



ZONE 7 WATER AGENCY

REQUEST FOR QUOTATION

RFQ NO. RFQ-2026-180

PALO ALTO NETWORKS FIREWALL

Release Project Date	June 18, 2026
Question Submission Deadline	June 25, 2026, 3:00pm
Response Submission Deadline	July 2, 2026, 12:00pm

Table Of Contents

1. Introduction
2. Description of the Agency
3. Vendor Qualifications and Instructions
4. Award Information/ Bid Protest Procedure/Agreement Execution
5. County Purchase Order Terms and Conditions
6. Bid Form
7. Vendor Questionnaire
8. Attachments

1. Introduction

Zone 7 Water Agency (hereafter referred to as “Agency”) desires to hire a qualified and reliable contractor to provide Palo Alto Networks next-generation firewall (NGFW) hardware, including all associated manufacturer licensing, cloud-delivered security subscriptions, and Premium Support. The selected contractor must provide brand-new, manufacturer-authorized equipment. The hardware must be bundled with a one-year (1-year) term for all applicable Palo Alto Networks software licensing, security subscriptions, and Premium Support agreements, strictly adhering to the technical specifications outlined in the solicitation.

The Agency will award to the lowest, responsive, and responsible bidder a one-time Purchase Order (PO).

All bidders shall meet the provisions, requirements, and specifications listed in the Request for Quotation #RFQ-2026-180.

2. Description of the Agency

2.1 Organization, Purpose and Powers

The Agency is a dependent special district established under the Alameda County Flood Control and Water Conservation District Act (the “District Act”). The District Act (Act 20 of the Uncodified Acts of the California Water Code) was passed by the state Legislature in 1949. The Agency was established by a vote of the residents of the Livermore-Amador Valley (the “Livermore Valley”) area in 1957, with its own independently elected board to provide local control of integrated water resources. The Agency is responsible for providing wholesale treated (drinking) and untreated (agricultural irrigation) water, flood control and groundwater management throughout eastern Alameda County.

The Agency is further authorized by the District Act to prevent interference with or diminution of, or to declare rights in the natural flow of any stream or surface or subterranean supply of waters used or useful for any purpose of the Agency and to prevent contamination, pollution or otherwise rendering unfit for beneficial use the surface or subsurface water used or useful in the Agency. The Agency has broad powers to finance, construct and operate a system for the transportation, storage, treatment, and distribution of water. The Agency is also authorized to levy replenishment assessments upon the production of groundwater from all water-producing facilities, whether public or private, within the Agency’s service area.

In 2003, the legislature passed Assembly Bill 1125 and gave the Agency Board full authority and autonomy to govern matters solely affecting the Agency independently of the Alameda County Board of Supervisors. The Alameda County Board of Supervisors, acting as the Board of Supervisors of the Alameda County Flood Control and Water

Conservation District (the "District"), governs the other nine zones of the District. The other zones are operationally and financially independent from the Agency.

2.2 Service Area

The Agency's service area covers 425 square miles of eastern Alameda County and has an estimated population of 266,000 people. The Agency supplies treated drinking water to retailers serving residents and businesses in Pleasanton, Livermore, Dublin, and through a special agreement with the Dublin San Ramon Services District, the Dougherty Valley area in San Ramon. The Agency also supplies untreated irrigation water to local vineyards, farms, and golf courses, and provides both flood protection and groundwater management to all of eastern Alameda County.

3. Vendor Qualifications and Instructions

3.1 Vendor Qualifications and Instructions

By submitting a quotation, the Vendor acknowledges and certifies the following:

- Vendor has reviewed all solicitation requirements and specifications.
- Vendor is an authorized Palo Alto Networks reseller in good standing.
- All equipment proposed is new, unused, and manufacturer authorized.
- All support, maintenance, subscriptions, and licensing are provided through Palo Alto Networks manufacturer-authorized programs.
- No third-party support, maintenance, warranty, or subscription services are included in the quotation.
- All subscriptions and support are quoted for a one (1) year term.
- All licenses, subscriptions, and support entitlements will be registered to Zone 7 Water Agency.
- Vendor has included all costs necessary to provide the requested products and services, including shipping, handling.
- Vendor has identified any exceptions, deviations, substitutions, or clarifications in its quotation. If no exceptions are identified, the Agency will assume full compliance with the solicitation requirements.
- Vendor understands that quotations may be rejected if they do not comply with the requirements of this solicitation.

4. Award Information/ Bid Protest Procedure/Agreement Execution

4.1 Quotation Opening

Quotations will be opened on Thursday, July 2, 2026, 12:00 pm. All information regarding the bid responses will be held confidential until such time as the bids are publicly opened.

4.2 Quotation Evaluation

Quotations will be reviewed and evaluated based on the following:

- A. The overall total cost on the bid form.
- B. Bidder meets the requirements identified in the RFQ.
- C. Bid is determined to be the best value for the Agency.

4.3 Quotations Withdrawals or Modifications

Quotations may be modified or withdrawn, through the E-Procurement Portal up until the Request for Quotation due date.

4.4 Quotation Rejection

The Agency reserves the right to reject any and all quotations, to negotiate specific terms, conditions, compensation, and provisions on any agreements that may arise from this solicitation; to waive any informalities or irregularities in the quotations; and to accept the quotation(s) that appear(s) to be in the best interest of the Agency. In determining and evaluating the quotations, costs will not necessarily be controlling; the experience of those who will be providing services under the agreement, quality, equality, efficiency, utility suitability of the services offered, and the reputation of applicants will be considered, along with other relevant factors.

4.5 Subcontracting

If subcontracting is contemplated, this should be disclosed in your quotation. No additional subcontracting will be allowed without the express prior written consent of the Agency.

4.6 Preparation Costs

Any quotation preparation and/or travel cost regarding this quotation is the sole responsibility of the Bidder. All quotation documents, prints, and any detailed drawings shall be the property of the Agency once submitted.

4.7 Bid Protest Procedure

Protests must be in writing and served via email and overnight mail to: Attn: Purchasing Agent, 100 N. Canyons Pkwy, Livermore, CA 94551, within five (5) Working Days of

opening the bids (“Bid Protest Deadline”) and must comply with the following requirements.

1. General

Only a Bidder who has submitted a responsive Bid is eligible to submit a bid protest against another Bidder. Subcontractors are not eligible to submit bid protests. A Bidder may not rely on the bid protest submitted by another Bidder, but must timely pursue its own protest.

2. Protest Contents

The bid protest must contain a complete statement of the basis for the protest and all supporting documentation. Material submitted after the Bid Protest Deadline will not be considered. The protest must refer to the specific portion or portions of the Contract Documents upon which the protest is based. The protest must include the name, address, email address, and telephone number of the person representing the protesting Bidder if different from the protesting Bidder.

3. Service of Protest

A copy of the protest and all supporting documents must be concurrently transmitted by email and overnight mail, by or before the Bid Protest Deadline, to the protested Bidder or Bidders.

4. Response to Protest

The protested Bidder may submit a written response to the protest, provided the response is received by the Agency before 5:00 p.m., within two (2) Working Days after the Bid Protest Deadline or after actual receipt of the bid protest, whichever is sooner (the “Response Deadline”). The response must include all supporting documentation. Material submitted after the Response Deadline will not be considered. The response must include the name, address, email address, and telephone number of the person representing the protested Bidder if different from the protested Bidder.

5. Copy to Protesting Bidder

A copy of the response and all supporting documents must be concurrently transmitted by email and overnight mail, by or before the Response Deadline, to the protesting Bidder.

6. No Further Written Submissions will be Considered

The bid protest and any response from the protested Bidder are the only documents that will be considered by the Agency.

7. Mandatory Requirements

The procedure and time limits set forth in this section are mandatory. A Bidder's failure to comply with these procedures will constitute a waiver of any right to further pursue a bid protest, including the initiation of legal proceedings.

8. Response from Agency

A written response will be provided by the Agency. Unless the protest is thereafter withdrawn in writing, recommendation for award of the contract will be scheduled on the public agenda of the governing board of the Agency.

9. Right to Award

The Agency reserves the right to award the Contract to the Bidder it has determined to be the responsible Bidder submitting the lowest responsive Bid, and to issue a Notice To Proceed with the Work notwithstanding any pending or continuing challenge to its determination.

4.8 Contract Award Conditions

The contract will be awarded to the apparent lowest responsive and responsible bidder.

Nevertheless, any award made under this solicitation is contingent upon final approval by the Zone 7 Board of Directors. No contractual obligation on the part of the Agency will exist until that approval is granted and a formal agreement has been executed.

The award may be issued as either a Purchase Order or a formal Agreement (Contract), as deemed appropriate by the Agency based on the nature and scope of the procurement.

4.9 Issuance of a Purchase Order

If a Purchase Order (PO, BPO) is issued, the Agency will email a copy of the PO to the awarded vendor(s).

4.10 Execution of Agreement

The Agreement shall be signed by the successful Bidder(s) and returned, together, with the required insurance documents within ten (10) calendar days after the Bidder has received the Agreement. Failure to do so shall be just cause for the annulment of the award at the sole election of the Agency. No Quotation or Agreement shall be considered binding upon the Agency until the approval of the Agency Board of Directors and/or the execution of the Agreement by the Agency and all conditions of the Agreement and or RFQ have been met.

4.11 Invoicing and Payment Process

The Contractor will bill on either one-time or monthly basis (as applicable) based on the work performed. Invoices not including the proper purchase order or contract number, or any variations may cause a delay in payment. Payment will be made after invoices are received, approved by the staff overseeing the work and the department has processed the payment. Payments will normally be made at the end of thirty (30) days unless other terms are specifically offered by the Contractor and accepted by the Agency. The Agency does not pay in advance or for interest or fees for late payments.

Invoices can be emailed to accountspayable@zone7water.com or a hard copy mailed to Zone 7 Water Agency, 100 North Canyons Parkway, Livermore, CA 94551, Attention: Accounts Payable.

5. County Purchase Order Terms and Conditions

- A. This Purchase Order and any documents referred to on the face hereof constitute the entire agreement between the parties and may be modified verbally, followed by written verification.
- B. THE COUNTY SHALL PAY SALES TAX AND USE TAX IF APPLICABLE.
- C. No charges for transportation, containers, packing, etc. will be allowed unless so specified in this order.
- D. BIDDER agrees to deliver all items on this purchase order FOB Destination unless otherwise specified in this order. FOB Destination shall mean that the BIDDER pays all shipping costs, and title shall transfer to the County only upon receipt and acceptance by an authorized representative of the County.

- E. All articles furnished shall be subject to inspection by representatives of the County for defects or non-compliance with specifications. If BIDDER shall fail to deliver as promised or delivers any article which does not conform to specifications, the County may, at its option, set aside the contract entered into with said BIDDER, either in whole or in part, and enter into a new contract in accordance with law. Any additional cost or expense incurred by the County in making of such contract and any additional cost of supplying any article or articles by reason of the failure of the BIDDER shall be paid by BIDDER and his sureties, if any.
- F. BIDDER will not be held liable for failure or delay in fulfillment if hindered by fires, strikes or Acts of God (force majeure).
- G. County may terminate this contract for cause in the event of a default by BIDDER. In such event, County shall not be liable to BIDDER for any amounts, and BIDDER shall be liable for, and shall hold County harmless from, any damages occasioned by the BIDDER's breach or default.
- H. BIDDER warrants that all goods or services furnished hereunder shall be merchantable and free from any defects in workmanship or material. If BIDDER has been informed of the use of the products, BIDDER also warrants that the items furnished hereunder are suited and appropriate for such use. BIDDER shall indemnify and hold the County harmless from any breach of this warranty, and no limitations on County's remedy in BIDDER's documents shall reduce this indemnification. BIDDER shall extend all warranties it receives from its Bidders to the County. This warranty is in addition to all warranties contained under the law.
- I. BIDDER warrants that the prices quoted hereunder are the lowest prices at which these or similar articles are sold by the BIDDER to other customers. Any price reduction between execution of the purchase order and delivery of the goods, shall be granted to the County.
- J. County may delay delivery or acceptance of goods due to an unforeseen event. BIDDER shall hold the goods pending County's direction, and County shall be liable only for direct increased costs incurred by the BIDDER by reason of County's directive.

- K. The County of Alameda makes no guarantee or warranty as to the condition, completeness or safety of any material or equipment that may be traded in on this order.
- L. The BIDDER shall hold the County of Alameda, its officers, agents, servants and employees, harmless from liability of any nature or kind on account of use of any copyrighted or uncopyrighted composition, secret processes, patented or unpatented invention articles or appliances furnished or used under this order.
- M. To the fullest extent of the law, BIDDER shall hold harmless, defend and indemnify the County of Alameda, its Board of Supervisors, officers, employees and agents from and against any and all claims, losses, damages, liabilities or expenses, including reasonable attorney fees, incurred in the defense thereof, for the death or injury, or personal injury, to any person or persons (including employees of BIDDER or County) or damage of any property (including property of BIDDER or County) which arises out of or is connected with BIDDER's performance of this Purchase Order Agreement except where such liabilities are caused solely by the negligence or willful misconduct of the County.
- N. The BIDDER and his employees or agents shall secure and maintain in force such licenses and permits as are required by law in connection with furnishing of materials and services listed herein.
- O. If any material or the ingredient of any material furnished by the BIDDER is hazardous as defined by Federal or California statute, the BIDDER shall provide to the County Material Safety Data Sheets (MSDS) pursuant to OSHA's Hazard Communication Rule 29 CFR 1919.1200.
- P. No part of this order may be assigned or subcontracted without the prior written approval of the County.
- Q. All shipments, shipping papers, invoices and correspondence must be identified with our Purchase Order Number. Invoices must have a unique identifying number. Overshipments will not be accepted unless authorized by Buyer.
- R. Alameda County will only make payments against invoices which are:
"ORIGINAL", "CUSTOMER COPY" or a copy of invoice that has been "CERTIFIED AS ORIGINAL" and which has been SIGNED BY an officer of Bidder with his/her title.

- S. Terms, if not otherwise specified herein, shall be Net 30 days. Cash discount and payment date will be computed from the date of acceptance of the order (partial or complete) or receipt of invoices, whichever is later. Payment is deemed to be made, for the purpose of earning the discount, on the date of mailing the County warrant or check. The County does not pay, and is not subject to, any late charges, fees or penalties of any kind.

6. Bid Form

COST SHALL BE SUBMITTED ON THE BID FORM AS IS. NO ALTERATIONS OR CHANGES OF ANY KIND ARE PERMITTED. Bid responses that do not comply will be subject to rejection. The cost quoted shall include all fees and charges including travel expenses with the exception of sales tax.

PRICING TABLE

Vendors shall provide:

Line Item	Product Code	Description	Quantity	Unit of Measure	Unit Cost	Total
1	PAN-PA-3430	Palo Alto Networks PA-3430 with redundant AC power supplies	2	EA		
2	PAN-PWR-450W-AC	Palo Alto Networks 450W Spare Power Supply	2	EA		
3	PAN-SVC-PREM-3430	Palo Alto Networks PA-3430, Premium support, 1 year (3rd party support offering is not eligible)	2	EA		
4	PAN-PA-3430-PAA	Palo Alto Networks PA-3430, Prisma Access Agent subscription, 1 year (12 months) term.	2	EA		

Line Item	Product Code	Description	Quantity	Unit of Measure	Unit Cost	Total
5	PAN-PA-3430-BND-PRECISIONAI	Palo Alto Networks PA-3430, Precision AI Network Security Subscription Bundle (Advanced Threat Prevention, Advanced URL Filtering, Advanced Wildfire, Advanced DNS Security, Advanced SD-WAN and Device - 1 year (12 months) term.	2	EA		
6		Shipping	2	LOT		
TOTAL						

7. Vendor Questionnaire

1 Exception and Deviation Form*

Please download the below documents, complete, and upload.

- [Exception and Deviation For...](#)

*Response required