

**ESD 112 Consortium
E-rate RFP
Funding Year 2021
ESD112-Erate-2021
Release Date:
January 8, 2021**

**Prepared by:
Paul Karlin
E-rate Consultant
pauljkarlin@outlook.com
216-926-5997**

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 29 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 2021 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 February 5, 2021. 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 2021 E-rate funding year as specified in the attached documentation. For non-recurring services, the contract dates are 7-1-2021 through 12-31-2022.

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 2021 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 2021

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 |
| Category 2 | |
| Switches and BMIC of Switches | New; 48 port switches; Ruckus 7150-48ZP or equivalent; quantity approx. 5 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Ruckus or equivalent |
| Wireless and BMIC of Wireless | New; approx. 50 access points; Aruba AP 515 or equivalent New; Aruba Mobility Conductor licenses or equivalent; quantity approx. 500 Access points 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; quantity 1 Support/maintenance/licensing as needed for firewall; Watchguard or equivalent |
| Cabling | New; 48 port patch panels; quantity 2 New; Cat 6 patch cables; total 75 (25 x 3 ft., 25 x 5 ft., 25 x 7 ft.) |
| Installation of Hardware | None except cabling |

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 E-rate Contact | Scott McDaniel; mcdaniel.scott@battlegroundps.org |
| Number of Schools | 18 |
| Number of Other Buildings | 1 |
| Category 1 | |
| Digital Transmission – Lit or Dark Fiber Service | Seeking service that will provide 10 GB connection over fiber to connect two locations. The district is seeking multi-year proposals for lit or dark fiber service. Locations: BATTLE GROUND HIGH SCHOOL CASEE A (DISTRICT ADMIN) <i>Please see page 9 of this RFP for proposal requirements.</i> |
| Modulating Electronics for Dark Fiber (Terminating Hardware) | Terminating hardware for leased dark fiber. This is required to light the new fiber connection, if dark fiber is selected. Anticipated needs: Brocade/Ruckus/Broadcom 10G-SFP-LR or equivalent; quan. approx. 2 <i>Please see page 9 of this RFP for proposal requirements.</i> |
| Category 2 | |
| Maintenance | BMIC for district Wireless; Ruckus or equivalent; approx. 925 AP's BMIC for district Firewalls; Fortinet 1500D or equivalent (2); FORTIANALYZER (1) BMIC for district Switches; Ruckus or equivalent; approx. 235 switches |

BID EVALUATION MATRICES:

| | |
|--|------------|
| Category 1 | |
| 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> |
| Category 2 | |
| 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> |

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 2 | |
| BMIC of Firewall | BMIC for firewall; Fortigate 101F or equivalent; quantity 4 |

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: | DARRINGTON SCHOOL DISTRICT 330 Darrington, WA 98241 |
| E-rate Contact | Kaleb Wyatt; kwyatt@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 |
| <u>Category 2</u> | |
| Switches and Switch Components including BMIC | New; 16 port switches; Ubiquiti UniFi Switch 16 XG or equivalent; quantity approx. 1 New; 6 port POE switches; Ubiquiti US-XG-6POE or equivalent; quantity approx. 3 New; software, licenses, OS, patch cables, stacking cables, accessories, modules, transceivers, support, BMIC as needed for above; Ubiquiti 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: | 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 | New; Internet service up to 50 up to 100 MB for 1 building Existing; 500 MB upload and download via EDI fiber ethernet for 2 locations. |
| Fiber WAN – Lit fiber | Existing; Lit fiber service consisting of approx. thirty-one (31) 10 GB circuits; current service MTM. |
| <u>Category 2</u> | |
| Switches and BMIC of Switches | New; Cisco C9300L 48 port POE switch or equivalent; quantity approx. 50-60 New; Cisco C9500 40/48 port POE switch or equivalent; quantity approx. 10-15 New; Modules, transceivers, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Cisco or equivalent |
| Wireless and BMIC of Wireless | New; Access Points; Meraki MR46 AP or equivalent; quantity approx. 275 New; Access Points; Meraki MR70 AP or equivalent; quantity approx. 20 New; Wireless licensing as needed to support – manage approx. 1,200 Meraki APs or equivalent; seeking pricing for multi-year options New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above. |
| Firewall and BMIC of Firewall | New; Enterprise level Next Generation Firewall with capacity for bandwidth of minimum 10 GB up to 20 GB with all services running; including following functionalities (some may be ineligible): Antivirus/anti-malware; Web proxy and URL checking; Content Filtering; Web application firewall; Layer 3 routing; quantity 2. Please itemize pricing to show cost of eligible and ineligible items separately. New; software, licenses, maintenance, OS, patch cables, accessories as needed for above |
| UPS | New; APC SMX120RMBP2U or equivalent; approx. 20 New; APC SMX2200RMLV2U or equivalent; quantity approx. 20 New; APC AP9640 or equivalent; quantity approx. 20. <i>This item is not E-rate eligible.</i> New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above |
| Patch Cables | New; Cat 6 Patch Cables; various lengths and colors TBD; total approx. 7500-8000 New; Cat 6A Patch Cables; various lengths and colors TBD; total approx. 2000 |
| Installation | None |

The applicant requires RFP responders to utilize a valid WA state master contract to provide pricing.

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: | 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 2</u> | |
| Wireless, Licensing, and BMIC of Wireless | New; Access Points; Ruckus ZoneFlex R650 or equivalent; quantity approx. 105 New; Access Points; Ruckus ZoneFlex R750 or equivalent; with protective mounting hardware; quantity approx. 10 New; Licensing; Ruckus Cloud Wi-Fi WLAN Management-As-A-Service for Ruckus APs; quantity approx. 115 New; software, licenses, Support, Maintenance, OS, patch cables, standard mounting hardware, gymnasium protective mounting hardware, accessories as needed for above; Ruckus or equivalent |
| Cabling | New; Cat 6 or 6A drops (please provide pricing for each) for wireless AP's; quantity approx. 8 |
| Installation of Hardware | For all of the above |

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: 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: | 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. 46 |
| 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 (technical) Gary Schimmel; gary.schimmel@kelsosd.org (business) |
| Number of Schools | 11 |
| Number of Other Buildings | 2 |
| Category 2 | |
| Switches and Switch Components | New; HP Aruba 5412 switches; quantity 4; estimated number of ports (subject to change): Switch 1: 288 ports; Switches 2,3,4: 192 ports each New; Modules, cables, connectors, peripherals, software, OS, licensing, as needed, for above; HP Aruba or equivalent |
| Wireless Accessories | New; Aruba or equivalent; 6 x 10-packs AP Mounting Bracket Type B; 1 x 10-pack AP Mounting Bracket Type D |
| 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: | 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; Aruba 2930F 48G PoE+ 4SFP+ Switch (JL256A) or equivalent; quantity approx. 5 New; Switch; Aruba 2930F 24G PoE+ 4SFP+ Switch (JL255A) or equivalent; quantity approx. 6 New; SFP+ Transceiver; HPE X132 10G SFP+ LC LR Transceiver (J9151A) or equivalent; quantity approx. 15 New; SFP+ Module; HPE 8-port 10 GbE SFP+ v2 zI Module (J9538A) or equivalent; quantity approx. 1 New; Power Supply; HPE 1500W PoE+ zI Power Supply (J9306A) or equivalent; quantity approx. 10 New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, as needed, for above; Aruba (HP) or equivalent |
| Cabling | New Cat 6 Drops; quantity 220 New; single mode fiber runs at 3 locations, quantity 9 <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 |
| TOTAL | 100 |

See next page.

| 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; 48 port POE switch; Meraki or equivalent; quantity approx. 7 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Meraki 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: | 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> | |
| <u>Internet Service</u> | New; Internet service for one building; minimum 50 MB up to 100 MB; prefer cable modem service |
| <u>Category 2</u> | |
| Switches, including BMIC | New; Cisco 2960X 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 |
| Firewall and BMIC of Firewall | New; Cisco 5506x or equivalent; with VPN functionality; quantity 1 New; software, licenses, maintenance, OS, patch cables, accessories as needed for above; Cisco or equivalent |
| UPS | New; TrippLite Model SU1500 or equivalent; quantity 1 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above |
| Rack/Cabinet | Chatsworth wall cabinet (11900-724) or equivalent; quantity 1 |
| Cabling | New; Cat 5e or Cat 6 drops; quantity up to 48 |
| Installation of Hardware | None except cabling |

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

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 | Susan Carabin, susan.carabin@lyleschools.org David Mead, david.mead@lyleschools.org |
| Number of Schools | 3 |
| Number of Other Buildings | 1 |
| <u>Category 1</u> | |
| Internet Service | Seeking pricing for minimum 10 Mbps Internet service for Lyle Schools Bus Garage, STATE HIGHWAY 14 LYLE, WA 98635. Currently MTM |

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; gulleond@lynden.wednet.edu |
| Number of Schools | 6 |
| Number of Other Buildings | 2 |
| <u>Category 2</u> | |
| UPS | New; APC Smart UPS 1500 (SMT1500RM2UC) rack mount version or equivalent; quantity 4 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above |
| Rack/Cabinet | Half-cabinet or full; quantity 4 |
| Cabling | New; Cat 6 drops; total approx. 675 drops with 1 to 4 ports per drop. New; Fiber runs; approx. 4 This project is for demo/removal of existing out-of-date cabling and replacing with new Cat 6/fiber. 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> | |
| Maintenance/ | BMIC for district Firewalls; Sophos or equivalent |

BID EVALUATION MATRIX:

| Marysville School District Bid Evaluation | Weight |
|--|---------------|
| E-rate 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: | MILL A SCHOOL DISTRICT 31 BINGEN, WA 98605 |
| E-rate Contact | Doug Dyer; ddyer@millaschool.org |
| Number of Schools | 1 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| Switches, including BMIC | New; HP 2530 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 |
| Wireless, including BMIC | New; Wireless Access Point, Aruba 315 Instant AP or equivalent, quantity approx. 6 to 10 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above. |
| UPS | New; APC 1800 up to 2500 VA or equivalent; rack-mounted; quantity 1 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above |
| Cabling | New; Cat 6 drops; minimum 7 up to 15 three-port drops |
| 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:

| | Weight |
|--|---------------|
| Pricing | 30 |
| Quality of Technical Response | 20 |
| Compatibility with Existing Infrastructure | 15 |
| Prior Similar Experience with K-12 Projects of this Size | 15 |
| Support/Service | 10 |
| References | 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: | NASELLE-GRAYS RIVER DISTRICT 155 NASELLE, WA 98638 |
| E-rate Contact | Karl Johnson; kjohnson@naselleschools.org |
| Number of Schools | 2 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| Switches, including BMIC | New; HP 2530 48 port POE switch or equivalent; quantity 2 New; Modules, cables, connectors, peripherals, software, OS, licensing, support, maintenance, mounting hardware; as needed for above; HP or equivalent |
| Wireless, including BMIC | New; Wireless Access Point, Aruba 500 series Instant AP or equivalent, quantity approx. 50 New; Wireless Bridge; quantity 1 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above. |
| UPS | New; APC SMT1500RM2UNC or equivalent; quantity 2 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above |
| Cabling | New; Cat 6 drops; total 80 up to 100 total ports New: fiber run; quantity 1 |
| Installation | None except cabling and AP's (approx. 20 AP's to be installed) |

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: | NOOKSACK VALLEY SCH DIST 506 EVERSON, WA 98247 |
| E-rate Contact | Owen Craig; Owen.Craig@nv.k12.wa.us |
| Number of Schools | 5 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| Switches, including BMIC | The district currently has HP/Aruba switching hardware. It is interested in attaining pricing for Cisco, HP/Aruba and other equivalent models. The district is interested in attaining alternate cost-effective configurations. New; Cisco 9500 core switches 10/25Gb or equivalent; quantity approx. 2 New; Cisco 9300 Distribution switches 48 port POE or equivalent; quantity approx. 3 New; Cisco 9200 Access switches 48 port POE mGig or equivalent; quantity approx. 20 - 30 New; Cisco GBIC 10/25G CSR SFP or equivalent; quantity approx. 20 - 30 New; Modules, cables, connectors, software, OS, licensing, BMIC, as needed, for above; Cisco or equivalent |
| Firewall including BMIC | New; Cisco Firepower 4100 Firewall or equivalent; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Cisco or equivalent |
| Installation | For all of the above. |

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: | 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 |

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> |

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: | ROOSEVELT SCHOOL DISTRICT 403 ROOSEVELT, WA 99356 |
| E-rate E-rate Contacts | Brett Cox, brett.cox@rooseveltschooldistrict.net |
| Number of Schools | 1 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| BMIC/MIBS | New; Maintenance and/or MIBS of network infrastructure including the following: Ubiquiti Wireless AP (APLR) - 6 Ubiquiti Edgeswitch (24-750) – 1 Ubiquiti Edgerouter (Pro 8) – 1 APC Smart-UPS C SMC1500-2UC – UPS – 1 |

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 |
| <u>Category 2</u> | |
| Wireless including BMIC | New; Access points; Meraki MR46 or equivalent; quantity approx. 125 New; software, licenses, OS, patch cables, mounting hardware, BMIC, accessories as needed for above; Meraki or equivalent |
| Firewall including BMIC | New; Cisco FPR-2140 Firewall or equivalent; 9Gbps with a 10G interface; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Cisco or equivalent |
| Installation | Configuration only for all items above. Physical installation will be done by the district. |

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 | Eran Gourarie; Eran.Gourarie@sno.wednet.edu E-RATE CONTACT Edson Rodriguez; Edson.Rodriguez@sno.wednet.edu CC CONTACT |
| Number of Schools | 16 |
| Number of Other Buildings | 3 |
| <u>Category 1</u> | |
| Internet Service | Existing; cable modem lines for approx. 6 locations; 20 Mbps up to 500 Mbps service |

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 | Dan Johnston; djohnston@stanwood.wednet.edu |
| Number of Schools | 10 |
| Number of Other Buildings | 3 |
| <u>Category 1</u> | |
| Fiber WAN – maintenance | Maintenance of District-Owned Fiber Network – 8 locations in network: CEDARHOME ELEMENTARY ELGER BAY ELEMENTARY PORT SUSAN MIDDLE SCHOOL STANWOOD ELEMENTARY SCHOOL STANWOOD HIGH SCHOOL STANWOOD MIDDLE SCHOOL TWIN CITY ELEMENTARY SCHOOL UTSALADY ELEMENTARY |

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 2 | |
| Switches and Switch Accessories | New; 48 port POE switch; Aruba or equivalent; quantity 1 New; software, licenses, OS, patch cables, stacking cables, accessories as needed for above; Aruba or equivalent |
| Wireless and BMIC of Wireless | New; Access Points; Aruba 505 or equivalent; quantity approx. 8-10 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, 6A or 7 drops; quantity approx. 130-140 |
| License and BMIC of Firewall | New; License and BMIC of Fortinet FortiGate 401E or equivalent; quantity 1 |
| Basic Maintenance of Internal Connections | Mix of remote and on-site support, repair, configuration, updating, licenses, etc. for as follows (quantities are approximate): HP switch 2920 – quantity 20 HP switch 3810 – quantity 1 FortiGate 401E Firewall; quantity 1 Aruba 305 AP’s – quantity 20 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 1</u> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Digital Transmission – Lit or Dark Fiber Service | <p>Existing. The district has a dark fiber contract which ends 6-30-2021. The district is seeking multi-year proposals for lit or dark fiber service to provide minimum 1 GB connectivity to 62 locations.</p> <p>Locations:</p> <table border="1"> <thead> <tr> <th>Name</th> <th>Address</th> </tr> </thead> <tbody> <tr><td>ARLINGTON ELEMENTARY SCHOOL</td><td>7202 South Pine Street 98409</td></tr> <tr><td>BAKER MIDDLE SCHOOL</td><td>8001 South J Street 98408</td></tr> <tr><td>BIRNEY ELEMENTARY SCHOOL</td><td>7627 South Sheridan Ave 98408</td></tr> <tr><td>BLIX ELEMENTARY SCHOOL</td><td>1302 East 38th Street 98404</td></tr> <tr><td>BOZE ELEMENTARY SCHOOL</td><td>1140 East 65th St 98404</td></tr> <tr><td>BROWNS POINT ELEMENTARY SCHOOL</td><td>1526 51st Street NE 98422</td></tr> <tr><td>BRYANT MAGNET ELEM SCHOOL</td><td>717 South Grant Ave 98405</td></tr> <tr><td>CENTRAL ADMIN BLDG</td><td>601 South 8th Street 98405</td></tr> <tr><td>CRESCENT HEIGHTS SCHOOL</td><td>4110 Nassau Avenue NE 98422</td></tr> <tr><td>DELONG ELEMENTARY SCHOOL</td><td>4901 S 14th St 98405</td></tr> <tr><td>DISTRICT PURCHASING</td><td>3321 Union Ave. 98409</td></tr> <tr><td>DOWNING ELEMENTARY SCHOOL</td><td>2502 North Orchard 98406</td></tr> <tr><td>EDISON ELEMENTARY SCHOOL</td><td>5830 S. Pine St. 98409</td></tr> <tr><td>FAWCETT ELEMENTARY SCHOOL</td><td>126 E 60th St. 98404</td></tr> <tr><td>FERN HILL ELEMENTARY SCHOOL</td><td>8442 S. Park Ave. 98444</td></tr> <tr><td>FIRST CREEK MIDDLE SCHOOL</td><td>1801 E 56th St 98404</td></tr> <tr><td>FRANKLIN ELEMENTARY SCHOOL</td><td>1402 S. Lawrence Street 98405</td></tr> <tr><td>GEIGER ELEMENTARY SCHOOL</td><td>7401 South 8th Street 98465</td></tr> <tr><td>GIAUDRONE MIDDLE SCHOOL</td><td>4902 South Alaska St. 98408</td></tr> <tr><td>GRANT ELEMENTARY SCHOOL</td><td>2510 N 11th St 98406</td></tr> <tr><td>GRAY MIDDLE SCHOOL</td><td>6229 South Tyler Street 98409</td></tr> <tr><td>HELEN B. STAFFORD ELEMENTARY SCHOOL</td><td>1615 South 92nd Street 98444</td></tr> <tr><td>HENRY FOSS HIGH SCHOOL</td><td>2112 S Tyler St. 98405</td></tr> <tr><td>HUNT MIDDLE SCHOOL</td><td>6501 S 10th St 98465</td></tr> <tr><td>JASON LEE MIDDLE SCHOOL</td><td>602 N. Sprague Ave. 98403</td></tr> <tr><td>JEFFERSON MAGNET ELEM SCHOOL</td><td>4302 North 13th St. 98406</td></tr> <tr><td>LARCHMONT ELEMENTARY SCHOOL</td><td>8601 E. B Street 98445</td></tr> <tr><td>LINCOLN MAGNET HIGH SCHOOL</td><td>701 S. 37th St. 98418</td></tr> <tr><td>LISTER ELEMENTARY SCHOOL</td><td>2106 East 44th Street 98404</td></tr> <tr><td>LOWELL ELEMENTARY SCHOOL</td><td>810 Mr. Dahl Drive 98403</td></tr> </tbody> </table> | | Name | Address | ARLINGTON ELEMENTARY SCHOOL | 7202 South Pine Street 98409 | BAKER MIDDLE SCHOOL | 8001 South J Street 98408 | BIRNEY ELEMENTARY SCHOOL | 7627 South Sheridan Ave 98408 | BLIX ELEMENTARY SCHOOL | 1302 East 38th Street 98404 | BOZE ELEMENTARY SCHOOL | 1140 East 65th St 98404 | BROWNS POINT ELEMENTARY SCHOOL | 1526 51st Street NE 98422 | BRYANT MAGNET ELEM SCHOOL | 717 South Grant Ave 98405 | CENTRAL ADMIN BLDG | 601 South 8th Street 98405 | CRESCENT HEIGHTS SCHOOL | 4110 Nassau Avenue NE 98422 | DELONG ELEMENTARY SCHOOL | 4901 S 14th St 98405 | DISTRICT PURCHASING | 3321 Union Ave. 98409 | DOWNING ELEMENTARY SCHOOL | 2502 North Orchard 98406 | EDISON ELEMENTARY SCHOOL | 5830 S. Pine St. 98409 | FAWCETT ELEMENTARY SCHOOL | 126 E 60th St. 98404 | FERN HILL ELEMENTARY SCHOOL | 8442 S. Park Ave. 98444 | FIRST CREEK MIDDLE SCHOOL | 1801 E 56th St 98404 | FRANKLIN ELEMENTARY SCHOOL | 1402 S. Lawrence Street 98405 | GEIGER ELEMENTARY SCHOOL | 7401 South 8th Street 98465 | GIAUDRONE MIDDLE SCHOOL | 4902 South Alaska St. 98408 | GRANT ELEMENTARY SCHOOL | 2510 N 11th St 98406 | GRAY MIDDLE SCHOOL | 6229 South Tyler Street 98409 | HELEN B. STAFFORD ELEMENTARY SCHOOL | 1615 South 92nd Street 98444 | HENRY FOSS HIGH SCHOOL | 2112 S Tyler St. 98405 | HUNT MIDDLE SCHOOL | 6501 S 10th St 98465 | JASON LEE MIDDLE SCHOOL | 602 N. Sprague Ave. 98403 | JEFFERSON MAGNET ELEM SCHOOL | 4302 North 13th St. 98406 | LARCHMONT ELEMENTARY SCHOOL | 8601 E. B Street 98445 | LINCOLN MAGNET HIGH SCHOOL | 701 S. 37th St. 98418 | LISTER ELEMENTARY SCHOOL | 2106 East 44th Street 98404 | LOWELL ELEMENTARY SCHOOL | 810 Mr. Dahl Drive 98403 |
| Name | Address | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ARLINGTON ELEMENTARY SCHOOL | 7202 South Pine Street 98409 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| BAKER MIDDLE SCHOOL | 8001 South J Street 98408 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| BIRNEY ELEMENTARY SCHOOL | 7627 South Sheridan Ave 98408 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| BLIX ELEMENTARY SCHOOL | 1302 East 38th Street 98404 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| BOZE ELEMENTARY SCHOOL | 1140 East 65th St 98404 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| BROWNS POINT ELEMENTARY SCHOOL | 1526 51st Street NE 98422 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| BRYANT MAGNET ELEM SCHOOL | 717 South Grant Ave 98405 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CENTRAL ADMIN BLDG | 601 South 8th Street 98405 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| CRESCENT HEIGHTS SCHOOL | 4110 Nassau Avenue NE 98422 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| DELONG ELEMENTARY SCHOOL | 4901 S 14th St 98405 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| DISTRICT PURCHASING | 3321 Union Ave. 98409 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| DOWNING ELEMENTARY SCHOOL | 2502 North Orchard 98406 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EDISON ELEMENTARY SCHOOL | 5830 S. Pine St. 98409 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| FAWCETT ELEMENTARY SCHOOL | 126 E 60th St. 98404 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| FERN HILL ELEMENTARY SCHOOL | 8442 S. Park Ave. 98444 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| FIRST CREEK MIDDLE SCHOOL | 1801 E 56th St 98404 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| FRANKLIN ELEMENTARY SCHOOL | 1402 S. Lawrence Street 98405 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| GEIGER ELEMENTARY SCHOOL | 7401 South 8th Street 98465 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| GIAUDRONE MIDDLE SCHOOL | 4902 South Alaska St. 98408 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| GRANT ELEMENTARY SCHOOL | 2510 N 11th St 98406 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| GRAY MIDDLE SCHOOL | 6229 South Tyler Street 98409 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| HELEN B. STAFFORD ELEMENTARY SCHOOL | 1615 South 92nd Street 98444 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| HENRY FOSS HIGH SCHOOL | 2112 S Tyler St. 98405 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| HUNT MIDDLE SCHOOL | 6501 S 10th St 98465 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| JASON LEE MIDDLE SCHOOL | 602 N. Sprague Ave. 98403 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| JEFFERSON MAGNET ELEM SCHOOL | 4302 North 13th St. 98406 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| LARCHMONT ELEMENTARY SCHOOL | 8601 E. B Street 98445 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| LINCOLN MAGNET HIGH SCHOOL | 701 S. 37th St. 98418 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| LISTER ELEMENTARY SCHOOL | 2106 East 44th Street 98404 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| LOWELL ELEMENTARY SCHOOL | 810 Mr. Dahl Drive 98403 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| | | |
|--|-----------------------------------|------------------------------------|
| | LYON ELEMENTARY SCHOOL | 101 E 46th St 98404 |
| | MADISON HEAD START | 3102 S 43rd St 98409 |
| | MANITOU PARK ELEMENTARY SCHOOL | 4330 S 66th St 98409 |
| | MANN ELEMENTARY SCHOOL | 1002 South 52nd Street 98408 |
| | MASON MIDDLE SCHOOL | 3901 N. 28th Street 98407 |
| | MCCARVER ELEMENTARY SCHOOL | 2111 S. J Street 98405 |
| | MCKINLEY BLDG | 3702 East McKinley Ave 98404 |
| | MEEKER MIDDLE SCHOOL | 4402 Nassau Avenue Northeast 98422 |
| | MOUNT TAHOMA HIGH SCHOOL | 4634 S 74th St 98409 |
| | NORTHEAST TACOMA ELEM SCHOOL | 5412 29th St. NE 98422 |
| | OAKLAND ALTERNATIVE SCHOOL | 3319 S. Adams St. 98409 |
| | POINT DEFIANCE ELEM SCHOOL | 4330 North Visscher Street 98407 |
| | REED ELEMENTARY SCHOOL | 1802 S. 36th St. 98418 |
| | REMANN BLDG | 5501 6th Ave. 98406 |
| | ROOSEVELT ELEMENTARY SCHOOL | 3550 E. Roosevelt Ave. 98404 |
| | SCH IND DSGN ENG ARTS | 6701 S. Park Ave. 98408 |
| | SCHOOL OF THE ARTS | 302 S. Ninth Street 98402 |
| | SCIENCE AND MATH INSTITUTE (SAMI) | 5502 Five Mile Drive 98407 |
| | SHERIDAN ELEMENTARY SCHOOL | 5317 McKinley Ave 98404 |
| | SHERMAN ELEMENTARY SCHOOL | 4415 N. 38th Street 98407 |
| | SKYLINE ELEMENTARY SCHOOL | 2301 N. Mildred Street 98406 |
| | STADIUM HIGH SCHOOL | 111 North E Street 98403 |
| | STANLEY ELEMENTARY SCHOOL | 1712 S 17th St 98405 |
| | STEWART MIDDLE SCHOOL | 5010 S Pacific Ave 98408 |
| | TRUMAN MIDDLE SCHOOL | 5801 N. 35th St. 98407 |
| | WAINWRIGHT ELEMENTARY SCHOOL | 130 Alameda Ave. 98466 |
| | WASHINGTON-HOYT ELEM SCHOOL | 2615 N. Adams Street 98407 |
| | WHITMAN ELEMENTARY SCHOOL | 1120 S. 39th St. 98418 |
| | WHITTIER ELEMENTARY SCHOOL | 777 Elmtree Lane 98466 |
| | WILLARD BLDG | 3201 South D St 98418 |
| | Willie Stewart Academy | 1818 Tacoma Ave 98402 |
| | WILSON HIGH SCHOOL | 1202 North Orchard 98406 |

Please see page 9 of this RFP for proposal requirements.

Category 2

Routers, Switches and Components

The district is seeking a multi-year contract which will enable purchase over several E-rate funding years. Pricing to include equipment for non-eligible NIFs (will not be requested for E-rate discounts).
 New; Switches; mix of 8 port, 24 port, 48 port
 New; Router/Switches up to 96 port. The district is considering two different building configurations totaling an approximate equivalent number of ports. Final selected configuration may use a combination of the configurations below.

| | |
|--------------|--|
| | <p><u>Building Configuration 1</u> New; Aruba J9993A port SFP module or equivalent; quantity approx. 3 New; Aruba 2930-8 8G PoE+ 2SFP+ or equivalent; quantity approx. 55 New; Aruba 6200F 24G PoE+ 2SFP+ or equivalent; quantity approx. 705 New; Aruba 6200F 48G PoE+ 2SFP+ or equivalent; quantity approx. 150 New; Aruba 6400; with modules providing minimum 24 ports up to 96 ports; quantity 57</p> <p><u>Building Configuration 2</u> New; Aruba J9993A port SFP module or equivalent; quantity approx. 3 New; Aruba 2930-8 8G PoE+ 2SFP+ or equivalent; quantity approx. 650 New; Aruba 6200F 24G PoE+ 2SFP+ or equivalent; quantity approx. 735 New; Aruba 6200F 48G PoE+ 2SFP+ or equivalent; quantity approx. 35 New; Aruba 6400; with modules providing minimum 24 ports up to 96 ports; quantity 57</p> <p><u>Data Center</u> New; Aruba 8400 or equivalent; quantity approx. 2</p> <p>New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, as needed, for above; Aruba (HP) or equivalent.</p> |
| Installation | <p>Install and configure switches 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 switches/modules at location • Firmware update of switches/modules to current software • Switch/module configuration based on TPS specifications • Labeling of switches/modules (as feasible) • Documentation of networking equipment and MAC addresses for Import into AD to support 802.1x implementation • Discovery of switches/modules (as feasible) through Intelligent Management Center (IMC) • Handle all warranty claims in the event of failure |

SUBMITTAL REQUIREMENTS:

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

- All materials hand delivered to the district in a sealed envelope, container, etc.
- One (1) paper copy of the complete bid response and any associated materials.
- One (1) thumb drive containing digital copies of all bid response documents. Any spreadsheets (cost/price) must be submitted in Excel format, not PDF.

Sealed Bids are due no later than 3 PM, Monday, February 8, 2021 at the following location:

Purchasing Department
Cheri Estrada, CPPB

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> | |
| Wireless including BMIC | New; Outdoor Wireless AP, Aruba IAP-277 or equivalent; quantity 1 New; software, licenses, support, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent |
| UPS and BMIC of UPS | New; UPS, APC SRT3000XLA Smart-UPS or equivalent; quantity 1 New; Support, cables, connectors, mounting hardware, software, OS, licensing, other accessories as needed, for above; APC or equivalent |
| Cabling | New; Cat 6A drops; quantity approx. 30-35 New; Cat 6A drops and installation of outdoor AP; quantity 1 |
| Installation | None except cabling and AP |

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: | WAHAKIYAKUM 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 1 | |
| Fiber WAN – Lit fiber | New; Lit fiber service to connect 2 buildings to district network. Seeking pricing for 500 MB up to 10 GB. Fiber will cross a public right-of-way. FROM: Bus Garage, 60 S 3 rd Street, Cathlamet, WA. FROM: District Maintenance Building, 40 S 3 rd Street, Cathlamet, WA TO: Thomas Middle School, 265 S 3 rd Street, Cathlamet, WA <i>Please see page 9 of this RFP for proposal requirements.</i> |
| Modulating Electronics for Dark Fiber (Terminating Hardware) | New; Terminating hardware for district-owned dark fiber. 10GB Fiber GBIC; quantity approx. 2 |
| Category 2 | |
| Switches and Switch Accessories | New; 24 port POE switch; Fortiswitch 124E-FPOE or equivalent; quantity 1, up to 3 New; software, licenses, OS, patch cables, stacking cables, accessories as needed for above; Fortinet or equivalent New; 10GB Fiber GBIC for internal connections; quantity approx. 6 |
| Wireless and BMIC of Wireless | New; Access Points; FortiAP U431F or equivalent; or more current model, must integrate with current Fortinet infrastructure and support 802.11ax; quantity approx. 35 New; Dedicated point-to-point wireless bridges, 1/4mi range or better. Target bandwidth: 100 MB to 1 GB or higher. Must be compatible with existing Fortinet infrastructure; Fortinet or equivalent New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Fortinet or equivalent |
| BMIC of Firewall | New; BMIC of Firewall; Fortinet FortiGate 100E or equivalent; quantity 2 New; software, licenses, OS, support, BMIC, accessories as needed for above; Fortinet or equivalent |
| UPS | New; 1 U 750 VA TrippLite UPS or equivalent; quantity approx. 2 New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above. |
| Racks/Cabinet | New; Half rack or cabinet with fan; quantity 2 |
| 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: | WASHINGTON SCHOOL FOR THE DEAF VANCOUVER, WA 98612 |
| E-rate Contacts | Mark Lee; mark.lee@cdhy.wa.gov |
| Number of Schools | 1 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| Switches | New; Cisco 48 Port POE C9200-48P-E 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 C9120AX or equivalent; quantity approx. 13 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above. |
| Installation | Configuration for the switches. No install for 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 | Adam Ziegwied; aziegwied@whiteriver.wednet.edu |
| Number of Schools | 7 |
| Number of Other Buildings | 2 |
| <u>Category 2</u> | |
| Switches and Switch Components including BMIC | New; 48 port POE switches; Meraki MS225 or equivalent; quantity approx. 12 New; 48 port POE switches; Meraki MS390 or equivalent; quantity approx. 2 New; 16 port POE switches; Meraki MS420 or equivalent; quantity approx. 2 New; software, licenses, OS, patch cables, stacking cables, accessories, modules, transceivers, support, BMIC as needed for above; Meraki, or equivalent |
| Wireless Licenses and BMIC | New; Licenses and BMIC; Meraki Access Points or equivalent; quantity 105 including all software, licenses, OS, support, accessories as needed for 105 AP's; Meraki or equivalent |
| Cabling, Racks | New; Fiber Run to connect IDF to MDF; quantity 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: 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: | 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 | 2 |
| <u>Category 2</u> | |
| Wireless including BMIC | New; AP's; Ruckus Zoneflex R750 or equivalent; quantity approx. 2 New; AP's; Ruckus R850 or equivalent; quantity approx. 75 New; Wireless Controller; Ruckus ZoneDirector 5000 or equivalent; quantity 1; interested in receiving proposals/pricing for cloud-based alternative New; software, licenses, support, BMIC, OS, patch cables, mounting hardware, accessories as needed for above; Ruckus 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: | WOODLAND SCHOOL DISTRICT 404 |
| E-rate Contact | STEVE RIPPL; rippl@woodlandschools.org |
| Number of Schools | 7 |
| Number of Other Buildings | 2 |
| <u>Category 1</u> | |
| Internet Service | Existing; 20 Mbps service (MTM); seeking new multi-year contract Existing; 50 Mbps service (MTM); seeking new multi-year contract |
| <u>Category 2</u> | |
| Switches and Switch Components | New; Switch; Aruba CX 6405 Bundle R0X29A with modules R0X41A and R0X36A or equivalent; quantity 1 of each New; Switch; Aruba ARUBA CX 6300M JL659A with module JL087A or equivalent; quantity 1 of each New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, as needed, for above; Aruba (HP) or equivalent |
| UPS Batteries | New; APC RBC6 battery or equivalent; quantity 1 New; APC RBC43 battery or equivalent; quantity 2 New; APC RBC55 battery or equivalent; quantity 1 New; APC RBC57 battery or equivalent; quantity 2 New; APC RBC140 battery or equivalent; quantity 1 New; APC APCRBC143 battery or equivalent; quantity 3 New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above; APC or equivalent |
| Installation of Hardware | None |

BID EVALUATION MATRIX: 1

**ESD 112 Consortium
E-rate RFP
Funding Year 2021
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: | 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 |
| Category 2 | |
| Cabling | New; 48 port patch panels; quantity 2 New; Cat 6 patch cables; total 75 (25 x 3 ft., 25 x 5 ft., 25 x 7 ft.) |
| Installation of Hardware | None except cabling |

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: | 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 2</u> | |
| Wireless, Licensing, and BMIC of Wireless | New; Access Points; Ruckus ZoneFlex R650 or equivalent; quantity approx. 105 New; Access Points; Ruckus ZoneFlex R750 or equivalent; with protective mounting hardware; quantity approx. 10 New; Licensing; Ruckus Cloud Wi-Fi WLAN Management-As-A-Service for Ruckus APs; quantity approx. 115 New; software, licenses, Support, Maintenance, OS, patch cables, standard mounting hardware, gymnasium protective mounting hardware, accessories as needed for above; Ruckus or equivalent |
| Cabling | New; Cat 6 or 6A drops (please provide pricing for each) for wireless AP's; quantity approx. 8 |
| Installation of Hardware | For all of the above |

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: 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: | 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 |
| Cabling | New; Cat 6 A drops; approx. 20 New; Fiber Runs; approx. 46 |
| 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: | 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 220 New; single mode fiber runs at 3 locations, quantity 9 <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 |
| 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: | 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 2</u> | |
| Cabling | New; Cat 5e or Cat 6 drops; quantity up to 48 |
| Installation of Hardware | None except cabling |

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

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; gulleond@lynden.wednet.edu |
| Number of Schools | 6 |
| Number of Other Buildings | 2 |
| <u>Category 2</u> | |
| UPS | New; APC Smart UPS 1500 (SMT1500RM2UC) rack mount version or equivalent; quantity 4 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above |
| Rack/Cabinet | Half-cabinet or full; quantity 4 |
| Cabling | New; Cat 6 drops; total approx. 675 drops with 1 to 4 ports per drop. New; Fiber runs; approx. 4 This project is for demo/removal of existing out-of-date cabling and replacing with new Cat 6/fiber. 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: | MILL A SCHOOL DISTRICT 31 BINGEN, WA 98605 |
| E-rate Contact | Doug Dyer; ddyer@millaschool.org |
| Number of Schools | 1 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| Cabling | New; Cat 6 drops; minimum 7 up to 15 three-port drops |
| 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:

| | Weight |
|--|---------------|
| Pricing | 30 |
| Quality of Technical Response | 20 |
| Compatibility with Existing Infrastructure | 15 |
| Prior Similar Experience with K-12 Projects of this Size | 15 |
| Support/Service | 10 |
| References | 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: | NASELLE-GRAYS RIVER DISTRICT 155 NASELLE, WA 98638 |
| E-rate Contact | Karl Johnson; kjohnson@naselleschools.org |
| Number of Schools | 2 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| Wireless, including BMIC | New; Wireless Access Point, Aruba 500 series Instant AP or equivalent, quantity approx. 50 New; Wireless Bridge; quantity 1 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above. |
| Cabling | New; Cat 6 drops; total 80 up to 100 total ports New: fiber run; quantity 1 |
| Installation | None except cabling and AP's (approx. 20 AP's to be installed) |

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: | NOOKSACK VALLEY SCH DIST 506 EVERSON, WA 98247 |
| E-rate Contact | Owen Craig; Owen.Craig@nv.k12.wa.us |
| Number of Schools | 5 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| Switches, including BMIC | The district currently has HP/Aruba switching hardware. It is interested in attaining pricing for Cisco, HP/Aruba and other equivalent models. The district is interested in attaining alternate cost-effective configurations. New; Cisco 9500 core switches 10/25Gb or equivalent; quantity approx. 2 New; Cisco 9300 Distribution switches 48 port POE or equivalent; quantity approx. 3 New; Cisco 9200 Access switches 48 port POE mGig or equivalent; quantity approx. 20 - 30 New; Cisco GBIC 10/25G CSR SFP or equivalent; quantity approx. 20 - 30 New; Modules, cables, connectors, software, OS, licensing, BMIC, as needed, for above; Cisco or equivalent |
| Firewall including BMIC | New; Cisco Firepower 4100 Firewall or equivalent; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Cisco or equivalent |
| Installation | For all of the above. |

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: | 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 |
| <u>Category 2</u> | |
| Wireless including BMIC | New; Access points; Meraki MR46 or equivalent; quantity approx. 125 New; software, licenses, OS, patch cables, mounting hardware, BMIC, accessories as needed for above; Meraki or equivalent |
| Firewall including BMIC | New; Cisco FPR-2140 Firewall or equivalent; 9Gbps with a 10G interface; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Cisco or equivalent |
| Installation | Configuration only for all items above. Physical installation will be done by the district. |

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: | 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, 6A or 7 drops; quantity approx. 130-140 |
| 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> | |
| Routers, Switches and Components | <p>The district is seeking a multi-year contract which will enable purchase over several E-rate funding years. Pricing to include equipment for non-eligible NIFs (will not be requested for E-rate discounts). New; Switches; mix of 8 port, 24 port, 48 port New; Router/Switches up to 96 port. The district is considering two different building configurations totaling an approximate equivalent number of ports. Final selected configuration may use a combination of the configurations below.</p> <p><u>Building Configuration 1</u> New; Aruba J9993A port SFP module or equivalent; quantity approx. 3 New; Aruba 2930-8 8G PoE+ 2SFP+ or equivalent; quantity approx. 55 New; Aruba 6200F 24G PoE+ 2SFP+ or equivalent; quantity approx. 705 New; Aruba 6200F 48G PoE+ 2SFP+ or equivalent; quantity approx. 150 New; Aruba 6400; with modules providing minimum 24 ports up to 96 ports; quantity 57</p> <p><u>Building Configuration 2</u> New; Aruba J9993A port SFP module or equivalent; quantity approx. 3 New; Aruba 2930-8 8G PoE+ 2SFP+ or equivalent; quantity approx. 650 New; Aruba 6200F 24G PoE+ 2SFP+ or equivalent; quantity approx. 735 New; Aruba 6200F 48G PoE+ 2SFP+ or equivalent; quantity approx. 35 New; Aruba 6400; with modules providing minimum 24 ports up to 96 ports; quantity 57</p> <p><u>Data Center</u> New; Aruba 8400 or equivalent; quantity approx. 2</p> <p>New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, as needed, for above; Aruba (HP) or equivalent.</p> |
| Installation | <p>Install and configure switches 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 switches/modules at location • Firmware update of switches/modules to current software • Switch/module configuration based on TPS specifications |

| | |
|--|--|
| | <ul style="list-style-type: none"> • Labeling of switches/modules (as feasible) • Documentation of networking equipment and MAC addresses for Import into AD to support 802.1x implementation • Discovery of switches/modules (as feasible) through Intelligent Management Center (IMC) • Handle all warranty claims in the event of failure |
|--|--|

SUBMITTAL REQUIREMENTS:

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

- All materials hand delivered to the district in a sealed envelope, container, etc.
- One (1) paper copy of the complete bid response and any associated materials.
- One (1) thumb drive containing digital copies of all bid response documents. Any spreadsheets (cost/price) must be submitted in Excel format, not PDF.

Sealed Bids are due no later than 3 PM, Monday, February 8, 2021 at the following location:

Purchasing Department
 Cheri Estrada, CPPB
 3321 S Union Ave, Tacoma WA 98409
 cestrad@tacoma.k12.wa.us | 253.571.3385

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 2</u> | |
| Wireless including BMIC | New; Outdoor Wireless AP, Aruba IAP-277 or equivalent; quantity 1 New; software, licenses, support, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent |
| Cabling | New; Cat 6A drops; quantity approx. 30-35 New; Cat 6A drops and installation of outdoor AP; quantity 1 |
| Installation | None except cabling and AP |

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: | WASHINGTON SCHOOL FOR THE DEAF VANCOUVER, WA 98612 |
| E-rate Contacts | Mark Lee; mark.lee@cdhy.wa.gov |
| Number of Schools | 1 |
| Number of Other Buildings | 0 |
| <u>Category 2</u> | |
| Switches | New; Cisco 48 Port POE C9200-48P-E Switch or equivalent; quantity 2 New; software, licenses, OS, patch cables, stacking cables, accessories as needed for above; Cisco or equivalent |
| Installation | Configuration for the switches. No install for 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 | Adam Ziegwied; aziegwied@whiteriver.wednet.edu |
| Number of Schools | 7 |
| Number of Other Buildings | 2 |
| <u>Category 2</u> | |
| Cabling, Racks | New; Fiber Run to connect IDF to MDF; quantity 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: 4

APPENDIX – BID EVALUATION MATRIXES

| 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> |