



EDWARD M. BIRN
Director (Direktot)
RENA K. BORJA
Deputy Director (Sigundo Direktot)

**DEPARTMENT OF
ADMINISTRATION**
DIPATTAMENTON ATMENESTRASION
GENERAL SERVICES AGENCY
(Ahension Setbision Hinirat)
Telephone (Telifon): (671) 475-1705/1706



LOURDES A. LEON GUERRERO
Governor (Maga'håga)
JOSHUA F. TENORIO
Lt. Governor (Sigundo Maga'låhi)

June 12, 2026

Invitation For Bid
GSA-019-26
Next-Generation Firewall

Questions and Concerns received from Data Management Resources LLC on June 2, 2026.

1. Relative to Item 1.2, the IFB lists a Quantity of "3" and Unit of Measure "YR", while the agency's response to Question 7 states that the quantity and unit of measure for Item 1.2 is three (3) years. Please clarify whether the Unit Cost for Item 1.2 should represent a one-year subscription cost or a three-year subscription cost.

Response: Unit cost for item no 1.2 should reflect the cost per year.

2. Acknowledging Amendment 1's extension of Submission Deadline to June 17, 2026, 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.

Questions and Concerns received from Docomo Pacific on June 2, 2026.

3. As indicated in the Q&A responses, the Palo Alto PA-3430 was used as a reference in developing the specifications. Can GSA confirm whether equivalent solutions from other OEMs will be accepted? Additionally, will vendors be permitted to propose their OEM's respective hardware configurations and licensing models, provided that all functional and performance requirements are met?

Response: Yes, bidder shall ensure proposed solution delivers equivalent or superior functionality as outlined in the specifications.

4. For equivalent solutions, what criteria will be used to evaluate compliance (e.g., strict specification matching vs. functional equivalency)?

Response: The proposed solution should meet or exceed all required specifications based on functional equivalency. The bidder must clearly demonstrate that the proposed solution fully satisfies all required functions and minimum requirements identified in the IFB. Failure to meet the minimum requirements may result in the bid being determined non-responsive. As this solicitation is being conducted as an Invitation for Bid (IFB), award will be made to the lowest responsive and responsible bidder whose bid is determined to be fully compliant with the solicitation requirements.

5. The IFB requires deployment by a manufacturer-certified engineer or authorized representative. Must certification be specific to a particular OEM, or is certification with the proposed solution's manufacturer sufficient?

Response: Certification(s) from the manufacturer of the proposed solution is sufficient.

- If an alternate OEM is proposed, will OEM's certified engineers meet this requirement?

Response: Manufacturer-certified engineers of proposed solution shall perform the required services.

7. The IFB indicates manufacturer involvement for deployment and cutover. Can these services be fulfilled by an authorized partner or reseller supported by the OEM, or is direct OEM professional services required?

Response: Services may be performed by a Manufacturer Authorized Partner or Reseller, provided that the personnel performing the work are Manufacturer-Certified to deploy and ensure that the deployment method maintains the validity and standards of the Manufacturer Warranty.

8. Please clarify what level of “public sector-grade cybersecurity experience” is required (e.g., number of deployments, project size, or scope).
- Will experience supporting federal or military customers be considered acceptable?

Response: Successful design and deployment experience with State or Local Governments, Federal Agencies, and/or Critical Infrastructures.

9. Can vendors propose equivalent licensing bundles aligned with their OEM’s offerings, provided they meet the functional requirements outlined in the IFB?

Response: The proposed solution should meet or exceed all required specifications.

10. The IFB specifies deployment within ten (10) business days. Does this timeline begin upon delivery, purchase order issuance, or site readiness?

Response: This requirement has been removed, please refer to the required delivery date of ninety (90) days upon receipt of purchase order. Refer to Amendment #2.

- Is there any flexibility in this timeline based on OEM availability or logistics?

Response: No, the time for delivery is 90 days upon receipt of purchase order.

11. Can OTECH provide additional details regarding the current firewall environment and configuration to support accurate migration planning?

Response: Current firewall environment and configurations may be provided after bid is awarded.

- Are there existing system dependencies that must be maintained during transition?

Response: Proposed solution shall ensure existing configurations, routings and settings are maintained during transition, as well as compatibility with existing infrastructure.

12. Are there any specific integration requirements with existing GovGuam systems (e.g., identity, monitoring, or logging platforms) that bidders should account for?

Response: Proposed solution shall integrate with existing GovGuam authentication protocols and syslog systems.

13. Beyond price, how will technical compliance and equivalency be evaluated?

Response: Refer to response to question 4.

- Will solutions that meet functional requirements, but differ in architecture or implementation approach, be considered responsive?

Response: Yes, bidder shall ensure that all requirements meet or exceed specifications.

14. The IFB states that bidders must be authorized resellers. Does this requirement apply solely to the proposed primary OEM solution?

Response: Bidder must be authorized and a direct manufacturer authorized reseller of fully assembled equipment.

15. Are there minimum requirements for training deliverables (e.g., duration, curriculum)?

Response: Training must include, but is not limited to, proposed solution administration, best practices, implementing and managing security protocols, logging, troubleshooting, and implementing and maintaining backup strategies.

- Can training be delivered by certified partner engineers, or is OEM-delivered training required?

Response: Training may be performed by the proposed solution manufacture Certified Engineer or authorized representative.

Please Note: Follow up/Clarification to the Questions and Concerns responses dated 06/12/2026 must be submitted to the General Services Agency via email to bids@gsadoa.guam.gov no later than 5pm, Monday, June 15, 2026.



Andriana Quitugua
Acting Chief Procurement Officer

Please Print

ACKNOWLEDGMENT COPY

Received By: _____

Date: _____

Company/Name: _____

Email To: bids@gsadoa.guam.gov