



Purchasing Department
530 Water Street
Oakland, CA 94607

March 29, 2021

ADDENDUM No. 1

Bid No.: 20-21/19 – Terminal 1 Oakland Airport Cisco Systems Solution

This Addendum modifies the original Bid Documents for the above referenced Bid. Acknowledge receipt of this addendum in the space provided on the Bid Form (Attachment 2). Failure to do so may disqualify your bid.

The following questions were submitted prior to the deadline and are answered in this addendum:

1. **Question:** Can you please clarify if a reseller's Bid is accepted by the Port, can the Port purchase only a portion but not all of the BOM listed in the Bid?

Answer: No, the Port will not purchase partial/portion items. All bidders are required to submit a complete bid.

2. **Question:** Would the Port allow any 3rd party "Gray Market" unopen "old stock" equipment to be used for this RFP response? Our interpretation is that the Port would NOT allow such "old stock" equipment and that only brand new equipment that has NEVER been sold to anyone anywhere in the world and that is purchased by the Cisco-authorized Reseller directly responding to this Bid straight from Cisco Systems or a Cisco-authorized distributor and which has the latest firmware code and latest operating system software code would be accepted by the Port. Is that correct?

Answer: The Port will only purchase new equipment and will not accept Gray market equipment as it would be problematic to obtain valid support by Cisco.

3. **Question:** page 6, Bid 20-21/19 requires client reference. Our company is registered as a new small business and we do not have experience providing Cisco products. However, We are authorized as a Cisco partner and expressing interest to place a bid. Can we place a N/A for page 6? Response greatly appreciated.

Answer: No, all bidders must include client reference/business reference.

There were no other questions to Bid No. 20-21/19.