

**ESD 112 Consortium
E-rate RFP
Funding Year 2023**

ESD112-Erate-2023

**Release Date:
December 21, 2022**

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

INSTRUCTIONS FOR SERVICE PROVIDERS
ESD 112 Consortium

Dear Service Provider:

Thank you for interest in the E-rate RFP for the ESD 112 Consortium. There are 31 school district members of the consortium included in this RFP. In this RFP, there are two sections.

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

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

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

To assist you, in this RFP you will find:

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

CONTACTING SCHOOLS

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

All emails must have in the subject line:

ESD 112 Consortium, Y 2023 E-rate RFP

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

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

SUBMITTING PROPOSALS OR QUOTES

It is recommended that proposals, quotes, etc. be submitted no later than January 18, 2023. There are no assurances that proposals, quotes, etc., received after that time will be reviewed.

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

SELECTION OF SERVICE PROVIDERS

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

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

SERVICE PROVIDER QUALIFICATION FORM

Information about the Vendor

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

References – 3 required

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

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

Technical Competencies – Please list technical certifications

1.

Reseller Authorizations – Please list reseller authorizations

1.

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

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

Signature _____

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

Signature _____

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

Signature _____

SERVICE PROVIDER ASSURANCE FORM

Service Provider agrees to provide:

Installation and Testing

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

Signature _____ (enter "NA" if not applicable)

Administrator Training

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

Signature _____ (enter "NA" if not applicable)

Asset Tagging and Inventory

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

Signature _____ (enter "NA" if not applicable)

Walk-through and Acceptance

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

Signature _____ (enter "NA" if not applicable)

Service Provider agrees to the following:

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

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

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

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

Signature _____

CABLING REQUIREMENTS

Service Provider agrees to the following:

Project Requirements

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

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

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

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

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

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

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

Signature _____

LIT-DARK FIBER SERVICE PROPOSAL REQUIREMENTS

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

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

Lit Fiber Proposal Requirements

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

Dark Fiber Proposal Requirements

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

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

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

Support and Documentation for Installation Costs during Application Review

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

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

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

Service Provider has read the above proposal requirements:

Signature _____

MASTER CONTRACT INFORMATION

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

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

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

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

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

SAMPLE E-rate Contract Letter

[To Be Placed on School Letterhead]

Date

Vendor Name

Dear _____ :

This letter will confirm our decision to purchase up to \$_____ of products and/or services from your company during the Y 2023 E-rate funding year as specified in the attached documentation. For non-recurring services, the contract dates are 4-1-2023 through 12-31-2024.

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 2023 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 2023

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	Matt Jurick; mjurick@asd.wednet.edu
Number of Schools	9
Number of Other Buildings	2
<u>Category 1</u>	
Internet Service	New; Internet service for Arlington High School; seeking multi-year proposals for minimum 5 GB Internet bandwidth.
Digital Transmission – Lit or Dark Fiber Service	Existing; 1 GB (capable) connection serving 2 buildings . Current contract ends 6-30-2023. The district currently has dark fiber for Transportation Dept. and is seeking proposals for lit or dark fiber service. 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>
Maintenance for District-Owned Fiber Network	Existing; Seeking bids for maintenance of district owned fiber WAN connections. Current contract ends 6-30-2023. 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

Category 2	
Switches and BMIC of Switches	<p>New; Ruckus ICX7150-48ZP or equivalent; quantity approx. 40 New; Ruckus ICX7150-C10ZP or equivalent; quantity approx. 4 New; Ruckus ICX 7550-24F or equivalent; quantity approx. 2</p> <p>New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Ruckus or equivalent</p>
Wireless and BMIC of Wireless MIBS of Wireless	<p>New; Aruba AP 555 access points or equivalent; quantity approx. 375 New; Aruba ClearPass Entry or equivalent; quantity approx. 5000 New; License for virtual controller; Aruba MC-VA-1K or equivalent; for up to 5,000 concurrent wireless clients; quantity approx. 1</p> <p>New; software, licenses, OS, patch cables, mounting hardware, accessories, maintenance as needed for Wireless network including Aruba 7210 controller; Aruba or equivalent</p>
Firewall and BMIC of Firewall	<p>New; Watchguard M5800 or equivalent; quantity approx. 1 New; license for new Watchguard M5800 or equivalent; quantity approx. 1 New; renewal for Watchguard Firebox M4600 (in service); quantity approx. 1</p> <p>Support/maintenance/licensing as needed for firewalls; Watchguard or equivalent</p>
UPS	<p>New; APC Smart-UPS SRTL3KRM1UNC or equivalent; approx. 36 New; APC Smart-UPS battery packs; SRTL180RM2UBP or equivalent; approx. 14 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above</p>
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:	BATTLE GROUND SCHOOL DISTRICT 119 BRUSH PRAIRIE, WA 98606
E-rate Contact	Scott McDaniel; mcdaniel.scott@battlegroundps.org
Number of Schools	18
Number of Other Buildings	1
<u>Category 2</u>	
UPS	New; APC SCL500RM1UNC UPS or equivalent; approx. 26 New; APC SCL500RM1UNC UPS or equivalent; approx. 15 New; APC SMTL1000RM2UC UPS or equivalent; approx. 18 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Firewall including License and BMIC	New; Fortinet 1800F or 2600F or equivalent; quantity approx. 2 Applicant is seeking pricing for both firewall options. New; software, licenses, OS, support, BMIC, accessories as needed for above; Fortinet or equivalent
Installation Services	None

BID EVALUATION MATRIX:

Category 2	
Cost	30
Prior experience with vendor	25
References. District will review submitted references as well as conduct its own independent reference check	15
Local or regional vendor	15
Prior experience with similar size K-12 districts	10
SPI Billing	5
<i>TOTAL</i>	<i>100</i>

ENTITY INFORMATION

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

Name of Entity:	CASTLE ROCK SCHOOL DISTRICT 401 CASTLE ROCK, WA 98611
E-rate E-rate Contact	Joel McPhetridge, jmcphetridge@crschools.org
Number of Schools	3
Number of Other Buildings	0
<u>Category 1</u>	
Internet Service	Existing; Current service MTM 1 GB Internet via cable modem to 3 locations. Locations: CASTLE ROCK ELEMENTARY SCHOOL CASTLE ROCK MIDDLE SCHOOL CASTLE ROCK HIGH SCHOOL Existing; Current service MTM 10 MB at 704 D Street, Vader, WA 98593

BID EVALUATION MATRIX: 3

ENTITY INFORMATION

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

Name of Entity:	CENTERVILLE SCHOOL DISTRICT 215 CENTERVILLE, WA 98613
E-rate Contacts	Jake Pfeifer, jake.pfeifer@esd112.org Jeff Fields, jeff@centervilleschool.org
Number of Schools	1
Number of Other Buildings	1
Category 2	
Firewall including License and BMIC	New; Palo Alto Series 460 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
Cabling	New; Cat 6A drops; quantity approx. 2
UPS	New; APC Smart-UPS SMC1500C UPS or equivalent; approx. 2 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Installation of Hardware	Cabling only

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 8

ENTITY INFORMATION

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

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

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	EVERGREEN SCHOOL DISTRICT VANCOUVER, WA 98668
E-rate Contact	Derrick Deziel; Derrick.Deziel@evergreenps.org
Number of Schools	37
Number of Other Buildings	4
<u>Category 2</u>	
Switches and BMIC of Switches	New; Cisco Catalyst C9300L-48PF-4X-EDU or equivalent; quantity approx. 40 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Cisco or equivalent
Installation of Hardware	None

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

BID EVALUATION MATRIX	
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>

ENTITY INFORMATION

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

Name of Entity:	GLENWOOD SCHOOL DISTRICT 401 GLENWOOD, WA 98619
E-rate Contact	Jake Pfeifer; jake.pfeifer@esd112.org
Number of Schools	1
Number of Other Buildings	0
<u>Category 2</u>	
Switches and BMIC of Switches	New; 24 port POE switch; Aruba 2530-24-PoE+ Switch (J9779A) or equivalent; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Firewall including License and BMIC	New; Palo Alto Series 460 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX:

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

ENTITY INFORMATION

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

Name of Entity:	GRANITE FALLS SCHOOL DIST 332 GRANITE FALLS, WA 98252
E-rate Contact	Daniel Scollard; dscollard@gfalls.wednet.edu
Number of Schools	7
Number of Other Buildings	1
<u>Category 2</u>	
Cabling and Racks	New; Cat 6 or 6A drops; quantity approx. 150 – 175. Project to include removal/replacement of existing Cat 5 cables plus additional Cat 6 or 6A drops, up to 6 ports per room. Please provide pricing for both Cat 6 or 6A options. New; Fiber Run, to support 10 GB connection; quantity 1 New; Racks and patch panels as needed for project. Please see page 8 for project requirements.
Installation of Hardware	For Cabling and racks

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	GREEN MOUNTAIN SCHOOL DIST 103 WOODLAND, WA 98674
E-rate Contact	Jake Pfeifer; jake.pfeifer@esd112.org Dave Holmes; dave.holmes@greenmountainschool.us
Number of Schools	1
Number of Other Buildings	0
Category 2	
Switches and BMIC of Switches	New; 48 port POE switch; Aruba 2530-48-PoE+ Switch (J9778A) or equivalent; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Wireless, Licensing, and BMIC of Wireless	New; Access Points; Aruba 515 or equivalent; quantity approx. 6 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Firewall including License and BMIC	New; Palo Alto Series 460 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX: 6

ENTITY INFORMATION

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

Name of Entity:	INDEX SCHOOL DISTRICT 63 INDEX, WA 98256
E-rate Contact	Kevin Cooper; kcooper@nwesd.org
Number of Schools	1
Number of Other Buildings	0
<u>Category 2</u>	
Wireless	New; Ruckus R350 AP or equivalent; quantity approx. 4 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Ruckus or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX:

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

ENTITY INFORMATION

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

Name of Entity:	KELSO SCHOOL DISTRICT 458 KELSO, WA 98626
E-rate Contacts	Cody Reid; cody.reid@kelsosd.org
Number of Schools	10
Number of Other Buildings	2
<u>Category 2</u>	
Switches and Switch Components BMIC of Switches	New; Aruba 2930M Switch or equivalent; quantity approx. 4; with power supplies, modules, and support New; BMIC of HP 5412 switches; quantity 9 New; Modules, cables, connectors, peripherals, software, OS, licensing, support, maintenance, as needed for above; HP-Aruba or equivalent
Wireless and BMIC of Wireless	New; Aruba Aruba AP515 or equivalent; quantity approx. 10 New; License for Aruba MCR-VA-500 Mobility Controller or equivalent; quantity 1 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	KLICKITAT SCHOOL DISTRICT 402 KLICKITAT, WA 98628
E-rate Contacts	Don Stevens; don.stevens@esd112.org Kendrick Lester; Kendrick.Lester@klickitatsd.org
Number of Schools	1
Number of Other Buildings	2
Category 1	
Internet Service	New; Internet service up to 100 MB. Location: Bus Barn, 98 School Drive, Klickitat, WA 98628
Category 2	
Switches and BMIC of Switches	New; 24 port POE switch; Aruba 2530-24G-PoE+ Switch (J9773A) or equivalent; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Firewall including License and BMIC	New; Palo Alto Series 460 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
Cabling	New; Cat 6A drops; quantity approx. 20
Installation of Hardware	None except cabling

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	LA CENTER SCHOOL DISTRICT LA CENTER, WA 98629
E-rate Contact	Nicole Andrell; nicole.andrell@lacenterschools.org Jeff Andrews; jeff@ja-netsol.com
Number of Schools	3
Number of Other Buildings	0
Category 1	
Maintenance for District-Owned Fiber Network	2 locations: La Center Elementary School La Center Middle School
Category 2	
Switches and BMIC of Switches	New; Aruba 48 port POE switch, R8N85A, or equivalent; quantity approx. 12 New; software, licenses, OS, patch cables, stacking cables, power supplies, accessories, modules, transceivers, support, BMIC as needed for above; HP-Aruba, or equivalent New; HPE Aruba Foundation Care 8x5xNBD Exchange for 6000 Switch 1 Year; Aruba H53FOE or equivalent; quantity 1
Wireless and BMIC of Wireless	New; BMIC for Aruba 7205 Controller, HPE Aruba Foundation Care 24x7x4 hr Maintenance 1 yr; Aruba H7UB4E or equivalent; quantity 1 New; all software, licenses, OS, support, BMIC, mounting hardware, accessories as needed for AP's; 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:	LA CONNER SCHOOL DISTRICT 311
E-rate Contact	Ryan Hiller; rhiller@lc.k12.wa.us
Number of Schools	3
Number of Other Buildings	0
Category 2	
Licenses and BMIC of Caching Server	New; CACHEBOX 230; quantity 1 New; licensing, support, maintenance as needed for above
Licenses/BMIC/MIBS of Switches	New; BMIC/MIBS of 48 port POE Switches, Brocade/Ruckus ICX 7450-48P, ICX 7250-48P, ICX 7150-48P or equivalent, quantity approx. 12 New; BMIC/MIBS of 12 port POE Switches, Brocade/Ruckus ICX7150-C12P or equivalent, quantity approx. 7 New; licensing, support, maintenance as needed for above
Licenses/BMIC/MIBS of Wireless	New; BMIC/MIBS of AP's, Ubiquiti Nano Beam or equivalent, quantity approx. 1 New; BMIC/MIBS of AP's, Ruckus R750 or equivalent, quantity approx. 60 New; BMIC/MIBS of Cloud Controller, Ruckus or equivalent, quantity approx. 1 New; licensing, support, maintenance as needed for above
Licenses/BMIC/MIBS of Firewall	New; BMIC/MIBS of Firewall, Watchguard Firebox M4600 or equivalent, quantity approx. 1 New; licensing, support, maintenance as needed for above
Installation of Hardware	None

BID EVALUATION MATRIX:

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

ENTITY INFORMATION

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

Name of Entity:	LONGVIEW SCHOOL DISTRICT 122 LONGVIEW, WA 98632
E-rate Contacts	Matt Keevy; mkeevy@longview.k12.wa.us Dan Jones; djones@longview.k12.wa.us
Number of Schools	15
Number of Other Buildings	3
Category 2	
UPS	New; Eaton/9PX Lithium Ion UPS – Model 9PX2000RTN-L or equivalent; quantity approx. 27 New; Eaton/Extended Battery Module - Model 9PXEBM72RT-L L or equivalent; quantity approx. 28 New; APC Smart-UPS 1500VA - SMTL1500RM3UCNC or equivalent; quantity approx. 2 New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Cabling	New; fiber run, 6 Strand Single Mode Fiber, quantity approx. 1
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 MATRICES:

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

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	Existing; 100 MB delivered via fiber; current contract expires 6-30-23. Requesting proposals for 100 MB Internet service Location: DECATUR ISLAND SCHOOL

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	5
Number of Other Buildings	0
Category 2	
UPS and Racks	New; TrippLite Model SU1500RTXL2U UPS or equivalent; quantity 7 New; TrippLite battery Model BP48V60RT-3U or equivalent; quantity 7 New; Rack for UPS, battery, and 1 network switch; quantity 1 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	LYLE SCHOOL DISTRICT 406 LYLE, WA 98635
E-rate E-rate Contacts	Don Stevens; don.stevens@esd112.org Susan Carabin, susan.carabin@lyleschools.org
Number of Schools	3
Number of Other Buildings	1
<u>Category 1</u>	
Internet Service	Seeking pricing for minimum 10 Mbps Internet service for Lyle Schools Bus Garage, STATE HIGHWAY 14 LYLE, WA 98635. Currently MTM
<u>Category 2</u>	
Switches and BMIC of Switches	New; 48 port POE switch; Aruba 2530-48-PoE+ Switch (J9778A) or equivalent; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Firewall including License and BMIC	New; Palo Alto Series 460 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX:

Pricing	60
Compatibility With Existing Network Infrastructure	40
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:	LYNDEN SCHOOL DISTRICT 504 Lynden, WA 98264
E-rate Contact	Dusty Gulleson; gullemond@lynden.wednet.edu
Number of Schools	6
Number of Other Buildings	2
<u>Category 2</u>	
Switches and Switch Accessories BMIC of Switches	<p>The district is interested in attaining the newest hardware available. Make/models listed are current; newer models should be quoted if available</p> <p>New; Ruckus ICX 7150 48 port POE switch or equivalent; quantity approx. 20 New; Ruckus ICX 7150 24 port POE switch or equivalent; quantity approx. 5 New; Ruckus ICX 7150 12 port POE switch or equivalent; quantity approx. 5 New; Ruckus ICX 7550 48 port POE switch with 35 fiber connections or equivalent; quantity approx. 1</p> <p>New; software, licenses, OS, management software, patch cables, stacking cables, support, maintenance, accessories as needed for above; Ruckus or equivalent</p>
Wireless and BMIC of Wireless	<p>The district is interested in attaining the newest hardware available. Make/model listed is current; newer model should be quoted if available</p> <p>New; Access Points; Aruba AP 505 or equivalent; quantity approx. 15</p> <p>New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent</p>
Installation	<p>Installation and configuration for above.</p> <p>Includes project management, physical installation into racks, programming to district standard, testing, validation, and documentation of installation.</p>

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	MARYSVILLE SCHOOL DISTRICT 25 MARYSVILLE, WA 98270																				
E-rate Contact	Andrew Struiksma; andrew_struiksma@msd25.org																				
Number of Schools	20																				
Number of Other Buildings	2																				
<u>Category 1</u>																					
Internet Service	Existing; 50/100 service for 1 location																				
<u>Category 2</u>																					
BMIC of Switches	New; BMIC for Brocade ICX7150 switches; quantity 59																				
Wireless and BMIC of Wireless	New; Ruckus Virtual SmartZone controller or equivalent; quantity approx. 1 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Ruckus or equivalent																				
MIBS	MIBS for the following: <table border="1" style="margin-left: 20px;"> <thead> <tr> <th>Item</th> <th>Quantity</th> </tr> </thead> <tbody> <tr> <td>ICX7150-48ZP-E2X10G switch</td> <td>39</td> </tr> <tr> <td>ICX7150-48ZP-E8X10GR switch</td> <td>20</td> </tr> <tr> <td>ICX7250-48P-2X10G switch</td> <td>37</td> </tr> <tr> <td>ICX7650-48F switch</td> <td>4</td> </tr> <tr> <td>ICX7650-48ZP switch</td> <td>6</td> </tr> <tr> <td>ICX7750-48C switch</td> <td>2</td> </tr> <tr> <td>ICX7750-48F switch</td> <td>4</td> </tr> <tr> <td>Ruckus Virtual SmartZone controller</td> <td>2</td> </tr> <tr> <td>Ruckus R750 access points</td> <td>850</td> </tr> </tbody> </table>	Item	Quantity	ICX7150-48ZP-E2X10G switch	39	ICX7150-48ZP-E8X10GR switch	20	ICX7250-48P-2X10G switch	37	ICX7650-48F switch	4	ICX7650-48ZP switch	6	ICX7750-48C switch	2	ICX7750-48F switch	4	Ruckus Virtual SmartZone controller	2	Ruckus R750 access points	850
Item	Quantity																				
ICX7150-48ZP-E2X10G switch	39																				
ICX7150-48ZP-E8X10GR switch	20																				
ICX7250-48P-2X10G switch	37																				
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ICX7650-48ZP switch	6																				
ICX7750-48C switch	2																				
ICX7750-48F switch	4																				
Ruckus Virtual SmartZone controller	2																				
Ruckus R750 access points	850																				
Installation of Hardware	None																				

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	7
Number of Other Buildings	2
<u>Category 1</u>	
Internet Service	Existing; currently have 500 Mbps service (MTM); seeking pricing for 500 Mbps up to 1 Gbps for one location
Maintenance for District-Owned Fiber Network	Seeking bids for maintenance of district owned fiber WAN connections. Locations: Ridgefield District Administration to Ridgefield School District Maintenance Shop, Ridgefield High School to Sunset Ridge /View Ridge
<u>Category 2</u>	
Switches and Switch Accessories	New; 24 port POE switch; Aruba JL357A or equivalent; quantity approx. 3
BMIC of Switches	New; software, licenses, OS, patch cables, stacking cables, support, maintenance, accessories as needed for above; Aruba or equivalent
Wireless and BMIC of Wireless	New; Access Points; Ruckus R750 or 850 WAP or equivalent; quantity approx. 30 New; Cloud Controller Licenses for Ruckus AP's or equivalent; quantity approx. 200 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Ruckus or equivalent
Firewall including License and BMIC	New; Palo Alto Virtual Firewall VM500 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
UPS	New; Eaton/TrippLite UPS or equivalent; Models to serve workloads requiring from 1KVA to 6KVA; quantity approx. 3 New; Eaton/TrippLite UPS External battery expansion pack or equivalent; quantity approx. 1 New; Eaton/TrippLite UPS Replacement batteries for UPS and expansion packs or equivalent; quantity approx. 4

	New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Cabling and Racks	New; Cat 6A drops; quantity approx. 72. Drops for three modular classroom buildings; 24 drops per modular. New; fiber runs; total quantity approx. 6; 4 x 6-12 strand fiber runs; 2 x 6-12 strand fiber runs New; Ceiling Enclosure; Chatsworth A1024-HR or equivalent; quantity approx. 2
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.

RIDGEFIELD BID EVALUATION MATRIX:

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

ENTITY INFORMATION

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

Name of Entity:	ROOSEVELT SCHOOL DISTRICT 403 ROOSEVELT, WA 99356
E-rate Contacts	Stephen Ibarra; stephen.ibarra@esd112.org Bulmaro Ruiz, bulmaro.ruiz@rooseveltschooldistrict.net
Number of Schools	1
Number of Other Buildings	0
Category 2	
Switches and Switch Accessories BMIC of Switches	New; 48 port POE switch; Aruba 2530-48G-PoE+ Switch or equivalent; quantity approx. 1 New; Modules, cables, connectors, software, OS, licensing, support, maintenance as needed for above; Aruba or equivalent
Firewall and BMIC of Firewall	New; Palo Alto Series 460 or equivalent; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Palo Alto or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba or equivalent; quantity approx. 6 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
UPS	New; APC, TrippLite UPS or equivalent; 1500 KVA; quantity approx. 1 New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	Rooted School Vancouver Vancouver, WA 98662
E-rate Contact	Sandra Yokley, sandra@rootedschoolvancouver.org Steven Carney; steven@rootedschoolvancouver.org
Number of Schools	1
Number of Other Buildings	0
Category 1	
Internet Service	New; Seeking pricing for minimum 100 MB up to 1 GB. Please provide pricing for all options. Address: 10401 NE Fourth Plain Blvd., Vancouver, WA 98662
Category 2	
Switches and Switch Accessories	New; 48 port POE switch; Aruba or equivalent; quantity approx. 2
BMIC of Switches	New; software, licenses, OS, patch cables, stacking cables, support, maintenance, accessories as needed for above; Aruba or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba or equivalent; quantity approx. 8 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Firewall including License and BMIC	New; Watchguard or equivalent; for approx. 150 - 200 users; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Watchguard or equivalent
UPS	New; APC, TrippLite UPS or equivalent; 1500 – 3000 KVA; quantity approx. 1. Please provide pricing for both options. New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Cabling and Racks	New; Cat 6 or 6A drops; quantity approx. 50 – 100. Please provide pricing for both options. New; Rack 18 U or 22 U; quantity approx. 1. Please provide pricing for both options.

MIBS	For all equipment listed above. Seeking multi-year contract with a technology partner.
Installation of Hardware	For all equipment listed above.

BID EVALUATION MATRIX: 5

ENTITY INFORMATION

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

Name of Entity:	SNOHOMISH SCHOOL DISTRICT 2 SNOHOMISH, WA 98290
E-rate Contacts	Edson Rodriguez; Edson.Rodriguez@sno.wednet.edu
Number of Schools	16
Number of Other Buildings	3
<u>Category 1</u>	
Internet Service	Existing; cable modem lines for approx. 7 locations (MTM); 20 Mbps up to 500 Mbps service

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:	STANWOOD CAMANO SCHOOL DISTRICT 401 STANWOOD, WA 98292
E-rate Contact	Ryan Ovenell; rovenell@stanwood.wednet.edu La'Ronn Byrd, lbyrd@Stanwood.Wednet.edu
Number of Schools	10
Number of Other Buildings	3
Category 2	
Wireless and BMIC of Wireless	New; Access Points; Cisco Meraki MR36, MR46, or MR56 or equivalent; quantity approx. 150 New; Cloud Controller Licenses for Access Points; Cisco Meraki or equivalent; quantity approx. 150; seeking 5-year pricing New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	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>	
Switches and Components BMIC of Switches	<p>New; Aruba 5406R ZL2 Core Switch w components or equivalent; quantity approx. 1, as follows:</p> <p>New; Aruba 5406R-44G-PoE+/4SFP (No PSU) v3 z12 Switch (JL003A) or equivalent; quantity 1</p> <p>New; Aruba 24-port 10/100/1000BASE-T PoE+ v3 z12 Module (J9986A) or equivalent; quantity 3</p> <p>New; Aruba 20-port 10/100/1000BASE-T PoE+/4-port 1G/10GbE SFP+ v3 z12 Module (J9990A) or equivalent; quantity 1</p> <p>New; Aruba 5400R 1100W PoE+ z12 Power Supply (J9829A) or equivalent; quantity 2</p> <p>New; Aruba 6000 48G Class4 PoE 4SFP Switch (Aruba R8N85A) or equivalent; quantity 4</p> <p>New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, support, maintenance, as needed for above; Aruba (HP) or equivalent.</p>
UPS	<p>New; Tripplite or equivalent; 5kVA, rack mounted; quantity approx. 2</p> <p>New; Tripplite or equivalent; 15kVa, rack mounted; quantity approx. 1</p> <p>New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above; Tripplite or equivalent</p>
Installation of Hardware	None

BID EVALUATION MATRIX: 5

ENTITY INFORMATION

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

Name of Entity:	TACOMA SCHOOL DISTRICT 10 TACOMA, WA 98405
E-rate Contact	Ernest Goody; egoody@tacoma.k12.wa.us Jeff Fabiani; jfabia1@tacoma.k12.wa.us
Number of Schools	58
Number of Other Buildings	5
Category 2	
Wireless and BMIC of Wireless	New; Access Points; Aruba AP-535 (US) Unified AP or equivalent; quantity approx. 500 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware (ceiling rail 9/16 and 15/16), accessories as needed for above; Aruba or equivalent
Installation	Install and configure all requested hardware to the District's specifications and assist in knowledge transfer to selected district employees on an ongoing basis. Installation must include: <ul style="list-style-type: none"> • Network Design Review – review of district network design before installation • Physical installation of hardware at location • Firmware update of hardware to current software • Hardware configuration based on TPS specifications • Labeling of hardware (including E-rate Y 2023 + FRN #) • Documentation of networking equipment, building/room locations and MAC addresses for Import into AD to support 802.1x implementation • Discovery of hardware (as feasible) through Intelligent Management Center (IMC) • Handle all warranty claims in the event of failure
Cabling	New; Cat 6 drops; quantity approx. 250 New; fiber runs; quantity approx. 530. To include removal of existing outdated cabling. The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and locations. Building maps will be available at the walk-through.

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

SUBMITTAL REQUIREMENTS:

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

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

Please upload the following:

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

Sealed Bids are due no later than 3 PM, Friday, January 20, 2023.

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

BID EVALUATION MATRIX:

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

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

ENTITY INFORMATION

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

Name of Entity:	WAHKIAKUM SCHOOL DISTRICT CATHLAMET, WA 98612
E-rate Contacts	Paul Ireland;pireland@wahksd.k12.wa.us Brent Freeman; bfreeman @wahksd.k12.wa.us
Number of Schools	2
Number of Other Buildings	2
Category 2	
Switches and BMIC of Switches	New; Fortinet Fortiswitch 1024E or equivalent; quantity approx. 1 New; Fortinet Fortiswitch 124E-FPOE or equivalent; quantity approx. 10 New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, support, maintenance, as needed for above; Fortinet or equivalent. New; Licenses and BMIC for Switches; Fortiswitch 548D or equivalent; quantity 6
Firewall and BMIC of Firewall	New; Fortinet FortiGate 401E or equivalent; quantity 1 Support/maintenance/licensing as needed for firewall; Fortinet or equivalent
UPS and BMIC of UPS	New; 5000 VA UPS and 5 expansion lithium ion batteries, NEMA L6-30 connectivity; quantity approx. 1 New; software, licenses, OS, patch cables, network cards, support, mounting hardware, accessories as needed for above.
Rack	New; 19" 4U wall mount rack (lockable); quantity approx. 6
Installation of Hardware	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:	Whatcom Intergenerational High School Bellingham, WA 98225
E-rate Contact	Dawn Walker; dawn.walker@intergenerational.school
Number of Schools	1
Number of Other Buildings	0
<u>Category 1</u>	
Internet Service	Existing; Current service is 300 MB MTM

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	WHITE RIVER SCHOOL DISTRICT 416 BUCKLEY, WA 98321
E-rate Contact	Garrett Roe; Groe@whiteriver.wednet.edu Ron Fenili; rfenili@whiteriver.wednet.edu Lori Curtis; lcurtis@whiteriver.wednet.edu
Number of Schools	7
Number of Other Buildings	2
Category 2	
Switches BMIC of Switches	New; Meraki MS350-48FP or equivalent; quantity approx. 2 New; Meraki MS120-24FP or equivalent; quantity approx. 2 New; Meraki MS120-8FP or equivalent; quantity approx. 3 New; software, licenses (5 year preferred), OS, patch cables, stacking cables, accessories, modules, transceivers, support, BMIC as needed for above; Meraki, or equivalent
UPS and Batteries	New; Eaton 9PX2000RT or equivalent; quantity approx. 9 New; software, licenses, OS, patch cables, network cards, mounting hardware, pedestals, accessories as needed for above; Eaton or equivalent
Racks	New; 2 post x 6 foot racks; quantity approx. 2
Cabling	New; Cat 6 drops; quantity approx. 10-12
Installation of Hardware	None except cabling

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	WISHRAM SCHOOL DISTRICT 94 Wishram, WA 98673
E-rate Contact	Jason Cooper; jason.cooper@wishramschool.org Sarah Hathaway; sarah.hathaway@wishramschool.org
Number of Schools	1
Number of Other Buildings	0
<u>Category 2</u>	
UPS and Racks	New; APC Smart-UPS SRT 96V 3kVA SRT96BP Replacement Battery Pack or equivalent; quantity approx. 4 New; software, licenses, OS, patch cables, network cards, mounting hardware, batteries, accessories as needed for above
Installation of Hardware	None

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	WOODLAND SCHOOL DISTRICT 404
E-rate Contact	STEVE RIPPL; rippl@woodlandschools.org
Number of Schools	7
Number of Other Buildings	2
Category 1	
Internet Service	Existing; current service 20 Mbps (MTM) at Transportation 2; seeking pricing for minimum 20 Mbps up to 100 MB
Category 2	
Switches and Switch Components	New; Switch; Aruba 2930M 40G 8 Smart Rate PoE Class 6 Switch (R0M67A) or equivalent; quantity approx. 4 New; Switch PS; Aruba X372 680 Watt Power Supply for 2930M (JL086A); quantity approx. 8 New; Modules, transceivers, power supplies, cables, connectors, software, OS, licensing, as needed, for above; Aruba (HP) or equivalent
UPS and Batteries	New; APC RBC57; or equivalent; quantity approx. 2 New; APC RBC143; or equivalent; quantity approx. 1 New; APC RBC18 or equivalent; quantity approx. 2 New; APC SMX120RMBP2U Battery Expansion or equivalent; quantity approx. 2 New; software, licenses, OS, patch cables, network cards, mounting hardware, pedestals, accessories as needed for above; APC or equivalent
Installation of Hardware	None

BID EVALUATION MATRIX: 1

**ESD 112 Consortium
E-rate RFP
Funding Year 2023**

**SECTION TWO
Category 2 Installation Services**

ENTITY INFORMATION

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

Name of Entity:	CENTERVILLE SCHOOL DISTRICT 215 CENTERVILLE, WA 98613
E-rate Contacts	Jake Pfeifer, jake.pfeifer@esd112.org Jeff Fields, jeff@centervilleschool.org
Number of Schools	1
Number of Other Buildings	1
<u>Category 2</u>	
Cabling	New; Cat 6A drops; quantity approx. 2
Installation of Hardware	Cabling only

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 8

ENTITY INFORMATION

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

Name of Entity:	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 and Racks	New; Cat 6 or 6A drops; quantity approx. 150 – 175. Project to include removal/replacement of existing Cat 5 cables plus additional Cat 6 or 6A drops, up to 6 ports per room. Please provide pricing for both Cat 6 or 6A options. New; Fiber Run, to support 10 GB connection; quantity 1 New; Racks and patch panels as needed for project. Please see page 8 for project requirements.
Installation of Hardware	For Cabling and racks

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	KLICKITAT SCHOOL DISTRICT 402 KLICKITAT, WA 98628
E-rate Contacts	Don Stevens; don.stevens@esd112.org Kendrick Lester; Kendrick.Lester@klickitatsd.org
Number of Schools	1
Number of Other Buildings	2
<u>Category 2</u>	
Cabling	New; Cat 6A drops; quantity approx. 20
Installation of Hardware	None except cabling

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

Building maps will be available at the walk-through.

BID EVALUATION MATRIX: 1

ENTITY INFORMATION

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

Name of Entity:	LONGVIEW SCHOOL DISTRICT 122 LONGVIEW, WA 98632
E-rate Contacts	Matt Keevy; mkeevy@longview.k12.wa.us Dan Jones; djones@longview.k12.wa.us
Number of Schools	15
Number of Other Buildings	3
Category 2	
Cabling	New; fiber run, 6 Strand Single Mode Fiber, quantity approx. 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 MATRICES:

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

ENTITY INFORMATION

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

Name of Entity:	LYNDEN SCHOOL DISTRICT 504 Lynden, WA 98264
E-rate Contact	Dusty Gulleson; gullemond@lynden.wednet.edu
Number of Schools	6
Number of Other Buildings	2
<u>Category 2</u>	
Switches and Switch Accessories BMIC of Switches	<p>The district is interested in attaining the newest hardware available. Make/models listed are current; newer models should be quoted if available</p> <p>New; Ruckus ICX 7150 48 port POE switch or equivalent; quantity approx. 20 New; Ruckus ICX 7150 24 port POE switch or equivalent; quantity approx. 5 New; Ruckus ICX 7150 12 port POE switch or equivalent; quantity approx. 5 New; Ruckus ICX 7550 48 port POE switch with 35 fiber connections or equivalent; quantity approx. 1</p> <p>New; software, licenses, OS, management software, patch cables, stacking cables, support, maintenance, accessories as needed for above; Ruckus or equivalent</p>
Wireless and BMIC of Wireless	<p>The district is interested in attaining the newest hardware available. Make/model listed is current; newer model should be quoted if available</p> <p>New; Access Points; Aruba AP 505 or equivalent; quantity approx. 15</p> <p>New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent</p>
Installation	<p>Installation and configuration for above.</p> <p>Includes project management, physical installation into racks, programming to district standard, testing, validation, and documentation of installation.</p>

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:	RIDGEFIELD SCHOOL DIST 122 RIDGEFIELD, WA 98642
E-rate Contact	Geoff Varney; geoff.varney@ridgefieldsd.org
Number of Schools	7
Number of Other Buildings	2
Category 2	
Cabling and Racks	New; Cat 6A drops; quantity approx. 72. Drops for three modular classroom buildings; 24 drops per modular. New; fiber runs; total quantity approx. 6; 4 x 6-12 strand fiber runs; 2 x 6-12 strand fiber runs New; Ceiling Enclosure; Chatsworth A1024-HR or equivalent; quantity approx. 2
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.

RIDGEFIELD BID EVALUATION MATRIX:

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:	Rooted School Vancouver Vancouver, WA 98662
E-rate Contact	Sandra Yokley, sandra@rootedschoolvancouver.org Steven Carney; steven@rootedschoolvancouver.org
Number of Schools	1
Number of Other Buildings	0
Category 2	
Switches and Switch Accessories	New; 48 port POE switch; Aruba or equivalent; quantity approx. 2
BMIC of Switches	New; software, licenses, OS, patch cables, stacking cables, support, maintenance, accessories as needed for above; Aruba or equivalent
Wireless and BMIC of Wireless	New; Access Points; Aruba or equivalent; quantity approx. 8 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware, accessories as needed for above; Aruba or equivalent
Firewall including License and BMIC	New; Watchguard or equivalent; for approx. 150 - 200 users; quantity approx. 1 New; software, licenses, OS, support, BMIC, accessories as needed for above; Watchguard or equivalent
UPS	New; APC, TrippLite UPS or equivalent; 1500 – 3000 KVA; quantity approx. 1. Please provide pricing for both options. New; software, licenses, OS, patch cables, network cards, mounting hardware, accessories as needed for above.
Cabling and Racks	New; Cat 6 or 6A drops; quantity approx. 50 – 100. Please provide pricing for both options. New; Rack 18 U or 22 U; quantity approx. 1. Please provide pricing for both options.
MIBS	For all equipment listed above. Seeking multi-year contract with a technology partner.
Installation	For all equipment listed above.

BID EVALUATION MATRIX: 5

ENTITY INFORMATION

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

Name of Entity:	TACOMA SCHOOL DISTRICT 10 TACOMA, WA 98405
E-rate Contact	Ernest Goody; egoody@tacoma.k12.wa.us Jeff Fabiani; jfabia1@tacoma.k12.wa.us
Number of Schools	58
Number of Other Buildings	5
Category 2	
Wireless and BMIC of Wireless	New; Access Points; Aruba AP-535 (US) Unified AP or equivalent; quantity approx. 500 New; software, licenses, Support, Maintenance, OS, patch cables, mounting hardware (ceiling rail 9/16 and 15/16), accessories as needed for above; Aruba or equivalent
Installation	Install and configure all requested hardware to the District's specifications and assist in knowledge transfer to selected district employees on an ongoing basis. Installation must include: <ul style="list-style-type: none"> • Network Design Review – review of district network design before installation • Physical installation of hardware at location • Firmware update of hardware to current software • Hardware configuration based on TPS specifications • Labeling of hardware (including E-rate Y 2023 + FRN #) • Documentation of networking equipment, building/room locations and MAC addresses for Import into AD to support 802.1x implementation • Discovery of hardware (as feasible) through Intelligent Management Center (IMC) • Handle all warranty claims in the event of failure
Cabling	New; Cat 6 drops; quantity approx. 250 New; fiber runs; quantity approx. 530. To include removal of existing outdated cabling. The district will schedule a wiring walk-through for interested vendors. Please send an email to the primary contact to request the date, time, and locations. Building maps will be available at the walk-through.

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

SUBMITTAL REQUIREMENTS:

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

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

Please upload the following:

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

Sealed Bids are due no later than 3 PM, Friday, January 20, 2023.

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

BID EVALUATION MATRIX:

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

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

APPENDIX – BID EVALUATION MATRICES

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

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

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