



OPTIONAL PREBID CONFERENCE

DATE : December 4, 2023

TIME: 2:00 P.M. (EST)

LOCATION: IT Department – 12511 Warwick Blvd. Suite A Newport News, VA

IFB: #004-0-2024/SNB Firewall Security Services

NUMBER OF ATTENDEES: 10

COMPANY NAME	REPRESENTATIVE'S NAME AND TITLE (PRINTED)	REPRESENTATIVE'S NAME (SIGNATURE)
SONICWALL	DONALD J. HOLLY SR. SOLUTIONS ENG	
COX BUSINESS/RAPIDSCALE	Sean Shovelin	
COX BUSINESS	Marc Sneed Sales Engineer	
NNPS	William Chambers Tech Ops Supervisor	
NNPS	Richard Morrison Network Engineering	
NNPS	Matt Shannon Security Analyst	
NNPS	David Saunders Security Analyst	



Optional Pre-Proposal Conference Agenda

December 4, 2023 at 2:00 PM

RFP #004-0-2024/SNB Firewall Security Services

Location: 12511 Warwick Blvd. Suite A Newport News, VA 23606

Introductions:

Shannon Bailey, Director of Procurement

David Saunders, Information Security Analyst

William Chambers, Supervisor Technology Operations

Richard Morrison, Supervisor Network Engineering

Matthew Shannon, Systems Administrator II

Alex Majewski, Account Manager with e-rate central

Prospective Offeror Introductions

Optional Pre-Proposal Conference: This conference is held to answer any questions regarding the RFP. Any changes determined necessary as a result of this conference will be formally addressed by the issuance of an addendum on eVA and the NNPS Purchasing webpage.

- 1. Purpose:** The purpose of this RFP is to solicit sealed proposals for firewall security services. Newport News Public Schools (“NNPS”) is seeking Offerors to provide upgrades to its existing Firewall Solution. NNPS is looking for Offerors who can provide a solution that will address current and future firewall needs. Utilizing E-rate funds, Newport News Public Schools (“NNPS”) is seeking to upgrade/replace its current firewall solution with next generation firewall hardware, software, support, and related services. The goals of the proposed solution are to provide:
 - Full Data Inspection (Deep Packet Inspection) services to all inbound/outbound traffic with at least 40 GBs of combined throughput.
 - Protect the districts users, network, and data from internal and external threats.
 - Create firewall policies based on authentication of internal users and devices.
 - Integration with the district’s existing network hardware and software solutions.
- 2. Contact with NNPS Staff:** Direct contact with NNPS staff, representatives, and/or agents other than Purchasing Department staff on the subject of this RFP or any subject related to this RFP is expressly **prohibited** except with the prior knowledge and permission of the Purchasing Agent.

All questions and communication shall only be made with the Procurement Officer facilitating the RFP.

- 3. RFP Deadline:** Offeror shall ensure its Proposal is time stamped by the Issuing Office no later than the Closing Date and Time shown on the cover page of this Information for Proposal. Proposals received after the specified date and time (time stamped 2:01 P.M. or later) will not be considered and will be retained in the Purchasing Office and marked “Late”. **Proposals are**



due January 9, 2024 at 2:00 PM EST, unless otherwise changed in a subsequent addendum.
Sealed proposals must be received at 12465 Warwick Blvd in the Purchasing Dept.

4. **Deadline for Questions:** Offerors must submit questions regarding the Request for Proposal in writing to the Issuing Office at Shannon.bailey1@nn.k12.va.us no later than **December 8, 2023 at 4:00 pm EST**. Necessary replies will be issued to all Offerors of record as addenda that shall become part of the contract documents. Oral discussions do not form a part of the Proposal documents.
5. **RFP Submission:** Offerors shall submit proposals in a sealed envelope or package, and label the envelope or package with the Request for Proposal's number and the name and address of the Offeror. Proposals received by telephone, telegraph, facsimile, or any other means of electronic transfer shall not be accepted. **Submit the one (1) original, four (4) hard copies and one (1) electronic copy (CD or USB drive) of the proposal. Refer to the RFP, Proposal Submission Requirements, Section G for further detail. If you wish to redact any information, submit trade secrets or other proprietary information under separate cover in a sealed envelope clearly marked "PROPRIETARY" or your firm can submit a redacted version of your proposal submission marked "REDACTED."**
6. **Contract Term:** This contract term shall be for (1) one year from the latest date of signature or until the completion of the project. This contract may be extended upon mutual agreement of both parties for four (4) additional, one-year periods, upon the same prices, terms, and conditions set forth in the negotiated contract resulting from this RFP.
7. **Terms and Conditions:** Please review and pay close attention to the General and Special Terms and Conditions of the RFP.
8. **Take questions from Prospective Offerors**