



Request for Quotation for a Campus-Wide Next Generation Firewall Solution #WC2209

Date: March 4, 2022

Bid Due: March 25, 2022

Inquiries and bids can be sent to:

**Desiree Thompson
Dean of Finance
Washington County Community College
1 College Drive
Calais, ME 04619
Phone (207) 454-1021
E-Mail: dthompson@wccc.me.edu**

PROPOSAL

Washington County Community College is currently soliciting bids to supply and install a Next Generation campus firewall in Calais, ME. This is a vendor-neutral bid where all solutions will be considered. Proposals should meet the minimum specifications detailed in scope of work. Due to budget constraints the college reserves the right to refuse any and all proposals. In addition, the college reserves the right to reject any or all bids and is not necessarily bound to accept the lowest bid if that bid is contrary to the best interest of WCCC.

This Request for Proposal (RFP) states the instructions for submitting bids, the procedure, and the criteria by which a vendor may be selected and the contractual terms by which the College intends to govern the relationship between it and the selected vendor.

GENERAL INFORMATION/SUBMISSION REQUIREMENTS

- A. Bid Opening/Identification of Bid Envelope:** A signed original of the bid must be received in the Dean of Finance office, Washington County Community College, 1 College Drive, Calais, ME 04619, in a sealed envelope by 4:00 p.m. March 25, 2022. The signed bid should be returned in a sealed envelope or package and clearly identified as follows. **Alternatively, quotes may be emailed to dthompson@wccc.me.edu by 4:00 p.m. March 25, 2022**

Enclosed: Quotation #WC22209 **Attention:** Desiree Thompson, Dean of Finance

Additional time will not be granted to any single bidder; however, additional time may be granted to all vendors when the College determines that circumstances require it. Faxed bids will not be accepted.

- B. RFQ Schedule:**

RFQ issued	3/4/2022
Deadline for Questions	3/15/2022
Response to Questions	3/18/2022
RFP due	3/25/2022 by 4:00 p.m.
Winner selected and notified	04/01/2022

Questions will not be accepted by telephone. Questions should be submitted by email to dthompson@wccc.me.edu. WCCC will make every effort to answer questions submitted by bidders to the best of our ability by the due date. We strongly encourage bidders to submit questions as early in the RFP process as possible

The college reserves the right to change the RFQ schedule allowing the time necessary to make the most appropriate selection for the college.

- C. Covid-19 Protocols:** All visitors must observe Covid-19 safety protocols and pass the WorkSafe screening app before accessing the college. The direction for this app is located at the end of the RFP or at <https://www.wccc.me.edu/covid-19/covid-19-symptom-checker/>. If you do not have a mobile phone that can access the app, screening can be conducted on site upon arrival.
- D. Bid Proposal Amount:** The bid proposal amount shall be the net price per unit, including shipping and handling F.O.B. Destination, Washington County Community College, Calais, Maine. Vendor should indicate the length of time RFQ is valid. Note that WCCC is exempt from the payment of Federal Excise Taxes on articles not for resale and for the Federal Transportation Tax on all shipments. The Contractor and all subcontractors shall quote and shall be reimbursed less these taxes. Upon application, exemption certificates will be furnished when required. The College is exempt from the payment of Maine State Sales and Use taxes.
- E. Evaluation:** Award will be made to the lowest Bidder(s) whose products or solutions conform best to the RFP and College requirements, provided that all other requirements are satisfactorily met. Significant consideration will also be given to the Bidder's qualifications and capabilities to provide the specified equipment and service as well as the total cost of ownership of a particular solution, which will include all annual licensing, maintenance and service costs and any other expenses anticipated over the expected lifetime of the solution, based on all information sources available. Additional consideration will be given to the Bidder's references. During the evaluation process, WCCC reserves the right where it may serve the College's best interest to request additional information or clarification from proposers, or to allow corrections of errors or omissions.
- F. Obligations:** Vendor is to assure that all contractors meet state, federal, and OSHA guidelines and codes, as applicable. As well as the following agreements in Appendix A.
- G. Insurance:** The Contractor is required to provide WCCC a certificate of insurance evidencing coverage of broad comprehensive liability insurance in the minimum amount of Four Hundred Thousand Dollars (\$400,000). Contractor must also provide evidence of workers' compensation insurance for all workers. Proof of all required insurance coverage must be submitted with the proposal response.
- H. Variations/Alternative Specifications:** Specifications given are used to indicate the quality and characteristics of products that will be satisfactory. Bids offering equal or alternative products will be considered for award if such items are clearly identified in the bid and are determined by WCCC to be of equal value in all material respects to the item specified.
- Unless the vendor clearly indicates in the bid that they are offering an "equal" or "alternative" product, the bid shall be considered as offering the items as specified.
- Bidders are required to provide details and specifications sheets for any Product submitted as "equal" or "alternative".**
- I. References:** Vendor to provide references for 3 comparable implementations.

PROJECT DESCRIPTION/SCOPE OF WORK

Washington County Community College is currently soliciting bids to supply and install a Next Generation campus firewall in Calais, ME. Implementation to include firewall installation, configuration, testing, and documentation. This NGFW will replace 1 Cisco ASA 5525 firewall and 1 SonicWall NSA 2600. The ASA protects campus services and has ~50 firewall/NAT/VPN policies, the other handles commodity internet with ~50 firewall/NAT policies. The NGFW will be placed in 4 post rack in the MDF room at Riverview Hall. Cutover will happen after normal business hours. 40 hours of professional services by an experienced security / network engineer is recommended.

The desired solution **MUST MEET** the following specifications:

1. **Stateful / NG Firewall features:**

SNAT / DNAT / PAT
1,000+ firewall policies
IPv6 capable
URL Filtering / DNS Filtering
Web Application Firewall

2. **Interface Minimum Requirement:**

2x SFP+ 10Gb unloaded interfaces
2x SFP+ 10Gbps transceivers (short range, for connection to Aruba core switch + edge routers)
4x 1Gbps-BaseT copper interfaces
VLAN support: IEEE 802.1q
Link Aggregation support: LACP , IEEE 802.3ad

3. **Throughput Requirement:**

5Gbps w/ SSL decryption / Threat Prevention / NGFW Inspection
50,000 new connections per second
Protect 2x1Gbps ISP connections with load balancing / failover features

4. **IPS/IDS:**

1-year and 3-year subscription options (see support section below)
IDS span/offload port
Demonstrate fast response to new threat signatures, custom threat signatures

5. **Identity Mapping:**

Active Directory / RADIUS integration (Clearpass)
Traffic visibility to the user / device level

6. **Traffic Shaping / QoS:**

Prioritize educational traffic over commodity traffic

Schedule different policies for off-hours
Application traffic classification: Netflix / Hulu / Facebook

7. **SSL VPN Client:**

Mac / Windows / iOS / Android compatible client
100 simultaneous users
'Always on' capability
Option for client-side certificate requirement
Deployable via GPO / silent installer
Downloadable via HTTP head-end

8. **Other:**

Redundant power supplies – 100-240v

9. **Support:** 1 year + 3 year 24x7 support options, NBD hardware replacement minimum

BID SUBMISSION SHEET

Date:	
Vendor's Representative name and title:	
Representative e-mail address:	
Vendor Firm Name:	
Vendor Mailing Address:	
Vendor City/State/Zip:	
Vendor Telephone	
Vendor Web Site Address:	

Equipment and Setup Costs (Inclusive of all freight cost etc.)	
Hourly labor rate for additional work	
Additional Equipment /Equipment Modification Costs	
Cost of annual maintenance /subscription cost	
Quote Valid To:	

Additional sheets may be added for a more comprehensive presentation.

Thank you for your assistance.

**APPENDIX A
MCCS MASTER RIDER TO
VENDOR FORM AGREEMENTS
STANDARD TERMS AND CONDITIONS APPLICABLE TO ALL MCCS CONTRACTS**

Notwithstanding any term, condition, provision or section of any contract, agreement, license, schedule, specification, addendum, rider, exhibit or other document or source purporting to govern the transaction (collectively "contract") between ___(insert vendor name)_____, for itself and any subsidiaries or affiliates (collectively "Vendor"), and ___(insert college name)_____ Community College for itself and the Maine Community College System (collectively "MCCS"), Vendor recognizes the governmental status of MCCS and agrees with MCCS to the following priority terms and conditions:

1. MCCS is not obligated to:
 - a. Provide confidentiality in any manner inconsistent with the Maine Freedom of Access Act (FOAA);
 - b. Waive any intellectual property rights; any state or federal statutory or constitutional immunity; or any limitation of liability;
 - c. Provide any defense, hold harmless or indemnity to Vendor; or pay attorney's fees, legal or collection costs, or liquidated damages of any kind;
 - d. Use the Vendor exclusively;
 - e. Procure a type or amount of insurance beyond that which MCCS already maintains; waive any right of subrogation; or add any entity as an additional insured to MCCS policies of insurance;
 - f. Honor any automatic term renewal other than on a month-to-month basis;
 - g. Limit MCCS' recovery of lawful damages incurred as a result of Vendor's breach of the contract;
 - h. Limit the time period under which claims can be made or actions brought arising from the contract;
 - i. Provide precedence to Vendor's terms over MCCS' standard terms and conditions, including addenda; or
 - j. Honor any unilateral modification to the contract by Vendor.

2. The laws of the State of Maine shall govern the performance and interpretation of the contract, without regard to conflicts of laws, and the State of Maine shall be the forum for the resolution of any disputes thereon.

3. Vendor will identify at the time of contract signature which, if any, portion of Vendor's submitted materials are entitled to "trade secret" exemption from disclosure under FOAA. Failure to so identify will authorize MCCS to conclude that no portions are so exempt. Vendor will defend, indemnify and hold harmless MCCS in any and all legal actions that seek to compel MCCS to disclose under FOAA some or all of Vendor's submitted materials and/or contract, if any, executed between MCCS and Vendor.

4. Vendor and MCCS do not intend to or grant any rights to any third party. Vendor shall not change unilaterally any term or condition of the contract. Any early termination by MCCS shall not result in an MCCS obligation to pay more than a pro-rated amount.



Daily complete a Simple Health Survey

Answer all survey questions every day before you come to work to make sure you are well enough to return safely.

Ask Questions or Share Concerns

Communicate securely and discreetly with the appropriate department about any questions or concerns you may have related to coronavirus.

SafeWalk

Allow friends and family to virtually escort you to your intended destination and notify them when you arrive.



Get WorkSafe

Download "LiveSafe" using this QR Code:



Please remember to type **Maine Community College System** and then, you will select **Washington County Community College** when registering with the application.

Access COVID-19 Resources

One-touch access to CDC resources about COVID-19 policies and procedures.

Global 911

Communicate with local emergency services – no matter where you are in the world.

Please remember to download the application using the QR Code above.

This link will ensure you are able to join the WCCC community.

Information only – not to be included in printed poster: QR Code Link:

https://cd.livesafe.io/s/key_live_omgE0L6tzoy36qPxSDCF8bgxunZ8aj?deeplink_path=chooseorg&orgid=6811&sourceid=3&edc=1397092600000&hash=4791277822461