

REQUEST FOR PROPOSALS (RFP)

TO BE ISSUED FEB 9, 2022

For wireless coverage upgrade, including WAP and Wireless Controller, support and related installation at Fairview Elementary.

With this RFP, the Western Beaver County School District is seeking proposals for a wireless coverage upgrade, support and related installation at Fairview Elementary. The district intends to apply discounts on the services listed in the RFP through the federal E-Rate program. The District reserves the right to refuse any or all proposals.

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|-------------------------------------|---|-----------------|
| RFP available to the public: | Thursday, February 10th, 2022 | 12:00 pm |
| RFP Submission Deadline: | Tuesday, March 15th, 2022 | 12:00 pm |

Submissions received after deadline will not be considered.

All RFPs must be submitted
(in a sealed envelope) to:

Western Beaver County School District, Admin Office
343 Ridgemont Drive
Midland, PA 15059

Proposals can be picked up at the Western Beaver County School District Central Office located at 343 Ridgemont Drive, Midland PA 15059. Proposals may also be downloaded from the district website at: www.westernbeaver.org

Prospective Vendors must direct and confine all inquiries and communications concerning this procurement to the Issuing Officer and correspondence should be made via e-mail.

Western Beaver County School District

REQUEST FOR PROPOSAL

INTERNAL CONNECTIONS EQUIPMENT

Response Deadline: March 15th, 2022 at 12:00pm E.S.T.

1.0 INTRODUCTION

1.1 Western Beaver County School District issues this Request for Proposals("RFP") for Network Equipment. The District intends to apply for discounts on the equipment listed in this RFP through the federal E-rate program. Several criteria and restrictions pertinent to the E-rate program are included herein and must be met by the successful vendor in order for the proposal to be considered a Qualified Proposal.

1.2 Issuing Officer and Technical Contact for Questions and Information Dr. Robert Postupac, Superintendent rob.postupac@westernbeaver.org. Prospective Vendors must direct and confine all inquiries and communications concerning this procurement to the Issuing Officer and correspondence should be made via e-mail. Although there is no due date for questions, the District encourages prospective Vendors to submit any questions they may have as soon as possible. Questions should include "E-rate Internal Connections Equipment RFP" in the subject line to ensure that the issuing officer identifies the email as relating to this procurement.

If the RFP was downloaded from a web site link, Vendors are responsible for periodically monitoring the web site for any updates relating to this RFP.

1.3 One complete hard copy of the proposal must be mailed or delivered to Western Beaver County School District, at 343 Ridgemont Dr., Midland PA 15059, on or before 12:00pm E.S.T. on 3/15/2022. In addition, an electronic copy must be e-mailed to the Issuing Officer on or before 12:00pm E.S.T. on 3/15/2022. Both copies are required to be submitted, must be identical and be labeled, "E-rate Internal Connections Equipment Proposal." All required Vendor information, certifications and attachments must be included with the proposal.

District intends to select the successful Vendor and have the final contract presented to the school board during a March 2022 board meeting.

1.4 The District will review the proposals for compliance with the procedural requirements set forth in Section 5 and may reject any proposal that materially fails to comply. The District reserves the right to ask clarifying questions of Vendors and to request best and

final offers upon review of initial proposals. The price of E-rate eligible services will be most heavily weighted in the review of proposals.

- 1.5 The successful bidder(s) will be advised of selection by the Issuing Officer through the issuance of a notification of intention to recommend award via email. Any notification of the selection of the successful bidder shall have no legal effect unless and until the parties negotiate a mutually acceptable agreement that is approved by the school board.
- 1.6 All personnel contractors that will be working on this project in the schools must observe all security and safety procedures of each school facility and must secure all record checks required by Pennsylvania law which include Act 34 Criminal Record Check, Act 151 Fingerprints, Act 114 Child Abuse History Clearance. On-site work at the school sites cannot commence until the provider has obtained all relevant certifications, licenses, permits and/or required qualifications for its workers and has presented required documentation for the personnel to work in the District's locations.
- 1.7 The District is exempt from Pennsylvania Sales and Use Tax and has other federal and state tax exemptions afforded to public school entities and/or similar political subdivisions. This notice shall serve to satisfy any notification required by the provider as to these tax exemptions. Vendors must ensure that their cost proposals specifically include all applicable taxes, fees and surcharges from which the District is not exempt or that is imposed or assessed by Vendor, as required in Appendix A.
- 1.8 **Reasons for Disqualification of Proposals**
If any of the following conditions occur, Vendor's proposal is automatically disqualified from being evaluated.
 - Vendor does not attend a pre-bid meeting on Wednesday, February 23rd, 2022 at 9:00am at the District's Administration office. Vendors must contact Dr. Robert Postupac via email (rob.postupac@westernbeaver.org) prior to the meeting date to confirm attendance.
 - Vendor's proposal is submitted after proposals have been opened and reviewed by the District.
 - Vendor is on Red Light Status with the FCC or is delinquent on a debt to a state or federal governmental agency or entity.
 - Vendor is not authorized to do business in Pennsylvania.
 - Vendor is not an authorized reseller of manufacturer equipment for which they are bidding.
 - Vendor's proposal includes used or refurbished equipment or is being sold through a "gray" or unauthorized market.
 - Vendor has not been in business for at least 5 years performing services or furnishing equipment required in the bid.
 - Vendor does not have an E-rate SPIN number.

- Vendor did not attend mandatory site walkthrough scheduled for Wednesday, February 23rd at 9:00am. See Section 1.9 below.
- Vendor cannot provide all equipment and services listed in Appendix A unless otherwise noted in this RFP that separate contracts may be awarded for subsets of equipment and/or services.
- Vendor receives an “unqualified” rating by references, whether they be vendor-provided references or District-researched references.
- Vendor’s proposal includes the use of subcontractors for work associated with this RFP.
- If an equivalent product is presented, The Vendor does not provide documentation that equivalent product meets technical and specific equivalency against the preferred product. (further information set forth in appendix A).
- Vendor does not provide discounted billing.

1.9 Mandatory Attendance at Site Walkthrough

Vendors are responsible to participate in a site walkthrough of the school to assess the current building infrastructure and to measure the amount of cabling needed for the project in order to submit an accurate price proposal. A site walkthrough will be held on Wednesday, February 23rd at 9:00am. All vendors interested in attending the site walkthrough are required to RSVP by emailing rob.postupac@westernbeaver.org no later than February 18th, 2022. Interested bidders are required to attend in order to be qualified to submit a Proposal.

2.0 SCOPE OF SERVICES REQUESTED IN THIS REQUEST FOR PROPOSAL

Equipment Purchase and Equipment Warranties

- 2.1 Included in this proposal is Appendix A which itemizes the quantity, model and description of each component or service included in this procurement. Proposals must include Appendix A, completed in the exact format as Appendix A with all required information, showing per unit and extended prices.
- 2.2 The preferred equipment manufacturer and product number is listed in Appendix A, but the District will consider proposals for equipment manufactured by other companies that is equivalent to the quality and functionality of the Appendix A list and is compatible, as well as interoperable, with the District’s existing network equipment that is listed in Appendix A. Should a Vendor wish to include equipment manufactured by a different company, they should add three new columns to Appendix A to the right of the original equipment name, showing alternative equipment name, manufacturer and part number. Vendors that propose other manufacturer’s products are required to submit

project specifications and document that the equipment is compatible and interoperable with the District's existing equipment.

- 2.3 Proposals are requested that are a turn-key, comprehensive solution that addresses all requirements set forth in Appendix A. 2.4 Subcontractors must be identified in the proposal. Proposals that include subcontractors for work associated with this RFP will not be considered. 2.5 Prices quoted must include the cost for all normal operating and reference manuals and all connecting cables required for installation of the equipment. Power cords shall be included in the cost of the equipment.
- 2.6 Equipment must be dropped shipped from manufacturer distribution warehouse or delivered directly by the Vendor to 216 Engle Road, Industry PA, 15029.

3.0 E-RATE REQUIREMENTS

Vendors submitting proposals under this RFP must agree to meet the following conditions relating to the E-rate program and be willing to include such requirements in the Vendor's contract:

- 3.1 Vendor must agree to submit to the SLD a completed Form 473 prior to April 1 of each calendar year for the upcoming funding year.
- 3.2 Discounted Bills: Should the District so choose, Vendor must agree to provide discounted bills to District which reflect the net charges due to the District after E-rate discounts have been reflected (also known as the "non-discount" amount). The Vendor will then invoice USAC using the Form 474 SPI form for the E-rate discount amount. Vendor shall be solely responsible for timely filing invoices with USAC. Accordingly, Vendor understands and agrees that District will NOT be liable to Vendor and Vendor shall have no recourse against the District for any discounted amount that Vendor submits late to USAC for payment, if USAC refuses to pay the invoice due to late filing. Further, Vendor understands and agrees that District shall not be liable to Vendor and Vendor shall have no recourse against the District for any discounted amount that Vendor submits to USAC for payment if Vendor is at fault for USAC's refusal to pay. If the District's actions or failure to act are responsible for the non-payment of the Vendor's invoice with USAC, the District shall not be liable to Vendor and Vendor shall have no recourse against the District for the amount at issue until both the District and the Vendor have exhausted their administrative remedies of appeal to USAC and/or the FCC.
- 3.3 Vendor must separately itemize the cost of E-rate eligible and ineligible products and/or services on all invoices. To determine what items are eligible, vendor must contact the equipment manufacturer or contact USAC at 888-203-8100.

- 3.4 If Vendor learns of any federal, state or local investigation conducted by any regulatory authority or law enforcement authority that could have an adverse impact on the District's ability to continue to receive the benefit of E-rate funding, Vendor must notify the District within 30 calendar days of learning of such investigation. The District reserves the right to cancel the agreement without penalty if the investigation impedes the District's ability in any way to receive the benefit of E-rate funding, subject to any investigation of wrongdoing.
- 3.5 Vendor shall maintain all bids, quotes, records, correspondence, receipts, vouchers, delivery information, memoranda and other data relating to Vendor's services and any subcontractors to the District. All such records shall be retained for 10 years following completion of services and/or installation of equipment, and shall be subject to inspection and audit by the District.
- 3.6 In addition to the foregoing, Vendor must maintain and enforce an internal E-rate audit process that ensures that Vendor complies with all E-rate program rules and regulations. This process must include the following:
- Where labor is involved, maintaining detailed, signed individual timesheets
 - Ensuring that ineligible charges are not submitted to USAC
 - Invoicing to USAC that is consistent with the contract and the District's Form 471
 - Ensuring that services or products are not provided to the District without District's express written permission or official purchase authorization
 - Ensuring that District-approved substitute services or products are prominently noted on invoices submitted to USAC and the District
 - When E-rate eligible services or equipment are allocated or installed in multiple buildings, support for the allocation consistent with the amount and buildings identified in the Form 471
 - Documenting that E-rate funded services were provided within the allowable contract period and program year
 - Charging proper FRN(s)
 - Ensuring that invoices and USAC forms are submitted to the District in a timely manner
 - Ensuring that USAC forms are filled out completely, accurately and on time
 - Maintaining fixed asset list of E-rate-supported equipment provided to the District with detailed information for each item (model number, serial number, product

description) and made available to the District in electronic format upon project completion.

4.0 CONDITIONS, CONTRACT and BILLING

4.1 The District reserves the right to:

- Amend, modify, cancel this RFP or not award any contract;
- Modify or add to the requirements contained in this RFP at any time after the issuance of this RFP for compliance by all providers;
- Increase or decrease the quantities of equipment at the same price listed in the successful contract; or entirely omit an item or group of items to be purchased to reflect actual District needs at the time that orders are placed. Such additional quantities will be purchased at the price indicated on the contract. Such modifications are expressly anticipated and included within the scope of this RFP;
- District intends to award a single contract for all equipment/services in Appendix A; however, the District reserves the right to award a contract for any or all parts of the RFP to one or more service providers;
- Negotiate terms and conditions to meet requirements consistent with this RFP;
- Request providers to clarify their RFP proposals.

4.2 Timeline for Purchase of Equipment

The purchase of equipment will be contingent upon E-rate approval and a Notice to Proceed or Purchase Order by the District after E-rate approval has been received.

4.3 Equipment Substitution

If the model specified in the contract is discontinued by the manufacturer after the award of this contract, the only acceptable substitute will be the manufacturer's standard replacement in a configuration that meets or exceeds the specifications and operating capabilities of the "as specified" unit. Further, the substituted equipment must be able to meet the FCC's Service Substitution Criteria. The Proposer must agree to cooperate with the District to provide the information necessary to obtain SLD's approval of a service substitution request.

- 4.4 Lowest Corresponding Price Per FCC rules, vendors must offer the Lowest Corresponding Price when submitting proposals. Lowest Corresponding Price (LCP) is defined as the lowest price that a service provider charges to nonresidential customers who are similarly situated to a particular E-rate applicant (school, library, or consortium) for similar services. See 47 CFR, Part 54, Section 54.500(f). Service providers cannot

charge E-rate applicants a price above the LCP for E-rate services. See 47 CFR Section 54.511(b). There is a rebuttable presumption that rates offered within the previous 3 years are still compensatory.

4.5 The District reserves the right to extend or abbreviate the contract period if such extension or abbreviation is necessary to make the Contract term coincide with an E-rate “program year” or an extended service end date for an E-rate program year pursuant to a “service delivery deadline extension,” as those terms are defined by the Federal Communications Commission and/or USAC. 4.6 Vendor shall itemize, price, and invoice separately any materials or services that are ineligible for E-rate funding. Vendor must include the following information on all invoices to the District for E-rate eligible equipment and/or services:

- Date of invoice
- Date(s) of service
- Funding Request Number (“FRN”) • Vendor SPIN
- Detailed description of services performed and materials supplied that matches District’s contract specifications and Form 471 descriptions of same
- Clear, concise breakdown of amount(s) to be billed to USAC (discounted portion of eligible charges) and amount(s) to be billed to the District (non-discounted amount of eligible charges)
- Invoice on Vendor’s letterhead or on a Vendor-generated form
- Proper E-rate discount percentage asset forth by the applicable FRN and USAC funding commitment decision letter(“FCDL”)

5.0 **INFORMATION TO BE INCLUDED IN PROPOSAL**

In addition to the other information required to be provided, Vendor also will include with their proposal responses to the following questions, in this order and using this numbering convention:

- 5.1 Provide a description of the nature and scope of your firm’s business endeavors, including history of company.
- 5.2 Provide a description of your firm’s previous and ongoing relationship, if any, with the District.
- 5.3 Provide proof that the Vendor and all subcontractors are authorized to do business in Pennsylvania.

- 5.4 Provide proof that the Vendor is an authorized reseller of the quoted manufacturer, unless the manufacturer is the Vendor submitting the proposal.
- 5.5 Provide the names and contact information of at least 5 current Pennsylvania K-12 clients to the District that can attest to the quality of work provided by your company using or procuring similar goods and/or services as requested in this RFP.
- 5.6 Provide a description of the firm's experience with the federal E-rate program.
- 5.7 Provide federal Tax ID Number, E-rate SPIN Number, and FCC Registration Number (FCCRN).
- 5.8 Provide certification that the Vendor currently is not subject to the Red Light Rule and will notify the District if they are placed on Red Light Status with the FCC. Further, provide a certification that the Vendor's principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation, by any Federal department or agency, from transactions involving the use of Federal funds. Where Vendor is unable to certify to any of the Statements in this certification, Vendor shall attach an explanation to their offer.
- 5.9 Provide contact name and contact information for person authorized to negotiate terms and conditions.
- 5.10 Provide contact name and contact information where questions related to the proposal can be directed with statement certifying that this person (or his/her authorized representative) will be available in February 2019 – March 2019 in order to assist with the completion of the District's E-rate applications, as requested.
- 5.11 Provide copy of terms and conditions for proposed contract.
- 5.12 Pennsylvania Right-to-Know Law

Vendor is required to clearly identify any specific information that they deem as proprietary and request to be withheld from public view. Vendor must provide one copy of its redacted proposal with all proprietary information omitted. District intends to comply with the Pennsylvania Right to Know law concerning requests for release of documents regarding this procurement, including the release of proposals after bid opening. Per E-rate regulations, price of winning bid is not confidential information.

6.0 EVALUATION

In accordance with applicable state law, 24 P.S. Section 8-807.1, the District is required to select the proposal of the "lowest responsible bidder" in the event that the District decides to award a contract. In order for a bidder to be eligible to be considered a "responsible" bidder, the bidder must comply with the following:

- 6.1 Submit a timely proposal and not be disqualified under Section 1.8.
- 6.2 The proposal must include all of the required information in Section 5.
- 6.3 Bidder must indicate their willingness to be bound by the terms of the RFP.
- 6.4 A bidder that opts to submit a proposal for an alternative manufacturer has submitted required documentation that satisfies the requirements of Section 2.2.

LIST OF EQUIPMENT AND SERVICES

All applicable taxes, fees, shipping and surcharges from which the District is not exempt or that is imposed or assessed by Vendor must be shown below or they will not be paid by the District.

Compatibility: Although functionally equivalent may be submitted for consideration, the equipment listed below must be interoperable and compatible with the District’s existing equipment and protocols which are as follows:

Existing Equipment: Switching hardware quoted must be completely interoperable with the Cisco infrastructure currently deployed in our district.

| Data Provided By District | | | | Data Provided by Vendor | | |
|--|--------------|--------------------|----------|-------------------------|---------------|-----------------|
| Equipment Description | Manufacturer | Part # | Quantity | Unit Cost | Extended Cost | Vendor Comments |
| Meraki MR46 Wi-Fi 6 indoor Wireless Access Point | Cisco/Meraki | MR46-HW | 32 | | | |
| Meraki MR Enterprise License, 5YR | Cisco/Meraki | LIC-ENT-5YR | 35 | | | |
| Meraki MR46E Wi-Fi Indoor Access Point w/ External Antenna Connector | Cisco/Meraki | MR46E-HW | 3 | | | |
| Meraki Indoor Bendable Dual-band Dipole Ant 6PK MR46E/MR53E | Cisco/Meraki | MA-ANT-3-B6 | 3 | | | |
| Catalyst 9300 48-port (12mGig, 26 2.5Gbps) Network Advantage Switch | Cisco | C9300-48UXM-A | 3 | | | |
| 1100W AC 80+ Platinum Configuration 1 Secondary Power Supply | Cisco | PWR-C1-1100WAC-P/2 | 3 | | | |
| Catalyst Stack Power Cable 30CM | Cisco | CAB-SPWR-30CM | 3 | | | |
| 50CM Type 1 Stacking Cable | Cisco | STACK-T1-50CM | 3 | | | |
| Catalyst 9300 8x10GE Network Module | Cisco | C9300-NM-8x | 3 | | | |
| C9300DNA Advantage 48 Port 3Yr License | Cisco | C9300-DNA-A-48-3Y | 3 | | | |

| | | | | | | |
|--|-------------------------|-----------------|---|--|--|--|
| 1M Type 1 Stacking Cable | Cisco | STACK-T1-1M= | 1 | | | |
| Catalyst Stack Power Cable 150 CM Spare | Cisco | CAB-SPWR-150CM= | 1 | | | |
| Access Point Cage | Wiregaurd or Equivalent | G2017WEB | 1 | | | |
| Service – Removal of Old Switch and Configuration and Installation of New Switch | | | 1 | | | |
| Service – Removal of Current Access Points in Fairview Elementary School and Configuration and Installation of New Access Points | | | 1 | | | |

Protocols: Hardware must fully support FlexStack-Plus/FlexStack-Extended, CDP, Wifi6, 802.11ac Wave 2.

Equivalent, Yet Compatible: The District’s preferred manufacturer is Cisco/Meraki, but in accordance with Section 2.2 of this RFP, the District will consider functionally equivalent equipment. Please note that although functionally equivalent may be submitted for consideration, the equipment listed below must be wholly interoperable and compatible with the District’s existing equipment and protocols (previously-mentioned).

Should a vendor wish to include equipment manufactured by a different company, they must complete 2 additional columns on the right of the pricing table. Vendors that propose other manufactures products are required to submit project specifications and document that the equipment is compatible and interoperable with the district’s existing equipment. Vendors bidding equivalent equipment that do not include this information will be disqualified.