



Request for Quotation

Date: 11/21/2025

Quotation Number: 9039

Specification/Quotation Documents For: Juniper Router

RFQ Due Date: 12/10/2025 @ 02:00 pm

To avoid any delay, we encourage you to send responses ahead of the deadline. Responses will not be opened until the stated date and time.

**Mandatory Pre-Bid Wednesday November 26th 10am eastern
Join Zoom Meeting**

<https://us02web.zoom.us/j/84709126922?pwd=vBaALormhyeG7WvuWZYJmZLSNIyYRm.1>

Meeting ID: 847 0912 6922
Passcode: 204070

Section 1 – Invitation to Bidders

Sealed bids will be received by BrightRidge until due date and time, then bids will be opened and publicly read. Bidders may participate in the public bid reading by contacting BrightRidge Purchasing at least two hours prior the bid opening time stated on the specific bid. Bidders making this request will receive a conference call number and a participant code. BrightRidge Purchasing contact information: purchasing@brightridge.com or call 423-952-5161.

All bids must be delivered at the vendor's sole risk as shown in this request for quotation as per Section 2 Instructions to Bidders. BrightRidge is not obligated to accept quotations received after the date and time stated.

Exceptions, if any, will be considered in the quotation evaluation in determining the successful vendor. Vendor must provide supporting documentation with its quotation for any exceptions.

BrightRidge reserves the right to reject any or all quotations, to reject any bid that contains prices for individual items or services that are inconsistent or unrealistic when compared to other prices in the same or other bids, to waive any and all informalities and/or irregularities in the quotation, to negotiate and/or renegotiate with any vendor the terms of its quotation, and to accept any quotation which in its opinion may be in the best interest of BrightRidge. This Request does not commit BrightRidge to pay any costs incurred in the preparation of a proposal or to procure or to contract for service. BrightRidge reserves the sole discretion to withdraw this Request in its entirety at any time without prior notice.

Information provided in this Request is intended solely to assist the respondent in preparing a Quotation. To the best of BrightRidge's knowledge, the information provided is accurate, however, there is no warranty expressed or implied.

Quotations may be held by BrightRidge for a period not to exceed sixty (60) days from the due date of the quotations for the purpose of evaluating the quotations or investigating the qualifications of the vendors, prior to awarding of the order. All quotations shall remain effective for at least sixty (60) days after the due date.

Each vendor's quotation shall constitute an offer to sell the goods or services sought by this Request for Quotation. The award shall be made by execution of a contract mutually agreed upon by both parties.

BrightRidge is a trade name of the Johnson City Energy Authority.

***Questions about the integrity or fairness of the sealed bid process contact:
Purchasing at 423-952-5161 or email purchasing@brightridge.com***

***Specification questions contact:
Purchasing at 423-952-5161 or email purchasing@brightridge.com***



Section 2 – Instructions to Bidders

Each Bidder shall carefully examine all specifications, drawings, and other contract documents to familiarize themselves with all the requirements, terms and conditions thereof. Any information relating to the work furnished by the Owner or others, or failure to make these examinations shall in no way relieve any Bidder from the responsibility of fulfilling all the terms of the contract, if awarded a contract.

No payment will be made for items not set up in the quotation, unless otherwise provided by contract amendment. All Bidders are cautioned that they should include in the prices quoted for the various bid items all necessary allowances for the performance of all work required for the satisfactory completion of the project.

REQUIREMENTS FOR A DIGITAL PROPOSAL/BID SUBMISSION

- **Bids should be clearly identified as:**
Bid Enclosed and Your Company Name
BrightRidge Quotation Number: 9039
Name of the Request: Juniper Router
Due: 12/10/2025 at 2PM EST
- Send an email with an attached PDF of the digital bid including all required documents listed below to: SEALEDDBIDS@BRIGHTRIDGE.COM. BrightRidge quotation number should be listed in the email subject line. Documents may be combined and sent as one PDF and cannot exceed 50MB in size. An automatic delivery receipt is sent indicating that the bid email has been delivered to sealedbids@brightridge.com
- Digital Proposal/Bids (hereafter called bids) received after the stated due date and time will be disqualified. BrightRidge will not open the bid submission email or any attachment until the due date and time stated for this sealed bid, this is to maintain the integrity of the sealed bid process
- Send a **SEPARATE EMAIL**, indicating that you have submitted a digital bid also include quotation number in the subject to: PURCHASING@BRIGHTRIDGE.COM. **DO NOT ATTACH A COPY OF YOUR BID TO THIS EMAIL!**
- No fax or physically delivered sealed bids will be accepted. **Bids must be digital.** Bidders from small & minority owned businesses needing to make alternative arrangements for physical delivery may call purchasing at 423-952-5161 or 423-952-5000.

REQUIRED PAGES TO INCLUDE FROM BRIGHTRIDGE BID PACKAGE

1. BrightRidge Request for Quotation Form
2. Section 3-Quotation Information Form
3. Specification Exception Form
4. No Bid Questionnaire – If applicable
5. Business and Taxpayer Identification or W9 form – for NEW vendors

Note:

Any bidder that submits a bid to BrightRidge of at least \$250,000 or more that provides services, supplies, information technology or construction must certify that it is not currently engaged in, and will not for the duration of this Agreement engage in, a boycott of Israel as defined by Tenn. Code Ann. §12-4-119.



Contract

BrightRidge reserves the right to accept or reject any or all bids or portions thereof. Vendors may bid multiple options, unless otherwise stated.

Vendors must complete the BrightRidge Request for Quotation Form, if applicable and included in the request for quotation. As a backup, a vendor may include their company quote form, however, items must be quoted in the same order and in the unit of measure requested on the BrightRidge Request for Quotation form, a no-bid line needs to be included also in the order of our request if not bidding on an item.

Delivery

The price bid will be FOB Johnson City, Tennessee, at the location specified below. The bid price shown will be the full charge, including all applicable taxes, surcharges and other incidental fees, shipping charges included.

Delivery Site:

BrightRidge
Shipping/Receiving Entrance
2610 Boones Creek Rd
Johnson City, TN 37615

Invoicing

Unless otherwise stated, submit invoices upon delivery or pickup to ap@brightridge.com. The invoice must include an itemization of all items, supplies, repairs, or labor furnished, including unit list price, net price, extensions, and total amount due.

Payment

Unless otherwise stated, payment will be made within thirty (30) days of the completion of delivery of all items or services in acceptable condition to BrightRidge and receipt of invoice, whichever is later.

Taxes and Fees

BrightRidge is exempt from all Sales and Federal Excise Taxes please quote less these taxes.

BrightRidge is not responsible for financial or legal obligations of the bidders that may include bond premiums, fees, insurance, licenses, permits, taxes, tariffs, or other costs of compliance, unless agreed to in writing by BrightRidge. Taxes may include federal, state, or local taxes or levies. Particular attention should be given to bids that provide construction, installation, and maintenance services that utilize the materials and supplies purchased by BrightRidge. BrightRidge does not pay Tennessee sales and use tax when materials, supplies, and equipment are purchased. If the Bidder wants information about the value of the items that will be used, contact BrightRidge Purchasing. Make a note of Tennessee Code Annotated 67-6-209 section (b) and (e).

If the Bidder wishes to recoup obligations they owe as a result of work performed for BrightRidge, the Bidder must include them in the quotation price. Otherwise, the Bidder should not expect additional payment from BrightRidge for these obligations.

Equal Employment Opportunity Clause

To the extent not exempt therefrom, the vendor/subcontractor designated herein agrees to in all respects comply with and abide by the provisions of Executive Order 11246, Section 503 of the Rehabilitation Act of 1973, and the Vietnam Era Veterans' Readjustment Assistance Act of 1974, each as amended, and applicable implementing Regulations, including the Equal Employment Opportunity Clause referred to at 41 C.F.R. § 60-1.4, 41 C.F.R. § 60-741.5, and 41 C.F.R. § 60-250.5, as well as those otherwise appearing at 41 C.F.R. § 60-1, et seq., 41 C.F.R. § 60-741.1, et seq., and 41 C.F.R. § 60-250.1, et seq., each as amended.



Insurance

Worker's Compensation and Employer's Liability - Contractor shall obtain, worker's compensation and employer's liability insurance to protect the Contractor against all claims under applicable state worker's compensation laws and against claims for injury, disease, or death of its employees which, for any reason, may not fall within the provision of the applicable worker's compensation law. The worker's compensation and employer's liability insurance policy shall include an "all states" endorsement. BrightRidge requires workers' compensation insurance on all construction and installation services regardless of if the bidder/contractor is deemed exempted from workers' compensation insurance. BrightRidge's requirement for workers' compensation insurance may exceed the minimum requirements of the State of Tennessee. The Contractor's liability limits shall not be less than the following:

WORKERS' COMPENSATION AND EMPLOYER'S LIABILITY LIMITS	
WORKERS' COMPENSATION EMPLOYER'S LIABILITY	STATUTORY \$ 1,000,000 EACH PERSON

Comprehensive Automobile Liability - Contractor's insurance for automotive liability coverage shall be written in comprehensive form and shall protect the Contractor and BrightRidge against all claims or injuries to members of the public and damage to property of others arising from the use of motor vehicles and shall cover operation on or off the site of all motor vehicles licensed for highway use, whether they are owned, non-owned, or hired by Contractor. The Contractor's liability limits shall not be less than the following:

AUTOMOBILE LIABILITY	
COMBINED SINGLE LIMIT	\$1,000,000 COMBINED SINGLE LIMIT EACH ACCIDENT

Commercial General Liability – Contractor's General Liability Insurance shall be written in comprehensive form and shall protect the Contractor and BrightRidge against all written claims arising from injuries to members of the public or damage to property of others arising out of any act or omission of the Contractor or their agents, employees, or sub-contractors. Contractor's liability limits shall not be less than the following:

COMPREHENSIVE GENERAL LIABILITY LIMITS	
BODILY INJURY	\$1,000,000 EACH PERSON \$2,000,000 EACH OCCURRENCE
PROPERTY DAMAGE	\$1,000,000 EACH OCCURRENCE



Section 3 – Quotation Information

The successful contractor agrees to indemnify, investigate, protect, defend, and save harmless BrightRidge, its officials, officers, agents, and employees from any and all third-party claims and losses accruing or resulting from bodily injury or damage to property caused by the successful contractor in performance of this contract.

The successful contractor also agrees to indemnify, investigate, protect, defend, and save harmless BrightRidge, its officials, officers, agents, and employees from any and all third-party claims and losses accruing or resulting from bodily injury or damage to property caused by the successful contractor's sub-contractors, suppliers, laborers, and any other person, firm, or corporation furnishing or supplying work, services, materials, or supplies to the successful contractor in connection with the performance of this contract.

If the successful contractor supplies products it manufactures (in whole or in part), the successful contractor agrees to indemnify BrightRidge, its officials, officers, agents, and employees from any and all third-party claims and losses accruing or resulting from bodily injury or damage to property caused by the failure of such products.

If the successful contractor only supplies products manufactured by others, the successful contractor is not obligated to indemnify BrightRidge for a failure of any such products manufactured by others. If the successful contractor only supplies products manufactured by others, the successful contractor agrees to cooperate with BrightRidge and take all reasonable steps to assist BrightRidge in making claims against any such product's manufacturer for any such product's failure.

In any case, the foregoing provisions concerning indemnification shall not be construed to indemnify BrightRidge from damage arising out of bodily injury to persons or damage to property caused by or resulting from the sole negligence of BrightRidge or its employees. This indemnification shall survive the expiration or early termination of this contract.

The undersigned acknowledges: That he/she is an authorized agent of the vendor submitting this quotation. The receipt of the following addenda (if any). The provision of the indemnification agreement.

Company Name: _____

Company Address: _____

Taxpayer ID: _____

Telephone Number: _____ **Mobile Number:** _____

E-mail: _____ **Fax Number:** _____

Primary Point of Contact: _____

Authorized Signature: _____

Date of Signature: _____ **Title:** _____

Printed or Typed Name: _____

**FAILURE TO SUBMIT THIS COMPLETED FORM WITH YOUR BID SUBMISSION
WILL RESULT IN YOUR BID BEING REJECTED AS UNRESPONSIVE.**



BrightRidge Specifications Exception Form

In the interest of fairness and sound business practice, it is mandatory that you state any exceptions taken by you to our specifications.

It should not be the responsibility of BrightRidge to ferret out information concerning the materials which you intend to furnish.

If your bid/quotation does not meet all of our specifications, you must so state in the space provided below.

Bids on equipment, vehicles, supplies, services, and materials not meeting specifications may be considered by BrightRidge, however, all deviations must be listed below.

I do meet specifications.

Signature: _____

I do not meet specifications. *Exceptions are in the space provided.*

Signature: _____

**FAILURE TO SUBMIT THIS COMPLETED FORM WITH YOUR BID SUBMISSION
WILL RESULT IN YOUR BID BEING REJECTED AS UNRESPONSIVE.**

Exceptions (please list below and specify exceptions)



No Bid Questionnaire

BrightRidge
Attn: Purchasing
2600 Boones Creek Rd
Johnson City, TN 37615

Quotation Number: _____

If you choose not to bid, please complete the questionnaire below and return it with your response by the bid opening date. Your assistance in helping us to analyze no bid rationale is very much appreciated.

For the following reason(s) we are submitting a no bid:

_____ Item not supplied by our company.

_____ Bid specifications (e.g. too restricted, not clear, etc.) Please explain.

_____ Profit margin on municipal bids is too low.

_____ Past experience with BrightRidge (e.g. payment delay, bid process, administrative problems, etc.) Please explain. _____

_____ Insufficient time allowed to prepare and respond to bid request.

_____ Bid requirement ☐ Too Large or ☐ Too Small for our company.

_____ Priority of other business opportunities limit time/other resources available to deliver or perform according to bid specifications.

_____ Other reason(s). Please explain. _____

Company Name: _____

Address: _____

Telephone: _____ E-mail: _____

(Signature)

(Printed/Typed Name)

Title: _____ Date: _____



BrightRidge Business and Taxpayer Identification Information

This Business is operating as a:

☐ Individual/Sole Proprietor or Single Member LLC ☐ Partnership ☐ Trust/Estate

☐ C Corporation ☐ S Corporation

☐ Limited Liability Company

(Enter the tax classification (C=Corporation, S=S Corporation, P=Partnership) _____)

☐ Other (please describe) _____

Licensed or otherwise authorize to business by the state of: _____

Taxpayer Identification Number: ____ - ____ - ____ - ____ - ____

Or

Social Security Number: ____ - ____ - ____ - ____ - ____

Legal Name: (as shown on your income tax return)

Doing Business as Name: (DBA)

Address: _____

City, State, Zip: _____

Note:

If applicable, your bid may be rejected if you do not complete and submit this page and/or a W-9 with your bid. Checks in payment of obligations by BrightRidge will be made payable to your legally issued name unless you state a DBA. Federal Tax reporting, if required, will also be in your legal name.



Juniper Router Replacement RFP

1. Background

Johnson City Energy Authority (DBA: BrightRidge) is an Electric and Broadband provider that serves the Northeast Tennessee county of Washington County, and parts of Geene, Sullivan, and Carter Counties over an area of more than 350 sq miles. BR serves more than 82,000 electric customers and 22,000 broadband customers via a Calix FTTx network. BR began fiber services in 2019 and has Juniper Networks for its core network routing and switching, utilizing Calix E9 OLT and Calix ONT's for service delivery.

2. Introduction

BR is looking to replace its edge network (2) Juniper MX10003 routers due to end-of-life notices. We are looking to replace these with (2) MX304 routers with 2 LMIC's in each supporting 400G and multiple 4x100G interfaces. BrightRidge will do rack/stack and provide input to design and configurations. Vendor will provide a 'turnkey' configuration and work with BrightRidge Network Engineering during after-hours maintenance windows. Required hardware and design approach listed in RFP.

3. Project Scope

BR's current router implementation consists of (2) MX10003 routers and we are looking to replace these with (2)MX304, each with 2 LMIC's. The existing routers peer with multiple BGP uplinks to transit and IX providers in Atlanta, GA and Ashburn, VA as well as to downstream Calix E9-CLX's and customer BGP readvertisements with some static routes.

a. Current Configurations consist of:

- i. (2) MX10003 Routers that are BGP peered with each other for redundancy. This has worked well but we are open to other design considerations. These are at 2 different geographical site within our local footprint
- ii. Routers are BGP peered to 2 transit providers in both Atlanta, GA and Ashburn, VA as well multiple peers through IX's and direct peering.
- iii. Bridge domains for L2 traffic
- iv. BR does not currently utilize any OSPF, MPLS or VPLS within its network.

b. Project should include:

- i. A review of current configurations
- ii. Recommendations and configurations including best practices for the overall project and all protocols used, including, but not limited to,

interface configurations, spanning tree protections, Control plane DDOS protections, network security.

- iii. Recommendations for best practice and efficient configuration for traffic engineering (ie pushing traffic through different devices/peers based on traffic load using prepends or other methods).
- iv. There should be an emphasis on the configuration review with recommendations for most effective BGP configuration determining the most efficient use of BGP groups and communities.
- v. Recommendations and considerations for future L4S (Low Latency, Low Loss, Scalable Throughput) implementation should be incorporated into network planning.
- vi. BR will “rack and stack” and provide remote access via VPN. BR will be responsible for any physical connection moves during maintenance windows.
- vii. Vendor will be responsible for working directly with BR Engineering on configuration design and implementation and shall be available during maintenance windows to assist with any issues that arise. **BR engineering will have final authority over design considerations and implementations.**
- viii. BR and selected vendor will have a virtual meeting at a mutual agreed upon time within 2 weeks of RFP award to discuss project plan, timeline, and initial design plans.

4. Deliverables

- a. Hardware as listed in RFP
- b. Existing configuration review with emphasis on security and BGP efficiency
- c. New “turn-key” configuration in collaboration with BR Engineering.
- d. Support during implementation and maintenance windows
- e. Engineering support for a period of 6 months after project completion for issues BR suspects is related to configurations or protocols implemented during this project.
- f. Bi-Weekly meetings with BR Engineering and Vendor implementation staff/PM during project period. These meetings may be delayed or postponed at BR discretion based on current project activities. BR may also request, at its discretion, weekly meetings during times of peak project activity.

- g. Project shall be completed by August 31, 2026 and all invoices submitted by September 15, 2026 unless extended by BR Network Engineering Manager. Work not completed by August 31, 2026 may be assessed a \$500.00 per day penalty unless written approval is provided by BrightRidge.

5. Qualifications

- a. Engineering services must be supported by on staff JNCIE-SP and JNCIE-ENT certified personnel that has carried that certification level for at least 5 years and has worked directly with Service Providers for at least 5 years.
- b. Vendor engineering must have at least 5 year's experience configuring and troubleshooting FTTx OLT hardware (Calix preferred) with Juniper network equipment. This is in order to expedite issue resolution during migrations.
- c. **The Vendor must demonstrate that all key personnel that work directly with BrightRidge on this project possess fluent and proficient verbal and written communication skills in the English language.** This proficiency is required to ensure clear, unambiguous, and timely communication regarding technical specifications, project milestones, risk management, and collaboration with BrightRidge staff. Proposals that do not confirm this proficiency for key roles may be deemed non-responsive.
- d. Vendor must submit a list of at least 5 references that are service providers and that the vendor provided engineering design services and/or implementation of Juniper hardware in the last 5 years. The reference list shall include a brief description of work provided and equipment implemented. It will be at BrightRidge discretion which of these references to contact.

6. Bid selection process:

BrightRidge reserves the right to reject any and/or proposals or to accept the offer deemed to be in the utility's best interest. BrightRidge reserves the right to waive any or all requirements contained in this invitation at its sole discretion.

Scoring evaluations will be based on the following table:

Cost	55 Points
Qualifications/Experience	20 Points
References	5 Points
Value Adds	5 Points
Proposal aligns with BR project goals	15 Points

Vendor submitting a bid will certify that they have examined the hardware requirements and requested network design they are bidding on and are familiar with the bidding documents. Failure to review the design and documents will not relieve the successful bidder of their responsibility for completing the work within the time specified at the bid price.

Questionnaire

1. How many years has your company been in business? How many years have you supported Service Providers?
2. How many years has your company been a Juniper/HPE Networks (specifically with the Juniper brand) reseller and provided professional services for such? What is your reseller level (Medallion level, etc)?
3. How many JNCIE's are in the group that would support BrightRidge? Do you have JNCIE-ENT and JNCIE-SP resources available?
4. Does that group provide after hours support during migration or issues that come up during the project? Is the same group/personnel that creates the configurations the same group/personnel to provide the actual implementation?
5. What experience does the group responsible for configuration and implementation have specifically with Service Providers in best practice BGP security, BGP groups, traffic engineering, etc.. Please provide your design principles around such and specific example of an implementation of similar scope as this project.
6. What experience does the group responsible for configurations have with BGP routing with a focus on best practices and efficiency. Please provide specific examples and an overview to the design approach.

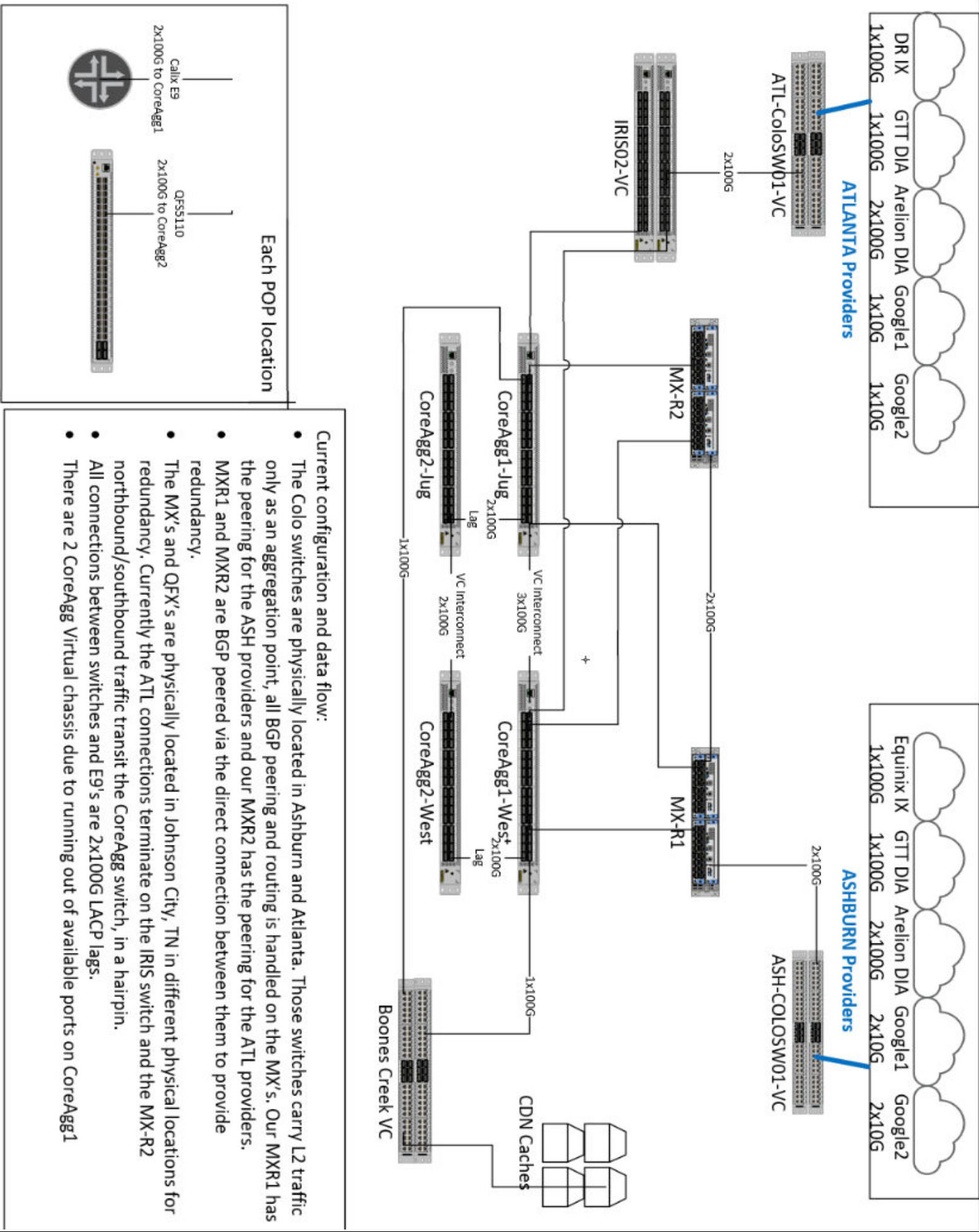
7. Provide a basic anticipated project timeline for equipment delivery and milestones.
8. Provide specific knowledge and experience the team has with FTTx OLT hardware. Please provide examples of previous experiences.
9. Please list any value adds that your company provides:

Equipment to Quote

Part Number/Description	Quantity
MX304-PREM JNP304/MX304 PREMIUM CHASSIS	2
JUNOS-64-BB UNOS 64-Bit Standard Base Bundle	2
JNP304-RE-BB JNP304 RE, Base	4
JNP304-CHAS-BB JNP304 Chassis Base unit	2
JNP-FAN-2RU-BB Universal Fan, 2RU, Base	6
JNP-PWR2200-DC-BB Universal DC, 2200W, Base	4
MX304-LMIC16-BASE MX304 1.6T Combo LMIC	5
S-MX-1C-A1-C1-P SW, MX, 1C, A1, C1, w/out CS, Prpl	32
JNP-PWR2200-DC Universal DC, 2200W	2
JNP-AIRFLTR-2RU JNP304 Air filter	10
JNP-CABLEMGMT-2RU JNP304 Cable Manager assembly	2
JNP-FAN-2RU Universal Fan, 2RU	2
QDD-400G-ER4-30 QSFP56-DD 400G ER4 Transceiver	2
QDD-400G-LR4-10 QSFP56-DD 400G LR4-10 Transceiver	4
SVC-ND-MX304 JNPR CARE ND SUPT MX304-PREM Duration: 60 Months	2

SVC-ND-LMIC16-B	5
JNPR Care ND Supt MX304-LMIC16-BASE	
Duration: 60 Months	
SVC-COR-MX-1C1-A1P	32
JNPR CARE CORE SUPT S-MX-1C-A1-C1-P	
Duration: 60 Months	
Engineering Services	1

Current Network Drawing:



Proposed Network Drawing:

