



NAVAJO TRIBAL UTILITY AUTHORITY  
AN ENTERPRISE OF THE NAVAJO NATION

## SECTION I. OVERVIEW ON INVITATION FOR BID (IFB)

- A. Navajo Tribal Utility Authority (NTUA) is a special purpose government entity, multi-utility enterprise of the Navajo Nation which provides electric, water, wastewater, natural gas, photovoltaic, and telecommunication services covering approximately 27,000 square miles across northeastern Arizona, northwestern New Mexico, and southeastern Utah. NTUA has seven main district offices located in strategic communities spanning the Navajo Reservation, with its corporate headquarters located in Fort Defiance, Arizona.

**Type of Service:** NTUA hereby contacts qualified suppliers to provide the hardware materials needed for the Shiprock Data Center & Fort Defiance Network Switch project as detailed in the specifications section.

- B. **Schedule of Activity Dates:**

|                                          |                                  |
|------------------------------------------|----------------------------------|
| 1. Advertisement Period                  | June 22 – July 7, 2026           |
| 2. Questions Due                         | June 29, 2026 by 5:00 p.m. (MDT) |
| 3. Answers to Questions                  | July 1, 2026                     |
| 4. Bid <b>Electronically</b> Due to NTUA | July 8, 2026 at 5:00 p.m. (MDT)  |
| 5. Bid Opening                           | July 9, 2026 at 10:00 a.m. (MDT) |
| 6. Execution of Contract                 | August 3, 2026                   |

- C. **Inquiries:** All questions must be submitted in writing to Avis Jimm, Contract Administrator via email at [avisj@ntua.com](mailto:avisj@ntua.com). NTUA will only respond to written questions related to this IFB submitted by the question due date. All emails should have “Cisco Nexus Switch Project – QUESTIONS” in the subject line. All questions and answers will be published for all interested parties so do not include confidential information in the submitted questions.

Bidder(s) will risk jeopardizing their eligibility if any person other than the Contract Administrator is contacted for clarification. Any interaction with NTUA staff by the Bidder will constitute disqualification.

- D. **Submission:** Bid responses are to be submitted **electronically** to [avisj@ntua.com](mailto:avisj@ntua.com) in PDF format clearly labeled as follows “DO NOT OPEN – CISCO NEXUS SWITCH PROJECT” and received by the deadline indicated in the above.

NTUA will not be responsible for the premature opening of bid responses which have not been properly labeled.



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- E. Bid submission, Bidders must submit as required:
1. Bidders must submit as required, an Original bid (marked "Original") included as a **stand-alone PDF document file**, clearly marked by the due date at the address provided above. The Original bid must contain the signature of a duly authorized officer or agent of the firm empowered with the right to bind the firm. Each page of the bid shall include the company name and page numbering.
  2. NTUA will accept hand-carried bids and delivery can be made as follows:
    - o Navajo Tribal Utility Authority  
ATTN: Avis Jimm, Purchasing Department  
North Navajo Route 12 in Fort Defiance, Arizona
  3. NTUA will not accept any mailed (FedEx/UPS) bids.
- F. Preference will be applied in accordance with the Navajo Business and Procurement Act (12 N.N.C. § 1501 et seq.); the Navajo Nation Procurement Act (12 N.N.C. § 301 et seq.); the Navajo Nation Business Opportunity Act (5 N.N.C. § 201 et seq.), and other applicable statutory and regulatory requirements.
1. Bidders must submit evidence of their Preference Priority Certification *if applicable*.
  2. In the subject line of the bid electronic submittal, include by indicating whether the bidder is a Priority #1 or Priority #2 preference business.
    - o Subject: "name of IFB project – BID (Priority #1)"
- G. Only responsive bids will be considered for award. In order for a bid to be considered responsive, the bid and price must address the requirements listed in Section II, Specifications.
- H. **Addendum to the Bid:** In the event it becomes necessary to amend any part of the bid, the Contract Administrator shall issue a written addendum on the specifics of the change and inform all concerned. Bidders shall include an acknowledgement of any addenda issued in their bid submission.
- I. All costs incurred by the bidder in preparing and responding to this solicitation are the sole responsibility of the bidder. Any bid submitted pursuant to this solicitation is at the sole risk and responsibility of the party submitting such bid.
- J. **Rejection of Bids:** NTUA reserves the right to reject any or all bids and to waive informalities in the bids received, including (without limitations) waiving the deadline for bids, whenever such rejection or waiver is in the best interests of NTUA. NTUA reserves the right to reject any bid based on deficient past performance, including projects conducted with NTUA, other Navajo Nation agencies, the federal, state, or local governments, or any commercial project.



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- K. NTUA reserves the right to select more than one winning bid. As described in Section II – Specifications, the winning bidder(s) will best meet the requirements, including, but not limited to, qualification, past performance, timeline to deliver, and price. A successful bidder(s) is expected to perform at a high level to meet NTUA's contractual requirements.
- L. **Contractual Clauses:** In order for NTUA to contract for services of this nature, the bidder must agree to include as part of the agreement the following two clauses:
1. **Governing Law:** The governing law and dispute jurisdiction will be the Navajo Nation Law and Courts. Nothing with the contract shall constitute a waiver of sovereign immunity of NTUA.
  2. **Navajo Nation Sales Taxes:** The successful bidder shall include the Navajo Nation 6% taxes within the bid response. It will be the successful bidder's responsibility to pay the sales receipt tax to the Navajo Nation.
- M. **Award of Contract:** Upon selection, a purchase order together with an agreement will be prepared and sent to the awarded bidder, which will entail items to be delivered to NTUA. The bidder agrees with its bids, or a portion thereof and applicable provisions of this IFB may be incorporated directly or by reference into such an agreement.
- N. **Debarment and Suspension:** Proposer acknowledges that to the best of his/her knowledge their Company and principal participants on the Agreement have not been suspended or debarred from proposing on a Federal or Navajo Nation contract. Further, bidder acknowledges, understands, and attests that:
1. The undersigned/bidder understands and certifies that bid submission shall act as certification that neither the bidder's/contract company nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal department or agency.
  2. The undersigned/bidder certifies that it is eligible to do business with the Navajo Nation pursuant to 12 N.N.C. § 1505(A)-(D).
  3. If the bidder/company is unable to certify or has been debarred or suspended in the past, then the bidder/company shall attach an explanation to its bid submission as an addendum. The following language shall be included in such addendum:  
  
I hereby certify that I am authorized to execute this certification on behalf of the company and certify the truthfulness and accuracy of the contents herein or attached hereto to the best of my belief.

All bidders are encouraged to seek legal advice to ensure compliance with this requirement.



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## SECTION II. SPECIFICATIONS

### Part I – General

- A. The Cisco NEXUS N9K-C93180YC-FX3 shall include 36 months of Data Center Networking (DCN) Advantage licensing and 36 months of maintenance / support. The equipment must be provided with all standard components, accessories, and items as specified in the manufacturer's official advertisement and published documentation. No equipment components or accessories shall be removed or omitted on the basis that it was not specified in the bid. The advertised and published literature for the Cisco NEXUS 9K Switches included in the bid must be included in the bid response.
- B. Bids from third party resellers or gray market products will not be accepted. All equipment must be procured directly from the Manufacturer.
- C. This bid is based on the functional, performance, and interoperability attributes of the Cisco Nexus 9000 Series. Alternate manufacturer solutions may be submitted; however, such alternatives shall be considered only if they demonstrate full equivalence or exceed these requirements in all respects.

All bids must:

- Meet or exceed all specified technical, performance, scalability, and security requirements defined in this bid.
- Ensure seamless compatibility and interoperability with NTUA's existing Cisco-based network infrastructure, including but not limited to management platforms, protocols, and established operational standards.
- Be enterprise-class, proven in production environments and supported by the manufacturer (no end-of-life or end-of-support equipment).

Bidders proposing non-Cisco solutions must, at a minimum, provide:

- A detailed, line-by-line compliance matrix mapping each bid requirement to the proposed solution.
- Supporting technical documentation, datasheets, and third-party validation demonstrating equivalency or superiority
- A documented migration and integration plan, including risks, mitigation strategies, and any required downtime
- Identification of any deviations, with clear justification and impact analysis

NTUA reserves the right to reject any bid that, in its sole judgment, does not sufficiently demonstrate full equivalency, introduces operational risk, or requires significant changes to existing infrastructure, staff training, or support models.



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- D. Unless otherwise stated, the use of manufacturer's name and product number are for descriptive purposes and establish general quality levels only; therefore, they are not intended to be restrictive. Bidders are required to state exactly what they intend to furnish; otherwise, it is fully understood that the bidders shall furnish all items stated.
- E. Bidders must demonstrate advanced competency and authorized partnership status with the manufacturer of the proposed solution.

At a minimum, vendors shall:

- Hold a current, manufacturer-recognized certification or partnership level.
- For Cisco-based solutions, a Cisco Gold Partner is strongly preferred.
- The minimum acceptable qualification for Cisco solutions shall be Cisco Premier or Silver Partner status (or equivalent).
- For non-Cisco solutions, bidders must hold an equivalent tier of partnership demonstrating comparable technical capability, support access, and certification rigor.

Bidders must provide:

- Verifiable documentation of current certification/partnership status valid at the time of bid submission.
- Evidence of direct authorization to sell, implement, and support the proposed solution.
- Proof of access to manufacturer support resources (e.g., TAC or equivalent).

Additionally, bidders shall demonstrate:

- At least three (3) relevant project references of equivalent size, complexity, and critical infrastructure environments (utility, government, or enterprise preferred).
- Assignment of certified technical personnel (e.g., CCNP, CCIE, or equivalent certifications aligned to the proposed platform).
- Capability to provide ongoing support, maintenance, and lifecycle services, including escalation to manufacturer engineering teams.

Failure to meet the minimum partnership level or provide sufficient supporting documentation may result in disqualification of the bid.



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**Part II – Specifications**

Cisco Nexus N9K-C93180YC-FX3 specifications are as follows:

| Cisco Nexus 9K          |                    |                                                              |
|-------------------------|--------------------|--------------------------------------------------------------|
| QUANTITY                | PART NO.           | DESCRIPTION                                                  |
| 8                       | N9K-C93180YC-FX3   | Cisco Nexus 9300 48p 1/10/25G, 6p 40/100G, MACsec, SyncE     |
| 8                       | MODE-NXOS          | MODE selection between ACI and NXOS                          |
| 8                       | NXOS-CS- 10.5.2F   | Nexus 9300, 9500, 9800 NX-OS SW 10.5.2 (64bit) Cisco Silicon |
| 8                       | NXK-ACC-KIT- 1RU   | Nexus 3K/9K Fixed Accessory Kit, 1RU front and rear removal  |
| 8                       | MEM-UPG-OPT-OUT    | OPT OUT PID for MEM Upgrade Use Only                         |
| 16                      | CAB-N5K6AN         | Power Cord, 200/240V 6A North America                        |
| 8                       | NXOS-SLP-INFO-9K   | Info PID for Smart Licensing using Policy for N9K            |
| 8                       | NXK-AF-PE          | Dummy PID for Airflow Selection Port-side Exhaust            |
| 32                      | NXA-FAN- 35CFM-PE  | Nexus Fan, 35CFM, port side exhaust airflow                  |
| 16                      | NXA-PAC- 650W-PE   | Nexus NEBs AC 650W PSU - Port Side Exhaust                   |
| Cables                  |                    |                                                              |
| 20                      | QSFP-100G-CUIM     | 100GBASE-CR4 Passive Copper Cable, 1m                        |
| 15                      | SFP-H25G-CU3M=     | 25GBASE-CU SFP28 Cable 3 Meter                               |
| Maintenance – 12 Months |                    |                                                              |
| 8                       | CON-LINBD-N9KC93X3 | 12 months 8x5xNext Business Day Standard Support             |



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| DCN Advantage – 36 Months |                       |                                                               |
|---------------------------|-----------------------|---------------------------------------------------------------|
| QUANTITY                  | PART NO.              | DESCRIPTION                                                   |
| 8                         | DCN-OTHER             | Select if this product is NOT to be used for AI applications  |
| 8                         | CIAITN9300XF-3Y       | DCN Advantage Term N9300 XF, 3Y                               |
| 8                         | SVS-B-N9KADV-XF       | EMBEDDED SOLN Support SWSS for Nexus 9K                       |
| Professional Services     |                       |                                                               |
| 1                         | Professional Services | Planning, Design to Deployment. Optimization. Ongoing Support |

**Part III - Delivery**

Unless specified otherwise, the Cisco equipment shall be delivered to NTUA Central Warehouse located at North Navajo Route 12 in Fort Defiance, Arizona.

Selected bidder(s) shall notify NTUA of shipment status and/or any changes in shipment status.



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Part IV – Date of Delivery

Bidders shall state the anticipated date of delivery after order is placed.

LEAD TIME: (AFTER RECEIPT OF ORDER) \_\_\_\_\_ WEEKS

Part V – Bid Price for the Following

| ITEM NO.    | ITEM DESCRIPTION<br><i>Listed or An Equal to Product</i> | QNTY | UNIT PRICE | SUB-TOTAL |
|-------------|----------------------------------------------------------|------|------------|-----------|
| 1           | Cisco Nexus 9K                                           | 8    |            |           |
| 2           | Cables                                                   | 35   |            |           |
| 3           | Maintenance                                              | 8    |            |           |
| 4           | DCN Advantage – 36 Months                                | 8    |            |           |
| 5           | Professional Services                                    | 1    |            |           |
| 6           | Shipping & Handling – Billed as Actual – Ground          | 1    |            |           |
| 7           | Navajo Nation 6% Sales Tax                               | 1    |            |           |
| Total Cost: |                                                          |      |            |           |

Company Name: \_\_\_\_\_ Date: \_\_\_\_\_

Name/Title: \_\_\_\_\_ Signature: \_\_\_\_\_