

E-RATE YEAR 13 (2010/2011) RFP

Network Electronics and Basic Maintenance

Winters Joint Unified School District

December 3, 2009

Winters Joint Unified School District is seeking proposals for the upcoming Year 13 round of E-Rate. The District is soliciting proposals for the purchase of network electronics at three sites.

Service Provider Criteria and Contract Requirements

WJUSD wishes to take advantage of E-Rate funding discounts.

The successful bidder(s) will be responsible for participating in the Federal E-Rate program.

In addition, the District may use this bid to issue purchase orders and pay for items on a purchase order that are not eligible for E-RATE discounts. The District will pay the vendor using District funds for these purchases.

Prices must be held firm for the duration of the E-Rate Year 13 fiscal year ending September 30, 2011 or until all work associated with the project(s) are complete (including any SLD approved extensions)

These projects and services depend on partial funding from the E-rate program.

- Applicant expects each Service Provider to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.
- All contracts entered into as a result of this RFP will be contingent upon the specific funding of the FRN at the percentage rate submitted for.
- The maximum percentage the Applicant will be liable for is the pre-discount amount minus the funded amount as shown on the form 471 Block 5. The Service Provider will be responsible for invoicing the Schools and Libraries Division for the funded amount.
- NO billing or work can take place before July 1, 2010.
- In the event of questions during the E-Rate audit process, the successful vendor is expected to reply within 3 days to questions associated with their proposal.
- The contractor is responsible for providing a valid SPIN (Service Provider Identification Number) at the time the bid is submitted
- ***The contractor is responsible for providing an FCC Registration Number (FRN) with their proposal and evidence of being in green light status. Any potential bidder found to be in Red-Light Status will be disqualified from participation in the bidding process and will be considered non-responsive.***
- All work is subject to the 100% approval of the project or purchase by the FCC under the E-rate discount program of the Telecommunications Act of 1996.
- No change orders will be allowed for the work resulting from this posting.

- The Service Provider will be required to send copies of all forms and invoices submitted to SLD prior to invoicing the SLD to the District for our records.

All Service Providers will be responsible for procuring the discounted amount from the SLD. Applicant will not provide the form 472 (Bear form reimbursement process).

The Applicant reserves the right to deny any or all proposals associated with this RFP, even with SLD funding approval. The district reserves the right to accept the pricing proposal solely dependent upon SLD approval.

Prospective Service Providers will be required to submit three references, with the proposal describing experience with comparable projects in the K-12 customer market, their SPIN number and their FCC Registration Number (FRN). Failure to supply these documents may be considered grounds for disqualification.

In addition, the district reserves the right to fund, (proceed with project or purchase) or not to fund regardless of E-rate approval.

Proposals must be received by our office no later than Wednesday, January 6, 2010

All proposals are to contain costs for taxes and shipping as separate items.

Proposals must be submitted in writing to:

Winters Joint Unified School District
Attn: Mary Kay Callaway
909 W. Grant Ave
Winters CA 95694

Late proposals will not be accepted.

All requests for information (RFI) should be made in writing via e-mail to Joseph Cook at Joseph.Cook@ycoe.org. Be aware that all parties will be copied on the questions and responses.

Proposal Evaluation

It is anticipated that a contract will be made with the provider whose proposal is determined to be in the overall best interest of the District. The main evaluation considerations are price, industry experience, and qualifications.

SCOPE OF WORK

The District has provided manufacturer preference but is willing to accept proposals featuring other equipment that is functionally equivalent. Preference will be shown to proposals that feature the manufacturer quoted in this RFP. *WJUSD would also like additional quotes for refurbished equipment based on the same list.*

The attached document contains a list of equipment for each of the sites.

1. Expand Wireless Networks

- a. Waggoner Elementary School
 - i. Hardware Wireless LAN (WLAN) controller capable of supporting up to 12 access points, with yearly service and support contract. Manufacturer is Cisco or equivalent. – **or** –
 - ii. Cloud based hosted WLAN controller. Manufacturer is Meraki, Aruba or equivalent.
 - iii. 8 lightweight access points. Compatible with 802.11 b/g/n wireless protocols. Yearly service and support contract. Manufacturer is Cisco, Meraki, Aruba or equivalent depending upon WLAN controller selection.
 - iv. 8 power injectors for lightweight access points.
- b. Shirley Rominger Intermediate School
 - i. Hardware Wireless LAN (WLAN) controller capable of supporting up to 12 access points, with yearly service and support contract. Manufacturer is Cisco or equivalent. – **or** –
 - ii. Cloud based hosted WLAN controller. Manufacturer is Meraki, Aruba or equivalent.
 - iii. 6 lightweight access points. Compatible with 802.11 b/g/n wireless protocols. Yearly service and support contract. Manufacturer is Cisco, Meraki, Aruba or equivalent depending upon WLAN controller selection.
 - iv. 6 power injectors for lightweight access points.
- c. Winters Middle School
 - i. Hardware Wireless LAN (WLAN) controller capable of supporting up to 12 access points, with yearly service and support contract. Manufacturer is Cisco, Aruba or equivalent. – **or** –
 - ii. Cloud based hosted WLAN controller. Manufacturer is Meraki , Aruba or equivalent.
 - iii. 6 lightweight access points. Compatible with 802.11 b/g/n wireless protocols. Yearly service and support contract. Manufacturer is Cisco, Meraki, Aruba or equivalent depending upon WLAN controller selection.
 - iv. 6 power injectors for lightweight access points.

2. Upgrade Uninterruptible Power Supply (UPS) devices.

- a. Waggoner Elementary School, Shirley Rominger Intermediate School, Winters Middle School, and Wolfskill Continuation School.
 - i. Output: 1500VA with 6 NEMA 5-15R connectors
 - ii. Input: 120V with NEMA 5-15 Power Cord
 - iii. Network Management Card
 - iv. Rack mountable
 - v. Manufacturer is APC, Liebert, or equivalent.
 - vi. Devices being protected by the UPS include: core router, core switch, and site server. Services being hosted by each site server include: DNS, application server, and file storage.

3. Hardware Maintenance Agreements

- a. Seeking Cisco SmartNet contracts. A breakdown of the devices to be covered is listed below

Winters High School	Serial #
AIR-WLC4402-25-K9	FOC1109F089
AIR-LAP1131AG-A-K9	FTX1113T350
AIR-LAP1131AG-A-K9	FTX1113T357
AIR-LAP1131AG-A-K9	FTX1113T35N
AIR-LAP1131AG-A-K9	FTX1113T35V
AIR-LAP1131AG-A-K9	FTX1113T360
AIR-LAP1131AG-A-K9	FTX1113T370
AIR-LAP1131AG-A-K9	FTX1113T37U
AIR-LAP1131AG-A-K9	FTX1113T380
AIR-LAP1131AG-A-K9	FTX1113T383
AIR-LAP1131AG-A-K9	FTX1113T38J
AIR-LAP1131AG-A-K9	FTX1113T38T
AIR-LAP1131AG-A-K9	FTX1113T393
AIR-LAP1131AG-A-K9	FTX1113T398
AIR-LAP1131AG-A-K9	FTX1113T39E
AIR-LAP1131AG-A-K9	FTX1113T39K
AIR-LAP1131AG-A-K9	FTX1113T3AA

Wolfskill	Serial #
AIR-WLC2006-K9	FTX1021H033
AIR-LAP1131AG-A-K9	FTX1016T09E
AIR-LAP1131AG-A-K9	FTX1018T2MZ
AIR-LAP1131AG-A-K9	FTX1018T2N1
AIR-LAP1131AG-A-K9	FTX1018T2N5
AIR-LAP1131AG-A-K9	FTX1018T2NA
AIR-LAP1131AG-A-K9	FTX1018T2ND

District Office	Serial #
CISCO2821	FTX1128A0YB
CISCO ASA 5510	JMX1009K09R

- b. Include yearly maintenance agreement for ArcMail Defender email archive appliance.