

ESD 112 Consortium

E-rate RFP

Funding Year 2020

ESD112-Erate-2020

Release Date:

January 15, 2020

Prepared by:

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E-rate Consultant

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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 30 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 2020 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 12, 2020. 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.

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 2020 E-rate funding year as specified in the attached documentation. For non-recurring services, the contract dates are 7-1-2020 through 12-31-2021.

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 2020 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 2020

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>	
Digital Transmission – Lit or Dark Fiber Service	Seeking service that will provide 1 GB connection over fiber between 2 locations. The district is seeking multi-year proposals for lit or dark fiber service. The district currently has leased dark fiber providing 1 GB service (lease ending June 2020) and uses its own terminating hardware. Locations: Weston HS, District Office <i>Please see page 9 of this RFP for proposal requirements.</i>
Maintenance for District-Owned Fiber Network	8 locations: KENT PRAIRIE ELEMENTARY SCHOOL, 8110 207TH ST NE ARLINGTON, WA 98223 EAGLE CREEK ELEMENTARY SCHOOL, 1216 E 5TH ST ARLINGTON, WA 98223-1119 POST MIDDLE SCHOOL, 1220 E 5TH ST ARLINGTON, WA 98223-1119 PRESIDENTS ELEMENTARY SCHOOL, 401 N FRENCH AVE ARLINGTON, WA 98223-1216 ARLINGTON HIGH SCHOOL, 135 S FRENCH AVE ARLINGTON, WA 98223-1698 STILLAGUAMISH SCHOOL, 315 N FRENCH AVENUE ARLINGTON, WA 98223-1317 PIONEER ELEMENTARY SCHOOL, 8213 EAGLEFIELD DRIVE ARLINGTON, WA 98223 HALLER MIDDLE SCHOOL, 600 E 1st St. ARLINGTON, WA 98223
<u>Category 2</u>	
Wireless and BMIC of Wireless	New; up to 10 access points; Aruba AP 500 series or equivalent 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; Support/maintenance/licensing as needed for firewall (in service); Watchguard or equivalent
Installation	None

BID EVALUATION MATRIX: 7

ENTITY INFORMATION

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

Name of Entity:	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
<u>Category 2</u>	
UPS	New; APC Smart-UPS SCL500RM1UNC or equivalent; quantity approx. 37 up to 45 New; APC Smart-UPS SMX3000RMLV2UNC or equivalent; quantity approx. 30 up to 40 New; APC Smart-UPS SMTL1000RM2UC or equivalent; quantity approx. 26 up to 35 New; APC Smart-UPS SMX120BP or equivalent; quantity approx. 13 up to 20 New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for above; APC or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX:

Bid Evaluation Matrix	
Cost	40
Compatibility With Existing Network Infrastructure	30
Flexible Invoicing	15
Prior experience with district	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:	CASTLE ROCK SCHOOL DISTRICT 401 CASTLE ROCK, WA 98611
E-rate E-rate Contact	Joel McPhetridge, jmcphetridge@crschools.org
Number of Schools	3
Number of Other Buildings	0
<u>Category 1</u>	
Internet Service	New; seeking pricing for up to 1 Gbps for three locations
Maintenance for District-Owned Fiber Network	3 locations: CASTLE ROCK ELEMENTARY SCHOOL CASTLE ROCK MIDDLE SCHOOL CASTLE ROCK HIGH SCHOOL
<u>Category 2</u>	
Switches	New; 24 port switches; Fortigate FS-1024D or equivalent; quantity appr. 3 New; 48 port POE switches; FS-448D-FPOE or equivalent; quantity appr. 1 New; software, licenses, OS, patch cables, stacking cables, 10 GB SFPs, accessories; Fortigate or equivalent
Firewall and BMIC of Firewall	New; software, licenses, OS, patch cables, accessories, BMIC as needed for firewall for 3 locations; Fortigate or equivalent
Cabling	New; Test, Repair, and/or Replace approx. 42 fiber connections. Work to include all required connectors/parts as well as labeling.
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:	CENTERVILLE SCHOOL DISTRICT 215 CENTERVILLE, WA 98613
E-rate Contacts	David Mead, david.mead@esd112.org Jeff Fields, jeff@centervilleschool.org
Number of Schools	1
Number of Other Buildings	0
<u>Category 2</u>	
Switches	New; 48 port POE switch; HP-Aruba 2540 or equivalent; quantity approx. 1 New; software, licenses, OS, patch cables, stacking cables, SFPs, accessories; HP-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:	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>	
Cabling	New; Cat 6, approx. 110 drops New; Installation of existing Cabling in MDF; termination of approx. 50 – 75 Cat 6 cables into vendor-provided patch panel(s); work to include all required connectors/parts as well as labeling.
Installation of Hardware	None

BID EVALUATION MATRIX: 1

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.

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
Category 1	
Internet Service	Existing; DSL for 1 building New; minimum 50 MB up to 200 MB Internet Service for 3 locations: ES 22 4000 NE 162nd Avenue, Vancouver, WA 98684 IMAGE ELEMENTARY SCHOOL 5201 NE 131st Ave, Vancouver, WA 98682 SIFTON ELEMENTARY SCHOOL 7301 NE 137TH AVE, Vancouver, WA 98682 Seeking MTM Internet Service at these locations; no longer than 1 year of service. Service must be installed and operational no later than April 15, 2020. E-rate discounts will be effective July 1, 2020.
Fiber WAN – Lit fiber	Existing; Lit fiber service consisting of thirty-one (31) 10 GB circuits; current service expires July 2020. Seeking MTM pricing. New; minimum 50 MB up to 500 MB lit fiber service connecting the district Data Center to 3 locations: ES 22 4000 NE 162nd Avenue, Vancouver, WA 98684 IMAGE ELEMENTARY SCHOOL 5201 NE 131st Ave, Vancouver, WA 98682 SIFTON ELEMENTARY SCHOOL 7301 NE 137TH AVE, Vancouver, WA 98682 Seeking MTM Service at these locations; no longer than 1 year of service. Service must be installed and operational no later than April 15, 2020. E-rate discounts will be effective July 1, 2020.
Category 2	
Switches and BMIC of Switches	New; Cisco C9300L-48PF-4X switch or equivalent; quantity approx. 36 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Cisco or equivalent
Wireless and BMIC of Wireless	New; Access Points; Meraki MR45 AP or equivalent; quantity approx. 868 New; Wireless licensing as needed to support – manage approx. 868 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.
UPS	New; APC SMT750 or equivalent; approx. 28 New; APC SMX2200RMLV2U or equivalent; quantity approx. 18 New; APC SMX120RMBP2U battery pack or equivalent; quantity 18 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above

Installation	Installation of Wireless Only. This will include removing end-of-life access points and physically replacing them with new access points. Additionally, this will include relocating approximately 500 in-service access points to new locations.
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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>	
Cabling	New; 12 strand OM4 50/125 multi-mode fiber at Middle School New; 6 strand OM4 50/125 multi-mode at Mountain Way ES New; approx. 60-70 Cat 6 or 6A drops (please provide pricing for each) at Mountain Way ES
Installation of Hardware	None

BID EVALUATION MATRIX: 1

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.

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
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Firewall and BMIC of Firewall	New; Smoothwall S14 Firewall or equivalent (Palo Alto, Watchguard, iBoss, etc.); quantity 1 New; software, licenses, maintenance, OS, patch cables, accessories as needed for above; Smoothwall or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba AP-515 PN Q9H63A or equivalent; quantity approx. 40 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
UPS	New; Tripp-Lite SU2200RTXL2UA or equivalent; quantity approx. 1 New; Tripp-Lite BP48V60RT-3U or equivalent; quantity approx. 2 New; software, licenses, OS, patch cables, mounting hardware, network cards, accessories as needed for above; Tripp-Lite 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:	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 1	
Digital Transmission – Lit or Dark Fiber Service	<p><i>Seeking service that will provide 1 GB connection over fiber for its WAN. The district is seeking multi-year proposals for lit or dark fiber service. The district currently has leased lit fiber providing up to 1 GB service (lease ending June 2020). Dark fiber solutions also require terminating hardware for 1 GB connections.</i></p> <p><i>Locations:</i></p> <p>BARNES ELEMENTARY SCHOOL, 401 BARNES ST KELSO, WA 98626</p> <p>BEACON HILL ELEMENTARY SCHOOL, 257 ALPHA DR LONGVIEW, WA 98632. <i>Please note: This site will be taken out of service after twelve to eighteen months of contract start date (7-1-20).</i></p> <p>BUTLER ACRES ELEMENTARY SCHOOL, 1609 BURCHAM ST KELSO, WA 98626</p> <p>CARROLLS ELEMENTARY SCHOOL, 3902 OLD PACIFIC HWY S KELSO, WA 98626</p> <p>CATLIN ELEMENTARY SCHOOL, 404 LONG AVE KELSO, WA 98626 <i>Please note: This site will be taken out of service after twelve to eighteen months of contract start date (7-1-20).</i></p> <p>HUNTINGTON JUNIOR HIGH SCHOOL, 500 REDPATH ST KELSO, WA 98626</p> <p>KELSO HIGH SCHOOL, 1904 ALLEN ST KELSO, WA 98626</p> <p>LEXINGTON SCHOOL, 200 Broadway Ave, Kelso, WA 98626. <i>Please note: This site will be put <u>into</u> service after twelve to eighteen months of contract start date (7-1-20).</i></p> <p>LOOWIT HIGH SCHOOL, 2001 ALLEN ST KELSO, WA 98626</p> <p>ROSE VALLEY ELEMENTARY SCHOOL, 1502 ROSE VALLEY RD KELSO, WA 98626</p> <p>WALLACE ELEMENTARY SCHOOL, 410 ELM ST KELSO, WA 98626. <i>Please note: It is anticipated that this site will need to have service moved to a new demarc within six months of contract start date. (7-1-20).</i></p> <p><i>Please see page 9 of this RFP for proposal requirements.</i></p>
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: 10/1 Gb Single-mode Fiber GBIC; quantity approx. up to 22 <i>Please see page 9 of this RFP for proposal requirements.</i>

Category 2	
Switches and Switch Components	New; HP Aruba 5400 R series switch or equivalent; quantity 8 New; HP Aruba 24-port SFP modules for 5400 switch or equivalent; quantity 8 (1 x per switch) New; HP Aruba 24-port 1Gb POE+ modules for 5400 switch or equivalent; quantity 32 (4 x per switch) New; Modules, cables, connectors, peripherals, software, OS, licensing, as needed, for above; HP Aruba or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba AP 515 with mounts or equivalent; quantity approx. 150-170 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Firewall Licenses, Accessories, and BMIC	New; software, licenses, OS, patch cables, accessories, BMIC as needed for Cisco firewall currently in service, or equivalent
Cabling	New; fiber run; quantity 1
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: 1

ENTITY INFORMATION

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

Name of Entity:	LA CENTER SCHOOL DISTRICT LA CENTER, WA 98629
E-rate Contact	Dan Bentson; dan.bentson@lacenterschools.org Jeff Andrews; jeff@ja-netsol.com
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Switches	New; Aruba 2530-48G-PoE+ (Aruba J9772A) or equivalent; quantity 1 New; Aruba 2530-24G-PoE+ (Aruba J9773A) or equivalent; quantity 5 New; software, licenses, OS, patch cables, accessories as needed for above
Firewall, including BMIC	New; Fortigate FG-400E-BDL-950-12 or equivalent; quantity 1 New; software, licenses, maintenance, OS, patch cables, accessories as needed for above; Fortinet 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:	LA CONNER SCHOOL DISTRICT 311
E-rate Contact	Ryan Hiller; rhiller@lc.k12.wa.us
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Wireless including BMIC	New; Ruckus, Aruba, or equivalent, quantity 50 up to 60 New; Wireless controller for new AP's, as needed New; software, licenses, BMIC, OS, patch cables, mounting hardware, accessories as needed for above
Installation of Hardware	District will physically install access points. Requesting service provider to configure and test all access points and provide network documentation for the AP's.

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
<u>Category 2</u>	
Wireless, including BMIC	New; Wireless controller; Aruba Virtual Mobility Master or equivalent; configured for up to 600 WAPs, quantity 1 New; software, licenses, Support, Maintenance, accessories as needed for above; Aruba or equivalent
UPS and Racks	New; Tripp Lite 2200VA 1920W UPS Smart Rackmount UPS – MFG PART#: SMART2200RMXL2U or equivalent; quantity 5 New; Tripp Lite 48VDC External Battery Pack Select AVR Online UPS Rack Tower 2U – MFG PART#: BP48V27-2US; quantity 5 New; Tripp Lite 4U Wall Mount Rack Enclosure Server Cabinet – MFG PART#: SRWF4U36; quantity 5 New; software, licenses, OS, patch cables, mounting hardware, accessories as needed for above; Tripp Lite or equivalent
Cabling - Fiber Runs	New; single mode fiber runs at 2 locations: RA Long High School – quantity 9 Mark Morris High School – quantity 11 <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: 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 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 – seeking bids for 100 MB up to 1 GB. Contract for current service of 100 MB Internet via fiber expires June 2020.
<u>Category 2</u>	
Switches and BMIC of Switches	New; 8 port POE switch; Meraki or equivalent; quantity 1 New; 24 port POE switch; Meraki or equivalent; quantity 2 New; 48 port Layer 3 POE switch; Meraki or equivalent; quantity 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Meraki or equivalent
Firewall	New; Meraki or equivalent; to provide services for 25 users; quantity 1 New; Meraki or equivalent; to provide services for 300 users; quantity 1 New; software, licenses, OS, patch cables, accessories as needed for above; Meraki or equivalent
Cabling	New; Cat 6 drops; approx. 6-10
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: 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
Category 2	
Wireless, including BMIC	New; Wireless APs; Ubiquiti Unifi UAP-AC-SHD or equivalent; quantity approx. 8 New; Wireless controller; Ubiquiti Unifi Cloud Key - Gen2 (Mfg Part: UCK-G2) or equivalent; quantity 1 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Ubiquiti or equivalent
UPS	New; TrippLite Model SU1500RTL2U or equivalent; quantity 5 New; TrippLite Model BP48V60RT-3U or equivalent; quantity 6 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 approx. 16
Installation of Hardware	None

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. Current contract ends June 2020

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	Scott Beebe; scott_beebe@msvl.k12.wa.us
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>	
Switch	New; Ruckus ICX7250-48P-2X10G 48 port POE switch or equivalent; quantity approx. 59 New; Ruckus ICX7250-8X10G-LIC-POD licensing for 8 10G ports or equivalent; quantity approx. 20 New; Brocade 10G-SFPP-TWX-P-0101 10G stacking cable or equivalent; quantity approx. 47 New; Brocade 10G-SFPP-SR 10G SFP+ modules or equivalent; quantity approx. 16 New; Brocade RPS17, with mounting hardware/shelf, connectors, cables or equivalent; quantity 13 New; Modules, cables, connectors, peripherals, software, OS, licensing, mounting hardware; as needed for above; Ruckus - Brocade or equivalent
Wireless, including BMIC	New; Wireless APs; Ruckus R720 AP or equivalent; quantity up to 850 New; software, licenses, Support, Maintenance, Monitoring (Wyebot or equivalent); OS, patch cables, mounting hardware, accessories as needed for above; Ruckus/Wyebot or equivalent
UPS	New; APC SMART750RM1UN UPS 750VA UPS or equivalent; quantity 1 New; APC SYBTU1-PLP battery or equivalent; quantity 12 New; APC RBC55 battery or equivalent; quantity 8 New; Triplite RBC64-1U battery or equivalent; quantity 63 New; Triplite RBC94-2U battery or equivalent; quantity 15 New; Triplite RBC72S battery or equivalent; quantity 15 New; Triplite RBC9-192 battery or equivalent; quantity 2 All quantities are approximate and subject to change. New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Maintenance	BMIC for district Wireless; Ruckus or equivalent BMIC for district Firewalls; Sophos or equivalent BMIC for district Switches; Brocade - Ruckus or equivalent
MIBS	Monitoring/Management of district-owned wireless network. Wyebot or equivalent solution. This may include the following: Complete wireless network visibility, automated problem and solution identification, historical forensics, and wired and wireless network testing. Must

	provide necessary hardware and software to monitor the WiFi at all locations.
Installation of Hardware	<p>For wireless access points only, as follows:</p> <ul style="list-style-type: none"> • applying district provided inventory labels to new APs • removing existing APs (mostly classroom ceilings but also in gyms) • installing new APs (includes mounting, connecting to ceiling network jack and noting jack # on spreadsheet when connecting to a previously unused port) • providing district with a spreadsheet detailing installation including location (I.e. school and room number), asset number of new AP, MAC address of new AP and Asset number of old AP being replaced (if applicable) • old APs boxed up and delivered to district office warehouse

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:	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 24 port POE switch or equivalent; quantity 1 New; HP 2530 24 port non-POE switch or equivalent; quantity 2 New; Modules, cables, connectors, peripherals, software, OS, licensing, maintenance, mounting hardware; as needed for above; HP or equivalent
Firewall, including BMIC	New; Fortigate 201E or equivalent; quantity 1 New; software, licenses, maintenance, OS, patch cables, accessories as needed for above; Fortinet or equivalent
UPS	New; rack mounted 1500VA UPS, APC, Tripplite, or equivalent; quantity 1 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Installation	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	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 1</u>	
Digital Transmission – Lit or Dark Fiber Service	<p>Seeking service that will provide 1 GB connection over fiber for all 5 locations. The district is seeking multi-year proposals for lit or dark fiber service. The district currently has leased dark fiber providing 1 GB service (lease ending June 2020) and uses its own terminating hardware.</p> <p>Locations: EVERSON ELEMENTARY NOOKSACK SR HIGH NOOKSACK VALLEY ELEM SCHOOL NOOKSACK VALLEY MIDDLE SCHOOL SUMAS PRIMARY SCHOOL</p> <p><i>Please see page 9 of this RFP for proposal requirements.</i></p>
<u>Category 2</u>	
Switches, including BMIC	<p>New; 10GB Core Switch, HP 5800 or equivalent; quantity approx. 1 New; 48 Port 1GB POE Switch, HP 2930 or equivalent; quantity approx. 21 New; 10GB/10GB Gbic, HP X130 or equivalent; quantity approx. 22 New; Modules, cables, connectors, software, OS, licensing, BMIC, as needed, for above; Aruba-HP or equivalent</p>
Wireless, including BMIC	<p>New; Wireless Access Point, Ruckus R550 or equivalent, quantity approx. 130 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above.</p>
UPS	<p>New; UPS, Tripp Lite 2200 UPS or equivalent; quantity approx. 4 New; UPS Battery, for Tripp Lite 2200 UPS or equivalent or equivalent; quantity approx. 7 New; UPS Battery, for Eaton SPX 6000 UPS or equivalent or equivalent; quantity approx. 3 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above, Tripp Lite, Eaton or equivalent</p>
Cable	<p>New; Cat 6 cable; up to 100,000 lineal feet. Must meet the following spec:</p> <p>A. Voice and data station cable shall be 4 pairs, twisted, #23 AWG solid copper, nominal 100 ohm, Category 6A F/UTP (foiled/unshielded twisted</p>

	<p>pair) cable, 300 volt rated. Cable shall be tested and certified by the manufacturer at up to 500 MHz and shall provide positive ACR beyond 250 MHz. Cable shall support ANSI X3.263 (100 Mbps), ATM (155 and 622 Mbs), IEEE 802.3 1000Base-T (Gigabit Ethernet) and ANSI/TIA/EIA 854 1000Base-TX (Gigabit Ethernet). Cable shall conform to or exceed ANSI/TIA/EIA568-B.2-1 Category 6A Cabling requirements and ISO/IEC Class EA cabling requirements. Additionally, the cable shall meet or exceed all the following performance criteria:</p> <p style="text-align: center;">@250 MHz @500 MHz</p> <ol style="list-style-type: none"> 1. Maximum Attenuation (dB/100M): 32.8 49.2 2. Minimum NEXT (dB): 41 37 3. Minimum PSNEXT (dB): 39 35 4. Minimum ELFEXT (dB): 20 14 5. Minimum PSELFEXT (dB): 17 11 6. Minimum RL (dB): 17.3 15.2 7. Minimum ACR (dB): 8.2 -- 8. Minimum PSACR (dB): 6.2 -- <p>B. Cable shall consist of 4 unshielded insulated conductor pairs with an overall foil shield and drain wire. Cable shall not utilize bonded pairs. Cable shall be of a standard round design, with an overall jacket. Jacket shall be blue.</p> <p>C. Cable shall be riser rated, be listed as being resistant to the spread of fire and bear flammability testing ratings as communications cable type CMR.</p> <p>D. Cables installed in exterior or below grade conduits shall not be required to be UL listed and shall have a water-blocking gel, be suitable for wet locations and have a black jacket. Cables shall be allowed to be CAT6 rated, with an overall foil shield.</p> <p>E. All cables shall be of the same manufacturer, Amp 6A F/UTP, Berk-Tek LANmark-10G FTP, Hitachi Supra 10G, Hubbell NextSpeed Ascent FTP, Superior/Essex Category 6A ScTP or equivalent.</p>
Installation	None

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:	OCEAN BEACH SCHOOL DISTRICT LONG BEACH, WA 98631
E-rate Contact	Tom Thompson; tom.thompson@oceanbeachschools.org
Number of Schools	6
Number of Other Buildings	4
<u>Category 2</u>	
Switches - Routers	New; Aruba (HPE) 5406R 44GT PoE+/4SFP+ v3 (JL003A) or equivalent; quantity 12 New; Aruba 10/100/1000BASE-T PoE+ v3 x12 Module (J9986A) or equivalent; quantity 12 New; Aruba 5400R 1100W PoE+ z12 Power Supply Units (J9829A) or equivalent; quantity 24 New; Modules, cables, connectors, software, OS, licensing, as needed, for above; Aruba-HP or equivalent
UPS	New; Tower UPS, Eaton 9PX6KTF5 - 6000VA 240v UPS or equivalent; quantity 14 New; UPS Battery, Eaton 9PXEBM180RT - 180v UPS Extended Battery Module or equivalent; quantity 14 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Installation	None

BID EVALUATION MATRIX:

Ocean Beach School District Bid Evaluation	Weight
Cost of eligible goods and services	35
Quality of bid (Preferred product, capacities, abilities, ease of use, support, disruption of service, time lines, etc.)	25
Other Factors - Cost of Erate Ineligible Costs	20
Prior Positive Business Relationship Between Vendor and District	10
Local Area/Regional Vendor	10
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:	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 to one location
Digital Transmission – Lit or Dark Fiber Service	Seeking service that will provide 10 GB connection over fiber for 2 locations. The district is seeking multi-year proposals for lit or dark fiber service. The district currently has leased dark fiber providing 10 GB service (lease ending June 2020) and uses its own terminating hardware. Locations: High School to Ridgefield District Administration High School to South Ridge ES <i>Please see page 9 of this RFP for proposal requirements.</i>
Maintenance for District-Owned Fiber Network	Locations: Ridgefield District Administration to District Maintenance Shop High School to View Ridge MS
<u>Category 2</u>	
Switches and Switch Components	New; Switch; minimum 24 up to 48 port POE switch, transceivers and modules, Aruba or equivalent; quantity 3 New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, as needed for above; Aruba (HP) or equivalent.
Firewall and BMIC of Firewall	New; Palo Alto Next Generation Firewall or equivalent; installation services; to accommodate up to 2 GB network traffic. Will consider site-based and cloud-based solutions; quantity 1 or as needed to meet needs New; software, licenses, maintenance, OS, patch cables, accessories as needed for above; Palo Alto or equivalent
Wireless and BMIC of Wireless	New; controller, Ruckus or equivalent; to support minimum 200 AP's up to 300 AP's; prefer cloud-based solution New; software, licenses, OS as needed for above Support; licenses, and subscriptions for approx. 300 existing AP's and other hardware (Ruckus or equivalent)
UPS and BMIC of UPS	New; UPS, Tripp Lite 500VA UPS; quantity approx. 5 New; UPS, Tripp Lite battery packs or equivalent; quantity approx. 10 New; Support, cables, connectors, mounting hardware, software, OS, licensing, other accessories as needed, for above; Tripp Lite or equivalent
Rack	New; 3-4 foot rack; Tripplite or equivalent; quantity approx. 5
Cabling	New; Fiber runs; quantity approx. 11

	New; Cat 6 drops; quantity approx. 66
Installation of Hardware	Installation of Firewall

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.

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:	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 6 locations; 20 Mbps up to 500 Mbps service
Maintenance for District-Owned Fiber Network	Maintenance for district-owned fiber network; all locations
<u>Category 2</u>	
Caching including BMIC	<p>New; Virtual Caching Software (Fortiproxy) for 16,000 up to 25,000 users; FortiProxy-VM software LIC-FPRXY-VM or equivalent</p> <p>New; software, licenses, OS, patch cables, mounting hardware, power supplies, accessories, support, installation services, BMIC as needed for above; Fortinet or equivalent</p> <p>New; FORTIPROXY 4000E Appliance or equivalent; for 10,000 up to 50,000 users; quantity 1</p> <p>New; software, licenses, OS, patch cables, mounting hardware, power supplies, accessories, support, installation services, BMIC as needed for above; Fortinet or equivalent</p> <p>New; Hardware to host FortiProxy-VM-32 Proxy/caching software (or equivalent). Dell PowerEdge R7515 or equivalent. Specifications:</p> <ul style="list-style-type: none"> • Processor AMD EPYC 7702P 2.00GHz, 64C/128T, 256M Cache (200W) DDR4-3200 • Memory DIMM Type and Speed 3200MT/s RDIMMs • RAID Configuration C4, RAID 5 for 3 or more HDDs or SSDs (Matching TYPE/SPEED/CAPACITY) • RAID/Internal Storage Controllers PERC H740P RAID Controller, 8Gb NV Cache, Minicard • Advanced System Configurations UEFI BIOS Boot Mode with GPT Partition • Rack Rails ReadyRails™ Sliding Rails With Cable Management Arm • Front Storage Chassis with up to 12x3.5" Drives

	<ul style="list-style-type: none"> • Hard Drives 1.92TB SSD SATA Mix Use 6Gbps 512 2.5in Hot-plug AG Drive,3.5in HYB CARR, 3 DWPD, 10512 TBW (quan 6) • Network Adapters Intel X710 Dual Port 10GbE SFP+ Adapter, PCIe Full Height (quan 2) • Power Cords NEMA 6-15P to C13 Wall Plug, 250 Volt, 13 AMP, 6 Feet (quan 2) <p>New; software, licenses, OS, patch cables, mounting hardware, power supplies, accessories, support, installation services, BMIC as needed for above; Dell or equivalent</p>
Switches including BMIC	<p>New; Cisco - WS-C3850-48PS or equivalent; quantity approx. 9 New; Cisco 3650-48PS or equivalent; quantity approx. 100 New; Dell S4048T-ON - 48x10GBASE-T and 6x 40GbE QSFP+ ports or equivalent; quantity approx. 2 New; Dell transceivers (300 meter) or equivalent; quantity approx. 4 New; software, licenses, OS, patch cables, gbics, modules, transceivers, connectors, accessories as needed for above; Cisco, Dell or equivalent</p>
Wireless including BMIC	<p>New; Access points; Cisco AIR-AP2802I-A-K9 or equivalent; quantity approx. 115 New; Access points; Cisco AIR-AP3502E-A-K9 or equivalent; quantity approx. 12 New; software, licenses, OS, patch cables, mounting hardware, BMIC, accessories as needed for above; Cisco or equivalent</p>
UPS and BMIC of UPS	<p>New; UPS, APC SRT1500RMXLA-NC - APC Smart-UPS SRT 1500VA RM Network Card - UPS - 1.35 kW - 1500 VA or equivalent; quantity approx. 10 New; UPS, APC Smart-UPS SRT 3000VA RM Network Card - UPS - 2700 Watt - 3000 VA or equivalent; quantity approx. 12 New; UPS, SRT48RMBP -APC Smart-UPS SRT 48V 1kVA and 1.5kVA RM Battery Pack - battery enclosure or equivalent; quantity approx. 4 New; UPS, SRT5KRMXLT - APC Smart-UPS SRT 5000VA RM - UPS – 4250 Watt - 5000 VA or equivalent; quantity approx. 2 New; UPS, SRT96RMBP - APC Smart-UPS SRT 96V 3kVA RM Battery Pack - battery enclosure or equivalent; quantity approx. 9 New; Support, cables, connectors, mounting hardware, PowerChute or equivalent software, OS, licensing, BMIC, other accessories as needed, for above; APC or equivalent</p>
Cabling	<p>New; Three projects involving removal of existing out-of-date Cat 5 cabling (“demo”) and replacing with new Cat 6 cabling, approximately 1,020 drops, as follows:</p> <ul style="list-style-type: none"> • Snohomish High School - Demo ~425 existing CAT 5 cabling to ports in classrooms – Run CAT 6 cables to ~ 300 existing ports. Place blank stainless-steel covers over ~ 55 demoed duplex data jacks. • Little Cedars Elementary - Demo ~600 existing CAT 5 cabling to ports in classrooms – Run CAT 6 cables to ~ 420 existing ports.

	Place blank stainless-steel covers over ~ 40 demoed duplex data jacks. <ul style="list-style-type: none"> • Glacier Peak High School classrooms - Demo ~ 560 existing CAT 5 ports in selected classrooms – Re-cable 300 classroom ports with CAT 6, place blank covers over ~65 demoed duplex data jacks.
Basic Maintenance of Internal Connections (BMIC)	BMIC for district Caching, Fortinet, Dell or equivalent Wireless; Cisco or equivalent BMIC for district Firewalls; Fortinet or equivalent BMIC for district Switches; Cisco, Dell or equivalent BMIC for district UPS's; APC or equivalent
Installation	For Caching items and cabling.

The district will schedule a cabling walk-through for interested vendors (planned for week of Jan 27, 2020). Please send an email to the E-rate contact to request the exact date, time, and location. Important: Subject line for the email must be: **Walk through E-rate.**

Building maps and IDF layouts, as well as District Standards for low voltage materials and workmanship will be available during the site walk-through.

BID EVALUATION MATRIX:

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

ENTITY INFORMATION

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

Name of Entity:	STEVENSON-CARSON SCHOOL DISTRICT Stevenson, WA 98648
E-rate Contact	Anthony Winstead; winsteda@scsd303.org
Number of Schools	4
Number of Other Buildings	1
Category 2	
Firewall and BMIC of firewall	New; Firewall; Fortinet FortiGate 401E or equivalent; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Fortinet or equivalent
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 or equivalent; quantity 1 Aruba 305 AP's – quantity 20 Aruba 7205 Controller – quantity 1
Installation of Hardware	Firewall

BID EVALUATION MATRIX:

	Weight
Price of the eligible products and services	30
Compatibility with Existing Infrastructure	25
Prior Experience with Vendor	15
Flexible invoicing: FCC Form 472 or FCC Form 474	10
Prices for ineligible services, products, and fees	10
Service / Support	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:	TACOMA SCHOOL DISTRICT 10 TACOMA, WA 98405
E-rate Contact	Ernest Goody; egoody@tacoma.k12.wa.us
Number of Schools	57
Number of Other Buildings	4
<u>Category 2</u>	
Switches and Switch Components	<p>New; Switch; Aruba 2930F 8G PoE+ 2SFP+ or equivalent; quantity up to 30 - 40</p> <p>New; Switch; Aruba 2930F 24G PoE+ 2SFP+ or equivalent; quantity up to 30 - 40</p> <p>New; Switch; Aruba 2930F 48G PoE+ 2SFP+ or equivalent; quantity up to 30 - 40</p> <p>New; SFP+ Transceiver Module; HP J9993A 8-PORT or equivalent; quantity approx. 150</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, Friday, February 14 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 1</u>	
Internet Service	New; Internet service minimum 100 MB up to 300 MB. Prefer cable modem or equivalent.
<u>Category 2</u>	
Routers and Switches	New; HPE Aruba 48 port switch 2530 J9772A or equivalent; quantity 4 New; HPE Aruba 24 port switch 2530 J9773A or equivalent; quantity 1 New; Modules, cables, connectors, software, OS, licensing, support, as needed for above; HPE Aruba or equivalent All proposed solutions must be compatible with existing HPE Aruba infrastructure.
UPS and BMIC of UPS	New; UPS, APC Smart-UPS SRT 2200VA RM, SRT2200RMXLA-NC or equivalent; quantity 1 New; UPS, APC Back-UPS BE850M2 - UPS - 450 Watt - 850 VA or equivalent; quantity approx. 1 New; Support, cables, connectors, mounting hardware, software, OS, licensing, other accessories as needed, for above; Tripp Lite or equivalent
Cabinet	New; 6U or similar wall mount cabinet; quantity 1
Cabling	New; Fiber runs; quantity approx. 1-2 New; Cat 6 drops; quantity approx. 20-30
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: 1

ENTITY INFORMATION

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

Name of Entity:	WAHKIAKUM SCHOOL DISTRICT CATHLAMET, WA 98612
E-rate Contacts	Paul Ireland; pireland@wahksd.k12.wa.us Brent Freeman; bfreeman @wahksd.k12.wa.us
Number of Schools	2
Number of Other Buildings	0
<u>Category 2</u>	
UPS	New; Tripp-Lite SMART1500RMXLN SmartPro or equivalent; quantity approx.4 New; Tripp-Lite BP36V27-2US battery packs or equivalent; quantity up to 10 New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Cabling	New; Fiber runs; quantity 1
Installation	None for hardware; Cabling installation services are required.

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 - UPS: 1

BID EVALUATION MATRIX - CABLING: 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:	WASHINGTON SCHOOL FOR THE DEAF VANCOUVER, WA 98612
E-rate Contacts	Mark Lee; mark.lee@cdhy.wa.gov Curtis Ellis; curtis.ellis@esd112.org
Number of Schools	2
Number of Other Buildings	0
<u>Category 2</u>	
Switches	New; 48 port POE switch; Cisco 9200L or equivalent; quantity 1 New; software, licenses, OS, patch cables, stacking cables, accessories as needed for above; Cisco 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:	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 1</u>	
Fiber WAN – Lit fiber	Lit fiber service to one building; current service with expiring contract provides 100 Mbps. Seeking multi-year pricing for minimum 100 Mbps up to 1 GB.
<u>Category 2</u>	
Switches and Switch Components including BMIC	New; 48 port POE switches; Meraki MS225 or equivalent; quantity approx. 10 New; 8 Port Switches; Meraki MS120 or equivalent; quantity approx. 4 New; Multimode fiber 10 GB SFP's Equal Optics MA-SFP-10GB-SR-EO EQUAL OPTICS 10G BASE SR MULTI-MODE or equivalent; quantity approx. 62 New; software, licenses, OS, patch cables, stacking cables, accessories, support, BMIC as needed for above; Meraki, Equal Optics, or equivalent
Firewall including BMIC	New; Firewall; Meraki vMX100 or equivalent; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Meraki or equivalent
Cabling, Racks	New; Cat 6 drops; up to 20, including racks/patch panels/connectors as needed New; Cat 6A drops; up to 14, including racks/patch panels/connectors as needed
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>	
Switches including BMIC	New; HPE Aruba 2920 24 Port PoE+ or equivalent; quantity approx. 1 New; Modules, SFPs, cables, connectors, software, OS, licensing, support, maintenance as needed for above; HP or equivalent
Wireless including BMIC	New; Wireless Bridge; Ruckus P 300 or equivalent; quantity 1-2 New; AP's; Meraki or equivalent; quantity 2 New; software, licenses, support, OS, patch cables, mounting hardware, accessories as needed for above; Ruckus or equivalent New; Licenses for up to 10 access points; Meraki or equivalent
Firewall and BMIC of firewall	New; Firewall; Palo Alto PAN 3220 or equivalent; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
Cabling and Rack	New; Fiber run; quantity 1, up to 2 New; Cat 6 drops; approx. 12 drops New; rack as needed for cable patch panel, switch, and UPS
Installation	For Cabling and Rack 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: 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:	WISHRAM SCHOOL DISTRICT 94 Wishram, WA 98673
E-rate Contact	Sarah Hathaway; sarah.hathaway@wishramschool.org Jason Cooper; jason.cooper@wishramschool.org Hector Vargas; hector.vargas@esd112.org
Number of Schools	1
Number of Other Buildings	0
Category 2	
Switches	New; HPE Aruba 2530-48 Port PoE+ or equivalent; quantity approx. 2 New; HPE Aruba 2530-24 Port PoE+ or equivalent; quantity approx. 1 New; Modules, SFPs, cables, connectors, software, OS, licensing, support, maintenance as needed for above; HP or equivalent
Wireless, including BMIC	New; Aruba AP 305/515 or equivalent; quantity approx. 10 New; software, licenses, OS, patch cables, mounting hardware, BMIC, accessories as needed for above; Aruba or equivalent
Firewall and BMIC of firewall	New; Firewall; Palo Alto PA220 or equivalent; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
UPS	New; Smart-UPS x 1500VA or equivalent; approx. 2; please provide pricing for rack mounted and stand-alone units New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above; APC or equivalent
Cabling	New; Cat 6 cables; approx. 1 drop
Installation of Hardware	Cabling and access points 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: 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>	
Wireless, including BMIC	New; Wireless Controller; Cisco or equivalent; with capacity to support 250-300 Cisco AP's; quantity one per district or one per building; the district is interested in reviewing different solutions New; software, licenses, OS, patch cables, mounting hardware, BMIC, accessories as needed for above; Cisco or equivalent New; software, licenses, OS, patch cables, mounting hardware, BMIC, accessories as needed for 200 – 300 existing AP's for new controller(s); Cisco or equivalent
UPS	New; APC RBC43 battery or equivalent; quantity 3 New; APC APCRBC105 battery or equivalent; quantity 1 New; APC APCRBC133 battery or equivalent; quantity 1 New; APC APCRBC143 battery or equivalent; quantity 1 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 2020

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:	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 2</u>	
Wireless and BMIC of Wireless	New; Access Points; Meraki MR45 AP or equivalent; quantity approx. 868 New; Wireless licensing as needed to support – manage approx. 868 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.
Installation	Installation of Wireless Only. This will include removing end-of-life access points and physically replacing them with new access points. Additionally, this will include relocating approximately 500 in-service access points to new locations.

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:	LA CONNER SCHOOL DISTRICT 311
E-rate Contact	Ryan Hiller; rhiller@lc.k12.wa.us
Number of Schools	3
Number of Other Buildings	0
<u>Category 2</u>	
Wireless including BMIC	New; Ruckus, Aruba, or equivalent, quantity 50 up to 60 New; Wireless controller for new AP's, as needed New; software, licenses, BMIC, OS, patch cables, mounting hardware, accessories as needed for above
Installation of Hardware	District will physically install access points. Requesting service provider to configure and test all access points and provide network documentation for the AP's.

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	Scott Beebe; scott_beebe@msvl.k12.wa.us
Number of Schools	20
Number of Other Buildings	2
Category 2	
Wireless, including BMIC	New; Wireless APs; Ruckus R720 AP or equivalent; quantity up to 850 New; software, licenses, Support, Maintenance, Monitoring (Wyebot or equivalent); OS, patch cables, mounting hardware, accessories as needed for above; Ruckus/Wyebot or equivalent
Installation of Hardware	For wireless access points only, as follows: <ul style="list-style-type: none"> • applying district provided inventory labels to new APs • removing existing APs (mostly classroom ceilings but also in gyms) • installing new APs (includes mounting, connecting to ceiling network jack and noting jack # on spreadsheet when connecting to a previously unused port) • providing district with a spreadsheet detailing installation including location (I.e. school and room number), asset number of new AP, MAC address of new AP and Asset number of old AP being replaced (if applicable) • old APs boxed up and delivered to district office warehouse

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
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:	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 2</u>	
Firewall and BMIC of Firewall	New; Palo Alto Next Generation Firewall or equivalent; installation services; to accommodate up to 2 GB network traffic. Will consider site-based and cloud-based solutions; quantity 1 or as needed to meet needs New; software, licenses, maintenance, OS, patch cables, accessories as needed for above; Palo Alto or equivalent
Installation of Hardware	Installation of Firewall

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.

RIDGEFIELD BID EVALUATION MATRICES:

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:	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 2</u>	
Caching including BMIC	<p>New; Virtual Caching Software (Fortiproxy) for 16,000 up to 25,000 users; FortiProxy-VM software LIC-FPRXY-VM or equivalent</p> <p>New; software, licenses, OS, patch cables, mounting hardware, power supplies, accessories, support, installation services, BMIC as needed for above; Fortinet or equivalent</p> <p>New; FORTIPROXY 4000E Appliance or equivalent; for 10,000 up to 50,000 users; quantity 1</p> <p>New; software, licenses, OS, patch cables, mounting hardware, power supplies, accessories, support, installation services, BMIC as needed for above; Fortinet or equivalent</p> <p>New; Hardware to host FortiProxy-VM-32 Proxy/caching software (or equivalent). Dell PowerEdge R7515 or equivalent. Specifications:</p> <ul style="list-style-type: none"> • Processor AMD EPYC 7702P 2.00GHz, 64C/128T, 256M Cache (200W) DDR4-3200 • Memory DIMM Type and Speed 3200MT/s RDIMMs • RAID Configuration C4, RAID 5 for 3 or more HDDs or SSDs (Matching TYPE/SPEED/CAPACITY) • RAID/Internal Storage Controllers PERC H740P RAID Controller, 8Gb NV Cache, Minicard • Advanced System Configurations UEFI BIOS Boot Mode with GPT Partition • Rack Rails ReadyRails™ Sliding Rails With Cable Management Arm • Front Storage Chassis with up to 12x3.5" Drives • Hard Drives 1.92TB SSD SATA Mix Use 6Gbps 512 2.5in Hot-plug AG Drive, 3.5in HYB CARR, 3 DWPD, 10512 TBW (quan 6) • Network Adapters Intel X710 Dual Port 10GbE SFP+ Adapter, PCIe Full Height (quan 2) • Power Cords NEMA 6-15P to C13 Wall Plug, 250 Volt, 13 AMP, 6 Feet (quan 2)

	New; software, licenses, OS, patch cables, mounting hardware, power supplies, accessories, support, installation services, BMIC as needed for above; Dell or equivalent
Installation	For Caching items and cabling.

BID EVALUATION MATRIX:

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

ENTITY INFORMATION

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

Name of Entity:	STEVENSON-CARSON SCHOOL DISTRICT Stevenson, WA 98648
E-rate Contact	Anthony Winstead; winsteda@scsd303.org
Number of Schools	4
Number of Other Buildings	1
<u>Category 2</u>	
Firewall and BMIC of firewall	New; Firewall; Fortinet FortiGate 401E or equivalent; quantity 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Fortinet or equivalent
Installation of Hardware	Firewall

BID EVALUATION MATRIX:

	Weight
Price of the eligible products and services	30
Compatibility with Existing Infrastructure	25
Prior Experience with Vendor	15
Flexible invoicing: FCC Form 472 or FCC Form 474	10
Prices for ineligible services, products, and fees	10
Service / Support	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:	TACOMA SCHOOL DISTRICT 10 TACOMA, WA 98405
E-rate Contact	Ernest Goody; egoody@tacoma.k12.wa.us
Number of Schools	57
Number of Other Buildings	4
<u>Category 2</u>	
Switches and Switch Components	<p>New; Switch; Aruba 2930F 8G PoE+ 2SFP+ or equivalent; quantity up to 30 - 40</p> <p>New; Switch; Aruba 2930F 24G PoE+ 2SFP+ or equivalent; quantity up to 30 - 40</p> <p>New; Switch; Aruba 2930F 48G PoE+ 2SFP+ or equivalent; quantity up to 30 - 40</p> <p>New; SFP+ Transceiver Module; HP J9993A 8-PORT or equivalent; quantity approx. 150</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, Friday, February 14 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:	WISHRAM SCHOOL DISTRICT 94 Wishram, WA 98673
E-rate Contact	Sarah Hathaway; sarah.hathaway@wishramschool.org Jason Cooper; jason.cooper@wishramschool.org Hector Vargas; hector.vargas@esd112.org
Number of Schools	1
Number of Other Buildings	0
<u>Category 2</u>	
Wireless, including BMIC	New; Aruba AP 305/515 or equivalent; quantity approx. 10 New; software, licenses, OS, patch cables, mounting hardware, BMIC, accessories as needed for above; Aruba or equivalent
Installation of Hardware	Access points 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: 1

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>