



Cisco Systems, Inc.  
170 West Tasman Drive  
San Jose, CA 95134-1706  
Phone: 408 526-4000  
Fax: 408 526-4100  
<http://www.cisco.com>

February 20, 2013

Mr. Jerome Browning  
Alabama Department of Education  
Technology Initiatives  
P.O. Box 302101, 5315 Gordon Persons Building  
Montgomery, AL 36130

Subject: ALJP2013 Letter of Transfer for Cisco Systems, Inc. Contract Number ALJP2012-109

Dear Mr. Browning:

Please transfer our current award of ALJP2012-109 to ALJP2013 and consider our current award as a response to the ALJP2013 ITB. Attachments A, B, C, D, and E contain additional documentation as required by the ALJP2013 ITB and its Q&A responses.

Should you have any questions about our bid submission please contact Chuck Clay at [chuclay@cisco.com](mailto:chuclay@cisco.com) or at (703) 484-5380.

Yours sincerely,

A handwritten signature in blue ink, appearing to read "Dana Giampetroni".

Dana Giampetroni  
Director, Finance  
Cisco Systems, Inc.

Attachments:

- A. ALJP2013 ITB, Page 1
- B. Additional Bidder Information Form - ALJP2013 ITB, Page 34
- C. Categorical Discount Schedule, - ALJP2013 ITB, Page 33
- D. Current ISO 9001 Certification
- E. References

**Attachment A. Cover Sheet - ALJP2013 ITB Page 1**



Alabama Department of Education  
Invitation to Bid  
**ALJP2013**  
Information Technology  
Hardware & Software Product Lines

Invitation to Bid No: ALJP2013 Addendum No: NA  
DATE ISSUED: January 22, 2013  
BID MUST BE RECEIVED BEFORE: February 20, 2013 - 5 PM  
BIDS WILL BE PUBLICLY OPENED: February 21, 2013 - 9 AM  
ITB Contact: Jerome Browning Phone: (334) 353-4285  
ITB EMAIL: jrbrowning@alsde.edu

TO BE COMPLETED BY VENDOR:

Product Line for this Submission: **CISCO**

Product Line Offering & Base Pricing Source Type:

4. Manufacturer's published catalogue made available to the market and/or general public and available in digitized format

Potential PLC Website/Link/URL (see pg.12):

<http://www.cisco.com/web/strategy/government/alabama/index.html>

|                                                |                                           |                                                                                         |
|------------------------------------------------|-------------------------------------------|-----------------------------------------------------------------------------------------|
| Proposed Discount Off<br>Base Pricing (pg. 33) | Single Discount to be Applied:<br>_____ % | Categorical Discounts to be Applied:<br>Categorical Discounts to be Applied See Page 33 |
|------------------------------------------------|-------------------------------------------|-----------------------------------------------------------------------------------------|

**International Organization for Standardization (ISO) Certification:**

|                    |                       |                    |                                |
|--------------------|-----------------------|--------------------|--------------------------------|
| ISO Standard:      | ISO 9001:2008         | Other ISO:         |                                |
| Issuing Registrar: | TUV Sud America, Inc. | Registrar Contact: | ISO Team                       |
| Certificate ID#:   | 951 00 0875           | Email:             | info@tuvam.com                 |
| Issue Date:        | 01/16/2013            | Phone:             | 1-800-TUV-0123                 |
| Expiration Date:   | 01/27/2015            | Website:           | www.TUVamerica.com/cisco/9001/ |

\*\*\*\* IMPORTANT NOTE: \*\*\*\*

Bidders must read and comply with ALL bid response instructions and requirements as provided within this ITB document and initial each page.

Return Sealed Bids To:

**Regular Mail**  
Alabama Department of Education  
Technology Initiatives  
5315 Gordon Persons Building  
P.O. Box 302101  
Montgomery, AL 36130-2101

**Courier**  
Alabama Department of Education  
Technology Initiatives  
50 N. Ripley St.  
5315 Gordon Persons Building  
Montgomery, AL 36104-3833

**Certifications:**

- I have read the entire bid and agree to furnish the product line offered at the discount described within this response, if awarded. I hereby affirm I have not been in any agreement or collusion among bidders in restraint of freedom of competition.
- As a condition for the award of any contract by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees, I hereby attest that in my capacity with the company submitting this bid response that company listed below shall not knowingly employ, hire for employment, or continue to employ an unauthorized alien. I further attest that company is enrolled in the E-Verify program.\*

Signature and Notarization Required:

77-0059951

FEIN OR SSN

Cisco Systems, Inc.

COMPANY NAME

170 West Tasman Dr

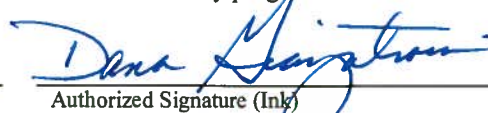
MAIL ADDRESS

San Jose, CA 95134

City, State Zip

703-484-5454

Phone Including Area Code

  
Authorized Signature (Ink)

Dana Giampetroni

TYPE/PRINT AUTHORIZED NAME

Director, Finance

Title

dgiampet@cisco.com

Email

703-842-8684

Fax Number

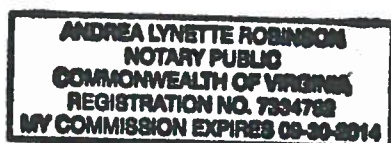
SWORN TO AND SUBSCRIBED

BEFORE ME THIS

19<sup>th</sup> DAY OF February

  
NOTARY PUBLIC

Term Exp: 09-30-2014



**Attachment B. Additional Bidder Information Form - ALJP2013 ITB Page 34**

DM6

# **ADDITIONAL BIDDER INFORMATION FORM**

|                                                 |                                      |                                           |                                                          |
|-------------------------------------------------|--------------------------------------|-------------------------------------------|----------------------------------------------------------|
| Company Name:*                                  | Cisco Systems, Inc.                  |                                           |                                                          |
| Company Mailing Address:*                       | 170 West Tasman Dr                   | Company Mailing Address of Incorporation: | 170 West Tasman Dr                                       |
| (City, State Zip)                               | San Jose, CA 95134                   | (City, State Zip)                         | San Jose, CA 95134                                       |
| Company Website:                                | www.cisco.com                        |                                           |                                                          |
| Company Telephone Including Area Code:*         | 703-484-5454                         | Company Fax Including Area Code:*         | 703-842-8684                                             |
| Authorized Person Name:*                        | Dana Giampetroni                     |                                           |                                                          |
| Authorized Person's Title with Company:*        | Director, Finance                    | Authorized Person's Email:                | dgiampet@cisco.com                                       |
| Response Contact Name:                          | Jennifer Pate                        |                                           |                                                          |
| Contact's Telephone Number Including Area Code: | 408-853-1426                         | Contact's Email:                          | jepate@cisco.com                                         |
| Contact's Mailing Address:                      | Mail Stop SJC02/2/, 3800 Zanker Road | If Contract is awarded send Agreement to: | <input checked="" type="radio"/> Contact Mailing Address |
|                                                 |                                      |                                           | <input type="radio"/> Company Mailing Address            |
|                                                 |                                      |                                           | <input type="radio"/> Other (Below)                      |
| (City, State Zip)                               | San Jose, CA 95134                   |                                           |                                                          |

- 979 • Information also include on page one of this document (must match)

**Attachment C. Categorical Discount Schedule**

DMLG

972

## DISCOUNT SCHEDULE

|                                              |                                     |                                                                                                      | Proposed Discount % |
|----------------------------------------------|-------------------------------------|------------------------------------------------------------------------------------------------------|---------------------|
| Reserved                                     | Single or Across-the-Board Discount | Applies to all product listed in the Product Line Product Offering and Base pricing Source submitted |                     |
| <b>Categorical Discounts (If Applicable)</b> |                                     |                                                                                                      |                     |
| Category Identification                      | Title                               | Description                                                                                          | Proposed Discount % |
| H                                            | Cisco Hardware                      | Cisco Hardware on Global Price List                                                                  | 30.00               |
| S                                            | Cisco SMARTnet                      | Cisco SMARTnet on Global Price List                                                                  | 15.00               |
| A                                            | Cisco Advanced Services             | Cisco Advanced Services                                                                              | 5.00                |
| T                                            | Training                            | Training                                                                                             | 5.00                |
|                                              |                                     |                                                                                                      |                     |
|                                              |                                     |                                                                                                      |                     |
|                                              |                                     |                                                                                                      |                     |
|                                              |                                     |                                                                                                      |                     |

973 Complete the Categorical Discounts section if and only if you are proposing categorical discounts on the  
 974 products of the proposed product line list on the Product Line Offering and Base Pricing Source. Otherwise if a  
 975 single discount is proposed enter that amount in the reserved section above. Add an additional page if  
 976 necessary.

977

**Attachment D. Current ISO 9001 Certification**



America

# CERTIFICATE

The Certification Body of  
**TÜV SÜD AMERICA INC.**

hereby certifies that

**Cisco Systems, Inc.**  
170 West Tasman Drive  
San Jose, CA 95134-1706

(All facilities listed on Appendix)

has implemented a Quality Management System  
in accordance with:

**ISO 9001:2008**

The scope of this Quality Management System includes:

**Design, Development, Manufacturing  
Operations, Sales, Services and  
Support for Networking Solutions  
and Communications Products**

Certificate Expiry Date: January 27, 2015

Certificate Registration No: 951 00 0875

Effective Date: January 16, 2013



  
Gary W. Minks  
VP, Regulatory Affairs





America

# CERTIFICATE

|         |                                     |         |                                |
|---------|-------------------------------------|---------|--------------------------------|
| 3       | North America                       |         |                                |
| 3       | Canada: Calgary, Alberta            | 3,4     | North America                  |
| 3       | Canada: Edmonton, Alberta           | 1,3,4   | US: Moorestown, NJ             |
| 3,4     | Canada: Halifax, Nova Scotia        | 3       | US: New York, NY               |
| 1,2,3,4 | Canada: Kanata, Ontario             | 3       | US: North Charleston, SC       |
| 3,4     | Canada: Montreal, Quebec            | 3       | US: Norwalk, CT                |
| 3       | Canada: Ontario                     | 3       | US: Oakland Park, FL           |
| 3       | Canada: Regina, Saskatchewan        | 3,4     | US: Oklahoma City, OK          |
| 1,3,4   | Canada: Toronto, Ontario            | 3       | US: Omaha, NE                  |
| 1,3     | Canada: Vancouver, British Columbia | 3,4     | US: Orlando, FL                |
| 3       | Canada: Winnipeg, Manitoba          | 3,4     | US: Overland Park, KS          |
| 3       | Costa Rica: San Jose                | 3       | US: Pewaukee, WI               |
| 3       | Dominican Republic: Santo Domingo   | 3,4     | US: Phoenix, AZ                |
| 2,3     | Mexico: Guadalajara                 | 3       | US: Pittsburgh, PA             |
| 3,4     | Mexico: Mexico City                 | 3       | US: Pittsford, NY              |
| 3,4     | Mexico: San Pedro Garza Garcia      | 3,4     | US: Pleasanton, CA             |
| 3       | Panama: Panama                      | 3       | US: Reno, NV                   |
| 3       | Puerto Rico: San Juan               | 1,2,3,4 | US: Research Triangle Park, NC |
| 3       | US: Albany, NY                      | 1,2,3,4 | US: Richardson, TX             |
| 3       | US: Albuquerque, NM                 | 1,2,3,4 | US: Richfield, OH              |
| 3       | US: Amherst, NY                     | 3,4     | US: Richmond, VA               |
| 3       | US: Anchorage, AK                   | 3,4     | US: Saint Petersburg, FL       |
| 1,2,3,4 | US: Atlanta, GA                     | 3       | US: Salem, VA                  |
| 1,2,3,4 | US: Austin, TX                      | 1,3,4   | US: Salt Lake City, UT         |
| 3       | US: Baton Rouge, LA                 | 3,4     | US: San Antonio, TX            |
| 3,4     | US: Bellevue, WA                    | 1,3,4   | US: San Diego, CA              |
| 3,4     | US: Bentonville, AR                 | 1,3,4   | US: San Francisco, CA          |
| 3       | US: Birmingham, AL                  | 1,2,3,4 | US: San Jose, CA               |
| 3       | US: Bloomington, IL                 | 1,3,4   | US: Seattle, WA                |
| 3,4     | US: Bloomington, MN                 | 3       | US: Sioux Falls, SD            |
| 3       | US: Bois d'Arcy, ID                 | 3       | US: South Burlington, VT       |
| 3,4     | US: Boston, MA                      | 3       | US: Southfield, MI             |
| 1,3,4   | US: Boulder, CO                     | 3       | US: Spokane, WA                |
| 1,2,3,4 | US: Boxborough, MA                  | 3       | US: Tallahassee, FL            |
| 3,4     | US: Nashville, TN                   | 3       | US: Tucson, AZ                 |
| 3       | US: Camp Hill, PA                   | 3,4     | US: Tulsa, OK                  |
| 3       | US: Carmel, IN                      | 3,4     | US: Wall Township, NJ          |
| 3       | US: Cedar Rapids, IA                | 3       | US: Washington, DC             |
| 3,4     | US: Charlotte, NC                   | 3       | US: West Des Moines, IA        |
| 3,4     | US: Chesterfield, MO                |         | Asia                           |
| 1,3,4   | US: Chicago, IL                     | 3       | Azerbaijan: Baku               |
| 3,4     | US: Cincinnati, OH                  | 3       | Bahrain: Al Manamah            |
| 3,4     | US: Colorado Springs, CO            | 3,4     | China: Beijing                 |
| 1,3,4   | US: Columbia, MD                    | 3       | China: Chengdu                 |
| 3       | US: Cordova, TN                     | 3       | China: Chongqing               |
| 3       | US: Destin, FL                      | 3       | China: Fuzhou                  |
| 3,4     | US: Dublin, Ohio                    | 3,4     | China: Guangzhou               |
| 3       | US: Englewood, CO                   | 3       | China: Hangzhou                |
| 3       | US: Fargo, ND                       | 3       | China: Nanjing                 |
| 3       | US: Farmington, CT                  | 1,2,3,4 | China: Shanghai                |
| 3       | US: Fresno, CA                      | 2,3     | China: Shenzhen                |
| 3,4     | US: Sacramento, CA                  | 3       | China: Urumqi                  |
| 3       | US: Grand Rapids                    | 3       | China: Hubei                   |
| 3       | US: Greensboro, NC                  | 3       | China: Xi'an                   |
| 3       | US: Greenville, SC                  | 2,3,4   | China: Xiamen                  |
| 1,3,4   | US: Hemdon, VA                      | 3       | China: Hong Kong               |
| 3       | US: Honolulu, HI                    | 1,2,3,4 | China: Hunan                   |
| 1,3,4   | US: Houston, TX                     | 3       | India: Bangalore               |
| 3       | US: Grand Rapids                    | 3       | India: Calcutta                |
| 1,2,3,4 | US: Irvine, CA                      | 1,3     | India: Chennai                 |
| 3,4     | US: Irving, TX                      | 1,3     | India: Hyderabad               |
| 3,4     | US: Iselin, NJ                      | 3,4     | India: Mumbai                  |
| 3       | US: Jacksonville, FL                | 3,4     | India: New Delhi               |
| 3       | US: Jefferson City, MO              | 1,3,4   | India: Pune                    |
| 3       | US: Knoxville, TN                   | 3,4     | Indonesia: Jakarta             |
| 1,3,4   | US: Lake Oswego, OR                 | 1,3,4   | Israel: South Netanya          |
| 3       | US: Las Vegas, NV                   | 3       | Japan: Fukuoka                 |
| 3       | US: Little Rock, AR                 | 3       | Japan: Nagoya                  |
| 3,4     | US: Los Angeles, CA                 | 3,4     | Japan: Osaka                   |
| 3       | US: Louisville, KY                  | 3       | Japan: Sapporo                 |
| 3       | US: Madison, WI                     | 3       | Japan: Sendai                  |
| 1,3,4   | US: Malvern, PA                     | 1,2,3,4 | Japan: Tokyo                   |
| 3,4     | US: Melville, NY                    | 3       | Jordan: Amman                  |
| 3       | US: Metairie, LA                    | 3       | Kazakhstan: Almaty             |
| 3,4     | US: Miami, FL                       | 3       | Kuwait: Kuwait City            |
| 3       | US: Montgomery, AL                  | 3       | Lebanon: Beirut                |
| 3,4     | US: Montvale, NJ                    | 2       | Malaysia: Bayan Lepas          |
|         |                                     | 3,4     | Malaysia: Kuala Lumpur         |

<http://www.tuvamerica.com/cisco/9001/>
[http://www.cisco.com/web/about/ac50/ac208/ac243/about\\_cisco\\_quality\\_certifications\\_home.html](http://www.cisco.com/web/about/ac50/ac208/ac243/about_cisco_quality_certifications_home.html)

Appendix 1 – Certificate 951 00 0875



America

# CERTIFICATE

| Asia  |                                 | Europe  |                                  |
|-------|---------------------------------|---------|----------------------------------|
| 3,4   | Philippines: Makati             | 1,2,3,4 | Belgium: Kortrijk                |
| 3,4   | Qatar: Doha                     | 3       | Bosnia and Herzegovina: Sarajevo |
| 3,4   | Russia: Moscow                  | 3       | Bulgaria: Sofia                  |
| 3     | Russia: Saint Petersburg        | 3       | Croatia: Zagreb                  |
| 1,3   | Saudi Arabia: Dhahran           | 3       | Cyprus: Lefkosia                 |
| 3     | Saudi Arabia: Jeddah            | 3,4     | Czech Republic: Prague           |
| 3,4   | Saudi Arabia: Riyadh            | 3       | Denmark: Aabyhoj                 |
| 2,3,4 | Singapore: Singapore            | 1,3,4   | Denmark: Soeborg                 |
| 3     | South Korea: Daejeon            | 3       | Finland: Espoo                   |
| 3     | South Korea: Pusan              | 1,3,4   | France: Biot-Sophie Antipolis    |
| 3,4   | South Korea: Seoul              | 3       | France: Cesson Sevigne           |
| 3     | Sri Lanka: Colombo              | 1,3,4   | France: Issy les Moulineaux      |
| 2,3   | Taiwan: Taipei                  | 3       | France: Lyon                     |
| 2,3,4 | Thailand: Bangkok               | 3       | France: Strasbourg               |
| 3     | Turkey: Ankara                  | 3       | France: Toulouse                 |
| 3,4   | Turkey: Istanbul                | 3       | Germany: Berlin                  |
| 3,4   | United Arab Emirates: Dubai     | 3       | Germany: Bonn                    |
| 3     | Vietnam: Hanoi                  | 3,4     | Germany: Dusseldorf              |
| 3     | Vietnam: Ho Chi Minh City       | 3,4     | Germany: Eschborn                |
| 3     | Australia/New Zealand           | 1,3,4   | Germany: Hellbergmoos            |
| 3     | Australia: Adelaide             | 3       | Germany: Hamburg                 |
| 3     | Australia: Brisbane             | 3       | Germany: Mannheim                |
| 3,4   | Australia: Canberra             | 1       | Germany: Nuremberg               |
| 4     | Australia: Sydney, Chatswood    | 3,4     | Germany: Stuttgart               |
| 1,3,4 | Australia: Melbourne            | 3       | Greece: Athens                   |
| 3,4   | Australia: North Sydney         | 3,4     | Hungary: Budapest                |
| 3     | Australia: Perth                | 3       | Iceland: Reykjavik               |
| 1,4   | Australia: Sydney, St. Leonards | 3,4     | Ireland: Dublin                  |
| 3     | New Zealand: Auckland           | 1,3     | Ireland: Galway                  |
| 3     | New Zealand: Wellington         | 1,2,3   | Italy: Monza                     |
| 3     | South America                   | 3,4     | Italy: Rome                      |
| 3,4   | Argentina: Buenos Aires         | 1,3,4   | Italy: Vimercate                 |
| 3     | Brazil: Brasilia                | 3       | Latvia: Riga                     |
| 3,4   | Brazil: Rio De Janeiro          | 3       | Lithuania: Vilnius               |
| 3,4   | Brazil: Sao Paulo               | 3       | Luxembourg: Luxembourg           |
| 3     | Chile: Santiago                 | 3       | Macedonia, Republic of: Skopje   |
| 3,4   | Colombia: Bogota                | 1,2,3,4 | Netherlands: Amsterdam           |
| 3     | Colombia: Medellin              | 3       | Norway: Oslo                     |
| 3     | Ecuador: Quito                  | 3,4     | Poland: Warsaw                   |
| 3     | Peru: Lima                      | 3,4     | Portugal: Lisbon                 |
| 3     | Venezuela: Caracas              | 3       | Romania: Bucharest               |
| 3     | Africa                          | 3       | Serbia: Belgrade                 |
| 3     | Algeria: Algiers                | 3       | Slovakia: Bratislava             |
| 3,4   | Egypt: Cairo                    | 3       | Slovenia: Ljubljana              |
| 3     | Senegal: Dakar                  | 3,4     | Spain: Barcelona                 |
| 3     | Kenya: Nairobi                  | 3,4     | Spain: Madrid                    |
| 3     | Libyan Arab Jamahiriya: Tripoli | 3       | Sweden: Goteborg                 |
| 3     | Mauritius: Quatre Bornes        | 3,4     | Sweden: Stockholm                |
| 3     | Morocco: Casablanca             | 3       | Switzerland: Bern                |
| 3     | Nigeria: Lagos                  | 3,4     | Switzerland: Zurich              |
| 3     | South Africa: Cape Town         | 1,2,3   | Switzerland: Rolle               |
| 3,4   | South Africa: Johannesburg      | 3       | Ukraine: Kiev                    |
| 3     | South Africa: Pretoria          | 1,3,4   | United Kingdom: Edinburgh        |
| 3     | Tunisia: Tunis                  | 1,2,3,4 | United Kingdom: Feltham          |
| 3     | Europe                          | 1,3,4   | United Kingdom: Glasgow          |
| 3     | Austria: Salzburg               | 1,3,4   | United Kingdom: London           |
| 3     | Austria: Vienna                 | 3,4     | United Kingdom: Manchester       |
| 1,3,4 | Belgium: Diegem                 | 1,3,4   | United Kingdom: Reading          |

Scope Activities - 1=Design and Development 2=Manufacturing 3=Sales 4=Services and Support

<http://www.tuvamerica.com/cisco/8001/>
[http://www.cisco.com/web/about/ac50/ac208/ac243/about\\_cisco\\_quality\\_certifications\\_home.html](http://www.cisco.com/web/about/ac50/ac208/ac243/about_cisco_quality_certifications_home.html)

Appendix 2 - Certificate 951 00 0875

## **Attachment E. References**

|                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                      |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Laquita Nelson<br/> <a href="mailto:Laquita.nelson@hsv-k12.org">Laquita.nelson@hsv-k12.org</a><br/> HCS Department of Information Technology<br/> Huntsville City Schools<br/> 200 White Street<br/> Huntsville, AL 35801<br/> 256-428-6800</p>   | <p>Michele White<br/> <a href="mailto:mdwhite@mcpss.com">mdwhite@mcpss.com</a><br/> Coordinator of Instructional Technology<br/> Mobile County Public School System<br/> 1 Magnum Pass<br/> Mobile, AL 36618<br/> 251-221-6215</p>                   |
| <p>Homer Coffman<br/> <a href="mailto:hcoffman@bcbe.org">hcoffman@bcbe.org</a><br/> Chief Technology Officer<br/> Baldwin County Public Schools<br/> 2600 North Hand Ave<br/> Bay Minette, AL 36507<br/> 251-972-6850</p>                            | <p>Clyde Waters<br/> <a href="mailto:cwaters@camden.k12.nj.us">cwaters@camden.k12.nj.us</a><br/> Office of Technology Network Engineer<br/> Camden City Public Schools<br/> 201 North Front St<br/> Camden, NJ 80102<br/> 856-966-6356 ext 31201</p> |
| <p>Dr. Connie Bain<br/> <a href="mailto:baincd@vestavia.k12.al.us">baincd@vestavia.k12.al.us</a><br/> Director of Technology<br/> Vestavia Hills City Schools<br/> 1204 Montgomery Highway<br/> Vestavia Hills, Alabama 35216<br/> 205- 402-5124</p> |                                                                                                                                                                                                                                                      |