



Professional Services

REQUEST FOR PROPOSAL

**GLOBAL ENTERPRISE INSTALLATION & DEPLOYMENT
(GEID)**

of

**Juniper Networks Products
All US and International Locations**

Responses Due: 5:00pm MDT Wednesday, July 26, 2006

Juniper Networks, Inc.
1194 North Mathilda Avenue
Sunnyvale, CA 94089 USA
408.745.2000
www.juniper.net

1	INTRODUCTION	4
2	PURPOSE	4
2.1	Responses	5
2.2	Questions	5
3	SCHEDULE	6
4	SCOPE	6
4.1	Rack & Stack Installation (R&S)	6
4.1.1	Contractor Responsibilities	6
4.1.2	Juniper Responsibilities	7
4.2	Engineer, Furnish, and Install	7
4.2.1	Contractor Responsibilities	7
4.2.2	Juniper Responsibilities	8
4.3	Installation Regions	8
4.4	Performance Standards	8
5	RESPONSE FORMAT	8
5.1	Cover	8
5.2	Bid Authorization Forms	9
5.3	Corporate Info & Qualifications	9
5.4	Executive Summary	9
5.5	PROPOSAL Rack & Stack (R&S) Installs	9
5.5.1	Approach	9
5.5.2	Task Order Management	9
5.5.3	Training	10
5.5.4	Capabilities & Labor Rates	10
5.5.5	Pricing	10
5.6	PROPOSAL Engineer, Furnish and Install (EF&I) Deployments	11
5.6.1	Approach	11
5.6.2	Task Order Management	11
5.6.3	Training	11
5.6.4	Site Survey	11
5.6.5	MOP & BOM	11
5.6.6	Project Management – Customer Service	12
5.6.7	Capabilities and Labor Rates	12
5.6.8	Pricing	13
5.6.9	Materials	14
5.6.10	Travel	14
5.7	Assumptions	14
6	EVALUATION CRITERIA	14
7	TERMS & CONDITIONS	14

8 APPENDICES	15
Appendix A – Contactor Bid Authorization Form	15
Appendix B – Juniper Product Listing and Installation Requirements	15
Appendix C – Rack & Stack Capabilities & Labor Rates Worksheet	15
Appendix D – EF&I Capabilities Worksheet.....	15
Appendix E – Rack & Stack Install Pricing Worksheet	15
Appendix F – EF&I Pricing Worksheet.....	15
Appendix G – Terms and Conditions	15

1 INTRODUCTION

Juniper Networks is the leader in enabling secure and assured communications over a single IP network. The company's purpose-built, high performance IP platforms enable customers to support many different services and applications at scale.

Service providers, enterprises, governments and research and education institutions worldwide rely on Juniper Networks to deliver products for building networks that are tailored to the specific needs of their users, services and applications. Juniper Networks' portfolio of proven networking and security solutions supports the complex scale, security and performance requirements of the world's most demanding networks. Additional information can be found at www.juniper.net.

Juniper Networks Professional Services is responsible to provide installation services for our complete line of products throughout the world. This request for proposal (RFP) is being issued to solicit qualifications and pricing from Installation Contractors to perform the installation of all Juniper hardware products.

Juniper reserves the exclusive right to accept or reject any or all Proposals, in whole or in part, as it deems to be in the best interest of Juniper, and to award separate contracts in connection with the work, and to waive any informalities or technicalities in any Proposal received.

Juniper reserves the right to award by items, groups of items, or total Proposal; and to award to multiple vendors in any region to provide adequate resources worldwide. The Bidder acknowledges that it has no right of action against Juniper if the Bidder's Proposal is not accepted.

Juniper Networks, Inc. reserves the right to request additional information from Bidders during any phase of the proposal evaluation process. During the evaluation and selection process, Juniper may require the presence of Bidders representatives to make presentations and answer specific questions. Notification of any such requirements will be given as necessary.

This RFP is NOT an order, offer or contract and should not be regarded as imposing any obligation or liability upon Juniper Networks, INC. This request does not obligate Juniper Networks to pay any cost incurred related to submission of responses to this request.

All potential work to be accomplished under this RFP is subject to applicable laws and regulations of the government of the United States of America and all-applicable international, federal, state and local laws and regulations.

Juniper Networks may amend this RFP at any time prior to the proposal due.

2 PURPOSE

The goal of this solicitation is to identify Authorized Consulting Partners for two types of installation work:

- **Rack & Stack (R&S)**
- **Engineer, Furnish and Install (EF&I)**

These types of installation, and the capabilities and qualifications required to perform each, are quite different. You may submit a proposal for either or both types of installations. You may submit responses for both installation types in the same proposal. Proposal covers must be marked to clearly indicate one or both types of installations for which you are submitting a response.

Juniper Networks desires firm fixed pricing wherever possible. Pricing is requested for all Americas (North America, Latin America, South America), Asia Pacific (APAC), and Europe, Middle East, Africa (EMEA) locations.

Any contractor can respond to any or all regions where Juniper Networks is requesting services. If your proposal provides capabilities and pricing for less than all worldwide areas, please clearly mark proposal cover with regions you are responding to.

2.1 Responses

Intent to Respond – If you intend to submit a proposal under this solicitation it is necessary to provide an Intent to Respond no later than (NLT) July 20, 2006. Currently Proposals are Due NLT 5:00 MDT July 26, 2006. The earlier your Intent is submitted, the sooner you will receive updates and amendments to this solicitation.

Include in Intent to Respond, the following information:

Subject: Intent to Respond GEID RFP
Provide:
Company Name
Primary Contact Name, Phone, Email address, Postal address

Questions concerning the **RFP** and **Intent to Respond**, should be submitted by electronic mail to

Carolyn Mullens
Juniper Networks
Professional Services, Partner Manager
(720) 932-5784

cmullens@juniper.net

Responses to this RFP must follow the response format provided. All responses should be submitted NLT 5:00 PM MDT July 26, 2006 – Proposal Due Date.

Responses should include three hard copies and one electronic copy on CD.

Deliver to:

JUNIPER NETWORKS, INC.
ATTN: CAROLYN MULLENS
1550 17th Street
SUITE #200
DENVER, CO 80202

2.2 Questions

Submit all questions NLT 5:00pm MDT, Monday, July 10, 2006. All questions will be answered by return electronic mail as soon as possible; and, all questions and answers will be provided to all bidders NLT Friday, July 14, 2006. Note: Answers to all bidders will not disclose the vendor submitting questions.

Any amendments to this solicitation will be sent through electronic means to all vendors submitting an Intent to Respond.

All vendors are responsible to ensure all RFP documents and amendments are reviewed prior to proposal submission.

3 SCHEDULE

The schedule for this solicitation is currently defined as:

Global Deployment RFP Schedule		
Event	Due Date	Time
RFP Release	Monday, June 26, 2006	
Questions Due	Monday, July 10, 2006	5:00 pm MDT
Question/Answers posted	Friday, July 14, 2006	5:00 pm MDT
Intent to Respond	Monday, July 20, 2006	5:00 pm MDT
Proposals Due	Wednesday, July 26, 2006	5:00 pm MDT
Proposal Evaluation Start	Friday, July 28, 2006	
Vendor Clarifications	Friday, August 11, 2006	
Vendor Award	Friday, August 18, 2006	
Base Contracts Complete	Friday, August 25, 2006	

4 SCOPE

The intent of this solicitation is to award base contracts with standard rates/pricing, to worldwide vendors to ensure that Juniper Networks Professional Services has the capability to deliver Global Enterprise Installation and Deployment services for all Juniper products. Juniper will enter into base contracts with as many vendors as deemed necessary to cover all geographic regions desired. Work performed under base contracts will be completed on a Task Order / Statement of Work basis.

4.1 Rack & Stack Installation (R&S)

The Juniper Networks Contractor will Rack and Install Juniper (and third party) products at the customer's location. Installation will consist of the placement of single or multiple units in a customer provided rack. Provide power-up and primary connection to establish out of band (OOB) signaling. This type of installation includes the following activities listed under Contractor Responsibilities.

4.1.1 Contractor Responsibilities

- Unpack, inspect, and inventory the Juniper products to be installed.
- Rack mount in customer provided rack(s) or position the router per customer's requirements and consistent with the Juniper Networks Hardware Installation Guide.
- All cabling to be provided by the customer.
- Customer to provide AC power source (when applicable) within reach of installed equipment.
- Install power cable lugs (DC power units), connect power cables and/or plug in AC power cords to the equipment end. (Dress cables).
- Install Ground cable (when applicable) from installed equipment to the Customer designated ground plane within the same equipment rack.
- Work jointly with the customer to apply power to the installed equipment from main power source.
- Power-on the equipment and verify interface cards and processes boot properly and pass power-on self-test and there are no alarms.
 - o Verify and record final router/equipment and interface configuration.
- Connect console and Ethernet cables for out of band (OOB) access according to customer's design document. (Can include the installation of the following: hostname, domain name, root passwords, and configure management IP addresses.)
- Connect all customer cables at newly install equipment if requested by customer.
- Verify customer has OOB access for remote management.
- Label all equipment/cables as standard practice or as requested by customer.
- Complete walk through and final installation inspection with customer.
- Clean/Remove packing and other work material.
- Request customer acceptance and sign off.

- Return customer acceptance in (PDF) and final router/equipment configuration in electronic format to Juniper

4.1.2 Juniper Responsibilities

- Provide Contractor a Task Order for each individual site installation or project as deemed appropriate for the schedule and work being performed. Task Orders will be provided within the base contract determined lead time for Task Order delivery.
- Provide customer contact a minimum of 5 days prior to installation start date, including all the necessary and customer premise information to allow Contractor to perform a quality installation in accordance with the customer's requirements.
- Provide Contractor with access to Juniper product information pertaining to all hardware being installed.

4.2 Engineer, Furnish, and Install

The Juniper Networks Contractor will provide hardware engineering, data and premise cabling/infrastructure, and furnish all necessary materials to install Juniper (and third party) products at the customer's location. Work will consist of performing site survey at customer location/s, prepare a Bill of Materials (BOM), furnish and install all equipment. This type of installation can involve work for planning and implementation of Power, Fiber Optic cables, Data cables, Risers, Supports, premise wiring, Racks, installation of non-Juniper products, and installation of any and all Juniper Networks equipment. Provide power up and primary connection to establish out of band (OOB) signaling of Juniper Networks equipment.

4.2.1 Contractor Responsibilities

- Perform Site Survey using customer supplied design documents.
- Submit Completed Site Survey form and Bill of Material (BOM) to Juniper and firm-price quote.
- Provide Method of Procedure (MOP) for all installation activities.
- Ensure customer sign-off of MOP prior to start of work.
- Procure & Install (per Site Survey) all necessary Equipment Racks and material for installation of required Equipment
- Procure, Run & connect AC and/or DC power to equipment
- Procure, Run & connect all cables to include enhanced Category 5 and Category 6 UTP, Networking computer – 10/100/1000 Base T, Power, Fiber Optic, and other necessary premise wiring.
- Unpack, inspect, and inventory the products to be installed
- Install / Rack mount equipment as per customer design documents and consistent with Hardware Installation Guide.
- Apply power to equipment.
- Power-on the equipment and verify interface cards and processes boot properly and pass power-on self test and there are no alarms.
 - o Verify and record final equipment and interface configuration
- Connect console and Ethernet cables for OOB access according to customer's design document. (Can include the installation of the following: hostname, domain name, root password, configure management IP addresses, and passwords).
- Verify customer has OOB access for remote management.
- Connect all customer cables to equipment unless instructed otherwise.
- Dress all installed cables.
- Label all equipment/cables as standard practice or as requested by customer.
- Complete walk through and final installation inspection with customer.
- Clean/Remove packing and other work material.
- Obtain customer acceptance and sign off.
- Provide customer acceptance document in (PDF) and, final router/equipment configuration in electronic format and As-Built document (installation record) to Juniper

4.2.2 Juniper Responsibilities

- Provide Contractor a Task Order or Statement of Work (SOW) for each individual or enterprise installation or project as deemed appropriate for the schedule and work being performed. Task Orders will be provided within the base contract determined lead time for Task Order delivery.
- Provide customer contact a minimum of 5 days prior to Site Survey start date, including all the necessary information to allow Contractor to perform a quality Site Survey in accordance with the customer's requirements.
- Installation start date will be based on Customer requirements and hardware availability
- Provide Contractor with access to Juniper product information pertaining to all hardware being installed.
- Ensure vendor receipt of customer design documents
- Provide one-time training to your key personnel on Juniper equipment and installation requirements

4.3 Installation Regions

Juniper Networks must retain ample installation resources in all major regions to include:

North America

Latin America

EMEA

APAC

We are seeking to engage in base contracts with Contractors that can cover at least one entire region. We will award to that extent possible. We do expect to award contracts to contractors covering partial regions. Please be clear to specify in your proposal and cover page if your capabilities are limited to a subset of any above region.

4.4 Performance Standards

Potential contractors must possess prior basic operating knowledge of all required installation and test equipment necessary in all worldwide locations (included in your proposal) and provide qualified, experienced and certified (if necessary) workers at all times, to professionally perform installation services. Quality standards will meet or exceed individual customer site requirements. Contractors must supply all tools and test equipment required for installation including lifts and hoists where required.

All work performed under the resulting contract and task orders will comply with OSHA, TIA/EIA, IEEE, ANSI/NEMA, NEC, NFPA and ISO standards where necessary. At a minimum, industry general accepted practices and standards of quality and safety are required.

5 RESPONSE FORMAT

All Proposals must be submitted in the following format and include all requesting information. Unrelated information is not to be part of the response. This is to ensure that all responses receive the attention necessary to make an informed decision by the Proposal review team members. Therefore, responses should be limited to only the information requested in this RFP. If any additional information other than specified is necessary to your proposal, please include as an appendix.

Do not submit hard binders to submit proposals.

5.1 Cover

Cover page must clearly indicate the *type* of installation that Contractor is responding to (R&S, EF&I); and what regions the Contractor has included in their response (North America, Latin America, EMEA, APAC); or, any subset to those regions.

5.2 Bid Authorization Forms

The bid authorization form at [Appendix A](#) must be completed and signed by an officer of the company who is authorized to obligate the company.

5.3 Corporate Info & Qualifications

Provide the following information

Legal Company name	
Company Address	
Telephone	
Fax	
Website Address	
Year Company Founded	
State of Registration/Incorporation	
Company Size Revenue 2005	
Number of principal employees Current	
Number of w-2 and 1099 contractors Current	

- Include in this section a Certificate of Good Standing from the State in which company/corporation is registered.
- Provide a detailed description of your company's history, including but not limited to milestone dates, name changes, ownership, mergers and acquisitions.
- Include in this section past three years of companies financial statements (non-audited).
- Describe any pending litigation or any litigation against your company or any officer's of your corporation within the past three years.
- Provide a listing of your senior management team and/or principal officers (include names, titles, experience and years with company).
- Provide a statement of qualifications your company possesses to do the work requested in this RFP. Provide a history of your companies experience in the Global Integration Services marketplace. Include your experience in the regions/countries that you are proposing under this solicitation.
- Provide a minimum of three references where you have provided similar services in the past year. Describe the projects or services delivered and engagement outcomes.

5.4 Executive Summary

Provide an executive summary of your proposal. This should be a high-level general overview of how you propose to accomplish the requirements of this RFP. The executive summary should demonstrate your understanding of the requirements. The summary should state whether your proposal includes Rack & Stack, EF&I or both.

5.5 PROPOSAL Rack & Stack (R&S) Installs

5.5.1 Approach

Describe your current methods of managing, staffing, executing, and inspecting R&S work. Inspection in terms of a) Customer Satisfaction b) Job Completeness and c) Installation Quality. Describe your use of sub-contractors and methods for qualifying and managing these relationships.

5.5.2 Task Order Management

Describe your methods or processes for receiving Task Orders and include any automated or electronic means of receiving and responding to Task Orders.

5.5.3 Training

Describe your ability to distribute knowledge obtained by one-time Juniper key personnel training. Describe any Train-the-Trainer program that you have established. Provide any information to assist us in understanding how you ensure personnel training is accurate and complete.

5.5.4 Capabilities & Labor Rates

Third party and subcontractor services included in this proposal shall be described, including a description of type of contractual arrangement that shall exist with your subcontractors.

Chart by region/country as defined in worksheet at [Appendix C](#). Table A shows the basic information requested in the worksheet.

Regions	Professional Services Labor Category	Hourly Rates	Task Order Lead Time	# of Resources	Sub Contractors Used Percentage
	Installer				

Table A – R&S Capabilities

Regions

All Regions and Countries are provided in [Appendix C](#). You may add rows and populate the additional columns if you have capabilities in smaller areas.

Labor Category/Rates

Include Hourly Rate for one Labor Category – Installer.

Task Order Lead Time

Provide the lead time to have resources available to begin a R&S install in this region, or your defined sub-regions.

Number of Resources

Provide the number of resources currently available and qualified through your company to work in each region, or your defined sub-region.

Sub Contractors Used

Of the previously provided Number of Resources, enter the percentage that are sub-contracted to your company.

5.5.5 Pricing

Note: All associated costs of access to any customer site and escort of contractor personnel by Security Guards for the performance of their duty, is the responsibility of the Contractor.

Provide a **Fixed Price** for performing R&S of the defined equipment in the regions, or your defined sub-regions, as shown in worksheet at [Appendix E](#). Table B shows the basic information requested in the worksheet.

Your fixed price bid must include any overhead, margin, out of pocket, travel, miscellaneous or sundry expenses.

Region	Group 1 Products		Group 2 Products		Group 3 Products	
	First Unit	Additional Units	First Unit	Additional Units	First Unit	Additional Units

Table B – R&S Pricing**Regions**

All Regions and Countries are provided in [Appendix E](#). You may add rows and populate the additional columns if you have capabilities in smaller areas.

Products

Refer to [Appendix B](#) – Juniper Product Listing and Installation Requirements for group categorization, size, weights, and links to Juniper Product information.

Group 1 Products

Group 1 products are defined as those products that are under 50 pounds.

Group 2 Products

Group 2 products are defined as products weighing 50-199 pounds.

Group 3 Products

Group 3 products are defined as products weighing 200 - 600 pounds.

Alternatives – Although this RFP specifies requirements and format for pricing and should be responded to in all respects, bidders are invited to submit alternatives that may be of interest to Juniper Networks.

Other Incentives – Provide any other pricing incentives your company can offer to Juniper Networks.

5.6 PROPOSAL Engineer, Furnish and Install (EF&I) Deployments**5.6.1 Approach**

Describe your current methods of managing, staffing, executing, and inspecting EF&I work. Inspection in terms of a.) Customer Satisfaction b.) Job Completeness and c.) Installation Quality. Include in staffing description your use of sub-contractors and methods for qualifying and managing these relationships.

5.6.2 Task Order Management

Describe your methods or processes for receiving, tracking and completing Task Orders and include any automated or electronic means of receiving and responding to Task Orders.

5.6.3 Training

Describe your ability to distribute knowledge obtained by one-time Juniper key personnel training. Describe any Train-the-Trainer program that you have established. Provide any information to assist us in understanding how you ensure personnel training is accurate and complete.

5.6.4 Site Survey

Describe your methodology for performing site survey's for the type of EF&I work required. Provide a sample of your EF&I site survey template; and/or a sample completed site survey.

5.6.5 MOP & BOM

Provide a sample of a Method of Procedure (MOP) for similar EF&I work you have performed. Provide a sample Bill of Material (BOM) for similar EF&I work.

5.6.6 Project Management – Customer Service

Describe the level of customer service that will be provided, including procedures that will ensure consistency, problem escalation and resolution. The description should include, but is not limited to:

- Customer service organizational structure
- Contact Process
- Implementation Process/MOP
- Internal procedures to track customer service contact and resolution.
- Escalation process

5.6.7 Capabilities and Labor Rates

Describe your current capabilities to provide EF&I resources in regions by labor category. Provide any pertinent qualifications or certifications of current staff that are applicable to EF&I tasks; such as, BICSI certification, RCDD - Registered Cable Distribution Designer, and other applicable qualifications such as carrier/customer specific install certification; i.e. AT&T, Verizon, Cingular. Also, provide any preferred vendor status with other carriers/service providers.

Third party and subcontractor services included in this proposal shall be described, including a description of type of contractual arrangement that shall exist with your subcontractors.

Chart by region/country as defined in worksheet at [Appendix D](#). Table C shows the basic information requested in the worksheet.

Regions	Professional Services Labor Category	Task Order Lead Time	# of Resources	Sub Contractors Used Yes/No	Will Travel expenses apply to this region. Yes/No
	Project Manager/Coordinator				
	Infrastructure Engineer				
	Sr Installer/Tech or Foreman				
	Installation Technician				

Table C – EF&I Capabilities and Labor Rates

Regions

All Regions and Countries are provided in [Appendix D](#). You may add rows and populate the additional columns if you have capabilities in smaller areas.

Professional Services Labor Category

Juniper Networks, Inc allows for the following four Labor Categories for EF&I work.

- Project Manager/Coordinator
- Infrastructure (Premise Wires and Cable) Engineer
- Senior Installer/Technician or Foreman
- Installation Technician

If you feel that there is a reason that more labor categories are required, please provide description of each labor category you propose and add the labor category to your response in [Appendix D](#) – EF&I Capabilities Worksheet.

Task Order Lead Time

Provide the lead time to have resources available to perform an EF&I Site Survey in this region, or your defined sub-regions.

Number of Resources

Provide the number of resources currently available and qualified through your company to work in this region, or your defined sub-region, by labor category.

Sub Contractors Used

Of the previously provided Number of Resources, enter the percentage that are sub-contracted to your company.

Travel

Please define for each region, or your defined sub-region, if travel expenses will be incurred.

5.6.8 Pricing

Note: All associated costs of access to any customer site and escort of contractor personnel by Security Guards for the performance of their duty, is the responsibility of the Contractor.

Provide the standard hourly rates by region as detailed in [Appendix F](#) for the following Labor Categories. Overtime or Downtime rates will be negotiated in base contract with successful bidders. Table D shows the basic information requested in the worksheet.

Region	Professional Services Labor Category	Hourly Rate	Minimum Hours of Service	Site Survey Cost
	Project Manager/Coordinator			
	Infrastructure Engineer			
	Sr Installer/Tech or Foreman			
	Installation Technician			

Table D – Rate Structure EF&I

Region

All Regions and Countries are provided in [Appendix F](#). You may add rows and populate the additional columns if you have capabilities in smaller areas.

Professional Services Labor Categories

Include the same labor categories that you provided in the EF&I Capabilities Worksheet.

Hourly Rates

Include Hourly Rates by region for each labor category in all regions, or your defined sub-regions.

Minimum Hours of Service

Detail if you must have a minimum hours/cost for any labor category in any region defined.

Site Survey

Provide your fixed price bid for performing site surveys in the region, or your defined sub-regions. Your fixed priced bid must include any margin, overhead, out of pocket, travel, miscellaneous or sundry expenses.

Alternatives – Although this RFP specifies requirements and format for pricing and should be responded to in all respects, bidders are invited to submit alternatives that may be of interest to Juniper Networks.

Other Incentives – Provide any other pricing incentives your company can offer to Juniper Networks.

5.6.9 Materials

Please provide your company's standard or offered margin or markup rates for all materials required to be furnished in an EF&I installation. This can include items for all work described in EF&I Scope; i.e., Power cables, Fiber Optic cables, Data cables, Connectors, Risers, Supports, Racks. If markup rates vary, provide a break out of markup rates by item.

5.6.10 Travel

Upon completion of site survey, a BOM will be provided to Juniper. All travel costs associated with an EF&I installation will be detailed/estimated with all installation costs, and submitted with the BOM. Juniper will reimburse on actual and documented Travel and associated costs. The U.S. Government establishes standard domestic meals and incidental expense (M&IE) per diem rates. Per Diem, for lodging, meals and incidentals will be reimbursed based on actuals not to exceed these published rates. Rates may be obtained on the World Wide Web through the following addresses: <http://www.state.gov/m/a/als/prdm/>. (Juniper Networks is not affiliated with GSA or State Department, this reference is for standardized travel/per diem rates only). Juniper will not reimburse above the maximum per diem rate provided.

Transportation will be reimbursed as detailed and negotiated after Juniper receipt of detailed/estimated installation/travel costs submitted with the BOM.

5.7 Assumptions

Detail any assumptions you have made that apply to your response.

6 EVALUATION CRITERIA

Proposals will be evaluated to determine the best value to Juniper Networks. The evaluation will be based on the following criteria. Although some factors are weighted more than others, all are considered necessary, and a proposal must be technically acceptable in each area to be eligible for award.

- The proposed Cost of services and adequacy of cost proposal
- Completeness and Responsiveness of proposal regarding purpose, understanding of scope and the services required.
- Ability to service Juniper's locations
- Capabilities/Resources
- Experience with similar projects
- Past Performance and references
- Standardized Processes and Approach to perform work requested
- Financial Viability and Stability
- Adherence to RFP proposal format instruction and Compliance with all other RFP requirements.
- Interviews and additional information (if Required)

After reviewing the proposals, our team may ask selected vendors to participate in oral presentations or other discussions, regarding the content of their proposals. Method, time and location to be determined.

7 TERMS & CONDITIONS

Statement of Acceptance of Terms – Provide a statement identifying your acceptance of Juniper Networks standard Terms and Conditions in [Appendix G](#), which will be part of any future base contract. If there are any exceptions to the Ts & Cs, please identify them in this section.

8 APPENDICES

Appendix A – Contactor Bid Authorization Form

Appendix B – Juniper Product Listing and Installation Requirements

Appendix C – Rack & Stack Capabilities & Labor Rates Worksheet

Appendix D – EF&I Capabilities Worksheet

Appendix E – Rack & Stack Install Pricing Worksheet

Appendix F – EF&I Pricing Worksheet

Appendix G – Terms and Conditions

APPENDIX A

CONTRACTOR BID AUTHORIZATION FORM

See separate Appendix A document.

APPENDIX B

Juniper Product Listing and Installation Requirements

Refer to GEID RFP Workbook, Worksheet Appendix B - PRODUCTS

.

APPENDIX C

Rack & Stack Capabilities & Labor Rates Worksheet

Refer to GEID RFP Workbook, Worksheet Appendix C - R&S Capabilities

APPENDIX D

EF&I Capabilities Worksheet

Refer to GEID RFP Workbook, Worksheet Appendix D - EF&I Capabilities

APPENDIX E

Rack and Stack Pricing Worksheet

Refer to GEID RFP Workbook, Worksheet Appendix E - R&S Pricing

APPENDIX F

EF&I PRICING Worksheet

Refer to GEID RFP Workbook, Worksheet Appendix F - EF&I Pricing

APPENDIX G

Terms and Conditions

See separate Appendix G document.