



Agenda Item No. (6)

To: Building and Operating Committee/Committee of the Whole
Meeting of August 27, 2026

From: Joseph W. Leong, Senior Information Systems Manager
Fang Lu, Chief Technology Director
Kellee J. Hopper, Deputy General Manager, Administration and Development
Denis J. Mulligan, General Manager

Subject: **APPROVE AWARD OF CONTRACTS RELATIVE TO REQUEST FOR PROPOSALS NO. 2026-D-042, ON-CALL CISCO AND PALO ALTO NETWORKS PROFESSIONAL SERVICES**

Recommendation

The Building and Operating Committee recommends that the Board of Directors approve the award of four contracts relative to Request for Proposals (RFP) No. 2026-D-042, *On-Call Cisco and Palo Alto Networks Professional Services*, for on-call professional services for a three-year base term, with two one-year option terms, exercisable at the Golden Gate Bridge, Highway and Transportation District's (District) sole discretion, with the understanding that the total aggregate amount for all four contracts will not exceed \$3,750,000.

1. Alpha Technologies USA, Inc., Wilmington, DE
2. Cornerstone Technologies, San Jose, CA
3. InterVision Systems, LLC, Santa Clara, CA
4. LookingPoint, Inc., Pleasanton, CA

This matter will be presented to the Board of Directors at its August 28, 2026, meeting for appropriate action.

Summary

The District's Information Systems Department is responsible for implementing new technology in response to the District's evolving operational needs, maintaining and updating existing systems, and ensuring the ongoing reliability of technology infrastructure. The District continues to rely on Cisco and Palo Alto Networks technologies as core components of its network, security, remote access, and communications environments.

Establishing a bench of on-call consultants for Cisco and Palo Alto Networks professional services allows the District to streamline procurement, improve contract administration, and respond more flexibly to new and changing technology needs. These on-call consultants may be used to support strategy, assessment, design, deployment, and optimization across advanced routing and

switching, firewalls and network security, secure remote access, wireless systems, network visibility and logging, and related infrastructure.

The RFP was posted on the District's Procurement Portal. A total of 41 firms downloaded the solicitation documents, and four proposals were received by the submission deadline from the following firms:

1. Alpha Technologies USA, Inc.
2. Cornerstone Technologies
3. InterVision Systems, LLC
4. LookingPoint, Inc.

A Selection Committee, comprised of District staff, reviewed and evaluated each proposal based upon the criteria specified in the RFP:

- Proposer's Understanding and Approach – 0-45 points
- Proposer's Qualifications and Experience – 0-40 points
- Cost Proposal and overall value to the District – 0-15 points

Based on the written proposals and interviews, the Selection Committee determined that all four firms were able to clearly demonstrate their understanding of the District's needs and how their experience and qualifications best meet those needs. These firms are being recommended to establish a bench of consultants that can provide professional services on an as-needed basis, with no guaranteed level of effort or amount of compensation to any individual firm in any particular year.

Staff, District's Attorney, and the Manager of SBE Compliance Programs reviewed the proposals and determined that the four firms properly submitted all required documents, and their proposals are technically responsive to the specifications. Staff also engaged in negotiations with the firms to obtain more favorable pricing for the District.

No small business participation goal was established for this contract; however, proposers were encouraged to seek small business participation and document the solicitation of subcontractors, through a nondiscriminatory process, for providing services under the contract. Although some firms identified various certifications, none are recognized under the District's Business Opportunity Program. Therefore, no eligible small business participation is anticipated during the performance of this contract.

Fiscal Impact

For all four contracts, the total aggregate not-to-exceed amount will be \$3,750,000 for a three-year base term with two one-year option terms, with average annual usage forecasted at \$750,000. This approval establishes a bench of consultants available to provide professional services on an as-needed basis, with no guaranteed level of effort or amount of compensation to any individual firm in any given year. Services will be utilized only when budget is available in the District's Operating or Capital Budgets.