

# **REQUEST FOR PROPOSAL**

**E-RATE Funding Year 2021-2022  
NETWORK UPGRADE PROJECT**

Nettleton School District  
Technology Department  
P O Drawer 409/179 Mullen Ave  
Nettleton, MS 38858

Contact: Tim Dickerson, Superintendent  
Telephone: (662) 963-2151  
E-mail: [tdickerson@nettleton.k12.ms.us](mailto:tdickerson@nettleton.k12.ms.us)  
District URL: [nettletonschoools.com](http://nettletonschoools.com)

**STATEMENT OF QUALIFICATIONS  
And  
REQUEST FOR PROPOSAL  
RFP # 2021-22**

**Subject**

RFP - The Nettleton School District (the District) will accept sealed statements of qualifications (SOQ) and proposals from qualified firms/vendors to provide services necessary for installation and configuration of network equipment for the FY 2021-22 (E-RATE) cycle. Bidders must have a Service Provider Identification Number (SPIN) and this SPIN must be included on the bid proposal. Those interested shall submit a signed, sealed SOQ and cost proposal to the district on or before 10:00 AM local time, January 25, 2021 at the address listed on page one of this RFP.

**Purpose**

Proposals are being sought by the District for the purpose of securing the most cost efficient way of upgrading the school district's instructional areas (*classrooms/labs/etc.*) with network backbone bandwidth.

**General Requirements**

The District will be looking to upgrade to Cisco switches or equivalent , Cisco ten gigabit SR and LR modules or equivalent , Fortigate firewall or equivalent, Ruckus access points or equivalent and fiber optic cable between school buildings MDF and IDFs The district may also need Category 6 cabling upgrades in certain areas on their campuses. The RFP reflects the current proposed services requested on the E-Rate 470 forms. The proposal embodies: A Turn-Key solution. It includes providing new, dedicated OM3 multimode fiber and/or single-mode cable runs (minimum 6 strands) replacing existing cables. Any and all costs associated with the installation, termination, and testing shall be included in the bid. Each end will consist of the installation of a wall-mount fiber optic termination box, with all strands terminated and all cables shall be certified to be capable of 10Gbps of bandwidth between the endpoints. All terminations shall be ST unless otherwise directed by the technology department . All necessary patch cables to connect the district equipment shall be ST-LC. The Winning bidder is granted necessary permissions and access to property in order to complete work. It will be the responsibility of the bidder to check the RFP on the district's website daily for any changes to the RFP or listing of bidder questions and answers that may arise.

**Terms used throughout this RFP**

USAC – Universal Service Administrative Company

SPIN – Service Provider Identification Number

FCDL – Funding Commitment Decision Letter

- FCC – Federal Communication Commission
- SLD – School and Library District
- USF -- Universal Service Fund

**All proposals and supporting documentation must be sent to:**  
*(Submittal should be clearly labeled on the outside of the submittal)*  
 Nettleton School District  
 FY 2021-22 Network Upgrade Project  
 RFP # 2021-22

Submittal should be addressed to:  
 Nettleton School District  
*SEE ADDRESS ON PAGE ONE OF THIS RFP*

One original and two copies of proposals and statements of qualifications and are to be prepared and delivered either by mail or Federal Express to the District on or before 10:00 AM local time, January 25, 2021, where they will be time and date stamped. In addition, the bid must be broken down per school building and totals per school campus must be shown, as well as a grand total for the entire district project (PDF and Excel files must be submitted. All of the above bid documents must also be provided in electronic format on one jump drive or uploaded to the district’s electronic bid server. Please view the district’s website for instructions on how to access the electronic bid server or contact the school district office. ***Please do not fax proposals.***

**Basis of Award**

1. E-rate approval by USAC
2. Bidder must have SLD SPIN
3. References of at least two installations of similar application size and complexity.
4. Please see “Vendor Requirements” on the following pages for additional information.
5. Please also see “Criteria for Selection” in more details.

**Selection Schedule**

<b>Event</b>	<b>Date(s)</b>	<b>Time</b>
Release of RFP to vendors	12-16-2020	
Vendor Site Visit Meeting	01-04-2021	09:00 AM
Deadline for Submission of Proposals	01-25-2021	10:00 AM
Opening of Proposals (District Office)	01-25-2021	11:00 AM

*Proposers are prohibited from contacting or lobbying members of the school board, school district administrators, school district employees, school district contractors, or school district consultants. Failure to conform to this condition will be grounds for disqualification of the proposer. Questions regarding the RFP may be emailed to [the address listed on page one of this RFP](#) before Friday, January 12, 2021. A response within 3 business days will be posted on the District's web site and/or emailed to all bidders. It will be the responsibility of the vendor/bidder to check the website daily **for any changes to the RFP or listing of bidder questions and answers that may arise.***

**NON APPROPRIATION OF FUNDS**

In the event funds are not appropriated by the School District governing body in any fiscal period for payments due under RFP # 2021-22, then the Technology Director, or Superintendent's designee(s), will immediately notify the successful vendor(s), or designee(s), of such occurrence and this contract will terminate on the last day of the fiscal period for which appropriations were received without penalty or expense to the School District of any kind whatsoever, except other payments herein agreed upon for which funds will have been appropriated and budgeted or are otherwise available.

**AWARD OF SOME OR THE ENTIRE PROJECT MAY BE SUBJECT TO AVAILABILITY OF DISTRICT FUNDING AND PROJECT NEEDS.**

Proposer's response to the Request must include a statement that the proposed terms will remain in effect and available for the project term identified as July 1, 2021 through June 30, 2022. The work itself will consist of all aspects of technology implementation for which the District desires to contract with the selected Proposer(s). The school district's vision for this technology project calls for the installation and configuration of new technology equipment, software and services to improve the district's network wireless and switch (backbone) infrastructure. Proposed solutions must integrate with the existing network environment to ensure a seamless management and design. Final completion for the project is scheduled for June 30, 2022. The School District reserves the right to waive any informality and to reject any or all proposals. Proposers are prohibited from contacting or lobbying members of the School Board, school district administrators, school district employees, school district contractors, or school district consultants. Failure to conform to this condition will be grounds for disqualification of the proposer. Proposals and statements of qualifications are to include the information requested at the beginning of this RFP.

**VENDOR SITE VISIT MEETING**

A vendor site visit meeting will be held on the date and time listed under Selection Schedule at the beginning of the RFP at the school District central office and proceeding to the respective school campuses. Any questions received will be discussed at that time and responses will be posted on the district web site for everyone to review after the walk-throughs have been completed. Written questions will be allowed for any vendor interested in responding to the District's RFP and responses again will be posted on the web site. **The district will accept only ONE bid per vendor.** This Network Upgrade Project will be awarded to a SINGLE vendor that can quote, install and configure all network equipment and network cabling requested/required. The School District requires a "turn-key" solution for this project. Requested paper copies and electronic copies of the proposal and other required documentation must be sent in a sealed envelope clearly marked as listed at the beginning of the RFP or submitted online to the district's electronic bid server. This Network Upgrade Project will include preferred equipment preference information and will be provided to each vendor who attends the vendor site visit meeting. This information will include a listing of equipment specifications and school campus maps with explanations. The equipment specification list provided is a minimum guideline list. If the bidder wishes to add to the District's equipment list to improve the functionality of their

proposed equipment, the bidder is encouraged to do so. E-rate funding is available for some (but not all) of our individual school campuses. Therefore attendance to this mandatory walk-through is of utmost importance to allow the prospective bidder to receive a detailed equipment list and be able to visit each school campus. The electronic bid server information will also be discussed at the mandatory vendor visit.

**ADDITIONAL WARRANTY INSTRUCTIONS**

The successful proposer must warrant its material and workmanship for a period of one year (for items requiring purchase and installation). Their respective manufacturer warrants all other products and material under separate warranty. Warranty for “outright purchase” of equipment and software should include at least one year (***with optional five-year warranty to be listed separately from bid total, for purchase of equipment and software should be included for second through fifth years***). No refurbished or “gray market” equipment will be accepted. All equipment must be new and “out-of-box” with full warranty and support.

**CRITERIA FOR SELECTION**

The District will utilize the following criteria (*as the basis for the proposal evaluations & selection*).

<u>Factor</u>	<u>Weight</u>
Price of the ELIGIBLE Equipment, Services & Warranties	25%
Prior Experience with the District	15%
Personnel Qualifications, Professionalism & Scope of Work	10%
Management Integration w/ Current Network	15%
Company Provides all Services (No sub-contractors)	15%
Bid Documentation Includes Excel Spreadsheet of Quoted Equipment	10%
Preference to Mississippi Based Companies Attending Site Visit Meeting	10%
Total	100%

The District reserves the right to select outright a single Proposer, and to waive the finalists’ state of the evaluation process in the event a Proposer has total points scored significantly higher than all the other Proposers responding to this RFP. The District in its sole discretion may accept or reject any or all responses to this RFP and may waive all formalities, technicalities and irregularities. All bidders are placed on notice that award of the RFP will be based upon the products and services best suited to the District. The sole judgment of the District on such matters shall be final. The District has identified the factors itemized above under scoring criteria as critical to a company’s ability to effectively assist the District’s integration of technology. To be considered for evaluation, bidders must provide relevant responses to all sections of this RFP. (***100 evaluation points are possible***). A separate response is requested for

each criteria section. Appropriate labeling required. *(See details of each factor below and on the following pages).*

A. Pricing (All Eligible Equipment, Cabling, Installation and Warranty)

- Proposer must abide by the district's bid policy.
- Proposer must abide by the state of Mississippi bid laws.
- Proposer must provide specific price quotes for eligible services. The District reserves the right to select a combination of pricing, services and/or Proposer(s) that appears best suited to meet the needs of the District. Proposer must allocate to the extent that a clear delineation can be made between eligible and ineligible components. Proposer(s) must provide school campus bid totals, as well as total cost for the entire project.

B. Prior Experience with the School District

The District has also determined that a company's background, experience, and financial stability are essential for the success of a long-term relationship with its selected Proposer(s). Proposers responding to this RFP should include information about their company's experience, financial stability, and quality of services and products and satisfaction of their clients. A minimum of three (3) references (school districts preferred) should be included in bid document.

C. Personnel Qualifications, Professionalism & Scope of Work

The District is seeking (an) E-rate Proposer(s) that has the depth, breadth, and quality of resources necessary to complete all phases of a broad technology and service project. In addition, the timely availability of these resources and related support elements will be critical to project success. Describe the various resources from your company that will be made available to assist the District in the execution of its mission in performance of each scope of work (SOW). Provide resumes and related experience summaries to demonstrate the competencies and experience of typical personnel who would be assigned to the District program. Provide a list of industry standard certified employees and their certifications. Proposers must provide SOW and contract information for each school campus project being proposed

D. Management Integration w/ Current Network

The District requires a network that will continue to provide the District with a modern, efficient and reliable network to support bandwidth and data and provide all needed capabilities within the district school buildings. Reliability and high performance are key requirements of this networking plan, as the District network continues to support the technology needs of the future. Vendor's proposal provides interoperability with the current District environment. Seamless integration with the current network. Wireless management software must be able to successfully manage all access points from one "on-premise" management controller/solution.

E. Company provides all services (no sub-contractors)

The District is interested in providers that provide all components, installations and configurations for this RFP without sub-contractors.

F. Bid documentation includes Excel spreadsheets of all quoted equipment

The District requests that all bid/quote documentation also include Excel spreadsheets to allow for seamless upload to the E-Rate 471 application process.

**G. Mississippi Based Companies Attending Site Visit Meeting (K-12 Experience)**

The District is interested in providers that understand the technology, administrative, and instructional challenges facing today’s educators, children and administrators. The education environment is vastly changing with challenges that make technology decisions more important as they reach the District constituencies. The respondent must show that their solutions are sustainable within the framework of the District’s resources to implement and maintain ongoing operations and that future support is local and Mississippi based.

**STATEMENT OF QUALIFICATIONS FORMAT**

Please provide the following information in the same format prescribed by this questionnaire. Supplemental materials providing additional information may be attached, but the information requested below is to be provided in this format and sequence. Please provide succinct responses to the following questions and limit those responses to the page allowances set out in each item.

**1. FIRM INFORMATION: (LIMIT 1/2 PAGE)**

Name of Firm:

Address of Home Office and Address of Branch Office if Applicable:

Telephone Number(s):

Fax Number(s):

Form of Business Organization (Corporation, Partnership, Individual, Joint Venture, Other):

Year Founded:

Primary individual to contact:

**2. ORGANIZATION: (LIMIT 1/2 PAGE)**

2.1 How many years has your organization been in business in its current capacity?

2.2 How many years has your organization been in business under its present name? Under what other or former names has your organization operated?

2.3 If your organization is a corporation, answer the following: Date of incorporation, State of incorporation, President's name, Vice-President's name(s), Secretary's name, and Treasurer's name.

2.4 If your organization is a partnership, answer the following: Date of organization, type of partnership, if applicable, names of general partner(s).

2.5 If your organization is individually owned, answer the following: Date of organization, name of owner.

2.6 If the form of your organization is other than those listed above, describe it and name the principals.

**3. LICENSING: (LIMIT 1/2 PAGE)**

3.1 List jurisdictions in which your organization is legally qualified to do business and indicate registration or license numbers, if applicable.

3.2 List jurisdictions in which your organization's partnership or trade name is filed.

**4. EXPERIENCE: (LIMIT 2 PAGES)**



4.1 Describe your firm's experience with completing this scope of work for public entities, if any.

4.2 Provide a list of the public entities previously assisted with contact names and phones numbers.

5. FEES:

5.1 Based on the scope of work outlined herein please describe your firm's full price associated with the completion of this work for the Network Upgrade Project (RFP # 2021-22).

6. COORDINATION OF INSTALLATION

6.1 The Contractor shall be responsible for securing all permits and approvals necessary to complete the work (if required).

## **ADDITIONAL TERMS AND CONDITIONS**

### **A. CONTRACT TERM**

The term of the contract will begin when the school board approves and a **written contract** is signed by both the District and the vendor/bidder selected. The term of the contract award will begin July 1, 2021. Initiation of the contract is dependent on E-Rate funding, in the event E-Rate does not fund the project then the contract will be null and void. In addition, a Funding Commitment Decision Letter (FCDL) does not guarantee the District will proceed with this project and may only be able to proceed with portions of the project on a per school campus basis.

### **B. CONTRACT/PURCHASE ORDER TERMINATION**

The District shall reserve the right to terminate any contract/purchase order entered into as a result of the REQUEST FOR PROPOSAL at any time by giving thirty (30) days written notice of its intent to cancel. In the event the Proposer fails to carry out and comply with any of the conditions and agreements to be performed under the specifications, the District will notify the Proposer, in writing, of such failure or default. In the event the necessary corrective action has not been completed within a 10-day period, the Proposer must submit, in writing, why such corrective action has not been performed. The District reserves the right to determine whether or not such non-compliance may be construed as a failure of performance of the contract/purchase order.

### **C. LICENSING REQUIREMENTS**

The successful Proposer must keep himself informed of, and adhere to, all laws and ordinances governing any matter related to work performed under the resulting contract/purchase order. The successful Proposer will obtain all necessary licenses and permits, and will be aware of all labor conditions and agreements relating to the work specified in this document and shall make all provisions necessary to avoid any disputes which might arise from those conditions and agreements and shall be responsible for any delays, damages or extra costs caused by disputes.

### **D. SAFETY REQUIREMENTS**

It shall be the Proposer's responsibility to provide for the safety of workers and public in compliance with the requirements of insurance and public health and safety. The District requires

all workers on-site to have a company badge. A list of workers with current photograph must be provided to the school district's Technology Department throughout the life cycle of the project(s) that require installation or services

**E. INDEMNIFICATION**

The Proposer shall be responsible for all damage to persons or property that occurs as a result of his fault or negligence, or that of any of his employees, agents, or subcontractors. Proposer shall save and hold harmless the District and its School Board against any and all loss, cost, damage, claims, expense or liability in connection with the performance of the contract/purchase order. Any equipment or facilities damaged by the Proposer's operation shall be repaired and /or restored to their original condition, including cleaning and painting, at the Proposer's expense. The successful Proposer will assume the liability for all losses, damages (including loss of use), expenses, demands and claims in connection with or arising out of any injury or alleged injury to persons (including death), or damages or alleged damage to property, sustained or alleged to have been sustained in connection with or to have arisen out of the performance of the work by the Proposer, and his agents, and employees, including losses, expenses, or damages sustained by the District. The successful Proposer will undertake and agree to indemnify and hold harmless the District and its board, individually or collectively, and the officers, agents, and employees of the District and its Board, from any and all such losses, expenses, damages (including loss of use), and to pay all damages, judgments, costs and expenses, including attorney's fees in connection with said demands and claims resulting thereof. Any claims against the District must be filed within the State of Mississippi within the county of the District. The Proposer shall abide by the Federal Occupational Safety and Health Administration (OSHA) regulations that apply to work performed under this Request. The Proposer shall defend, indemnify, and hold the District free and harmless against any and all claims, loss, liability and expense resulting from any alleged violation(s) of said regulation (s) including but not limited to, fines or penalties, judgments, court costs, and attorney's fees.

**F. ATTORNEYS STATEMENT**

In the event that the District employs attorneys or incurs other expenses that it may deem necessary to protect or endorse its rights under this contract/purchase order, the Proposer agrees to pay the attorney's fees and expenses incurred by the District. If either party defaults in the performance of this agreement, the defaulting party shall pay the non-defaulting party responsible attorney's fees and court costs.

**G. NEGOTIATIONS**

The District reserves the right to have any additional terms and conditions incorporated into the agreement provided an authorized modification to the contract/purchase order is mutually agreed upon and duly executed by both parties.

**H. ORDER OF PRECEDENCE**

In the event of an inconsistency between the terms and conditions of the resulting contract/purchase order, the inconsistency shall be resolved by giving precedence in the following order: (1) The REQUEST FOR PROPOSAL, including the Scope of Work and Statement of Qualifications, and (2) Proposer Response.

## I. PROJECT START DATE

The District reserves the right to start the project on or after July 1, 2021, even if the project has not yet received funding. All pricing proposed will be considered valid.

## **SPECIFIC EQUIPMENT REQUIREMENTS & DETAILS**

**Please Note: School building drawings/maps showing network MDF and IDFs and additional details will be provided at the mandatory walkthrough along with additional equipment specification details.**

The following section provides more specific technical requirements/specifications for **RFP # 2021-22**. Nettleton School District has standardized our network equipment for ease of management and future growth on our district network. This is the reason specific network equipment (or equivalent) is being requested on this RFP. The District will standardize on **Cisco or equivalent network switches, Cisco SR, and LR ten gig modules or equivalent, Ruckus Access point or equivalent, and Fortigate or equivalent firewall equipment. The district will also be replacing 62.5 micron multimode fiber with OM3 multimode 6, 12 and 24 strands.** For installation of equipment for this project, all school sites will be open from 8:00AM to 4:00PM.

### **The awarded vendor will:**

- (1) Install and configure , network switches, access points , fiber and firewall and all other requested network equipment to support the network infrastructure and network backbone upgrade.
- (2) Install all needed cabling (fiber and/or copper) connections, patch cables and patch panels, to access points from indicated wiring closets on school building maps.
- (3) Test all fiber equipment across the district sites after installation.
- (4) Provide “ maps” of fiber locations in each school building to include the number of strands and location, MDF or IDF.
- (5) Submit a bid that includes the total price of the entire project AND must include a breakdown list of all equipment and cost of each in line item (*with total cost*) PER school site.
- (6) Provide a solution for the network switches to include fiber modules and other components necessary. (*See details below*)

### **Throughout the project if required by the District**

- Install and configure access points using existing or new cabling. If applicable to this project.
- Remove and replace all patch panels and wiring as needed to fit new enclosures.If applicable for this project.

- Remove all old network switches and re-install new switches as directed by Technology department
- Remove and replace patch cables with designing color codes provided by the technology department (see below) If applicable for this project.
- New switch configuration will be provided by the technology department prior to installation to enclosures.
- New fiber cables will be required as needed to support new SFP/SPF+ Switch Modules. Please note during site visit in documentation.
- Any additional patch panels or patch cables that were not noted by vendor during site visit will be provided by vendor unless requested by the District in writing stating additional cables or panel were added after site visit and contract awarded.
- Installation of enclosures may require re-positioning the cabinets in the closet. Please note in site visit documentation. If applicable for this project.
- Ensure all patch panels and cables are rated Category 6E. Also ensure all Fiber patch cables are replaced as needed to support new SFP/SPF+ Switch Modules. Please note in site visit documentation. If applicable for this project.
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### **Patch Cable Colors**

Color codes

- Data Drops/Other - Gray
- Access Points - Yellow
- UPS - Pink
- Firewall - Red
- Content Filter - Blue
- Server/SAN - Purple

### **Additional Network Equipment Specifications**

Nettleton School District requests Cisco 9200-24P and 48P switches. The switches will need three years smartnet warranty and network essentials software.

#### **Product highlights**

- Up to 48 ports of full **Power over Ethernet Plus** (PoE+) capability
- Resiliency with **Field-Replaceable Units** (FRU) and redundant power supply, fans, and modular uplinks
- Flexible downlink options with data, PoE+ or mGig
- Operational efficiency with optional **backplane stacking**, supporting stacking bandwidth up to 160 Gbps

- **UADP 2.0 Mini** with integrated CPU offers customers optimized scale with better cost structure
- Enhanced security with AES-128 **MACsec** encryption, **policy-based segmentation, and trustworthy systems**
- **Layer 3** capabilities, including OSPF, EIGRP, ISIS, RIP, and routed access
- Advanced network monitoring using **Full Flexible NetFlow**
- **Cisco Software-Defined Access (SD-Access):**
  - Simplified operations and deployment with policy-based automation from edge to cloud managed with **Cisco Identity Services Engine (ISE)**
  - Network assurance and improved resolution time through Cisco DNA Center
- **Plug and Play (PnP)** enabled: A simple, secure, unified, and integrated offering to ease new branch or campus device rollouts or updates to an existing network
- **Cisco IOS XE:** A Common Licensing based operating system for the enterprise Cisco Catalyst 9000 product family with support for model-driven programmability and streaming telemetry
- ASIC with programmable pipeline and micro-engine capabilities, along with template-based, configurable allocation of Layer 2 and Layer 3 forwarding, Access Control Lists (ACLs), and Quality of Service (QoS) entries

**Firewall:** The district will be upgrading the current firewall to a fortigate 501E FG-501E-BDL-950-60 or equivalent with a five year warranty. The firewall must meet or exceed the performance and capacity requirements listed below. Installation, and basic configuration needed for this project.

**Performance :** NGFW throughput: 5 Gbps, Threat protection throughput: 4.7 Gbps, IPS throughput (optimal traffic mix): 11 Gbps, Firewall throughput (512-byte UDP): 36 Gbps, IPS throughput (enterprise traffic mix): 5.2 Gbps, Firewall throughput: 33 Mpps, SSL inspection throughput: 6.8 Gbps, Firewall latency (64-byte UDP): 2 μs, Application control (AVC) throughput: 14 Gbps, VPN throughput (SSL): 5 Gbps, Firewall throughput (64-byte UDP): 32 Gbps, Firewall throughput (1518-byte UDP): 36 Gbps, CAPWAP throughput: 18 Gbps, VPN throughput (512-bit IPsec): 20 Gbps

**Capacity :** Virtual domains: 10, Maximum number of registered endpoints: 2000, Number of FortiToken devices: 1000, Concurrent SSL VPN users: 500, Firewall policies: 10000, Concurrent TCP sessions: 8000000, Gateway to gateway IPsec VPN Tunnels: 2000, Client to gateway IPsec VPN tunnels: 50000, New TCP sessions per second: 300000, Number of FortiAP devices: 512

**Network Modules:** The district will be upgrading all existing one gig sx modules to ten gig SR modules SFP-10G-SR=, LR modules SFP-10G-LR= Cisco or equivalent modules will be accepted as long as they are certified to work in Cisco switches. The quality of modules needed will be included in the equipment list at the required walkthrough.

**Access Points** Ruckus T310s, 120x30 deg, Outdoor 802.11ac Wave 2 2x2:2, 120 degree sector, dual band concurrent access point. One ethernet port, PoE input, DC input and USB port. Includes adjustable mounting bracket and five year warranty.