
Nexstair Technologies LLC

RSP · PRE-BID RESPONSE SUPPORT · US SLED PRACTICE

CASE STUDY · RFB-WC-26230

Westchester County New York

Network Security Software Netskope Licensing & Premium Support

SOW DECODE · COMPLIANCE MAPPING · RESPONSE PACKAGE

Nexstair Technologies provides Resource Support Partner (RSP) services to a US Prime Contractor pursuing Westchester County's sealed RFB for Netskope Dedicated Egress IP Address licensing and Premium Support — building the bid content, pricing worksheet, submission operations guide, and physical delivery playbook for a 3-year commodity software award.

CLIENT CONTEXT

Client:	County of Westchester, Bureau of Purchase and Supplies, New York
Opportunity:	RFB-WC-26230 · Network Security Software
Our Role:	Resource Support Partner (RSP) · Pre-Bid Response Support
Engagement:	Masked technology support to US Prime Contractor
Contract:	3-year fixed unit-price commodity schedule

10,000

Licenses
Per Year

3 Yrs

Contract
Term

Sealed

Physical Bid
Only

Jul 30

Submission
Deadline

01

Executive Summary

Westchester County's Bureau of Purchase and Supplies issued a sealed Request for Bid for a 3-year source of 10,000 Netskope Dedicated Egress IP Address licenses plus Premium Support annually. This is a price-and-compliance award — no negotiation, no BAFO, no best-value scoring. The US Prime needed a complete bid package including reseller pricing structure, commodity schedule, certification statements, and a physical submission operations guide for a hard 2:00 PM EDT deadline with no margin for error.

Nexstair engaged as Resource Support Partner — providing bid content drafting, pricing worksheet structuring, compliance mapping, submission operations guide, and physical delivery playbook.

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The Challenge

This procurement is a classic New York municipal sealed bid — physical-only submission, no electronic or faxed bids accepted, prices frozen at opening with no negotiation window. A mislabeled envelope, late delivery, or blank pricing cell means automatic disqualification with no opportunity to correct.

Key Requirements Addressed

- 6-line commodity schedule covering 10,000 Netskope Dedicated Egress IP licenses + Premium Support across Years 1–3
- Fixed unit pricing held firm for the entire 3-year term — no price changes after bid opening
- Physical sealed bid delivery to White Plains, NY 10601 by July 30, 2026 at 2:00 PM EDT
- Anti-collusion certification and Iranian Energy Sector Divestment certification per NY General Municipal Law
- FOB Destination delivery terms with no substitution allowed without prior written approval
- Compliance with piggyback clause allowing other municipal subdivisions to purchase under the same terms

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Our Solution — Pre-Bid Response Support

Workstream	Description
Bid Content Drafting	Prepared draft bid narrative, reseller positioning language, and commodity schedule structure for the prime's Netskope partnership pricing.
Pricing Worksheet	Structured 6-line commodity schedule with annual unit pricing for 10,000 licenses and Premium Support across 3 years.
Compliance Mapping	Mapped all requirements against NY GML, anti-collusion certification, Iranian Energy Sector Divestment, insurance minimums, and piggyback provisions.

Submission Operations Guide	Complete physical delivery playbook: envelope labeling, bid form completion checklist, mock cover letter, file naming, pre-submission final checklist, and common errors to avoid.
Risk Register	Risk analysis covering late physical delivery, pricing errors, missing certifications, and post-opening price freeze implications.

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Results & Outcomes

Primary Outcome

The US prime entered submission day with a complete, sealed bid package — commodity schedule, certifications, cover letter, and labeled envelope — ready for physical delivery to White Plains.

- **Zero-Error Submission Package** — Every certification signed, every line item priced, envelope labeled per exact County specifications.
- **Physical Delivery Playbook** — Step-by-step guide eliminating the risk of late, mislabeled, or incomplete physical delivery.
- **Pricing Discipline** — 3-year unit pricing validated against Netskope channel rates with no exposure to post-opening price lock surprises.
- **Reusable NY Municipal Bid Framework** — Template now available for future Westchester County and NY municipal sealed bids.

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About Nexstair Technologies

Nexstair Technologies LLC is a Wyoming-registered IT services company delivering AI automation, web development, SEO, and digital infrastructure as a Resource Support Partner (RSP) to US prime contractors pursuing SLED opportunities. Operating from a delivery center in Islamabad, Pakistan with US coordination in Casper, Wyoming — NDA-first, masked engagement, no direct client contact.

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