and flexibility." "Single Network Operating System binary image across all platforms" is a phrase commonly used to differentiate Arista Networks products from competing products, because Arista is the *only* major switch OEM that employs a single binary image across all platforms.
- a. Please clarify whether bidders are required to propose an Arista-branded solution for this IFB.
- b. If not, we respectfully request any proprietary Arista features be stricken from the IFB specifications to align with the IFB's requirement for "No propriety features."

Response: The Invitation for Bid (IFB) indicates equivalent to the specifications or better. Bidder may provide an alternate solution to meet the bid specifications.

11. Relative to Item 1.0, Advanced Monitoring and Provisioning, IFB specifies "Latency Analyzer and Microburst Detection (LANZ)." LANZ is a proprietary Arista technology. Please clarify whether bidders are required to propose an Arista-branded solution for this IFB.

a. If not, please clarify the requirement.

Response: The Invitation for Bid (IFB) indicates equivalent to the specifications or better. Bidder may provide an alternate solution to meet the bid specifications.

12. Relative to Amendment 1, Item 1.0, IFB specifies "On-site installation services must include knowledge transfer and training. Training shall be planned and coordinated with Office of Technology (OTECH) and may include but is not limited to best practice solutions, implementing security protocols, and managing syslogs and backups." We respectfully request training be separated into a separate Bid Line Item to allow for procurement flexibility, as training may not be required for each additional purchase of Item 1.0 for every deployment by the Government of Guam under this IDIO.

a. Please clarify, is Training required to be conducted separate from knowledge Transfer?

b. Please define the minimum requirements for training.

Response: See Amendment #3.

13. Relative to Item 2.0, Advanced Monitoring and Provisioning, IFB specifies "Latency Analyzer and Microburst Detection (LANZ)." LANZ is a proprietary Arista technology. Please clarify whether bidders are required to propose an Arista-branded solution for this IFB.

a. If not, please clarify the requirement.

Response: The Invitation for Bid (IFB) indicates equivalent to the specifications or better. Bidder may provide an alternate solution to meet the bid specifications.

14. Relative to Item 2.0, Advanced Monitoring and Provisioning, IFB specifies "FlowTracker features." Flow Tracker is a proprietary Arista technology. Please clarify whether bidders are required to propose an Arista-branded solution for this IFB.

a. If not, please clarify the requirement.

Response: The Invitation for Bid (IFB) indicates equivalent to the specifications or better. Bidder may provide an alternate solution to meet the bid specifications.

15. Relative to Item 2.0, Virtualization Support IFB specifies "EOS CVX control plane." EOS, or Extensible Operating System, is a proprietary Arista technology. Please clarify whether bidders are required to propose an Arista-branded solution for this IFB.

a. If not, please clarify the requirement.

Response: The Invitation for Bid (IFB) indicates equivalent to the specifications or better. Bidder may provide an alternate solution to meet the bid specifications.

16. Relative to Item 2.0, Security Features, IFB requires "NOR switch sensor," which is a proprietary Arista technology.
- a. Please clarify whether bidders are required to propose an Arista-branded solution for this IFB.
 - b. NDR switch sensors require an Arista NDR subscription to analyze the data captured by the NDR switch sensor. Is the agency requiring an NDR subscription to be included in the price for Item 2.0?
 - i. If not, please clarify the intent or need to require "NDR switch sensor" if no subscription to utilize the feature will be procured with this IFB.

Response: The Invitation for Bid (IFB) indicates equivalent to the specifications or better. Bidder may provide an alternate solution to meet the bid specifications.

17. Relative to Item 2.0, Network Management, IFB specifies "Smart System Upgrade (SSU)" and "MLAG ISSU." Will GSA accept alternative technologies and strategies that achieve the same outcome (i.e. minimally disruptive software upgrades), such as in-service upgrades, rolling upgrades across redundant fabrics, or equivalent methods that maintain service continuity?

Response: The Invitation for Bid (IFB) indicates equivalent to the specifications or better. Bidder may provide an alternate solution to meet the bid specifications.

18. Relative to Items 1.0 and 2.0, Hardware and Software Support - 3YR, IFB specifies "Technical Support shall not be outsourced to any foreign country and shall be handled by employees in the U.S.A. or its territories." Most major OEMs utilize a Follow-the-Sun approach, which entails operating technical support centers in multiple countries around the world. This approach helps OEMs ensure around the clock support for their products without delay, and regardless of time zones.
- a. We respectfully request the agency amend the requirement to allow for a Follow-the-Sun approach where support tickets may be addressed by employees in foreign countries.
 - b. If not, please clarify the intent or need for the requirement that technical support employees to be located only in the U.S.A. or its territories.

Response: See Amendment #3.

19. Relative to Items 4.0 - 10.0, IFB requires "must be brand new and meet TAA compliance." Further, the IFB requires that items proposed for Items 4.0 - 10.0 must be compatible with Items 1.0 and 2.0.

It is industry standard for switch manufacturers to certify the switches themselves as TAA-compliant. However, the optics, which are necessary for the switches to work, are usually not certified individually. We have not been able to find any major OEM switch manufacturer that lists their own branded optics as TAA-compliant.

Even though third-party optics can be TAA-compliant, most switch manufacturers require you to use their own brand of optics to receive technical support. Using third-party optics makes it impossible to get support if there's a problem. This is because manufacturers need to ensure there are no compatibility issues with their switches.

Therefore, the only way to guarantee complete compatibility between Items 4.0 - 10.0, and Items 1.0 & 2.0, is for the bidder to propose OEM-branded equipment for all items.

- a. Given the above, please clarify if GSA will accept switch OEM-branded optics-flashed with OEM firmware and verified for compatibility – as responsiveness to the TAA compliance requirement for items 4.0, 5.0, 6.0, 7.0, 8.0, 9.0, and 10.0.

Response: Yes.

20. Relative to Item 1.0, Additional Requirements, IFB specifies "Bidder shall ensure the compatibility of all hardware and software components with the existing networking infrastructure."

- a. Please list all hardware SKUs, makes, and models that bidder's solution must be compatible with.
- b. Please list all software SKUs, makes, models, and versions that bidder's solution must be compatible with.

Response: See Notice to All Prospective Bidders.

21. Relative to Item 2.0, Additional Requirements, IFB specifies "Bidder shall ensure the compatibility of all hardware and software components with the existing networking infrastructure."

- a. Please list all hardware SKUs, makes, and models that bidder's solution must be compatible with.
- b. Please list all software SKUs, makes, models, and versions that bidder's solution must be compatible with.

Response: See Notice to All Prospective Bidders.

22. Relative to Item 1.0, IFB specifies "On-site installation services...." As this is an indefinite quantity IFB with a minimum order quantity of 1, please clearly define the scope of work for installation services per item purchase.

Response: Additional procurement shall be placed on an as needed basis.

23. Relative to Item 1.0, Additional Requirements, IFB specifies "Bidder shall provide project consulting, design, planning, deployment, and cutover services (Manufacturer and vendor) with the intention to facilitate efficient and transparent implementation of the proposed core solution and cutover from the existing core, Brocade, ensuring comprehensive protection and enhanced functionality for the organization from the outset." Pricing for this service is dependent on the scope of work to be performed. As this is an indefinite quantity IFB, please clearly define the scope of "project consulting, design, planning, deployment, and cutover services" that will be applicable to every purchase under this IFB.

- a. Please confirm if the scope of project, consulting, design, planning, deployment, and cutover services is for one switch only, regardless of the quantity of switches purchased in a given order?
 - i. If not, we respectfully request that this service be moved to a separate Bid Line Item.
- b. Please clarify whether the scope of project, consulting, design, planning, deployment, and cutover services may differ between each purchase of Item 1.0?

- i. If yes, we respectfully request that the Bid Form be modified to reflect pricing for every instance of the service requested, or modify the Bid Form to request for an hourly rate for this service as a separate Bid Line Item, which would allow for flexibility in pricing for differing requirements per order of Item 1.0.

Response: Additional procurement shall be placed on an as needed basis. Scope of project may vary depending on procuring agency needs.

24. Relative to Required Delivery Date of 90 Days Upon Receipt of Purchase Order, please confirm that this delivery deadline is for delivery of equipment only.
 - a. If not, we respectfully request the Required Delivery Date be extended to 180 Days Upon Receipt of Purchase Order to account for delivery of services component.

Response: See Amendment #3.

25. Relative to Item 2.0, Additional Requirements, IFB specifies "Solution must be implemented to meet the baseline controls of the National Institute of Standards and Technology (NIST) Special Publication 800-53 Revision 4." Please clarify if GSA is requiring installation services for Item 2.0?
 - a. If so, as this is an indefinite quantity IFB with a minimum order quantity of 1, please clearly define the scope of work for installation services for Item 2.0.

Response: Item 2.0 does not require installation services; however, technical support for device configurations shall be included.

26. Should GSA responses require further clarification for IFB specification clarity, will GSA accept follow-up questions to GSA responses?

Response: See note below.

27. We respectfully request the deadline for submission be extended to two weeks from the date of GSA's distribution of responses to bidder questions to allow for adequate time to prepare a bid response.

Response: Refer to Amendment #2.

Please Note: Follow-up/Clarification to the Questions and Concerns responses dated 9/5/2025 and/or from site assessments must be submitted to the General Services Agency via email to gsaprocurement@gsadoa.guam.gov no later than 5:00 PM, Tuesday, September 9, 2025.

Please Print
ACKNOWLEDGMENT COPY
Received By: _____
Date: _____
Company/Name: _____
Email To: gsaprocurement@gsadoa.guam.gov



Andriana Quitugua
Acting Chief Procurement Officer