

**ESD 112 Consortium
E-rate RFP
Funding Year 2022**

ESD112-Erate-2022

**Release Date:
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INSTRUCTIONS FOR SERVICE PROVIDERS
ESD 112 Consortium

Dear Service Provider:

Thank you for interest in the E-rate RFP for the ESD 112 Consortium. There are 35 school district members of the consortium included in this RFP. In this RFP, there are two sections.

Section One includes: Category 1 (Telecommunications and Internet Services) as well as Category 2 Hardware and Cabling. Within this section, each consortium member has its own "Entity Information Page" describing the products and services it is seeking.

Section Two includes: Category 2 installation of hardware or cabling. Within this section, each consortium member seeking hardware installation has its own "Entity Information Page" describing the installation services it is seeking.

Proposals will be submitted by services providers to each school district, and vendor selections will be made by each school district. Service providers can pick the districts and projects they wish to respond to. **Proposals for hardware and installation of hardware may be bid separately. Districts have the option to select different hardware and installation service providers.**

To assist you, in this RFP you will find:

- **Information Sheets for each Consortium member**, containing:
 - o Detailed information for products/services being sought
 - When there are existing month-to-month services for which competing prices are sought, they will be identified as "existing"
 - o Contact information for the entity
- **Service Provider Qualification Form** – must be completed and submitted with your quote/proposal
- **Service Provider Assurance Form** – must be completed and submitted with your quote/proposal
- **Service Provider Certifications on Prevailing Wage, Suspension and Debarment, and Other State of Washington Public Works Requirements** – must be completed and submitted with your quote/proposal
- **Cabling Requirements** – must be completed and submitted with your cabling quote/proposal. A cabling specification may be available from the school's contact person.
- **Dark-Lit Fiber Service Proposal Requirements** – must be completed and submitted with your dark and or lit fiber proposal.
- **Master Contract Information** – Per SLD, a master contract is "a contract negotiated by a third party, the terms and conditions of which are then made available to an eligible entity that purchases directly from the service provider." Use of a master contract to provide pricing is allowed. Use this form to indicate the name and or number of the contract, as well as start and end dates, and web address.
- **Sample E-rate Contract Letter** – This or a similar document will be completed and returned to the service provider for counter-signature if service provider is selected.

CONTACTING SCHOOLS

Contacting schools can only be done initially via email, and contacts may only be with the person(s) listed on the district information sheet. Please note, if there are two E-rate Contacts listed, please send an email to all E-rate contacts.

All emails must have in the subject line:

ESD 112 Consortium, Y 2022 E-rate RFP

Failure to do so will result in a non-response.

Once an initial contact is made, telephone calls and or site visits will be made at the discretion of the school contact. The E-rate contact will notify you if a site visit for service providers has been scheduled.

SUBMITTING PROPOSALS OR QUOTES

It is recommended that proposals, quotes, etc. be submitted no later than January 14, 2022. There are no assurances that proposals, quotes, etc., received after that time will be reviewed.

All proposals, quotes, etc. are to be submitted via email to the district E-rate contact person(s) AND to the ESD 112 E-rate consultant, Paul Karlin (pauljkarlin@outlook.com).

SELECTION OF SERVICE PROVIDERS

All proposals will be reviewed and selected by individual districts/entities. Identification of winning service providers will be done using a Bid Evaluation Matrix. Although cost will be the highest ranked factor on the matrix, the intent of the Bid Evaluation Matrix is to identify the *most cost-effective* quote or RFP response. Bid Evaluation Matrices to be used will be found within each entity's information sheet or in the Appendix of this RFP.

OTHER QUESTIONS For your questions concerning the ESD 112 Consortium, please contact Paul Karlin (pauljkarlin@outlook.com; 216-926-5997).

SERVICE PROVIDER QUALIFICATION FORM

Information about the Vendor

Company Name	
E-rate SPIN	
Years in Business	
Number of years providing solutions similar to this proposal	
Contact Person/Title	
Full Mailing Address	
Telephone Number	
E-Mail Address	
Names and titles of personnel who will work on this project	

References – 3 required

School/District Name	
Contact Person	
Phone Number	
E-mail Address	
Dates Services Provided	
Description of Services Provided	
School/District Name	
Contact Person	
Phone Number	
E-mail Address	
Dates Services Provided	

Description of Services Provided	
School/District Name	
Contact Person	
Phone Number	
E-mail Address	
Dates Services Provided	
Description of Services Provided	

Technical Competencies – Please list technical certifications

1.

Reseller Authorizations – Please list reseller authorizations

1.

SERVICE PROVIDER CERTIFICATIONS ON PREVAILING WAGE, SUSPENSION AND DEBARMENT, AND OTHER STATE OF WASHINGTON PUBLIC WORKS REQUIREMENTS

Prevailing Wage - Pursuant to RCW 39.12, no workman, laborer, or mechanic employed in the performance of any part of the project shall be paid less than the "prevailing rate of wage" (in effect as of the date that bids/proposals are due) as determined by the Industrial Statistician of the Department of Labor and Industries. The schedule of the prevailing wage rates for the locality or localities where this contract will be performed is published on the Washington State Department of Labor and Industries Website at: <http://www.lni.wa.gov/tradeslicensing/prevwage/wagerates/default.asp> and is made a part of this contract by reference as though fully set forth herein. The Contractor shall provide the respective Subcontractors with a schedule of the applicable prevailing wage rates.

Signature _____

Suspension and Debarment – Service provider certifies to the best of their knowledge/belief that neither as an individual and/or the company and its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded for the award of contracts by any Federal governmental agency or department. Service provider shall provide immediate written notice during the term of the Agreement if such certification was erroneous when made or has become erroneous by reason of changed circumstances. Based on such notification, or if district/client should determine at any time that this certification is false, district/client reserves the right to review the status of the service provider and if necessary, terminate the agreement.

Signature _____

Other State of Washington Public Works Projects – Service provider certifies to be in compliance with all other State of Washington Public Works Requirements.

Signature _____

SERVICE PROVIDER ASSURANCE FORM

Service Provider agrees to provide:

Installation and Testing

Service Provider will unbox, deliver, install, configure, and test all equipment based on the school's installation schedule.

Signature _____ (enter "NA" if not applicable)

Administrator Training

Service Provider will provide training to the school's network administrator(s) relative to the network operations of the new equipment and network software. Training will not cover end-user devices.

Signature _____ (enter "NA" if not applicable)

Asset Tagging and Inventory

Service Provider will tag all equipment with appropriate school and E-rate identification information and provide a digital and paper inventory.

Signature _____ (enter "NA" if not applicable)

Walk-through and Acceptance

After all of the services above have been provided, a Service Provider project manager will conduct a walk-through with a school representative. At that time, project documentation will be given to the school. Documentation will include: digital and paper inventory; installation and testing data; as-built drawings; product documentation and warranty information; and Service Provider contact information. When all elements are provided, the school representative will sign an Acceptance Page.

Signature _____ (enter "NA" if not applicable)

Service Provider agrees to the following:

Contingent upon Funding – This proposal/contract will be contingent upon approved E-rate funding. The contract (see page 12) does not bind the school to the project if SLD or matching funds are not appropriated.

Project Scaling – Service Provider understands that school may not have access to required funds and may need to scale back the project to meet budgetary needs.

Portion Billing – If implementation occurs after E-rate approval, the school will be billed only for the school's USAC portion of charges.

Lowest Corresponding Price – The service provider will offer and charge the lowest price that the service provider charges to non-residential customers who are similarly situated to a particular school, library, or library consortium for similar services.

Signature _____

CABLING REQUIREMENTS

Service Provider agrees to the following:

Project Requirements

Technical Requirements – Must be met per each entity’s specifications.

Complete Turnkey Solution – Cabling is to provide all materials and labor, including but not limited to: Cat 5e, Cat6, Cat 6A wire, or fiber drops in colors per school requirements; patch panels, racks, raceway, hooks, connectors, outlets, firestop, and other materials as needed.

As-built drawings – To be provided upon project completion. (Floor plans showing circuit identification number and location and room number of each outlet.)

Installation and Testing Documentation - Certification test result documents to be provided upon project completion.

Labeling – All ports to be labelled at both ends per school requirements.

Patch Cables – 2 patch cables are to be provided per each cable run. Lengths and colors per school requirements.

One Year Warranty – Service Provider will warrant and support products/services for a minimum of 1 year.

Signature _____

LIT-DARK FIBER SERVICE PROPOSAL REQUIREMENTS

If an applicant is seeking pricing for “Digital Transmission – Lit or Dark Fiber Service,” it is seeking pricing for **both** lit and dark fiber solutions as well as hardware for terminating dark fiber so that it can compare all options and determine the most cost-effective solution. Multi-year pricing/contracts are encouraged. Prospective vendors can provide proposals for dark fiber, lit fiber, and/or terminating hardware.

If an applicant is seeking pricing for “Digital Transmission – Lit Fiber Service,” it is seeking pricing for lit fiber solutions only. Multi-year pricing/contracts are encouraged.

Lit Fiber Proposal Requirements

- Provide a proposed materials and labor itemized cost breakdown for service capable of bandwidth identified by district dedicated to each site identified by district.
- Include costs for fiber termination within each building.
- Include non-recurring installation and/or special construction costs.
- Include recurring monthly/yearly costs for continued ongoing service.
- Include minimum contract terms.
- In each cost, separate and itemize the portion that is eligible and non-eligible for E-rate reimbursement.

Dark Fiber Proposal Requirements

- Provide a proposed materials and labor itemized cost breakdown for service capable of bandwidth identified by district dedicated to each site identified by district.
- Provide cost breakouts for each school as separate line items.
- Include non-recurring installation and/or special construction costs.
- Include recurring monthly/yearly costs for continued ongoing maintenance and operation service costs.
- Include in the proposal an option to pay the upfront “build-out” costs in a monthly contract.
- In each cost, separate and itemize the portion that is eligible and non-eligible for E-rate reimbursement.
- Include minimum contract terms.

Terminating Hardware Proposal Requirements (for dark fiber – can be proposed separately or as part of dark fiber proposal)

- Provide Make/Model, quantities, and costs for provisioning and installation of network hardware required to light the dark fiber.
- Proposed hardware must be compatible with owner’s equipment at each of the locations.

Support and Documentation for Installation Costs during Application Review

During application review (PIA), selected service provider will be asked to provide the following details of installation costs/ construction charges for providing new fiber:

- kmz or .json map file of the route being constructed
- Latitude and Longitude of route endpoints
- Plant mix of project (% of aerial, direct buried, and conduit)

- Breakdown of installation costs, including
 - Cost per foot
 - Identification and cost breakdown of most expensive item
 - Electronics costs (dark fiber only)
- Possible alternate routes and their costs compared to cost of selected route (to determine cost effectiveness of selected route).
- Description of construction issues that cause the cost per foot to be inflated. (For example (e.g., “a directional bore requirement because of rocky soil or a surface that could not be plowed; expensive make ready for pole attachments; bridge crossings; waterway crossings; railroad crossings; historic preservation issues or environmental issues”).

Service Provider has read the above proposal requirements:

Signature _____

MASTER CONTRACT INFORMATION

Per SLD, a master contract is “a contract negotiated by a third party, the terms and conditions of which are then made available to an eligible entity that purchases directly from the service provider.”

_____ Yes, a master contract was used to provide pricing for this proposal/quote.

_____ No, a master contract was not used to provide pricing for this proposal/quote.

Contract Name:	
Contract Number:	
Start Date:	
End Date:	
Web address to find a copy of the contract:	

Contract Name:	
Contract Number:	
Start Date:	
End Date:	
Web address to find a copy of the contract:	

SAMPLE E-rate Contract Letter

[To Be Placed on School Letterhead]

Date

Vendor Name

Dear _____ :

This letter will confirm our decision to purchase up to \$_____ of products and/or services from your company during the Y 2022 E-rate funding year as specified in the attached documentation. For non-recurring services, the contract dates are 4-1-2022 through 12-31-2023.

The procurement of these network products and services will be dependent upon the following conditions:

1. Final approval of next year’s fiscal budget;
2. Contract confirmation by next year’s school board;
3. Award of associated Year 2022 E-rate funding; and

A SPIN change will be permitted by this agreement if VENDOR is not able to meet timeline requirements of the project.

An extension of up to 36 months is permitted by this agreement.

This written acceptance of your proposal constitutes an agreement between us. Please sign below to acknowledge your acceptance and return a signed copy to us as soon as possible. Electronic and facsimile copies are deemed originals.

Sincerely,

SERVICE PROVIDER:

Name and Title

Name and Title

Date

Date

Attachment: quote, proposal, etc.

**ESD 112 Consortium
E-rate RFP**

Funding Year 2022

SECTION ONE

Category 1 - Telecommunications and Internet Services

Category 2 - Hardware and Cabling

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	ARLINGTON SCHOOL DISTRICT 16 ARLINGTON, WA 98223
E-rate Contact	Mark Ehrhardt; mehrhardt@asd.wednet.edu
Number of Schools	9
Number of Other Buildings	2
<u>Category 1</u>	
Modulating Electronics for Dark Fiber (Terminating Hardware)	New; Terminating hardware for district-owned dark fiber. 1 GB Fiber GBIC; StarTech.com MSA Uncoded SFP Module - 1000BASE-BX - 1 Gigabit Ethernet BiDi Fiber Single Strand SFP Transceiver - LC 10km - MSA Compliant (SFP1000BXDST) or equivalent; quantity approx. 2
<u>Category 2</u>	
Switches and BMIC of Switches	New; 48 port switches; Ruckus ICX 7250 or equivalent; with 12 gbic modules and 10G licenses; quantity approx. 3 New; 48 port switches; Ruckus ICX 7250 or equivalent; quantity approx. 20 New; 24 fiber port switches; ICX Ruckus 7550 or equivalent; with 16 gbic modules and 10G licenses; quantity approx. 3 New; 10 GB license for Ruckus module - 4 port or equivalent; quantity approx. 4 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Ruckus or equivalent
Wireless and BMIC of Wireless MIBS of Wireless	New; Aruba AP 515 access points or equivalent; quantity approx. 10 New; HPE Aruba User Experience Insight network monitoring sensors or equivalent; quantity approx. 7 New; HPE Aruba Virtual Mobility Master License - up to 500 AP and MC or equivalent; quantity approx. 1 New; software, licenses, OS, patch cables, mounting hardware, accessories, maintenance as needed for Wireless network including controller; Aruba or equivalent
Firewall and BMIC of Firewall	New; Watchguard M5600 or equivalent with Total Security Suite or equivalent; quantity approx. 1 New; Watchguard M5600 or equivalent renewal for Firebox M4600; quantity approx. 1 Support/maintenance/licensing as needed for firewall; Watchguard or equivalent
Cabling	New; Slim Blue Cat 6 patch cables; total approx. 300 (100 x 3 ft., 100 x 5 ft., 100 x 7 ft.) New; LC to LC 10 GB fiber patch cables 2 meter; quantity approx. 15

Installation of Hardware	None
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BID EVALUATION MATRIX: 4

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	BATTLE GROUND SCHOOL DISTRICT 119 BRUSH PRAIRIE, WA 98606
E-rate Contact	Scott McDaniel; mcdaniel.scott@battlegroundps.org
Number of Schools	18
Number of Other Buildings	1
<u>Category 2</u>	
Switches and BMIC of Switches	<p>The district is seeking a replacement of its entire switch infrastructure.</p> <p>The district is seeking proposals for Tier One – enterprise level hardware only, such as Cisco, HP-Aruba, Juniper, or equivalent. Below is a list of new hardware the district is seeking.</p> <p>New; 12p x 1GbE and 2 SPF+ 10GbE PoE + Fanless Fixed 1 U Access Switch; quantity approx. 30 - 35</p> <p>New; 24p X 1GbE and SFP+/QSFP+ uplink port options PoE+ Fixed 1 U Access Switch; quantity approx. 41 - 45</p> <p>New; 48p X 1GbE and SFP+/QSFP+ uplink port options PoE+ Fixed 1 U Access Switch; quantity approx. 158-165</p> <p>New; 24p X 24 x 1/10GbE and 4 QSFP+ Fixed 1 U Layer 3 OSPF Enabled Distribution Switch; quantity approx. 14-16</p> <p>New; 48p X 48 x 10/25GbE and 8 x 40/100 options; quantity approx. 2-3</p> <p>New; the district is seeking all software, licenses, OS, patch cables, stacking cables, accessories, modules, transceivers, support, BMIC as needed for above; Tier One hardware such as Cisco, HP-Aruba, Juniper, or equivalent.</p> <p>The district intends to review and rate proposed solutions and invite the top 3 proposers to present their solution to a district committee before a final decision is made.</p>
Installation Services	None.

BID EVALUATION MATRIX: see next page.

BID EVALUATION MATRIX:

Category 2	
Cost	25
Prior experience with vendor	20
References. District will review submitted references as well as conduct its own independent reference check	15
Local or regional vendor	15
Prior experience with similar size K-12 districts	10
Quality of Technical Response	10
SPI Billing	5
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	CASTLE ROCK SCHOOL DISTRICT 401 CASTLE ROCK, WA 98611
E-rate E-rate Contact	Joel McPhetridge, jmcphetridge@crschools.org
Number of Schools	3
Number of Other Buildings	0
Category 1	
Internet Service	Existing; Current service is 1 GB Internet via cable modem to 3 locations. Seeking proposals for 1 GB service to 3 locations. Locations: CASTLE ROCK ELEMENTARY SCHOOL CASTLE ROCK MIDDLE SCHOOL CASTLE ROCK HIGH SCHOOL Existing; Current service MTM 10 MB at 704 D Street, Vader, WA 98593
Category 2	
Switches and BMIC of Switches	New; Quantity 5, JL074A Hewlett Packard Enterprise Aruba 3810M 48G PoE+1-slot Switch or equivalent, including JL087A Hewlett Packard Enterprise X372 54VDC 1050W PS JL083A Hewlett Packard Enterprise Aruba 3810M 4SFP+ Module New; software, licenses, OS, patch cables, stacking cables, accessories, modules, transceivers, support, BMIC as needed for above; Hewlett Packard or equivalent New; BMIC of Fortinet switches: FS-1024D Fortinet FortiSwitch 1024D Ethernet Switch; quantity 3 FS-448D-FPOE Fortinet FortiSwitch 448D-FPOE; quantity 1
Wireless and BMIC of Wireless	New; Access Points; Aruba IAP - latest model or equivalent; quantity approx. 134 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above.
Cabling with Racks and Cabinets	New; Cat 6 drops for AP's; approx. 39 New; Fiber Run with wall mount rack and 24 port patch panel; quantity approx. 1
BMIC of Firewall	New; BMIC for firewall; Fortigate 101F or equivalent; quantity 3
Installation Services	Requesting installation and configuration of approx. 134 AP's, including removal of approx. 95 AP's. Cabling, fiber run, and rack/cabinet to be installed. Requesting installation and configuration of all switches.

The district will schedule a mandatory wiring walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 3

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	CENTERVILLE SCHOOL DISTRICT 215 CENTERVILLE, WA 98613
E-rate Contacts	David Mead, david.mead@esd112.org
Number of Schools	1
Number of Other Buildings	1
<u>Category 2</u>	
Wireless, Licensing, and BMIC of Wireless	New; Access Points; Aruba 515 or equivalent; quantity approx. 7 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Cabling	New; Cat 6 drops; quantity approx. up to 100
Installation of Hardware	None

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 8

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	DARRINGTON SCHOOL DISTRICT 330 Darrington, WA 98241
E-rate Contacts	McKenzie Boyd; mboyd@dsd.k12.wa.us Chuck Neidigh; cneidigh@dsd.k12.wa.us
Number of Schools	2
Number of Other Buildings	1
<u>Category 1</u>	
Internet Service	Existing; DSL service to one location

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	EVERGREEN SCHOOL DISTRICT VANCOUVER, WA 98668
E-rate Contact	Derrick Deziel; Derrick.Deziel@evergreenps.org
Number of Schools	37
Number of Other Buildings	4
<u>Category 1</u>	
Internet Service	<p>The district is seeking 10 GB Internet service for one location. Master contract pricing is preferred.</p> <p>The terminating location for the Internet service is: 13413 NE LeRoy Haagen Memorial Drive Vancouver, WA 98684</p> <p>Please provide pricing for alternate terminating location. Address: 9105 NE 9th St. Vancouver, WA 98664</p>

BID EVALUATION MATRIX:

Price of the eligible products and services	30
Prior experience with the vendor	20
Prices for ineligible services, products, and fees	25
Flexible invoicing: FCC Form 472 or FCC Form 474	15
Local or in-state vendor	10
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	GLENWOOD SCHOOL DISTRICT 401 GLENWOOD, WA 98619
E-rate Contact	David Mead; david.mead@esd112.org Greg Rayl; greg.rayl@glenwoodsd.org
Number of Schools	1
Number of Other Buildings	0
Category 2	
Switches and BMIC of Switches	New; 48 port POE switch; Aruba 2930 F 48 port POE or equivalent; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Wireless, Licensing, and BMIC of Wireless	New; Access Points; Aruba 515 or equivalent; quantity approx. 14 New; Access Points; Aruba 565 or equivalent; quantity approx. 1 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Installation of Hardware	None.

BID EVALUATION MATRIX:

Cost	60
Compatibility With Existing Network Infrastructure	40
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	GRANITE FALLS SCHOOL DIST 332 GRANITE FALLS, WA 98252
E-rate Contact	Daniel Scollard; dscollard@gfalls.wednet.edu
Number of Schools	7
Number of Other Buildings	1
<u>Category 1</u>	
Lit Fiber Service for WAN	Existing; current 1 GB lit fiber service contract expires 6-30-22. Requesting proposals for lit fiber service for three buildings in WAN; minimum 1 GB up to 10 GB Locations: Mountain Way Elementary 702 N GRANITE AVE GRANITE FALLS, WA 98252 Granite Falls High School 1401 100TH STREET N.E GRANITE FALLS, WA 98252 Crossroads High School 307 NORTH ALDER AVENUE GRANITE FALLS, WA 98252

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	GREEN MOUNTAIN SCHOOL DIST 103 WOODLAND, WA 98674
E-rate Contact	David Mead; david.mead@esd112.org Dave Holmes; dave.holmes@greenmountainschool.us
Number of Schools	1
Number of Other Buildings	0
<u>Category 2</u>	
Switches and BMIC of Switches	New; 24 port POE switch; Aruba 2930 F or equivalent; quantity approx. 2 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Wireless, Licensing, and BMIC of Wireless	New; Access Points; Aruba 515 or equivalent; quantity approx. 2 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
UPS	New; APC Smart-UPS 1200 VA rack or tower UPS or equivalent; approx. 3 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Cabling	New; Cat 6 drops; quantity approx. up to 15 New; fiber run; quantity approx. 1
Installation of Hardware	None

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRICES:

Cabling – Option 1

UPS – Option 9

Switches and Wireless –

Cost	60
Compatibility With Existing Network Infrastructure	40
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	INDEX SCHOOL DISTRICT 63 INDEX, WA 98256
E-rate Contact	Kevin Cooper; kcooper@nwesd.org
Number of Schools	1
Number of Other Buildings	0
<u>Category 2</u>	
BMIC of Wireless	New; BMIC / support for wireless controller; Ruckus or equivalent; quantity approx. 1 New; software, licenses, OS, patch cables, stacking cables, modules, gbics, connectors, accessories; support, maintenance, HPE or equivalent

BID EVALUATION MATRIX:

Scoring Category	Max Points
Price of the eligible products and services	30
Prior experience with the vendor	20
Prices for ineligible services, products, and fees	25
Flexible invoicing: FCC Form 472 or FCC Form 474	15
Local or in-state vendor	10
TOTAL	100

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	KALAMA SCHOOL DISTRICT 402 KALAMA, WA 98625
E-rate Contact	Bob Von Roch; bob.vonroch@kalamasd.org
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Switches and BMIC of Switches	New; Tellabs ONT205 4-port fiber switch or equivalent; quantity approx. 35 New; Tellabs ONT180C 8-port fiber switch or equivalent; quantity approx. 35 New; Modules, cables, connectors, peripherals, software, OS, licensing, support, maintenance, as needed for above; Tellabs or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba AP-530 or equivalent; quantity approx. 40 New; Aruba Virtual Controller or equivalent; for approx. 100 APs New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Cabling	New; Cat 6 A drops; approx. 20 New; Fiber Runs; approx. 70
Installation of Hardware	None, except cabling and termination of fiber in fiber switches.

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	KELSO SCHOOL DISTRICT 458 KELSO, WA 98626
E-rate Contacts	Cody Reid; cody.reid@kelsosd.org
Number of Schools	11
Number of Other Buildings	2
<u>Category 2</u>	
Switches and Switch Components BMIC of Switches	New; Aruba 5412R zl2 switch or equivalent; quantity approx. 4; with power supplies, modules, and support New; Aruba 5412 20e/4f module or equivalent; quantity minimum 6 New; Aruba 5412 24e module or equivalent; quantity minimum 34 New; Aruba 2930M-48 switch or equivalent; quantity minimum 2 New; Modules, cables, connectors, peripherals, software, OS, licensing, support, maintenance, as needed for above; Aruba or equivalent
Wireless and BMIC of Wireless	New; Aruba Aruba AP515 or equivalent; quantity approx. 25 New; Aruba or equivalent; 3 x 10-packs AP Mounting Bracket Type B; 2 x 10-pack AP Mounting Bracket Type D New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	KLICKITAT SCHOOL DISTRICT 402 KLICKITAT, WA 98628
E-rate Contacts	David Mead; david.mead@esd112.org Brian Freeman; brian.freeman@klickitatsd.org
Number of Schools	1
Number of Other Buildings	1
<u>Category 2</u>	
Switches and BMIC of Switches	New; 48 port POE switch; Aruba 2930 F or equivalent; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Wireless, Licensing, and BMIC of Wireless	New; Access Points; Aruba 515 or equivalent; quantity approx. 19 New; Access Points; Aruba 565 or equivalent; quantity approx. 1 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
UPS	New; APC Smart-UPS 3000 VA rack or tower UPS or equivalent; approx. 1 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LA CENTER SCHOOL DISTRICT LA CENTER, WA 98629
E-rate Contact	Dan Bentson; dan.bentson@lacenterschools.org Jeff Andrews; jeff@ja-netsol.com
Number of Schools	3
Number of Other Buildings	0
Category 2	
Switches and BMIC of Switches	New; Aruba 2530-24G-PoE+ 2SPF+ or equivalent; quantity approx. 1 New; Aruba 2530-48G-PoE+ 4SPF+ or equivalent; quantity approx. 1 New; software, licenses, OS, patch cables, stacking cables, power supplies, accessories, modules, transceivers, support, BMIC as needed for above; HP-Aruba, or equivalent
Wireless and BMIC of Wireless	New; Access Points, Aruba AP-515 # Q9H63A or equivalent; quantity approx. 120 New; Aruba AP-MNT-MP10-D AP mount bracket kit type D or equivalent; quantity approx. 2 x 10 packs New; Aruba AP-MNT-MP10-A AP mount bracket kit type A or equivalent; quantity approx. 10 x 10 packs New; Aruba AP-MNT-MP10-C AP mount bracket kit type C mount bracket kit type D or equivalent; quantity approx. 1 x 10 packs New; BMIC for Aruba 7205 Controller or equivalent; quantity approx. 1 New; all software, licenses, OS, support, BMIC, mounting hardware, accessories as needed for AP's; Aruba or equivalent
Cabling	New; fiber run, quantity approx. 1
Installation	Installation of wireless access points Installation of fiber run

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX ALL EXCEPT CABLING: 8

BID EVALUATION MATRIX CABLING ONLY: 5

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LA CONNER SCHOOL DISTRICT 311
E-rate Contact	Ryan Hiller; rhiller@lc.k12.wa.us
Number of Schools	3
Number of Other Buildings	0
Category 2	
Caching Server and BMIC of Caching Server	New; Caching Server for district; approximately 700 users; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above
BMIC/MIBS of Switches	New; BMIC/MIBS of 48 port POE Switches, Brocade/Ruckus ICX 7450-48P, ICX 7250-48P, ICX 7150-48P or equivalent, quantity approx. 12 New; BMIC/MIBS of 12 port POE Switches, Brocade/Ruckus ICX7150-C12P or equivalent, quantity approx. 7
BMIC/MIBS of Wireless	New; BMIC/MIBS of AP's, Ubiquiti Nano Beam or equivalent, quantity approx. 1 New; BMIC/MIBS of AP's, Ruckus R750 or equivalent, quantity approx. 60 New; BMIC/MIBS of Cloud Controller, Ruckus or equivalent, quantity approx. 1
BMIC/MIBS of Firewall	New; BMIC/MIBS of Firewall, Watchguard Firebox M4600 or equivalent, quantity approx. 1
Installation of Hardware	For the new caching server above

BID EVALUATION MATRIX:

Pricing	25
Prior experience with the vendor	20
Vendor experience and knowledge with equipment and network	20
Quality and robustness of technical response and solution	15
Compliance with RFP submittal requirements, professionalism	10
Local or in-state vendor (Proximity, time on site)	10
TOTAL	100

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LONGVIEW SCHOOL DISTRICT 122 LONGVIEW, WA 98632
E-rate Contacts	Matt Keevy; mkeevy@longview.k12.wa.us Dan Jones; djones@longview.k12.wa.us
Number of Schools	15
Number of Other Buildings	3
Category 2	
Switches and Switch Components	New; Switch; HP 2930F 48Port + 4 SFP+ and 10Gb/s Single mode GBIC or equivalent; quantity approx. 1
BMIC of Switch	New; Modules, transceivers, power supplies, cables, connectors, software, OS, Support, licensing, as needed, for above; Aruba (HP) or equivalent
Cabling	New Cat 6 Drops; quantity approx. 120 New; fiber run, quantity approx. 1 <i>Quantities subject to change.</i>
Support/Maintenance/Licenses	New; Support/Maintenance/Licenses for Fortigate firewall appliance or equivalent; quantity 2 New; Support/Maintenance/Licenses for Aruba controller or equivalent; quantity 2
Installation of Hardware	None; installation of cabling only

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX:

Longview Evaluation Matrix -- Cabling:	
Cost	35
Prior similar experience with K-12 projects of this size	25
Bidder's representatives attended the walk through	20
Local or regional vendor	20
<i>TOTAL</i>	<i>100</i>

Longview Evaluation Matrix -- Network Hardware and Maintenance:	
Cost	35
Prior similar experience with K-12 projects of this size	25
Desired Features – Compatibility w/ Existing Infrastructure	20
Responsiveness to inquiries	10
Compliance with RFP submittal requirements	10
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LOPEZ ISLAND SCHOOL DISTRICT 44 LOPEZ ISLAND, WA 98261
E-rate Contact	Jesse Hammond; jhammond@lopez.k12.wa.us
Number of Schools	3
Number of Other Buildings	0
<u>Category 1</u>	
Internet Service	Internet Service – up to 1 GB
<u>Category 2</u>	
Switches and BMIC of Switches	New; 8 port POE switch w transceivers; Meraki or equivalent; quantity approx. 2 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Meraki or equivalent
Wireless, Licensing, and BMIC of Wireless	New; Access Points; Meraki MR 36 or equivalent; quantity approx. 41 New; Access Points; Meraki MR 70 or equivalent; quantity approx. 4 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Meraki or equivalent
UPS and Racks	New; APC Smart-UPS 750 up to 1200 VA rack or tower UPS or equivalent; approx. 3 New; ½ racks for IDFs; approx. 3 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Cabling	New; Cat 6 drops; quantity approx. 10-20 New; fiber runs; quantity approx. 3
Installation of Hardware	None except cabling

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	Lower Columbia College Head Start/EHS/ECEAP Longview, WA 98632
E-rate Contact	Brandon Ray; bray@lowercolumbia.edu
Number of Schools	4
Number of Other Buildings	0
<u>Category 1</u>	
Lit Fiber Service for WAN	New; lit fiber service for three buildings in WAN; minimum 1 GB up to 5 GB Addresses: 401 BARNES ST KELSO, WA 98626-3904 1107 S. 4th Ave. Kelso, WA 98626 3602 Memorial Park Drive, Longview, WA
<u>Category 2</u>	
Switches, including BMIC	New; Cisco 48 port POE switch or equivalent; quantity 1 New; Modules, cables, connectors, peripherals, software, OS, licensing, support, maintenance, mounting hardware; as needed for above; HP or equivalent
UPS	New; TrippLite Model SU1500 with additional battery or equivalent; quantity 1 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LYLE SCHOOL DISTRICT 406 LYLE, WA 98635
E-rate E-rate Contacts	David Mead, david.mead@lyleschools.org Susan Carabin, susan.carabin@lyleschools.org
Number of Schools	3
Number of Other Buildings	1
Category 1	
Internet Service	Seeking pricing for minimum 10 Mbps Internet service for Lyle Schools Bus Garage, STATE HIGHWAY 14 LYLE, WA 98635. Currently MTM
Category 2	
Switches and BMIC of Switches	New; 24 port POE switch; Aruba 2930 F or equivalent; quantity approx. 2 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Wireless, Licensing, and BMIC of Wireless	New; Access Points; Aruba 515 or equivalent; quantity approx. 15 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
UPS and Rack	New; APC Smart-UPS 750 up to 1200 VA rack or tower UPS or equivalent; approx. 2 New; Half Rack for IDF; wall-mountable; quantity approx. 2 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Cabling	New; CAT 6 Drops; quantity approx. 10 up to 15 New; fiber run; quantity approx. 2
Installation of Hardware	None

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRICES:

Switches and Wireless

Pricing	60
Compatibility With Existing Network Infrastructure	40
Total	100

UPS and Rack: 9

Cabling: 7

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LYNDEN SCHOOL DISTRICT 504 Lynden, WA 98264
E-rate Contact	Dusty Gulleson; gullemond@lynden.wednet.edu
Number of Schools	6
Number of Other Buildings	2
<u>Category 2</u>	
Switches and Switch Accessories BMIC of Switches	New; Ruckus ICX 7150-C08P or equivalent; quantity approx. 8 New; Ruckus ICX 7150-48P or equivalent; quantity approx. 4 New; software, licenses, OS, patch cables, stacking cables, support, maintenance, accessories as needed for above; Ruckus or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba AP 505 or equivalent; quantity approx. 44 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Firewall including License and BMIC	New; SonicWall NSA 9450 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; SonicWall or equivalent
Cabling	New; Cat 6A drops; total approx. 100 drops with 1 to 4 ports per drop. This project is for demo/removal of existing out-of-date cabling and replacing with new Cat 6A. Environmental conditions (raceway, conduit, etc.) to be upgraded as needed. The district encourages prospective service providers to engage in a thorough discovery process (inspection of all wiring closets, pathways, conduits, lengths of runs, etc.) on the mandatory walkthrough in order to submit a proposal that provides best recommendations to meet district needs.
Installation	Installation and configuration for above. Includes project management, physical installation into racks, programming to district standard, testing, validation, and documentation of installation.

The district will schedule a mandatory cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	MARYSVILLE SCHOOL DISTRICT 25 MARYSVILLE, WA 98270
E-rate Contact	Andrew Struiksma; andrew_struiksma@msd25.org
Number of Schools	20
Number of Other Buildings	2
<u>Category 1</u>	
Internet Service	Existing; 50/100 service for 1 location
<u>Category 2</u>	
BMIC	BMIC for Ruckus ICX7150-48ZP switches or equivalent; quantity approx. 59

BID EVALUATION MATRIX:

Marysville School District Bid Evaluation	Weight
Erate Eligible Services Pricing	25
Cost of Eligible Goods and Services	15
Previous Experience with Vendor	10
Vendor Experience in K12 Public Education	15
Service / Support	15
Compatibility With Existing Infrastructure	20
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	OCEAN BEACH SCHOOL DISTRICT LONG BEACH, WA 98631
E-rate Contact	Dan Kleffner; Dan.Kleffner@oceanbeachschools.org
Number of Schools	6
Number of Other Buildings	4
<u>Category 1</u>	
Digital Transmission – Lit Fiber Service	Existing; current contract for 1 GB lit fiber WAN ends 6-30-2022. Seeking service to provide 1 GB connection over fiber between district schools, the Tech Building and the district Demarc at Hilltop School, 314 Brumbach Ave SE, Ilwaco WA 98624. The district is seeking multi-year proposals for lit fiber service.
<u>Category 2</u>	
Wireless and BMIC of Wireless	New; Access Points; Aruba 535 or equivalent; quantity approx. 115 New; Access Points; Aruba 565 or equivalent; quantity approx. 5 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Installation	None

BID EVALUATION MATRIX:

Ocean Beach School District Bid Evaluation	Weight
Cost of eligible goods and services	35
Quality of bid (Preferred product, capacities, abilities, ease of use, support, disruption of service, time lines, etc.)	25
Other Factors - Cost of Erate Ineligible Costs	20
Prior Positive Business Relationship Between Vendor and District	10
Local Area/Regional Vendor	10
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	RIDGEFIELD SCHOOL DIST 122 RIDGEFIELD, WA 98642
E-rate Contact	Geoff Varney; geoff.varney@ridgefieldsd.org
Number of Schools	5
Number of Other Buildings	2
<u>Category 1</u>	
Internet Service	Existing; currently have 500 Mbps service (MTM); seeking pricing for 500 Mbps up to 1 Gbps for one location
Digital Transmission – Lit Fiber Service	Seeking service that will provide 1 GB connection over fiber to connect two locations. The district is seeking multi-year proposals for lit fiber service. Locations: 5645 S 11 th St, Ridgefield, WA 98642 510 Pioneer Street Ridgefield, WA 98642 <i>Please see page 9 of this RFP for proposal requirements.</i>
<u>Category 2</u>	
Switches and Switch Accessories	New; 48 port POE switch; Aruba 3810m (JL076A) or equivalent; quantity approx. 1
BMIC of Switches	New; JL078A 40 Gbps module; Aruba or equivalent; quantity approx. 2 New; software, licenses, OS, patch cables, stacking cables, support, maintenance, accessories as needed for above; Aruba or equivalent
Wireless and BMIC of Wireless	New; Access Points; Ruckus R730 WAP or equivalent; quantity approx. 5 New; Cloud Controller Licenses for Ruckus AP's or equivalent; quantity approx. 200 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Ruckus or equivalent
Firewall including License and BMIC	New; Palo Alto Virtual Firewall VM500 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
UPS	New; 3000VA up to 5000VA TrippLite UPS or equivalent; quantity approx. 3 New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Installation	None

See next page.

RIDGEFIELD BID EVALUATION MATRIX:

Category 1	
Cost of services (Life-Cycle Cost of Ownership)	30
Service Level Agreement	15
Implementation Plan with Time Lines	15
Overall History, Experience, and Knowledge	15
Network Architecture	10
Overall Service Value	10
References	5
<i>TOTAL</i>	<i>100</i>
Category 2	
Price of the Eligible Products and Services	30
Prior Experience with the Vendor	25
Flexible Invoicing: FCC form 472 or FCC Form 474	20
Prices for Ineligible Services, Products, and Fees	15
Local or In-State Vendor	10
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	SEDRO-WOOLLEY SCHOOL DIST 101 SEDRO WOOLLEY, WA 98284	
E-rate Contacts	Byron Haner; bhaner@swsd101.org	
Number of Schools	12	
Number of Other Buildings	3	
Category 1		
Digital Transmission – Lit or Dark Fiber Service	<p>The district’s contract for 1 GB lit fiber service to 2 buildings ends June 30, 2022. The district is seeking pricing for service that will provide minimum 1 GB up to 10 GB. The district is seeking multi-year proposals for lit or dark fiber service.</p> <p>Locations: Big Lake ES 16802 LAKE VIEW BLVD MOUNT VERNON, WA 98274 Clear Lake ES 2167 LAKE AVENUE CLEAR LAKE, WA 98235</p> <p><i>Please see page 9 of this RFP for proposal requirements.</i></p>	
Modulating Electronics for Dark Fiber (Terminating Hardware)	New; Terminating hardware for leased dark fiber if selected. Minimum 1 GB up to 10GB Fiber GBIC; quantity approx. 4	
Maintenance of Modulating Electronics for Leased Dark Fiber	Existing; current contract to maintain modulating electronics for leased dark fiber WAN expires 6-30-22. Seeking pricing for multi-year contract to maintain modulating electronics for leased dark fiber WAN. Inventory available upon request.	
Category 2		
Switches and Switch Accessories, BMIC of Switches	New; Switches; quantity approx. 3, Cisco Catalyst 9400 Series 7 slot, Sup, 2xC9400-LC-48U, EDU LIC or equivalent, with following accessories:	
	C9400-NW-E	Cisco Catalyst 9400 Network Essential License
	S9400UK9-176	Cisco Catalyst 9400 XE 17.6 UNIVERSAL
	C9400-PWR-3200AC	Cisco Catalyst 9400 Series 3200W AC Power Supply
	3x - CAB-L620P-C19-US	NEMA L6-20 to IEC-C19 14ft US
	C9400-DNA-E	Cisco Catalyst 9400 DNA Essential Term License
	C9400-DNA-E-3Y	Cisco Catalyst 9400 DNA Essential 3 Year License
	C9400-LC-48HN-B	Catalyst 9400 Series 2xC9400-LC-48HN for Bundle Select
	C9400-SUP-1-B	Cisco Catalyst 9400 Series Supervisor-1 Bundle Select Option
	C9400-LC-48P	Cisco Catalyst 9400 Series 48-Port POE+ 10/100/1000 (RJ-45)
	C9400-LC-48P	Cisco Catalyst 9400 Series 48-Port POE+ 10/100/1000 (RJ-45)
	C9400-SSD-NONE	No SSD Memory Selected

	<p>New; Switches; quantity approx. 3, Cisco Catalyst 9200 48-port 8xmGig PoE+, K12 or equivalent, with following accessories:</p> <table border="1"> <tr> <td>C9200-NW-E-48</td> <td>C9200 Network Essentials, 48-port license</td> </tr> <tr> <td>CAB-TA-NA</td> <td>North America AC Type A Power Cable</td> </tr> <tr> <td>C9200-NM-NONE</td> <td>No Network Module Selected</td> </tr> <tr> <td>C9200-DNA-E-48</td> <td>C9200 Cisco DNA Essentials, 48-Port Term Licenses</td> </tr> <tr> <td>C9200-DNA-E-48-3Y</td> <td>C9200 Cisco DNA Essentials, 48-port - 3 Year Term License</td> </tr> </table> <p>New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, support, BMIC, as needed, for above; Cisco or equivalent.</p> <p>The district is considering a multi-year contract which will enable purchase over several E-rate funding years.</p>	C9200-NW-E-48	C9200 Network Essentials, 48-port license	CAB-TA-NA	North America AC Type A Power Cable	C9200-NM-NONE	No Network Module Selected	C9200-DNA-E-48	C9200 Cisco DNA Essentials, 48-Port Term Licenses	C9200-DNA-E-48-3Y	C9200 Cisco DNA Essentials, 48-port - 3 Year Term License
C9200-NW-E-48	C9200 Network Essentials, 48-port license										
CAB-TA-NA	North America AC Type A Power Cable										
C9200-NM-NONE	No Network Module Selected										
C9200-DNA-E-48	C9200 Cisco DNA Essentials, 48-Port Term Licenses										
C9200-DNA-E-48-3Y	C9200 Cisco DNA Essentials, 48-port - 3 Year Term License										
UPS	<p>New; 5k VA Tripplite UPS with Double Conversion or equivalent; quantity approx. 3 New; 2.2k VA Tripplite UPS with Double Conversion or equivalent; quantity approx. 3</p> <p>New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above; Tripplite or equivalent.</p>										
Cabling	<p>New; Cat 6 drops; quantity approx. 500. Requesting removal of existing Cat 5 drops as part of installation.</p> <p>New; fiber runs; quantity approx. 2</p>										
MIBS	<p>Existing; current contract to provide MIBS services expires 6-30-22. Seeking pricing for multi-year contract to manage approximately 100 switches, 10 UPS, and 10 AP's. Inventory available upon request.</p>										
Installation	<p>For all items above.</p>										

The district requires separate proposals for each of the above items.
A service provider cannot provide pricing under a single master proposal.

The district will schedule a mandatory cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 7

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	SNOHOMISH SCHOOL DISTRICT 2 SNOHOMISH, WA 98290
E-rate Contacts	Edson Rodriguez; Edson.Rodriguez@sno.wednet.edu Eran Gourarie; Eran.Gourarie@sno.wednet.edu
Number of Schools	16
Number of Other Buildings	3
Category 1	
Internet Service	Existing; cable modem lines for approx. 7 locations; 20 Mbps up to 500 Mbps service
Fiber WAN – maintenance	Existing; Maintenance for district-owned fiber network; current contract expires 6-30-22. Locations in network: SEATTLE HILL ELEMENTARY SCHOOL CASCADE VIEW ELEMENTARY SCHOOL EMERSON ELEMENTARY SCHOOL MACHIAS ELEMENTARY SCHOOL RIVERVIEW ELEMENTARY SCHOOL SNOHOMISH HIGH SCHOOL DUTCH HILL ELEMENTARY SCHOOL CENTENNIAL MIDDLE SCHOOL VALLEY VIEW MIDDLE SCHOOL CATHCART ELEMENTARY SCHOOL TOTEM FALLS ELEMENTARY SCHOOL CENTRAL ELEMENTARY SCHOOL GLACIER PEAK HIGH SCHOOL LITTLE CEDARS ELEMENTARY PPP – AIM District Resource Service Center Transportation and Operations
Category 2	
Switches, Routers, Modules, Accessories, BMIC of Switches and Routers, MIBS of Switches	New; Cisco C9300L-24P-4X-E Switch or equivalent; quantity approx. 85 New; Cisco C9300L-48PF-4X-E Switch or equivalent; quantity approx. 15 New; Cisco C9300L-48PF-4X-A Switch or equivalent; quantity approx. 2 New; Cisco C9300-24UXB-A Switch or equivalent; quantity approx. 2 New; Cisco c3850-nm-2-10g Module or equivalent; quantity approx. 10 New; Cisco C9300-NM-2Q Module or equivalent; quantity approx. 2 New; Cisco NIM-4FXO Module or equivalent; quantity approx. 14 New; Cisco NIM-4FXS Module or equivalent; quantity approx. 14 New; Cisco NIM-4E/M Module or equivalent; quantity approx. 14 New; Cisco ISR4331-V/K9 Router or equivalent; quantity approx. 14 New; Dell PowerSwitch S4148F-ON or equivalent; quantity 2

	<p>New; software, licenses, OS, patch cables, support, BMIC, accessories as needed for above; Dell, Cisco or equivalent</p> <p>New; BMIC / MIBS for Dell switches in service (S4048-ON Switch 48x10GbE SFP+and 6x40GbE QSFP port, Force10 S4820T 1U 48x10GBase-T 4x40GbE QSFP, Force10 MXL 10/40GbE DCB Blade Switch, PowerConnect N4032 24-port 10GbE RJ45 Switch, Force10 S4820T 1U 48x10GBase-T 4x40GbE QSFP0; quantity approx. 27</p>
Wireless and BMIC of Wireless	<p>New; Access points; Cisco C9130AXI-B or equivalent; quantity approx. 115</p> <p>New; Access points; Cisco C9124AXI-B or equivalent; quantity approx. 15</p> <p>New; software, licenses, OS, patch cables, mounting hardware, accessories, BMIC as needed for above; Cisco or equivalent</p>
Firewall and BMIC of Firewall	<p>New; Fortigate 1500D FORTIGUARD UTM BUNDLE & FORTICARE including web-filtering, IPS, application control and firewall or equivalent (portions may be ineligible and will not be requested); quantity approx. 2</p> <p>Support/maintenance/licensing as needed for firewalls; Fortigate or equivalent</p>
UPS	<p>New; APC SMX3000RMLV2UNC UPS or equivalent; quantity approx. 10</p> <p>New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.</p>
Cabling	New; approx. 165 Cat 6 drops.
Installation	For all Category 2 items listed above.

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX:

Snohomish School District Bid Evaluation	Weight
Purchase cost of eligible goods and services	25
Purchase cost of ineligible goods and services	5
Prior Experience with Vendor	20
Network Architecture Compatibility	10
Track record for Service & Support	15
Prior experience with similar K-12 products and projects	10
Understanding District Needs	15
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	STANWOOD CAMANO SCHOOL DISTRICT 401 STANWOOD, WA 98292
E-rate Contact	Ryan Ovenell; rovenell@stanwood.wednet.edu
Number of Schools	10
Number of Other Buildings	3
<u>Category 2</u>	
Firewall and BMIC of Firewall	New; Palo Alto PA-3260 Firewall or equivalent including support services and threat prevention (portions may be ineligible and will not be requested); quantity approx. 6 Support/maintenance/licensing as needed for firewalls; Palo Alto or equivalent
UPS	New; APC SYBTU2-PLP UPS battery or equivalent; quantity approx. 36 New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Installation	None.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	STEVENSON-CARSON SCHOOL DISTRICT Stevenson, WA 98648
E-rate Contact	Anthony Winstead; winsteda@scsd303.org
Number of Schools	4
Number of Other Buildings	1
Category 1	
Fiber WAN – Lit fiber	Existing; Lit fiber service for one building. Seeking pricing for 1 GB connectivity. Location: WIND RIVER MIDDLE SCHOOL 390 NW GROPPER RD STEVENSON, WA 98648 <i>Please see page 9 of this RFP for proposal requirements.</i>
Category 2	
Wireless and BMIC of Wireless	New; Access Points; Aruba 505 or equivalent; quantity approx. 18 New; Licenses for Access Points; Aruba or equivalent; quantity approx. 95 New; Licenses and BMIC of Controller Aruba 7205-K12-64-US or equivalent; quantity 1 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Cabling	New; Cat 6; quantity approx. 202 Existing/New Fiber Run – Test, Repair or Replace fiber run between two buildings on same campus
License and BMIC of Firewall	New; License and BMIC of Fortinet FortiGate 401E or equivalent; quantity 1
MIBS	MIBS for following: HP switch 2920 – quantity 22 HP switch 2930F – quantity 1 HP switch 3810 – quantity 1 FortiGate 401E Firewall; quantity 1 Aruba 305 AP's – quantity 20 Aruba 505 AP's – quantity 28 Aruba 7205 Controller – quantity 1
Installation	None except cabling

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 5

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	TACOMA SCHOOL DISTRICT 10 TACOMA, WA 98405
E-rate Contact	Ernest Goody; egoody@tacoma.k12.wa.us
Number of Schools	58
Number of Other Buildings	5
<u>Category 2</u>	
Switches and Components BMIC of Switches	<p>New; Aruba 6405 Switch or equivalent; quantity approx. 56</p> <p>New; Aruba 6400 1800W Power Supply with C16 Inlet Adapter; quantity approx. 168</p> <p>New; Aruba 6400 48p 10G/25G SFP28 Module; quantity approx. 62</p> <p>New; Aruba 6400 48p 1GbE CL4 PoE Module; quantity approx. 1</p> <p>New; Aruba 8400X 8p 40G QSFP+ Advanced Module; quantity approx. 4</p> <p>New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, support, maintenance, as needed for above; Aruba (HP) or equivalent.</p>
Wireless and BMIC of Wireless	<p>New; Access Points; Aruba AP-535 (US) Unified AP or equivalent; quantity approx. 500</p> <p>New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware (ceiling rail 9/16 and 15/16), accessories as needed for above; Aruba or equivalent</p>
UPS	<p>New; HP R/T2200 G5 UPS; or equivalent; quantity approx. 56</p> <p>New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above; APC or equivalent</p>
Installation	<p>Install and configure all requested hardware to the District's specifications and assist in knowledge transfer to selected district employees on an ongoing basis. Installation must include:</p> <ul style="list-style-type: none"> • Network Design Review – review of district network design before installation • Physical installation of hardware at location • Firmware update of hardware to current software • hardware configuration based on TPS specifications • Labeling of hardware • Documentation of networking equipment and MAC addresses for Import into AD to support 802.1x implementation • Discovery of hardware (as feasible) through Intelligent Management Center (IMC) • Handle all warranty claims in the event of failure

The district is seeking a multi-year contract which will enable purchase over several E-rate funding years.

SUBMITTAL REQUIREMENTS:

Tacoma School District requires a sealed bid response, consisting of the following:

- All materials must be submitted via the Bonfire portal.
<https://tacoma.bonfirehub.com/portal/?tab=openOpportunities>

Please upload the following:

1. Proposal Response
2. Pricing - Spreadsheets submitted in Excel format

Sealed Bids are due no later than 3 PM, Friday, January 14, 2022.

Purchasing Department
Lori Adams, NIGP-CPP
3321 S Union Ave, Tacoma WA 98409
Ladams1@tacoma.k12.wa.us | 253.571.3396

BID EVALUATION MATRIX:

	Weight
Pricing	25
Quality of Technical Response	20
Compatibility with Existing Infrastructure	15
Total Cost of Ownership	15
Prior Experience with Vendor	10
Support/Service	10
References	5
<i>TOTAL</i>	<i>100</i>

A District evaluation team will judge written submissions against these criteria. The evaluation team may, but need not, invite supplementation of the written submissions via oral interviews with the top-rated vendor or vendors. In this event, the oral interviews will have an additional point rating. These interviews will be conducted in order to discuss the proposals submitted and to evaluate company expertise, qualifications, operations and services deemed by Tacoma School District to be in its best interests. Different rating criteria will be used to evaluate finalists in the interview process. Cost/Pricing will continue to be the most heavily weighted criteria, as required by E-rate regulations.

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	TOUTLE LAKE SCHOOL DISTRICT TOUTLE, WA 98649
E-rate Contacts	Ira Wohl; iwohl@toutlesd.org
Number of Schools	2
Number of Other Buildings	0
<u>Category 1</u>	
Internet Service	Existing; Internet service minimum 150 MB up to 300 MB. Prefer cable modem or equivalent.
<u>Category 2</u>	
Switches and Switch Accessories	New; 48 port POE switch; Aruba 2530-48G-PoEP or equivalent; quantity approx. 2 New; software, licenses, OS, patch cables, stacking cables, accessories as needed for above; Fortinet or equivalent
Installation	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WAHKIAKUM SCHOOL DISTRICT CATHLAMET, WA 98612
E-rate Contacts	Paul Ireland;pireland@wahksd.k12.wa.us Brent Freeman; bfreeman @wahksd.k12.wa.us
Number of Schools	2
Number of Other Buildings	2
Category 2	
Switches and BMIC of Switches	New; Licenses and BMIC for Switches; Fortiswitch 548D or equivalent; quantity 7
Wireless and BMIC of Wireless	New; Licenses and BMIC for Access Points; FortiAP U431F (37), 224E (7), 222E (2) or equivalent
Firewall and BMIC of Firewall	New; Fortinet FortiGate 401E or equivalent; quantity 1 Support/maintenance/licensing as needed for firewall; Fortinet or equivalent
UPS and BMIC of UPS	New; 5000 VA UPS and 5 expansion lithium ion batteries, NEMA L6-30 connectivity; quantity approx. 1 New; software, licenses, OS, patch cables, network cards, support, mounting hardware, accessories as needed for above.
Cabling	New; Cat 6A drops; quantity approx. 48. Note: Labor only. The district owns the materials. New; OM3 Fiber Run; quantity approx. 1
Installation of Hardware	None, except cabling

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 7

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WASHINGTON SCHOOL FOR THE DEAF VANCOUVER, WA 98612
E-rate Contacts	John Clarkson; john.clarkson@cdhy.wa.gov Mark Lee; mark.lee@cdhy.wa.gov
Number of Schools	1
Number of Other Buildings	1
Category 1	
Internet Service Lit Fiber Service	New; interested in pricing for minimum 100 MB up to 200 MB Internet New; interested in pricing for lit fiber for WAN connectivity; up to 500 MB Location: Please request from E-rate contact
Category 2	
Switches	New; Cisco 48 Port POE C9200l-48p-4g Switch or equivalent; quantity 2 New; software, licenses, OS, patch cables, stacking cables, accessories as needed for above; Cisco or equivalent
Wireless and BMIC of Wireless	New; Access Points; Cisco C9120AXI-B or equivalent; quantity approx. 24 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above.
Installation	Configuration for the switches and wireless.

BID EVALUATION MATRIX: 7

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	Whatcom Intergenerational High School Bellingham, WA 98225
E-rate Contact	Erum Mohiuddin; erum.mohiuddin@intergenerational.school
Number of Schools	1
Number of Other Buildings	0
<u>Category 1</u>	
Internet Service	Internet service; Current service is 300 MB MTM; interested in pricing for minimum 300 MB up to 500 MB.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WHITE RIVER SCHOOL DISTRICT 416 BUCKLEY, WA 98321
E-rate Contact	Lori Curtis; lcurtis@whiteriver.wednet.edu Garrett Roe; Groe@whiteriver.wednet.edu
Number of Schools	7
Number of Other Buildings	2
<u>Category 2</u>	
Switches and Switch Components including BMIC	New; 8 port POE switches; Meraki MS120 or equivalent; quantity approx. 8 New; Equal Optics MultiMode 10GB SFP or equivalent; quantity approx. 26 New; Equal Optics SingleMode 10GB SFP or equivalent; quantity approx. 6 New; software, licenses, OS, patch cables, stacking cables, accessories, modules, transceivers, support, BMIC as needed for above; Meraki, or equivalent
UPS and Batteries	New; Eaton 9PX2000RT w/ extended battery or equivalent; quantity approx. 8 New; software, licenses, OS, patch cables, network cards, mounting hardware, pedestals, accessories as needed for above; APC or equivalent
Cabling	New; 6 strand Fiber Run; quantity approx. 2
Installation of Hardware	None, except cabling

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WHITE SALMON VLY DIST 405-17 WHITE SALMON, WA 98672
E-rate Contact	Rhonda Hardisty; rhonda.hardisty@whitesalmonschools.org
Number of Schools	4
Number of Other Buildings	1
<u>Category 1</u>	
Lit Fiber Service for WAN	Existing; lit fiber service for one building in WAN (currently MTM); minimum 100 MB up to 500 MB Address: 170 Lincoln St. White Salmon, WA 98672
<u>Category 2</u>	
Switches and Switch Accessories BMIC of Switches	New; HP 5406 switch or equivalent; quantity approx. 2, including Management module (1 ea); Fiber module (1 ea); 48 port POE/gig modules (5 each) New; software, licenses, OS, patch cables, stacking cables, support, accessories as needed for above; HP or equivalent
Rack/Cabinet	New; Network Enclosed Rack/Cabinet; quantity approx. 1
Installation	None

BID EVALUATION MATRIX: 7

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WOODLAND SCHOOL DISTRICT 404
E-rate Contact	STEVE RIPPL; rippl@woodlandschools.org
Number of Schools	7
Number of Other Buildings	2
Category 1	
Internet Service	Existing; minimum 20 Mbps service (MTM) Transportation 2 Existing; minimum 50 Mbps service (MTM) Middle School Annex
Fiber WAN – Lit fiber	Existing; Lit fiber service MTM at 3 locations: Yale – seeking minimum 50 MB North Fork – seeking minimum 200 MB Woodland HS – seeking minimum 200 MB
Category 2	
Switches and Switch Components	New; Switch; Aruba CX 6405 Bundle R0X29A with modules R0X41A and R0X43A or equivalent; quantity approx. 2 New; Switch; Aruba 2930M 40G 8 Smart Rate PoE Class 6 Switch (R0M67A) or Aruba 6300M 48-Port L3 Managed PoE+ Switch (JL659A) or equivalent; quantity approx. 4 New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, as needed, for above; Aruba (HP) or equivalent
Wireless and BMIC of Wireless	New; Cisco/ AIR-AP3802I-B-K9 or Cisco/ AIR-AP2802I-B-K9 access points or equivalent; quantity approx. 4 New; software, licenses, OS, patch cables, mounting hardware, accessories, maintenance as needed for Wireless network including controller; Cisco or equivalent
UPS and Batteries	New; APC Smart-UPS SMT1000RM2UC; or equivalent; quantity approx. 1 New; APC Smart-UPS SMT1000C; or equivalent; quantity approx. 1 New; APC RBC22 battery or equivalent; quantity approx. 1 New; APC RBC43 battery or equivalent; quantity approx. 2 New; APC RBC57 battery or equivalent; quantity approx. 3 New; APC RBC140 battery or equivalent; quantity 2 New; software, licenses, OS, patch cables, network cards, mounting hardware, pedestals, accessories as needed for above; APC or equivalent
Cabling with Rack/Cabinet	New; Cat 6 drops; approx. 4 – 10 New; Fiber Run; approx. 1 New; Network Cabinet w patch panel
Installation of Hardware	None except Cabling and Rack/Cabinet

See next page.

The district will schedule a wiring walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ESD 112 Consortium

**E-rate RFP
Funding Year 2022**

**SECTION TWO
Category 2 Installation Services**

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	CASTLE ROCK SCHOOL DISTRICT 401 CASTLE ROCK, WA 98611
E-rate E-rate Contact	Joel McPhetridge, jmcphetridge@crschools.org
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Wireless and BMIC of Wireless	New; Access Points; Aruba IAP - latest model or equivalent; quantity approx. 134 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above.
Cabling with Racks and Cabinets	New; Cat 6 drops for AP's; approx. 39 New; Fiber Run with wall mount rack and 24 port patch panel; quantity approx. 1
Installation Services	Requesting installation and configuration of approx. 134 AP's, including removal of approx. 95 AP's. Cabling, fiber run, and rack/cabinet to be installed. Requesting installation and configuration of all switches.

The district will schedule a mandatory wiring walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 3

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	KALAMA SCHOOL DISTRICT 402 KALAMA, WA 98625
E-rate Contact	Bob Von Roch; bob.vonroch@kalamasd.org
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Switches and BMIC of Switches	New; Tellabs ONT205 4-port fiber switch or equivalent; quantity approx. 35 New; Tellabs ONT180C 8-port fiber switch or equivalent; quantity approx. 35 New; Modules, cables, connectors, peripherals, software, OS, licensing, support, maintenance, as needed for above; Tellabs or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba AP-530 or equivalent; quantity approx. 40 New; Aruba Virtual Controller or equivalent; for approx. 100 APs New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Cabling	New; Cat 6 A drops; approx. 20 New; Fiber Runs; approx. 70
Installation of Hardware	None, except cabling and termination of fiber in fiber switches.

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LA CENTER SCHOOL DISTRICT LA CENTER, WA 98629
E-rate Contact	Dan Bentson; dan.bentson@lacenterschools.org Jeff Andrews; jeff@ja-netsol.com
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Wireless and BMIC of Wireless	New; Access Points, Aruba AP-515 # Q9H63A or equivalent; quantity approx. 120 New; Aruba AP-MNT-MP10-D AP mount bracket kit type D or equivalent; quantity approx. 2 x 10 packs New; Aruba AP-MNT-MP10-A AP mount bracket kit type A or equivalent; quantity approx. 10 x 10 packs New; Aruba AP-MNT-MP10-C AP mount bracket kit type C mount bracket kit type D or equivalent; quantity approx. 1 x 10 packs New; BMIC for Aruba 7205 Controller or equivalent; quantity approx. 1 New; all software, licenses, OS, support, BMIC, mounting hardware, accessories as needed for AP's; Aruba or equivalent
Cabling	New; fiber run, quantity approx. 1
Installation	Installation of wireless access points Installation of fiber run

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX ALL EXCEPT CABLING: 8

BID EVALUATION MATRIX CABLING ONLY: 5

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LA CONNER SCHOOL DISTRICT 311
E-rate Contact	Ryan Hiller; rhiller@lc.k12.wa.us
Number of Schools	3
Number of Other Buildings	0
Category 2	
Caching Server and BMIC of Caching Server	New; Caching Server for district; approximately 700 users; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above
Installation of Hardware	For the new caching server above

BID EVALUATION MATRIX:

Pricing	25
Prior experience with the vendor	20
Vendor experience and knowledge with equipment and network	20
Quality and robustness of technical response and solution	15
Compliance with RFP submittal requirements, professionalism	10
Local or in-state vendor (Proximity, time on site)	10
TOTAL	100

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LONGVIEW SCHOOL DISTRICT 122 LONGVIEW, WA 98632
E-rate Contacts	Matt Keevy; mkeevy@longview.k12.wa.us Dan Jones; djones@longview.k12.wa.us
Number of Schools	15
Number of Other Buildings	3
Category 2	
Cabling	New Cat 6 Drops; quantity approx. 120 New; fiber run, quantity approx. 1 <i>Quantities subject to change.</i>
Installation of Hardware	None; installation of cabling only

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX:

Longview Evaluation Matrix -- Cabling:	
Cost	35
Prior similar experience with K-12 projects of this size	25
Bidder's representatives attended the walk through	20
Local or regional vendor	20
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LOPEZ ISLAND SCHOOL DISTRICT 44 LOPEZ ISLAND, WA 98261
E-rate Contact	Jesse Hammond; jhammond@lopez.k12.wa.us
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Cabling	New; Cat 6 drops; quantity approx. 10-20 New; fiber runs; quantity approx. 3
Installation of Hardware	None except cabling

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	LYNDEN SCHOOL DISTRICT 504 Lynden, WA 98264
E-rate Contact	Dusty Gulleson; gullemond@lynden.wednet.edu
Number of Schools	6
Number of Other Buildings	2
<u>Category 2</u>	
Switches and Switch Accessories BMIC of Switches	New; Ruckus ICX 7150-C08P or equivalent; quantity approx. 8 New; Ruckus ICX 7150-48P or equivalent; quantity approx. 4 New; software, licenses, OS, patch cables, stacking cables, support, maintenance, accessories as needed for above; Ruckus or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba AP 505 or equivalent; quantity approx. 44 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Firewall including License and BMIC	New; SonicWall NSA 9450 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; SonicWall or equivalent
Cabling	New; Cat 6A drops; total approx. 100 drops with 1 to 4 ports per drop. This project is for demo/removal of existing out-of-date cabling and replacing with new Cat 6A. Environmental conditions (raceway, conduit, etc.) to be upgraded as needed. The district encourages prospective service providers to engage in a thorough discovery process (inspection of all wiring closets, pathways, conduits, lengths of runs, etc.) on the mandatory walkthrough in order to submit a proposal that provides best recommendations to meet district needs.
Installation	Installation and configuration for above. Includes project management, physical installation into racks, programming to district standard, testing, validation, and documentation of installation.

The district will schedule a mandatory cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	SEDRO-WOOLLEY SCHOOL DIST 101 SEDRO WOOLLEY, WA 98284	
E-rate Contacts	Byron Haner; bhaner@sbsd101.org	
Number of Schools	12	
Number of Other Buildings	3	
Category 2		
Switches and Switch Accessories, BMIC of Switches	New; Switches; quantity approx. 3, Cisco Catalyst 9400 Series 7 slot, Sup, 2xC9400-LC-48U, EDU LIC or equivalent, with following accessories:	
	C9400-NW-E	Cisco Catalyst 9400 Network Essential License
	S9400UK9-176	Cisco Catalyst 9400 XE 17.6 UNIVERSAL
	C9400-PWR-3200AC	Cisco Catalyst 9400 Series 3200W AC Power Supply
	3x - CAB-L620P-C19-US	NEMA L6-20 to IEC-C19 14ft US
	C9400-DNA-E	Cisco Catalyst 9400 DNA Essential Term License
	C9400-DNA-E-3Y	Cisco Catalyst 9400 DNA Essential 3 Year License
	C9400-LC-48HN-B	Catalyst 9400 Series 2xC9400-LC-48HN for Bundle Select
	C9400-SUP-1-B	Cisco Catalyst 9400 Series Supervisor-1 Bundle Select Option
	C9400-LC-48P	Cisco Catalyst 9400 Series 48-Port POE+ 10/100/1000 (RJ-45)
	C9400-LC-48P	Cisco Catalyst 9400 Series 48-Port POE+ 10/100/1000 (RJ-45)
	C9400-SSD-NONE	No SSD Memory Selected
	New; Switches; quantity approx. 3, Cisco Catalyst 9200 48-port 8xmGig PoE+, K12 or equivalent, with following accessories:	
	C9200-NW-E-48	C9200 Network Essentials, 48-port license
	CAB-TA-NA	North America AC Type A Power Cable
	C9200-NM-NONE	No Network Module Selected
	C9200-DNA-E-48	C9200 Cisco DNA Essentials, 48-Port Term Licenses
	C9200-DNA-E-48-3Y	C9200 Cisco DNA Essentials, 48-port - 3 Year Term License
	New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, support, BMIC, as needed, for above; Cisco or equivalent.	
	The district is considering a multi-year contract which will enable purchase over several E-rate funding years.	
	UPS	New; 5k VA Tripplite UPS with Double Conversion or equivalent; quantity approx. 3 New; 2.2k VA Tripplite UPS with Double Conversion or equivalent; quantity approx. 3 New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above; Tripplite or equivalent.

Cabling	New; Cat 6 drops; quantity approx. 500. Requesting removal of existing Cat 5 drops as part of installation. New; fiber runs; quantity approx. 2
MIBS	Existing; current contract to provide MIBS services expires 6-30-22. Seeking pricing for multi-year contract to manage approximately 100 switches, 10 UPS, and 10 AP's. Inventory available upon request.
Installation	For all items above.

The district requires separate proposals for each of the above items.
A service provider cannot provide pricing under a single master proposal.

The district will schedule a mandatory cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 7

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	SNOHOMISH SCHOOL DISTRICT 2 SNOHOMISH, WA 98290
E-rate Contacts	Edson Rodriguez; Edson.Rodriguez@sno.wednet.edu Eran Gourarie; Eran.Gourarie@sno.wednet.edu
Number of Schools	16
Number of Other Buildings	3
Category 2	
Switches, Routers, Modules, Accessories, BMIC of Switches and Routers, MIBS of Switches	<p>New; Cisco C9300L-24P-4X-E Switch or equivalent; quantity approx. 85 New; Cisco C9300L-48PF-4X-E Switch or equivalent; quantity approx. 15 New; Cisco C9300L-48PF-4X-A Switch or equivalent; quantity approx. 2 New; Cisco C9300-24UXB-A Switch or equivalent; quantity approx. 2 New; Cisco c3850-nm-2-10g Module or equivalent; quantity approx. 10 New; Cisco C9300-NM-2Q Module or equivalent; quantity approx. 2 New; Cisco NIM-4FXO Module or equivalent; quantity approx. 14 New; Cisco NIM-4FXS Module or equivalent; quantity approx. 14 New; Cisco NIM-4E/M Module or equivalent; quantity approx. 14 New; Cisco ISR4331-V/K9 Router or equivalent; quantity approx. 14 New; Dell PowerSwitch S4148F-ON or equivalent; quantity 2 New; software, licenses, OS, patch cables, support, BMIC, accessories as needed for above; Dell, Cisco or equivalent</p> <p>New; BMIC / MIBS for Dell switches in service (S4048-ON Switch 48x10GbE SFP+and 6x40GbE QSFP port, Force10 S4820T 1U 48x10GBase-T 4x40GbE QSFP, Force10 MXL 10/40GbE DCB Blade Switch, PowerConnect N4032 24-port 10GbE RJ45 Switch, Force10 S4820T 1U 48x10GBase-T 4x40GbE QSFP0; quantity approx. 27</p>
Wireless and BMIC of Wireless	<p>New; Access points; Cisco C9130AXI-B or equivalent; quantity approx. 115 New; Access points; Cisco C9124AXI-B or equivalent; quantity approx. 15</p> <p>New; software, licenses, OS, patch cables, mounting hardware, accessories, BMIC as needed for above; Cisco or equivalent</p>
Firewall and BMIC of Firewall	<p>New; Fortigate 1500D FORTIGUARD UTM BUNDLE & FORTICARE including web-filtering, IPS, application control and firewall or equivalent (portions may be ineligible and will not be requested); quantity approx. 2</p> <p>Support/maintenance/licensing as needed for firewalls; Fortigate or equivalent</p>
UPS	New; APC SMX3000RMLV2UNC UPS or equivalent; quantity approx. 10

	New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Cabling	New; approx. 165 Cat 6 drops.
Installation	For all Category 2 items listed above.

The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX:

Snohomish School District Bid Evaluation	Weight
Purchase cost of eligible goods and services	25
Purchase cost of ineligible goods and services	5
Prior Experience with Vendor	20
Network Architecture Compatibility	10
Track record for Service & Support	15
Prior experience with similar K-12 products and projects	10
Understanding District Needs	15
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	STEVENSON-CARSON SCHOOL DISTRICT Stevenson, WA 98648
E-rate Contact	Anthony Winstead; winsteda@scsd303.org
Number of Schools	4
Number of Other Buildings	1
<u>Category 2</u>	
Cabling	New; Cat 6; quantity approx. 202 Existing/New Fiber Run – Test, Repair or Replace fiber run between two buildings on same campus
Installation	None except cabling

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 5

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	TACOMA SCHOOL DISTRICT 10 TACOMA, WA 98405
E-rate Contact	Ernest Goody; egoody@tacoma.k12.wa.us
Number of Schools	58
Number of Other Buildings	5
<u>Category 2</u>	
Switches and Components BMIC of Switches	<p>New; Aruba 6405 Switch or equivalent; quantity approx. 56</p> <p>New; Aruba 6400 1800W Power Supply with C16 Inlet Adapter; quantity approx. 168</p> <p>New; Aruba 6400 48p 10G/25G SFP28 Module; quantity approx. 62</p> <p>New; Aruba 6400 48p 1GbE CL4 PoE Module; quantity approx. 1</p> <p>New; Aruba 8400X 8p 40G QSFP+ Advanced Module; quantity approx. 4</p> <p>New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, support, maintenance, as needed for above; Aruba (HP) or equivalent.</p>
Wireless and BMIC of Wireless	<p>New; Access Points; Aruba AP-535 (US) Unified AP or equivalent; quantity approx. 500</p> <p>New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware (ceiling rail 9/16 and 15/16), accessories as needed for above; Aruba or equivalent</p>
UPS	<p>New; HP R/T2200 G5 UPS; or equivalent; quantity approx. 56</p> <p>New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above; APC or equivalent</p>
Installation	<p>Install and configure all requested hardware to the District's specifications and assist in knowledge transfer to selected district employees on an ongoing basis. Installation must include:</p> <ul style="list-style-type: none"> • Network Design Review – review of district network design before installation • Physical installation of hardware at location • Firmware update of hardware to current software • hardware configuration based on TPS specifications • Labeling of hardware • Documentation of networking equipment and MAC addresses for Import into AD to support 802.1x implementation • Discovery of hardware (as feasible) through Intelligent Management Center (IMC) • Handle all warranty claims in the event of failure

The district is seeking a multi-year contract which will enable purchase over several E-rate funding years.

SUBMITTAL REQUIREMENTS:

Tacoma School District requires a sealed bid response, consisting of the following:

- All materials must be submitted via the Bonfire portal.
<https://tacoma.bonfirehub.com/portal/?tab=openOpportunities>

Please upload the following:

1. Proposal Response
2. Pricing - Spreadsheets submitted in Excel format

Sealed Bids are due no later than 3 PM, Friday, January 14, 2022.

Purchasing Department
Lori Adams, NIGP-CPP
3321 S Union Ave, Tacoma WA 98409
Ladams1@tacoma.k12.wa.us | 253.571.3396

BID EVALUATION MATRIX:

	Weight
Pricing	25
Quality of Technical Response	20
Compatibility with Existing Infrastructure	15
Total Cost of Ownership	15
Prior Experience with Vendor	10
Support/Service	10
References	5
<i>TOTAL</i>	<i>100</i>

A District evaluation team will judge written submissions against these criteria. The evaluation team may, but need not, invite supplementation of the written submissions via oral interviews with the top-rated vendor or vendors. In this event, the oral interviews will have an additional point rating. These interviews will be conducted in order to discuss the proposals submitted and to evaluate company expertise, qualifications, operations and services deemed by Tacoma School District to be in its best interests. Different rating criteria will be used to evaluate finalists in the interview process. Cost/Pricing will continue to be the most heavily weighted criteria, as required by E-rate regulations.

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WAHKIAKUM SCHOOL DISTRICT CATHLAMET, WA 98612
E-rate Contacts	Paul Ireland; pireland@wahksd.k12.wa.us Brent Freeman; bfreeman @wahksd.k12.wa.us
Number of Schools	2
Number of Other Buildings	2
Category 2	
Cabling	New; Cat 6A drops; quantity approx. 48. Note: Labor only. The district owns the materials. New; OM3 Fiber Run; quantity approx. 1
Installation of Hardware	None, except cabling

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 7

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WASHINGTON SCHOOL FOR THE DEAF VANCOUVER, WA 98612
E-rate Contacts	John Clarkson; john.clarkson@cdhy.wa.gov Mark Lee; mark.lee@cdhy.wa.gov
Number of Schools	1
Number of Other Buildings	1
Category 2	
Switches	New; Cisco 48 Port POE C9200I-48p-4g Switch or equivalent; quantity 2 New; software, licenses, OS, patch cables, stacking cables, accessories as needed for above; Cisco or equivalent
Wireless and BMIC of Wireless	New; Access Points; Cisco C9120AXI-B or equivalent; quantity approx. 24 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above.
Installation	Configuration for the switches and wireless.

BID EVALUATION MATRIX: 7

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WHITE RIVER SCHOOL DISTRICT 416 BUCKLEY, WA 98321
E-rate Contact	Lori Curtis; lcurtis@whiteriver.wednet.edu Garrett Roe; Groe@whiteriver.wednet.edu
Number of Schools	7
Number of Other Buildings	2
<u>Category 2</u>	
Cabling	New; 6 strand Fiber Run; quantity approx. 2
Installation of Hardware	None, except cabling

The district will schedule a cabling walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location.

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

Descriptions and quantities of requested products/services are best approximations and are subject to change. If hardware make/model is specified, proposals for an equivalent make/model will be accepted.

Name of Entity:	WOODLAND SCHOOL DISTRICT 404
E-rate Contact	STEVE RIPPL; rippl@woodlandschools.org
Number of Schools	7
Number of Other Buildings	2
Category 2	
Cabling with Rack/Cabinet	New; Cat 6 drops; approx. 4 – 10 New; Fiber Run; approx. 1 New; Network Cabinet w patch panel
Installation of Hardware	Cabling and Rack/Cabinet

The district will schedule a wiring walk-through for interested vendors. Please send an email to the E-rate contact to request the date, time, and location. Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

APPENDIX – BID EVALUATION MATRICES

Scoring Category	Max Points
Option 1 - SLD Sample	
Price of the eligible products and services	30
Prior experience with the vendor	20
Prices for ineligible services, products, and fees	25
Flexible invoicing: FCC Form 472 or FCC Form 474	15
Local or in-state vendor	10
<i>TOTAL</i>	<i>100</i>
Option 2	
Cost for Services (Life-Cycle Cost of Ownership)	30
Service Level Agreement	15
Implementation Plan with Time Lines	10
Overall Service Value	15
Network Architecture	10
Overall History, Experience, and Knowledge	15
References	5
<i>TOTAL</i>	<i>100</i>
Option 3	
Pricing	25
Quality of Technical Response	20
Compatibility With Existing Network Infrastructure	15
Total Cost of Ownership	15
Experience	10
Service/Support	10
References	5
<i>TOTAL</i>	<i>100</i>
Option 4	
Cost	35
Prior similar experience with K-12 projects of this size	25
Compliance with RFP submittal requirements	20
Local or regional vendor	20
<i>TOTAL</i>	<i>100</i>

Option 5	
Total project cost	30
Quality & value of the proposed systems and services	20
Prior similar experience	20
Quality of references	10
Bidder's representatives attended the walk through/pre-bid mtg	10
Proximity to District	10
<i>TOTAL</i>	<i>100</i>
Option 6	
Cost of E-Rate eligible products and services	50
References and qualifications	25
Support infrastructure, Service Level Agreement, workplan	25
<i>TOTAL</i>	<i>100</i>
Option 7	
Cost of Eligible Goods and Services	30
Vendor Experience	25
Understanding District Needs	25
Cost of Ineligible Goods and Services	20
<i>TOTAL</i>	<i>100</i>

Option 8	
Cost	35
Prior similar experience with K-12 projects of this size	25
Compliance with RFP submittal requirements	20
Local or regional vendor	20
<i>TOTAL</i>	<i>100</i>
Option 9	
Cost	100
<i>TOTAL</i>	<i>100</i>