



Request for Quotation #SHS27-AB-04

Renewal of Cisco products, support services, subscriptions, and related licensing

RFQ Number: SHS27-AB-04

Enquires Deadline: 12:00 PM (PST), October 22, 2026

RFQ Issue Date: October 2, 2026

Closing Time: 2:00 PM (PST), October 29, 2026

1. Project Background

The purpose of this Request for Quotation ("RFQ") is to obtain competitive quotations for the renewal of Cisco products, support services, subscriptions, and related licensing. The required items are detailed in Appendix A, Product Specification and Price Form, and include Cisco SmartNet Renewal and Cisco Flex Renewal items covering network, wireless, security, collaboration, and related infrastructure services. The renewal scope includes, but is not limited to, Cisco DNA On Prem essential, C9300 DNA Essentials, C9500X DNA Advantage, Cisco ISE, Cisco Firepower Management Center, Catalyst CW9800H2, Catalyst 9300, Catalyst 9500, Catalyst Center Appliance, Cisco Secure Firewall, Cisco ISR 4321, Nexus 9300, Cisco Collaboration Flex. Vendors must complete the Appendix A price form and provide pricing for the specified items and quantities only. All proposed pricing must be in Canadian dollars (CAD), all-inclusive, with any applicable taxes, fees, delivery charges, or additional costs clearly identified.

All procurement activities related to this bid will be conducted in full compliance with applicable BC government laws, regulations, and directives. Please note that the procurement process and the Respondent's eligibility criteria may be subject to change at any time, including at the time of procurement, based on evolving directives, regulations, or trade agreements.

Note to Respondents:

1. Quotations must be provided for the equipment specified in Appendix A; **alternatives to the specified licensing will not be considered.**
2. Licenses must be purchased by **November 4, 2026**.
3. In accordance with section 2.6 of the RFQ Terms and Conditions, B.C. Pavilion Corporation (PavCo) reserves the right to split award.
4. Fill out the requested information below, and complete Appendix A. Include both documents in your submission.
5. Quotations will be evaluated based on the overall best value to PavCo, criteria including but not limited to prices, delivery charges, and compliance with specifications.

2. Product Specifications

Commented [A1]: [Mention was removed] Could you confirm the expected delivery date?

Commented [A2R1]: I was told the longest lead times on a product is 6 weeks.

Commented [A3]: Update the date

Commented [A4]: [Mention was removed] - please send Janet a list of suppliers with their contact information that could potentially bid on this.

Commented [A5R4]: Sent via email

See Appendix A with full details and specifications for each item, provided as a separate document, on BC Bid (Excel Document).

3. Submission Instruction

E-mail Submission: Submit one (1) complete electronic quotation to procurement@bcpavco.com in accordance with the email submission instructions set out in section 5 below. Email must include the RFQ Title and Proponent's name in the subject line of the email.

4. Response Declaration Letter

This section must be completed by the Respondent.

The undersigned agrees to be bound by the terms and conditions of the Request for Quotation and to supply the items listed at the prices quoted. If a purchase order is issued by the B.C. Pavilion Corporation as represented by BC Place to the undersigned, the undersigned will be bound by and will comply with the terms and conditions contained in the Request for Quotation, the Purchasing Agreement and the Purchase Order which will constitute the full and complete agreement between the parties. Pricing will be firm for a minimum of 30 days unless otherwise specified by the Respondent.

The undersigned declares that we are not exporting or importing of goods or services from Russia and Belarus to provide the goods required for this quote.

Legal Company Name	
Doing Business As (if applicable)	
Street Address	
Phone Number	
E-mail Address	
Authorized Official Name (Please Print)	
Signature of Authorized Official	
Date	

5. Instructions to Respondents

- 5.1. Direct all inquiries to:
Aldo Barragan ("RFQ Contact Person")
Email: procurement@bcpavco.com
- 5.2. Inquiries and responses may be distributed to all Respondents at PavCo's option.
- 5.3. Respondents must refer to the Request for Quotation ("RFQ") number in all correspondences.
- 5.4. Prices must be quoted in Canadian funds and must be exclusive of any applicable taxes. F.O.B. Point: a) BC Place: Offloaded 777 Pacific Blvd, East Entrance off Griffiths Way, Vancouver, BC. Shipping/Receiving Contact: Warren Jung 604.661.3431 b) VCC: Offloaded 1055 Canada Place, Vancouver, BC. Shipping/Receiving Contact: Rajiv Parihar/ Cesar Pena.
- 5.5. Quotations will not be accepted unless properly signed and submitted on this form. Qualifying clauses or exceptions may result in rejection of the quotation.
- 5.6. Respondents are to use price column for price quoted and to fill in all applicable areas.
- 5.7. One (1) electronic copy of the quotation, made on this form and the pricing appendix, must be received via email before the Closing Time to procurement@bcpavco.com.

6. RFQ Terms and Conditions

- 6.1. Only complete quotations received before the Closing Time will be considered to have been received on time. Quotations received on or after the Closing Time will be rejected and returned. In the event of a dispute, the quotation receipt time as recorded at the Closing Location shall prevail whether accurate or not.
- 6.2. Quotations must be submitted in English.
- 6.3. If a Respondent discovers that it has made an error in its quotation, the Respondent may forward a correction notice to PavCo at the Closing Location prior to the Closing Time.
- 6.4. When quotations have been received and an award made, the successful Respondent ("Vendor") will be held to its quotation as of the closing of the RFQ irrespective of subsequent representation that mistakes have been made in the quotation originally submitted.
- 6.5. Notwithstanding paragraph 2.4 above, if it appears that an error has been made in a quotation, PavCo may, in its sole discretion, before awarding an order, communicate with the potential vendor to ascertain if it will supply at the quoted price or withdraw the quotation. If the potential vendor is permitted to withdraw its quotation, the potential vendor will not be considered on this RFQ.
- 6.6. PavCo reserves the right to award this order in part or in full, on the basis of the quotations received unless the Respondent specifies that its quotation is valid only for the complete order.
- 6.7. Lowest or any quotation will not necessarily be accepted.
- 6.8. Respondents must comply with all applicable laws.
- 6.9. PavCo will not be obligated in any manner to any Respondent whatsoever until a Purchase Order has been issued by PavCo respecting a quotation.
- 6.10. All procurement activities related to this bid will be conducted in full compliance with applicable BC government laws, regulations, and directives. Please note

that the procurement process and the Respondent's eligibility criteria may be subject to change at any time, including at the time of procurement, based on evolving directive, regulations, or trade agreements.

7. Purchase Order Terms and Conditions

- 7.1. **ACCEPTANCE OF PURCHASE ORDER AND DELIVERY**
 - 7.1.1. The Purchase Order is an offer to purchase upon the Terms and Conditions, and at the prices stated, herein, without amendment by Vendor (unless expressly agreed to in writing by Vendor).
 - 7.1.2. Delivery shall be completed upon completion of the services and/or arrival of the goods free and clear of all encumbrances and liens within the time and at the destination specified herein, upon acceptance of the goods by the British Columbia Pavilion Corporation ("Purchaser") pursuant to section 3.5. hereof and upon delivery to Purchaser of such bills of lading, invoices or other documentation as may be specified herein, all risk in the goods shall remain with Vendor until delivery has been made in accordance with this paragraph.
 - 7.1.3. If at any time it should become apparent to the Purchaser that the services and/or goods will not be delivered by the date or dates specified, Purchaser may, at its option either
 - (i) cancel this Purchase Order in which case Vendor shall forthwith return to Purchaser all monies paid by Purchaser on account of this Purchase Order, or
 - (ii) require Vendor to expedite the work (by using additional shifts and equipment or by subcontracting portions of the work) all at the sole cost and expenses to the Vendor for all additional resulting costs and expenses.
- 7.2. **SHIPPING INSTRUCTIONS**

Vendor shall prepare 2 copies of packing slips for each container clearly showing each item number as specified on the Purchase Order, the quantity and full description of the item and its gross weight. Vendor shall securely attach one copy of the packing slip to the outside of each container and the other copy shall be mailed to the Purchaser at the address shown on the front page of the Purchase Order.
- 7.3. **PACKING**

Damages to any goods resulting from improper packing will be for the Vendor's account and will be either charged by the Purchaser to the Vendor, or offset by the Purchaser against any amounts owing to the Vendor, should the Purchaser decide to keep the damaged goods. If the Purchaser rejects the damaged goods, then the provisions of section 3.4. will apply.
- 7.4. **ACCEPTANCE**

All goods and/or services supplied are subject to inspection by the Purchaser upon delivery at the specified destination. The Purchaser shall have the right to reject and return, within thirty (30) days of delivery, any goods that are non-conforming to the Purchase Order or that are damaged. Purchaser has the right to reject any goods

found to be not in accordance with the Purchase Order or to be damaged. Purchaser shall notify Vendor of rejection and the reason therefore whereupon the goods will be held by Purchaser subject to the disposition by Vendor and solely at Vendor's risk and expense. No acceptance by or on behalf of Purchaser shall release Vendor from any guarantee or warranty specified herein or otherwise agreed between Purchaser and Vendor. If the Vendor fails to dispose of such goods at a reasonable time, then Purchaser, at its option, may return the goods to Vendors at Vendor's expense, or dispose of the goods at Vendor's expense, without any obligation or liability to Vendor in respect thereof.

7.5. PRICE AND PAYMENTS

- 7.5.1. Prices charged to Purchaser hereunder will not be more than the lowest price/rate charged by Vendor to anyone else including Vendor's most favored customer for a like quantity and terms.
- 7.5.2. All invoices must reference this Purchase Order number to facilitate payment. Purchaser may return any invoices containing errors or discrepancies, without payment, for correction and re-issuance. Vendor will not charge interest on any overdue invoices, and no interest will be payable by Purchaser.
- 7.5.3. Payment of Vendor's invoice(s) prior to the delivery and acceptance of the goods is not required for cash discounts offered by Vendor to apply, and all such cash discounts will be afforded to Purchaser. Having said that, Purchaser may pay such invoices prior to delivery or acceptance of goods where cash discounts apply, providing that by such prior payment Purchase shall not be deemed to accept the quantity and quality of the goods as invoiced.
- 7.5.4. Unless otherwise stipulated in this Purchase Order, the purchase price specified herein includes all costs, including without limitation, freight to destination, insurance, duties, taxes and is firm price not subject to any increase whatsoever.
- 7.5.5. If, in connection with this Purchase Order Vendor becomes obligated to pay any amount to Purchaser (whether pursuant to an indemnity, by the terms of this Purchase Order, or whether by law or in equity), then without prejudice to any other rights that Purchaser may have, and whether or not specified in this Purchase Order, Purchaser may offset and deduct such amount from any amounts otherwise owing by Purchaser to Vendor whether such amounts are owing to Vendor under this Purchase Order or otherwise.
- 7.5.6. Purchaser's payments terms are net 30 days of receipt of invoice.
- 7.5.7. Vendor must submit their invoice to the Purchaser's Account Payable via email to procurement@bcpavco.com

7.6. INSPECTION AND EXPEDITING

Inspection and expediting may be carried out by Purchaser and/or its appointed agent(s) who shall have free access and entry at all reasonable times to all parts of the Vendor's works which are engaged in fabrication of the goods. The Vendor shall make adequate provisions to ensure free access and entry to his suppliers' and/or subcontractors' premises for this purpose. Inspection by Purchaser's inspector/expeditor and/or its appointed agent(s) does not waive the completion of all requirements called for in this Purchase Order or in any plans, specifications and drawings referred to herein. Failure by Purchaser to inspect any goods or workmanship or to object to defects therein after inspection is completed shall not relieve Vendor from its responsibilities and liabilities with respect to defective material and workmanship as specified in paragraph 9 herein or as called for in any plans, specifications and drawings referred to herein.

7.7. CHANGES

Purchaser may, by written notification, make changes in any plans, specifications and drawings referred to herein, or to the method of shipment or time of delivery.

7.8. GUARANTEE

Vendor shall provide the services and/or furnish the goods in accordance with the details and specifications contained in this Purchase Order and hereby guarantees and warrants the services and/or goods supplied under this Purchase Order to be fit for the particular purpose or use for which they are intended by Purchaser, that the services and/or goods will perform in accordance with any specifications advised by Purchaser and in addition, Vendor guarantees and warrants the services and/or goods against any and all defects in material, workmanship and design (whether latent or patent) for a period of 12 months from the date upon which the services are completed and/or goods are first used or put into operation. Vendor shall, at its own expense, satisfactorily repair or remove and replace at the specified delivery point the whole or any part or parts thereof which may be found to be so defective during the 12-month period, provided that Purchaser notifies Vendor in writing of any such defects within 30 days of the expiry of such 12-month period. Should the Vendor fail to rectify defects as so required upon receipt of notice, the Purchaser may itself undertake rectification at the sole cost and expense of the Vendor. The foregoing guarantee is in addition to and not in substitution for any statutory warranty or any other right or remedy Purchaser may have in law, by way of contract or in equity.

7.9. TESTS, SAMPLES, DRAWINGS

The testing of all materials, furnishing of manufacturer's certifications, guarantees and samples and furnishing of all detail drawings, lists or manuals of instruction in connection with the goods as required by the Purchaser shall be the obligation of the Vendor, and Vendor shall provide the same to Purchaser as part of the delivery of the goods hereunder.

7.10. IMPORTS/NON RESIDENTS

All goods covered by this Purchase Order to be furnished from sources outside should be forwarded and invoiced in the manner prescribed from time to time by the Canadian customs laws and regulations and in a manner permitting all claims for exemptions, refunds and rebate thereunder. Payments to non-resident Vendors for services physically provided in Canada will be subject to non-resident withholding taxes as prescribed by Canadian tax laws and regulations. It is the Vendor's decision and responsibility to apply for a waiver in respect to non-resident withholding taxes.

7.11. LIENS AND HOLDBACKS

Vendor will not permit any liens or claims to be filed or made on property owned or occupied by the Purchaser by any person, firm or corporation employed or engaged directly or indirectly by the Vendor in connection with the provision of services and/or goods pursuant to this Purchase Order. If any such lien or claim is filed or made, Purchaser may apply any funds payable to Vendor to release and satisfy such lien or claim, and if there are insufficient funds for such purpose, then Vendor shall promptly arrange, and pay any and all monies necessary, such discharge. In addition to and without limiting the foregoing, Vendor acknowledges that the holdback provisions of the *Builders Lien Act of British Columbia and all Regulations* thereunder may apply to this Purchase Order.

7.12. INDEMNITY

Vendor agrees to indemnify and save harmless Purchaser, its employees, agents, successors and assigns from any and all claims, liabilities and demands arising out of its performance, negligent performance or non-performance of this Purchase Order or the goods provided by Vendor to Purchaser hereunder.

7.13. PATENTS

Vendor hereby represents and warrants that the use of sale by Purchaser of the goods will not infringe on any right of invention, patent, trademark, or process of manufacture and agrees to indemnify and save harmless Purchaser against any costs, damages, or expenses (including reasonable attorneys' fees) arising out of any such infringement or alleged infringement.

7.14. WORKERS' COMPENSATION

Vendor shall at all time pay or cause to be paid any assessment or compensation required to be paid pursuant to the Workers' Compensation Act and upon Vendor's failure to do so, Purchaser may pay any such assessment or compensation to the Workers' Compensation Board and the amount of such payment shall, at Purchaser's option, be payable by Vendor to Purchaser on demand or may be deducted by Purchaser from any monies due and payable to the Vendor pursuant to this Purchase Order. Vendor shall comply and ensure that its subcontractors comply with the conditions, regulations and laws relating to workers' compensation.

7.15. GENERAL PROVISIONS

7.15.1. This Purchase Order constitutes the entire agreement between Purchaser and Vendor and

supersedes and cancels all previous agreements in connection with the order whether oral or in writing and whether contained in the Vendor's proposal, quotation or otherwise.

7.15.2. In the event of any conflict between the terms of the Vendor's proposal or quotation and this Purchase Order, the terms of this Purchase Order shall prevail. In the event of unresolved disputes arising out of or in connection with this Purchase Order, such disputes may be referred to and finally resolved by arbitration administered by the British Columbia International Commercial Arbitration Centre pursuant to its Rules of Procedure. The place of Arbitration will be Vancouver, British Columbia.

7.15.3. Any waiver or change in the terms and conditions contained in this Purchase Order must be specifically agreed to in writing by Purchaser to be valid and effective.

7.15.4. No provision of the Purchase Order, or any breach of a provision of this Purchase Order, will be or be deemed to be waived by the other party unless waived in writing, and any such written waiver will not be or be deemed to be a waiver of any continuing or subsequent breach.

7.15.5. Time is of the essence of this Purchase Order.

7.15.6. This Purchase Order and the contract herein contained shall be governed by and interpreted in accordance with the laws of British Columbia.

7.15.7. Vendor agrees to comply at its sole cost with every law, regulation or ordinance, whether Federal, Provincial or Municipal, applicable to the labour or services required or supply of goods called for under this Purchase Order.

7.15.8. This Purchase Order may not be assigned or subcontracted by the Vendor, either in whole or in part, without the prior written consent of Purchaser, which may be denied by the Purchaser in its discretion.

7.16. CANCELLATION

Purchaser reserves the right to cancel this Purchase Order without penalty or charge of any kind if the materials, services, or deliveries are not in accordance with the specifications in this Purchase Order. Purchaser may also cancel this Purchase Order at any time before the delivery of the goods referred to herein upon written notice to Vendor, without any penalty or charge of any kind to Purchaser. If this Purchase Order is cancelled, then any monies paid by Purchaser to Vendor on account of this Purchase Order will be returned forthwith by Vendor to Purchaser, or, at the option of Purchaser, offset against any other monies owing by Purchaser to Vendor.

7.17. FOIPPA

This Purchase Order and all things done under this Purchase Order are subject to the *Freedom of Information and Protection of Privacy Act (British Columbia)*.



Appendix A – Product Specification and Price Form

Appendix A is provided as separate document on BC Bid.

1. NOTES FOR USING THIS FORM:

- a) Proponents **must** use the Product Specification and Price Form provided. Although the Quotation should maintain the same format and layout of this form, additional lines or cells may be added.
- b) Information provided outside of Appendix A may not be assessed, unless requested otherwise by PavCo.

2. NOTE TO PROPONENTS:

- a) The Quotation must be submitted to Procurement@bcpavco.com in accordance with the email submission instructions set out in section 3 – Submission Instruction before the Closing Time specified on the Cover Page.

Appendix B – Contract Form

The form of Agreement will be provided as a separate document on BC Bid through an addendum.

By submission of a Quotation, the Proponent agrees that should its Quotation be successful, the Proponent will enter into a Contract with PavCo that includes the terms set out in this Appendix.

