

ESD 112 Consortium

E-rate RFP

Funding Year 2018

ESD112-Erate-2018

Release Date:

January 16, 2018

Prepared by:

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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 20 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. 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 2018 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 13, 2018. 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 11) 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.

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 2018 E-rate funding year as specified in the attached documentation. For non-recurring services, the contract dates are 7-1-18 through 12-31-2019.

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 2018 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 2018

SECTION ONE

Category 1 - Telecommunications and Internet Services

Category 2 - Hardware and Cabling

ENTITY INFORMATION

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

Name of Entity:	ARLINGTON SCHOOL DISTRICT 16 ARLINGTON, WA 98223
E-rate Contact	Mark Ehrhardt; mehrhardt@asd.wednet.edu
Number of Schools	9
Number of Other Buildings	2
<u>Category 1</u>	
Internet Service	Existing; DSL service to 1 building
Digital Transmission – Lit or Dark Fiber Service	1 GB (capable) connection serving 2 buildings . The district currently has DSL service for Transportation Dept. and is seeking proposals for lit or dark fiber service/terminating hardware for dark fiber. Locations: <ol style="list-style-type: none"> 1. WESTON HIGH SCHOOL, 18722 59TH AVE NE, 315 N. French Ave ARLINGTON, WA 98223-6349 2. Arlington Transportation Department, 19124 63rd Ave NE, Arlington, WA 98223 <i>Please see page 9 of this RFP for proposal requirements.</i>
<u>Category 2</u>	
Switches	New; 24 Port POE; Brocade or equivalent; quantity 2 New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for switches; Brocade or equivalent
UPS	New; Cyberpower OL1000RTXL2U or equivalent; quantity 2 New; Cyberpower OL3000RTXL2U or equivalent; quantity 10 New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for UPS's
Wireless and BMIC of Wireless	New; Access Points; quantity 2; Aruba or equivalent New; Licenses for 2 access points; Aruba or equivalent New; Management licenses up 2 access points; Aruba Airwave or equivalent New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for 2 access points; Aruba or equivalent New; Support/Maintenance/License/OS for 2 access points; Aruba or equivalent
Cabling and Racks	New; Cat 6 drops; quantity 12 New; fiber runs; quantity 2 Cabling Project is in two locations. Projects will require two ½ racks, patch panels, connections, and all accessories, as needed.
<i>Installation</i>	<i>For all Category 2 items listed above -- SEE SECTION TWO. Pricing must be provided in a separate proposal.</i>

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: 2

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	17															
Number of Other Buildings	1															
<u>Category 1</u>																
Digital Transmission – Lit Fiber Service	<p>The district currently does not have has lit fiber service at the following locations and is seeking proposals for lit fiber service, as follows:</p> <table border="1"> <thead> <tr> <th><u>Location</u></th> <th><u>Minimum</u></th> <th><u>Maximum</u></th> </tr> </thead> <tbody> <tr> <td>Amboy Middle School 22115 NE Chelatchie Rd. Amboy, WA 98601</td> <td>1 GB</td> <td>10 GB</td> </tr> <tr> <td>Yacolt E-rate School 406 W. Yacolt Rd. Yacolt, WA 98675</td> <td>1 GB</td> <td>10 GB</td> </tr> <tr> <td>Connecting to:</td> <td></td> <td></td> </tr> <tr> <td>Battleground HS 300 W. Main Street Battle Ground, WA 98604</td> <td></td> <td></td> </tr> </tbody> </table> <p><i>Please see page 9 of this RFP for proposal requirements.</i></p>	<u>Location</u>	<u>Minimum</u>	<u>Maximum</u>	Amboy Middle School 22115 NE Chelatchie Rd. Amboy, WA 98601	1 GB	10 GB	Yacolt E-rate School 406 W. Yacolt Rd. Yacolt, WA 98675	1 GB	10 GB	Connecting to:			Battleground HS 300 W. Main Street Battle Ground, WA 98604		
<u>Location</u>	<u>Minimum</u>	<u>Maximum</u>														
Amboy Middle School 22115 NE Chelatchie Rd. Amboy, WA 98601	1 GB	10 GB														
Yacolt E-rate School 406 W. Yacolt Rd. Yacolt, WA 98675	1 GB	10 GB														
Connecting to:																
Battleground HS 300 W. Main Street Battle Ground, WA 98604																
<u>Category 2</u>																
Switches	<p>New; 48 port switch; Brocade ICX7250-48P-2X10G 24 port Switch or equivalent; quantity 1 New; 24 port switch; Brocade ICX7250-24P-2X10G 24 port Switch or equivalent; quantity 1 New; 10 GB modules for switches; Brocade or equivalent; quantity 1-20 New; software, licenses, OS, patch cables, accessories as needed for above; Brocade or equivalent</p>															
Wireless and BMIC of Wireless	<p>New; approx. 392 access points; Aruba AP 315 or equivalent New; Management licenses for approx. 800 access points; Aruba or equivalent New; software, licenses, OS, patch cables, mounting hardware, accessories, amintenance as needed for Wireless network; Aruba or equivalent</p>															
Cabling	<p>New; single mode fiber runs; quantity 30 - 50 New; Cat 6 or 6A drops; quantity 80</p>															
UPS	<p>New; APC SMARTUPS 2200VA or equivalent; quantity 55 New; APC Smart-UPS SUA1000va/120V or equivalent; quantity 25 New; APC SMART UPS X 120V or equivalent; quantity 13</p>															

	New; software, licenses, OS, network cards, mounting hardware, accessories as needed for above
BMIC	New; Support/maintenance/licensing as needed for Wireless; approx. 800 AP's and 2 controllers; Aruba or equivalent
Installation of Hardware	None

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:	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>	
Wireless	New; Access Point, quantity 45, Ubiquiti Unifi AP-AC-PRO or equivalent New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for Wireless network; Ubiquity 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	36
Number of Other Buildings	4
<u>Category 1</u>	
Internet Service	Existing; DSL for 1 building

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	GREEN MOUNTAIN SCHOOL DIST 103 WOODLAND, WA 98674
E-rate Contact	Jeff Andrews; jeff.andrews@esd112.org E-RATE CONTACT Rick Syring; rick.syring@greenmountainschool.us CC CONTACT ONLY
Number of Schools	1
Number of Other Buildings	0
<u>Category 2</u>	
Wireless and BMIC of Wireless	New; Aruba IAP-305 or equivalent; quantity 5-10 New; software, licenses, OS, patch cables, mounting hardware, maintenance, accessories as needed for above; Aruba or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	KALAMA SCHOOL DISTRICT 402 KALAMA, WA 98625
E-rate Contact	Bob Von Roch; bob.vonroch@kalama.k12.wa.us Jeff Andrews; jeff.andrews@esd112.org
Number of Schools	2
Number of Other Buildings	0
<u>Category 2</u>	
UPS	New; APC Smart UPS SMX3000RMLV2UNC or equivalent; quantity 1 New; add on Battery pack APC SMX120RMBP2U or equivalent; quantity 1 New; software, licenses, OS, patch cables, accessories as needed for above; HP 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:	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 Fiber Modules for switches	New; Aruba 2530-48G-PoE+-2SFP+ Switch (J9853A) or equivalent; quantity 2 New; Aruba HPE 20-port Gig-T PoE+/2-port 10GbE SFP+ v2 zl Module (J9536A) or equivalent; quantity 15 New; HPE X132 10G SFP+ LC LR Transceiver (J9151A) or equivalent; quantity 24 New; software, licenses, OS, patch cables, accessories as needed for above
Cabling - Fiber Runs	New; single mode fiber runs at 3 locations: Cascade Middle School – quantity 5 Monticello Middle School – quantity 4 Mt. Solo Middle School – quantity 3 <i>Quantities subject to change.</i>
Support/Maintenance/Licenses	New; Support/Maintenance/Licenses for Fortigate firewall appliance or equivalent; quantity 3 New; Support/Maintenance/Licenses for Aruba access points or equivalent; quantity approx. 525 New; Support/Maintenance/Licenses for Aruba controller or equivalent; quantity 2
Installation of Hardware	None

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: see next page

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

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

ENTITY INFORMATION

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

Name of Entity:	LOPEZ ISLAND SCHOOL DIST 144 LOPEZ ISLAND, WA 98261
E-rate Contact	Jesse Hammond; jhammond@lopez.k12.wa.us
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
UPS	New; APC UPS or equivalent; quantity 3 New; software, licenses, OS, patch cables, mounting HW, accessories as needed for above
Wireless and BMIC of Wireless	New; Access Points; Meraki MR 32 or equivalent; quantity 2 New; software, licenses, OS, patch cables, mounting HW, maintenance, accessories as needed for above
Switch	New; 4 Port POE Switch; quantity 1 New; software, licenses, OS, patch cables, mounting HW, accessories as needed for above
Cabling	New; 3-foot Cat 6 patch cables; quantity 100
Installation of Hardware	None

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:	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>	
Local phone - Long Distance	Existing; 6 POTS plus 2 partial DS1's
<u>Category 2</u>	
Switches	New; Cisco switches (part WS-C2960X-48LPS-L) or equivalent; quantity 1 New; Cisco 8 transceiver modules (part GLC-LH-SMD) or equivalent; quantity 4 New; Modules, cables, connectors, software, OS, licensing, Support, Maintenance as needed for above; Cisco or equivalent
Wireless and BMIC of Wireless	New; Access Points; Cisco (part AIR-CAP2702E-B-K9) or equivalent; quantity 2 New; WAP antennas; Cisco (part AIR-ANT2535SDW-R) or equivalent; quantity 8 New; Licenses, Support, Maintenance as needed for above; Cisco or equivalent
UPS and Racks	New; SMART Online UPS 1500VA (part SU1500RTL2UA) or equivalent; quantity 1 New; 2 UPS External Battery Pack (part BP48V60RT3U) or equivalent; quantity 1 New; Racks to support 1 switch and 1 UPS/battery each; quantity 1
Cabling	New; Copper Cabling; approx. 7,000 ft. New; Fiber Cabling; approx. 1,000 ft. Pricing to include installation of cabling.
Installation	Only for copper and fiber cabling.

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	LYNDEN SCHOOL DISTRICT 504 Lynden, WA 98264
E-rate Contact	Mark Butler; butlerm@Lynden.wednet.edu
Number of Schools	6
Number of Other Buildings	1
<u>Category 1</u>	
Digital Transmission – Lit or Dark Fiber Service	<p>1 GB, up to 10 GB-capable connection serving 8 buildings. The district currently has dark fiber service and is seeking proposals for lit or dark fiber service/terminating hardware for dark fiber.</p> <p>Locations:</p> <p>FISHER ELEMENTARY SCHOOL 501 14TH ST LYNDEN, WA 98264-1238</p> <p>ISOM INTERMEDIATE SCHOOL 8461 BENSON RD LYNDEN, WA 98264-9744</p> <p>ADMIN CENTER 516 MAIN ST LYNDEN, WA 98264-1326</p> <p>LYNDEN MIDDLE SCHOOL – new service 8784 Line Rd. Lynden, WA 98264</p> <p>BERNICE VOSSBECK ELEMENTARY 1301 BRIDGEVIEW DR LYNDEN, WA 98264-4443</p> <p>LYNDEN HIGH SCHOOL 1201 BRADLEY RD LYNDEN, WA 98264-9514</p> <p>LYNDEN ACADEMY 1986 Main Street Lynden, WA 98264</p> <p>Lynden District Office 1203 Bradley Rd. Lynden, WA 98264</p> <p><i>Please see page 9 of this RFP for proposal requirements.</i></p>
<u>Category 2</u>	
Routers and Switches	<p>New; Brocade ICX7450-24 or equivalent; quantity 1</p> <p>New; Brocade ICX7150-48P or equivalent; quantity approx. 26</p> <p>New; Twinax and 10gb modules and transceivers to connect all switches and router at 10gb speeds</p> <p>New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Brocade or equivalent</p> <p>Note: switches will be in 4 closets and connected by OM3 fiber with LC connectors</p>
Wireless and BMIC of Wireless	<p>New; Access Points; Aruba AP 305 or equivalent; quantity approx. 64</p> <p>New; Mobility Licenses for Controller; Aruba or equivalent; quantity as needed to support AP's</p> <p>New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent</p>

UPS and Racks	New; rack mount SNMP-enabled UPS to power all switches and router for approximately 15 minutes in all 4 data closets (mount for 2-post racks also required); quantity approx. 4 New Battery Packs for above; quantity approx. 4
Installation	Installation and configuration for above. Includes physical installation into racks, programming to district standard, physical connection of existing CAT6a patch cords to switches, testing, validation, and documentation of installation <i>SEE SECTION TWO. Pricing must be shown separately and/or provided in a separate proposal.</i>

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 –Voice	Scott Beebe; scott_beebe@msvl.k12.wa.us
Number of Schools	25
Number of Other Buildings	2
<u>Category 1</u>	
Internet Service	Existing; 50/100 service for 1 location
<u>Category 2</u>	
Core Switch-Router	New; Ruckus ICX 7650-48ZP or equivalent; quantity 6 New; Ruckus ICX 7650-48F or equivalent; quantity 4 New; Brocade 40 GbE direct-attached QSFP+ 1m stacking cable or equivalent; quantity 20 New; Brocade 1000W AC PSU, front to back airflow or equivalent; quantity 6 New; Brocade 250W AC PSU, front to back airflow or equivalent; quantity 4 New; Brocade exhaust fan ICX-FAN12-E, front to back airflow or equivalent; quantity 10 New; Modules, cables, connectors, peripherals, software, OS, licensing, as needed, for above; Ruckus - Brocade or equivalent
Switch Components	New; POE Power Supplies for Brocade or equivalent switches, as follows: 1U External Power Supply shelf (EPS) - ICX-EPS4000-SHELF or equivalent – quantity 3 EPS power supply, 920 W - RPS17 or equivalent – quantity 3 Ruckus ICX-EPS4000 power cable 1:1 – ICX-EPS4000-CBL-01 or equivalent - quantity 3 New; Modules, cables, connectors, peripherals, software, OS, licensing, as needed, for above; Ruckus - Brocade or equivalent
Wireless, including BMIC	The district is considering both a physical and a virtual solution for wireless controllers. Please provide pricing for both options. <u>Physical</u> New; Wireless Controller; Ruckus or equivalent; SmartZone 100 with 2x10GigE and 4 GigE ports, 90-day temporary access to licenses; quantity 2 New; End User WatchDog Support for SmartZone 100 with 4 GigE ports or equivalent, 3 Year; quantity 2 New; AP management license for SZ-100/vSZ 3.X, 1 Ruckus AP access point or equivalent; quantity 755 New; End User WatchDog Support Per SZ/(v)SZ AP, 1 YR or equivalent, quantity 755

	<p><u>Virtual</u> New; Wireless Controller; Ruckus or equivalent; Virtual SmartCell Gateway 3.0 or newer software virtual appliance, 1 Instance, includes 1 AP license; quantity 2 New; End User WatchDog Support - VSZ-RTU or equivalent, 3 Year; quantity 2 New; AP management license for SZ-100/vSZ 3.X, 1 Ruckus AP access point or equivalent; quantity 750 New; End User WatchDog Support Per SZ/(v)SZ AP, 1 YR or equivalent, quantity 755</p>
Firewall	New; Firewall capable of routing a E-rate 10Gbps Internet connection with load balancing of traffic to a second Internet connection; quantity 1-2
Maintenance	<p>BMIC for district Wireless; Ruckus or equivalent BMIC for district Firewalls BMIC for district Switches; Brocade - Ruckus or equivalent</p>
<i>Installation</i>	<i>For all Category 2 items listed above -- SEE SECTION TWO. Pricing must be shown separately and/or provided in a separate proposal.</i>

BID EVALUATION MATRIX:

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

ENTITY INFORMATION

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

Name of Entity:	NOOKSACK VALLEY SCH DIST 506 EVERSON, WA 98247
E-rate Contact	Mark Martin; mark.martin@nv.k12.wa.us
Number of Schools	5
Number of Other Buildings	0
<u>Category 2</u>	
BMIC of Wireless	New; Licenses, Support, Maintenance as needed for district wireless; Ruckus or equivalent; approx. 200 AP's plus controller

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	1
<u>Category 1</u>	
Internet Service	Existing; 100 Mbps service to one location
Digital Transmission – Lit or Dark Fiber Service	1 GB-capable connection for 1 building. The district is seeking proposals for lit or dark fiber service/terminating hardware for dark fiber. Connection endpoint: Ridgefield School District Maintenance Shop 304 Pioneer Street Ridgefield, WA 98642 <i>Please see page 9 of this RFP for proposal requirements.</i>
<u>Category 2</u>	
Switches and Switch Components	New; Switch Chassis; Aruba (HP) JL001A 12 bay chassis with 3 J9986A and 1 J9990A modules or equivalent; quantity 3 New; Switch Chassis; Aruba (HP) JL003A 6 bay chassis with 1 J9986A and 1 J9990A modules or equivalent; quantity 2 New; Switch; Aruba (HP) JL075A 3810m 16SFP+ or equivalent; quantity 2 New; Power Supply, Aruba (HP) JL085A Aruba X371 - power supply for 3810m or equivalent; quantity 4 New; Power Supply, Aruba (HP) J9829A Aruba 5400R 1100W PoE+ z12 Power Supply or equivalent; quantity 4 New; Power Supply, Aruba (HP) J9830A Aruba 5400R 2750W PoE+ z12 Power Supply or equivalent; quantity 6 New; Power Cables, Aruba (HP) Power Cord for 1100W Power Supply (and X371) or equivalent; quantity 5 New; Power Cables, Aruba (HP) Power Cord for 2750W Power or equivalent; quantity 12 New; Transceivers and Modules; Aruba (HP) JL078A Aruba 3810M 1QSFP+ 40GbE Module or equivalent, quantity 2 New; Transceivers and Modules; Aruba (HP) J9986A 24-port 1 Gbps PoE+ module or equivalent, quantity 27 New; Transceivers and Modules; Aruba (HP) JH232A X142 40G QSFP+ LR4 Transceiver or equivalent, quantity 2 New; Transceivers and Modules; Aruba (HP) J9150a 10Gbps Fiber Transceiver or equivalent, quantity 12 New; Cable; Aruba (HP) J9281B 10Gbps Direct Attach Copper (DAC) Cable or equivalent, quantity 1

	New; Modules, cables, connectors, software, OS, licensing, as needed, for above; Aruba (HP) or equivalent <i>Please contact E-rate contact for details on configurations of above items.</i>
Firewall and BMIC of Firewall	Support; installation services; and subscriptions for existing Palo Alto PA-3020 firewall or equivalent; quantity 1
Wireless and BMIC of Wireless	New; AP's with mounts; Ruckus R 710 or equivalent; quantity 60 New; software, licenses, OS as needed for above Support; licenses, and subscriptions for existing and new Ruckus wireless hardware or equivalent
UPS and BMIC of UPS	New; UPS, Tripp Lite PDUMNV20HV2LX or equivalent; quantity 1 New; UPS, Tripp Lite PDUMNV30HV or equivalent; quantity 1 New; UPS, Tripp Lite SU3000LCD2UHV or equivalent; quantity 1 New; UPS, Tripp Lite SU6000RT4UTF or equivalent; quantity 5 New; Support, cables, connectors, software, OS, licensing, as needed, for above; Tripp Lite or equivalent
Installation	None

RIDGEFIELD BID EVALUATION MATRICES:

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

ENTITY INFORMATION

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

Name of Entity:	SEDRO-WOOLLEY SCHOOL DISTRICT 101 SEDRO-WOOLLEY, WA 98284
E-rate Contact	Byron Haner; bhaner@swsd.k12.wa.us
Number of Schools	12
Number of Other Buildings	5
Category 1	
Digital Transmission – Lit or Dark Fiber Service	<p>10 GB (capable) connection serving 9 locations. The district currently has an expiring contract for dark fiber and is seeking proposals for lit or dark fiber service/terminating hardware for dark fiber.</p> <p>Locations:</p> <p>CASCADE MIDDLE SCHOOL 201 N TOWNSHIP ST SEDRO-WOOLLEY, WA 98284-1245</p> <p>CENTRAL ELEMENTARY SCHOOL 601 TALCOTT ST SEDRO-WOOLLEY, WA 98284-1729</p> <p>EVERGREEN ELEMENTARY SCHOOL 1111 MCGARIGLE RD SEDRO-WOOLLEY, WA 98284-9281</p> <p>LYMAN ELEMENTARY SCHOOL 115 LYMAN AVENUE LYMAN, SKAGIT, WA 98263</p> <p>MARY PURCELL ELEMENTARY SCHOOL 700 BENNETT ST # D SEDRO WOOLLEY, WA 98284-1714</p> <p>SAMISH ELEMENTARY SCHOOL 23953 PRAIRIE ROAD SEDRO WOOLLEY, WA 98284-9634</p> <p>SCHOOL DISTRICT JOB CORP 1801 HUB DR SEDRO WOOLLEY, SKAGIT, WA 98284-8245</p> <p>SEDRO-WOOLLEY HIGH SCHOOL 1235 3RD ST SEDRO WOOLLEY, WA 98284-1610</p> <p>STATE STREET HIGH SCHOOL 800 STATE STREET SEDRO WOOLLEY, WA 98284-1728</p> <p><i>Please see page 9 of this RFP for proposal requirements.</i></p>
Modulating Electronics for (District-Leased) Dark Fiber	<p><u>Category 1 modulating electronics</u></p> <p>Connecting hardware for district-leased fiber network. This is required to light the fiber network at 10 GB per location. Equipment to include: Cisco Catalyst 3850 10G Router-Switch or equivalent; quantity approx. 9 Modules, cables, connectors, software, OS, licensing, as needed, for above; Cisco or equivalent</p> <p>Interested in pricing for purchased as well as multi-year leased solution.</p> <p><i>Please see page 9 of this RFP for proposal requirements.</i></p>
Category 2	
Switches and Switch Components	<p>Cisco Catalyst 3850 10G Router-Switch or equivalent; quantity approx. 9 Modules, cables, connectors, software, OS, licensing, as needed, for above; Cisco or equivalent</p> <p>Interested in pricing for purchased as well as multi-year leased solution.</p>
Installation	None

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 5 locations; minimum 4 Mbps Existing; 1Gb up/down, throttled at 250mbps up/down
Modulating Electronics for (District-Owned) Dark Fiber	<u>Category 1 modulating electronics</u> Connecting hardware for district-owned fiber network. Equipment to include approx. eight (8) 10 Gbps Modules, Dell 6x 40GbE QSFP+ ports, IO to PSU air or equivalent, plus cables, connectors, software, OS, licensing, as needed; Dell or equivalent <i>Please see page 9 of this RFP for proposal requirements.</i>
<u>Category 2</u>	
Switches	New; Dell Force 10 4048-ON 48x 10GbE SFP+ and 6x 40GbE QSFP= ports with Dell Networking JumperCord (2 per switch), 2540v, 12A, 2 Meters; Networking cable + to QSFP+ , 40GbE passive copper direct; or equivalent; quantity 8 New; Cisco Catalyst 3650 (POE, 10GB Uplink, gig switches to support new wireless) 48 port, or equivalent; quantity 4 New; Cisco Catalyst 3850 (POE, 10Gb uplink, gig switches, 48 port or equivalent; quantity 28 New; software, licenses, OS, patch cables, gbics, modules, connectors, accessories as needed for above; Dell, Cisco or equivalent
Wireless	New; Access points; Cisco 802.11ac CAP Int. Ant. With Ceiling grid clip, universal mounting bracket, t-rail channel adapter, 2700 series IOS WIRELESS LAN or equivalent; quantity 260 New; Access points; Cisco 802.11a/b/g/n ac Wave 1 Dual Band. Ceiling grid clip, universal mounting bracket, t-rail channel adapter 3700 series or equivalent; quantity 20 New; Wireless Controller; Cisco Wireless Controller 5508 or equivalent; quantity 2 New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for above; Cisco or equivalent
Installation	None

BID EVALUATION MATRIX:

Snohomish School District Bid Evaluation	Weight
Purchase cost of eligible and ineligible goods and services	30
Prior Experience with Vendor	20
Network Architecture Compatibility	10
Track record for Service & Support	15
Prior experience with similar K-12 products and projects	10
Understanding District Needs	15
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

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

Name of Entity:	STANWOOD CAMANO SCHOOL DISTRICT 401 STANWOOD, WA 98292
E-rate Contact	Dan Johnston; djohnston@stanwood.wednet.edu
Number of Schools	10
Number of Other Buildings	3
<u>Category 2</u>	
UPS	New; APC Smart-UPC X 1500VA Rack/tower or equivalent; quantity up to 22 New; APC Smart UPS RT 2200VA or equivalent; quantity up to 18 New; APC batteries, mounting hardware, and other UPS accessories; as needed
BMIC	New; maintenance/support/licensing for UPS; APC or equivalent; approx. 80
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:	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 1</u>	
Digital Transmission – Lit or Dark Fiber Service	1 GB-capable connection between 2 buildings. The district currently has dark fiber service (MTM basis) and is seeking proposals for lit or dark fiber service/terminating hardware for dark fiber. Connection endpoint: 100 NW School St. STEVENSON, WA 98648 <i>Please see page 9 of this RFP for proposal requirements.</i>
<u>Category 2</u>	
Switches	New; Aruba 2920 or equivalent; quantity 1 New; software, licenses, OS, patch cables, gbics, modules, connectors, accessories as needed for above; Aruba or equivalent
Wireless and BMIC for Wireless	New; Aruba 305i Access Point with mounting HW or equivalent; quantity 12-16 New; Aruba 7205 Controller or equivalent; Controller to support 65-85 AP's New; software, licenses, OS, patch cables, accessories as needed for above New; Support/Maintenance/Licenses for Aruba wireless infrastructure or equivalent
UPS	New; Tripp Lite 5000VA 4000W UPS or equivalent; quantity 1 New; batteries, mounting hardware, and other UPS accessories for above; as needed
Cabling	New; 12-16 Cat 6 drops with 2 patch cables each
Installation of Hardware	None

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:	WAHIAKUM SCHOOL DISTRICT CATHLAMET, WA 98612
E-rate Contacts	Bob Garrett; rgarrett@wahksd.k12.wa.us Paul Ireland; pireland@wahksd.k12.wa.us
Number of Schools	2
Number of Other Buildings	0
<u>Category 2</u>	
Wiring	New; UTP - CAT 6a or CAT 6e - plenum, solid - blue; Belden, Commscope (Amp/TE), General, Panduit, SIEMON, BERK-TEK, or equivalent; quantity 9,000 up to 15,000 feet; Please provide prices for both 6a and 6e options.
Installation	None

BID EVALUATION MATRIX:

Wahkiakum Bid Evaluation Matrix	
Cost	75
Authorized Reseller	25
<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:	WHITE RIVER SCHOOL DISTRICT 416 BUCKLEY, WA 98321
E-rate Contact 1	Clinton Sizemore; csizemore@whiteriver.wednet.edu
E-rate Contact 2	Adam Ziegwied; aziegwied@whiteriver.wednet.edu
Number of Schools	6
Number of Other Buildings	2
<u>Category 1</u>	
Fiber WAN – maintenance	Maintenance for district-owned fiber network; Locations in network: ELK RIDGE ELEMENTARY SCHOOL FOOTHILLS ELEMENTARY SCHOOL MOUNTAIN MEADOWS ELEM SCHOOL WHITE RIVER HIGH SCHOOL GLACIER MIDDLE SCHOOL WHITE RIVER SCHOOL DISTRICT ADMINISTRATION
<u>Category 2</u>	
Switches including BMIC	New; 48 port POE switches; Meraki MS-225-48FP or equivalent; quantity 7 New; 48 port POE switches; Meraki MS-250-48FP or equivalent; quantity 1 New; software, licenses, OS, patch cables, stacking cables, accessories, BMIC as needed for above; Meraki or equivalent
Wireless including BMIC	New; AP's; Meraki MR-52 or equivalent; quantity 85 New; software, licenses, support, OS, patch cables, mounting hardware, accessories as needed for above; Meraki or equivalent
UPS	New; Eaton 9130 UPS with extended battery or equivalent; quantity 1
BMIC	Maintenance for Watchguard Firewall (Watchguard Live Security Plus 3 year license) or equivalent; quantity 1
Installation of Hardware	None

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:	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; 50 Mbps service New; 100 Mbps service
<u>Category 2</u>	
Wireless and BMIC of Wireless	New; Cisco WAP or equivalent; quantity approx. 22 New; software, licenses, OS, patch cables, BMIC, accessories as needed for above; licenses for up to 20 additional AP's
UPS	New; APC SMX2000LV or equivalent; quantity 2 New; software, licenses, OS, patch cables, network cards, accessories as needed for above
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ESD 112 Consortium

E-rate RFP

Funding Year 2018

SECTION TWO

Category 2 Installation of Hardware

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	New; 24 Port POE; Brocade or equivalent; quantity 2 New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for switches; Brocade or equivalent
UPS	New; Cyberpower OL1000RTXL2U or equivalent; quantity 2 New; Cyberpower OL3000RTXL2U or equivalent; quantity 10 New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for UPS's
Wireless and BMIC of Wireless	New; Access Points; quantity 2; Aruba or equivalent New; Licenses for 2 access points; Aruba or equivalent New; Management licenses up 2 access points; Aruba Airwave or equivalent New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for 2 access points; Aruba or equivalent New; Support/Maintenance/License/OS for 2 access points; Aruba or equivalent
Cabling and Racks	New; Cat 6 drops; quantity 12 New; fiber runs; quantity 2 Cabling Project is in two locations. Projects will require two ½ racks, patch panels, connections, and all accessories, as needed.
Installation	For all Category 2 items listed above.

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: 2

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; Copper Cabling; approx. 7,000 ft. New; Fiber Cabling; approx. 1,000 ft. Pricing to include installation of cabling.
Installation	Only for copper and fiber cabling.

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	LYNDEN SCHOOL DISTRICT 504 Lynden, WA 98264
E-rate Contact	Mark Butler; butlerm@Lynden.wednet.edu
Number of Schools	6
Number of Other Buildings	1
<u>Category 2</u>	
Routers and Switches	New; Brocade ICX7450-24 or equivalent; quantity 1 New; Brocade ICX7150-48P or equivalent; quantity approx. 26 New; Twinax and 10gb modules and transceivers to connect all switches and router at 10gb speeds New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Brocade or equivalent Note: switches will be in 4 closets and connected by OM3 fiber with LC connectors
Wireless and BMIC of Wireless	New; Access Points; Aruba AP 305 or equivalent; quantity approx. 64 New; Mobility Licenses for Controller; Aruba or equivalent; quantity as needed to support AP's New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
UPS and Racks	New; rack mount SNMP-enabled UPS to power all switches and router for approximately 15 minutes in all 4 data closets (mount for 2-post racks also required); quantity approx. 4 New Battery Packs for above; quantity approx. 4
Installation	Installation and configuration for above. Includes physical installation into racks, programming to district standard, physical connection of existing CAT6a patch cords to switches, testing, validation, and documentation of installation.

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 –Voice	Scott Beebe; scott_beebe@msvl.k12.wa.us
Number of Schools	25
Number of Other Buildings	2
<u>Category 2</u>	
Core Switch-Router	<p>New; Ruckus ICX 7650-48ZP or equivalent; quantity 6 New; Ruckus ICX 7650-48F or equivalent; quantity 4 New; Brocade 40 GbE direct-attached QSFP+ 1m stacking cable or equivalent; quantity 20 New; Brocade 1000W AC PSU, front to back airflow or equivalent; quantity 6 New; Brocade 250W AC PSU, front to back airflow or equivalent; quantity 4 New; Brocade exhaust fan ICX-FAN12-E, front to back airflow or equivalent; quantity 10 New; Modules, cables, connectors, peripherals, software, OS, licensing, as needed, for above; Ruckus - Brocade or equivalent</p>
Switch Components	<p>New; POE Power Supplies for Brocade or equivalent switches, as follows: 1U External Power Supply shelf (EPS) - ICX-EPS4000-SHELF or equivalent – quantity 3 EPS power supply, 920 W - RPS17 or equivalent – quantity 3 Ruckus ICX-EPS4000 power cable 1:1 – ICX-EPS4000-CBL-01 or equivalent - quantity 3 New; Modules, cables, connectors, peripherals, software, OS, licensing, as needed, for above; Ruckus - Brocade or equivalent</p>
Wireless, including BMIC	<p>The district is considering both a physical and a virtual solution for wireless controllers. Please provide pricing for both options.</p> <p><u>Physical</u> New; Wireless Controller; Ruckus or equivalent; SmartZone 100 with 2x10GigE and 4 GigE ports, 90-day temporary access to licenses; quantity 2 New; End User WatchDog Support for SmartZone 100 with 4 GigE ports or equivalent, 3 Year; quantity 2 New; AP management license for SZ-100/vSZ 3.X, 1 Ruckus AP access point or equivalent; quantity 755 New; End User WatchDog Support Per SZ/(v)SZ AP, 1 YR or equivalent, quantity 755</p> <p><u>Virtual</u></p>

	<p>New; Wireless Controller; Ruckus or equivalent; Virtual SmartCell Gateway 3.0 or newer software virtual appliance, 1 Instance, includes 1 AP license; quantity 2</p> <p>New; End User WatchDog Support - VSZ-RTU or equivalent, 3 Year; quantity 2</p> <p>New; AP management license for SZ-100/vSZ 3.X, 1 Ruckus AP access point or equivalent; quantity 750</p> <p>New; End User WatchDog Support Per SZ/(v)SZ AP, 1 YR or equivalent, quantity 755</p>
Firewall	New; Firewall capable of routing a E-rate 10Gbps Internet connection with load balancing of traffic to a second Internet connection; quantity 1-2
Maintenance	<p>BMIC for district Wireless; Ruckus or equivalent</p> <p>BMIC for district Firewalls</p> <p>BMIC for district Switches; Brocade - Ruckus or equivalent</p>
Installation	For all Category 2 items listed above.

BID EVALUATION MATRIX:

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

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>