



AFRICAN UNION

## Request for Proposals

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Supply and Installation of Networking and Security Solution in AU  
Headquarters

Ref. No: RFB ET-AUC-447139-GO-RFP

Clarifications 02

Issued on 20 May 2025

The following clarifications are hereby issued.

	Request by Bidder	Clarification by AUC
1.	<b>Ref: page 140</b> of the bid document, we have noted a cabling requirement. However, the scope, type (Fiber, UTP and accessories), and quantity have not been specified.	The cabling infrastructure is already installed, so there is no network cable installation required. The bidder's scope will be restricted to cable management and labelling as well as helping AU manage any cabling related issues during deployment.
2.	We would like to request permission to allow us to conduct a site survey among teams to understand all the environment and to give a full solution. Rest assured that the data gathered will remain confidential for bid purposes only. Your response to this letter is crucial in providing the necessary information in our study to help us achieve the factual result.	AU has conducted a thorough assessment, and the RFP has been prepared accordingly. Provide your solution based on the RFP.
3.	<b>Tender Purchase:</b> Based on our previous experience, we are required to purchase the tender document. However, in this case, it is not clear whether the document needs to be purchased or if simply downloading the RFP from the website is sufficient.	Refer to Item No.6 of the Specific Procurement Notice
4.	<b>Technical Support-partner support:</b> Could you please specify the required number of years for which onsite support is expected from the local partner?	Partner support will only be required during the deployment period whereby they will collaborate with OEM and AU teams
5.	<b>Exam voucher:</b> Please confirm if exam voucher is needed along with formal instructor led training for 6 trainees	Exam vouchers are not required.
6.	<b>Implementation Schedule-Knowledge Transfer and Training (36 Weeks):</b> In the implementation schedule table, you mentioned "Knowledge transfer and training - 36 weeks." Could you please clarify whether this refers to the duration of the knowledge transfer and training program itself, or the time window_ within which it must be completed?	The 36 Weeks is the cumulative timeline for concluding items (0-8) as listed in the table. <b>Knowledge Transfer and Training will take 4 weeks as indicated in the table.</b>
7.	<b>Implementation by Bidder's Expert Team</b> To be cost effective, would it be acceptable to handle the implementation using our in-house certified and experienced team,	As indicated in the RFP, Implementation will be carried out by OEM. Bidder's technical team is expected to carry

	rather than vendor PS, given that we have well experienced and vendor certified team?	out the scope listed in <b>Addendum 1</b> during implementation
8.	<b>Implementation service:</b> If vendor PS implementation is needed, please clarify if the PS can do the implementation onsite or remotely?	Implementation will be carried out by OEM as specified in the RFP document. Implementation by OEM PS team will be done both onsite and remotely. Refer to addendum 1 for the role of the Bidder.
9.	<b>Supplier's Technical Team Certifications:</b> Under the technical team requirements, CCIE Enterprise Infrastructure certification for the Network security expert and CCDE certifications for the Network design expert are requested. Considering the implementation is to be performed by vendor-certified personnel and this requirement is marked non-mandatory, would it be acceptable to proceed without these specific certifications, provided that our team possesses relevant experience in the required solution areas and holds valid certifications from the vendor for the solution being proposed?	These requirements are critical since the bidder's technical team is expected to carry out the scope of work listed in addendum 1 during implementation.  Bidders will be evaluated on the basis of the qualifications criteria set out in the RFP.
10.	<b>In the tender, you have specified a specific number of transceiver modules;</b> however, depending on the architecture we propose, this quantity might not be sufficient. Therefore, should we include additional transceiver modules and the necessary cables to support the new architecture?	AU technical team has conducted a survey and the transceiver modules requested are sufficient for the requirement.
11.	<b>In the RFP, Page 144,</b> it is stated: "The Supplier MUST prepare a quote for the following milestones as scoped by the equipment vendor (OEM)." Could you please confirm whether it is mandatory for both the scope and the quote to be determined by the OEM, or if there is flexibility for the supplier to define these based on the project?	Suppliers are not expected to re-define the scope or milestones. Bidders are expected to quote for the milestones listed in the RFP.
12.	In reference to the RFP document, it is stated that the switches should support Power over Ethernet (PoE) and the SD-LAN architecture includes Access Points (APs) connected to the network. To better align with your requirements, we would like to request clarification on, how many watts per interface are you expecting for the PoE capability of the switches?	The access points connect to a separate set of switches and wireless is not part of Software Defined Network Solution scope for this RFP.  Refer to Item 1: <b>Addendum 03</b>

13.	In reference to the RFP document on page-136 the technical requirement regarding the 10/25GBASE-LR BiDirectional -D SFP28 transceivers specified in the tender. The BiDirectional -D module is designed for use with single-mode fiber (SMF) and supports bi-directional communication over a single fiber by transmitting on 1330 nm and receiving on 1270 nm. However, for the link to function correctly, it must be paired with a complementary BiDirectional -U transceiver on the other end, which transmits on 1270 nm and receives on 1330 nm. Without this pairing, the link will not work as both ends will use the same wavelengths for transmit and receive. Therefore, would you like to add the BiDirectional -U transceivers for your deployment with quantity of 25?	Refer to Item 2: <b>Addendum 03.</b>
14.	On the 4.7.5 Secure Network Analytics page-137, what is the license subscription duration?	36 months.
15.	In reference to the RFP statement: "To ensure compatibility with the new SD-LAN network, upgrades would be necessary on existing devices." As the devices in question are Cisco products and the upgrade involves license renewals or enhancements, we kindly ask you to share the serial numbers of the existing devices. This information is essential to accurately identify current license entitlements, determine the appropriate upgrade paths, and ensure full compatibility with the proposed SD-LAN architecture. Providing these serial numbers will help us prepare a compliant and optimized technical and financial response.	Serial numbers are not required at this point. Bidders should quote for the specified support and licenses using the part numbers provided in the RFP.
16.	In reference to the RFP, on page-143 "The current Cisco Duo Multi Factor authentication setup and existing 1000 licenses" which should be put under consideration for SD LAN Architecture, We would like to ask if the account is still 'Active'?	Yes, the Duo account is active
17.	We have carefully reviewed the SD-LAN architecture included in the RFP and observed that key infrastructure elements—such as the Data Center—are not fully represented in the current design documentation.	

	<p>Given that the implementation will be carried out by the OEM, we respectfully request your clarification on the following points:</p> <p>a) Are bidders expected to propose a complete architecture and conceptual design that includes the missing components, such as the Data Center?</p>	<p>No, this is not expected from the bidder.</p>
18.	<p>b) How will the design and technical write-up be evaluated given that the implementation will be done by OEM—specifically, what are the criteria and their respective weightings?</p>	<p>Refer to Section III – Evaluation and Qualification Criteria Item 2.2: Page 54</p>
19.	<p>4.1.SDN Controller: Required Quantity  <b>7. Power Supply Redundant</b>  Do we provide back-to-back power cables or with Europe plug in. This will be dependent on the type of Power distribution unit (PDU)</p>	<p>Provide C14-C15 back-to-back cabinet jumper power cords across the switches</p>
20.	<p>4.3. Switch Type II Aggregation/Distribution switch.  <b>7. Power Supply Redundant</b>  Do we provide back-to-back power cables or with Europe plug in. This will be dependent on the type of Power distribution unit (PDU)</p>	<p>Provide C14-C13 back-to-back cabinet jumper power cords across the switches</p>
21.	<p>4.4. Switch Type III Aggregation/Distribution switch  <b>7. Power Supply Redundant</b>  Do we provide back-to-back power cables or with Europe plug in. This will be dependent on the type of Power distribution unit (PDU)</p>	<p>Provide C14-C15 back-to-back cabinet jumper power cords across the switches</p>
22.	<p>4.5. Switch Type IV Access Switches - 48 ports.  <b>9 Power Supply Redundant</b>  Do we provide back-to-back power cables or with Europe plug in. This will be dependent on the type of Power distribution unit (PDU). Can we include stacking cables on the switches</p>	<p>Provide C14-C15 back-to-back cabinet jumper power cords across the switches</p>
23.	<p>4.6. Switch Type V Access Switches - 24 ports.  <b>9 Power Supply Redundant</b></p>	<p>Provide C14-C15 back-to-back cabinet jumper power cords across the switches</p>

	Do we provide back-to-back power cables or with Europe plug in. This will be dependent on the type of Power distribution unit (PDU). Can we also provide stacking cables on the switches.	
24.	<p>To ensure compatibility with the new SD LAN network, below upgrades would be necessary on existing devices</p> <p>2. Switches SD LAN Licenses Cisco Catalyst 9500 DNA Advantage 3 Year License, SKU C9500-DNA-A-3Y Qty 4 Cisco Catalyst 9500 DNA Advantage 3 Year License, SKU C9500-DNA-A-3Y Qty 4</p> <p>Under Switches and SDLAN Licenses there is a repetition of the same license part number. If this is not an error, please provide the specific product model that the SKU C9500-DNA-A-3Y will be applied on the existing equipment since there are several models in the C9500 series switches.</p>	<p>Cisco Catalyst 9500 DNA Advantage 3 Year License Qty 4 is for Catalyst 9500 40-port switches, (C9500-DNA-40X-A=)</p> <p>The other Cisco Catalyst 9500 DNA Advantage 3 Year License Qty 4 is for Catalyst 9500 24Y4C 24-port switches, (C9500-DNA-24Y4C-A=)</p>
25.	<p>b) Cabling Requirements</p> <p>Cables should be installed in pathways that are designed to protect them from damage</p> <p>From the RFP, there is no request to supply patch cords or lay any fiber backbone other than section 4.7.3. Active Optical Cables: Required Quantity = 4.</p> <p>Can we assume that the cabling infrastructure is already installed and regarding the scope we will be restricted to cable management and labeling and in case of there is a need for new patch cords, whether copper or fiber, for connectivity purposes based on the design, it will be provided by AUC. If this is not the case, please specify the type of patch cords, length and quantities to achieve the redundant connectivity based on the high-level diagram provided.</p>	<p>The cabling infrastructure is already installed, so there is no network cable installation required. Bidder's scope will be restricted to cable management and labelling as well as helping AUC manage any cabling-related issues during deployment.</p>
26.	<p>6. Training and Training Materials</p> <p>Training in SD LAN technology, operations, troubleshooting and management and</p>	<p>Refer to item No. 5 of <b>Addendum 01</b></p>

	Can we provide virtual classroom training or in-person classroom from a certified OEM training partner or institute. Will the training also include exam vouchers	Exam vouchers are not required.
27.	4.1 Warranty Defect Repair 4.1.1 Warranty Defect Repair Service: The vendor must provide 3 years manufacturer warranty for all equipment and software from the date of delivery. Does the Warranty defect repair service refer to OEM vendor support for 3 years	Yes, this refers to 3 Years Vendor Customer Experience CX LEVEL 1 8X5XNBD support.
28.	4.1 Warranty Defect Repair 4.1.2The bidder shall guarantee that the entire structured cabling and network cabling are free from all defective quality and installation errors, and will remain so for the period of a minimum One (1) Year Warranty on Workmanship  Please clarify if we are to provide support on existing network cabling since this RFP does not provide the specifics of the network cabling	Yes, the bidder will be expected to provide support on existing cabling only during the project time. The support will include testing and troubleshooting cable issues and providing recommendations to the AU team  Refer to Item 06; <b>Addendum 01</b>
29.	4.2 Technical Support "The vendor must provide 3 years technical support during the warranty period" Please confirm if this statement refers to the OEM support for 3 years and does it relate to 4.1.1 Warranty Defect Repair Service	Yes, this refers to 3 Years Vendor Customer Experience CX LEVEL 1 8X5XNBD support and relates to section 4.1.1
30.	4.2 Technical Support "Partner Support: Partners can provide customized solutions and on-site support tailored to AUs needs." Partner support should also be 3 years ?.	No, partner support will only be required during the deployment period whereby they will collaborate with OEM and AUC teams

All other bidding conditions remain unchanged.