

South Park School District

Request for Proposal

South Park Elementary and High School Wireless Network Replacement

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South Park School District Request for a Wireless Network Proposal for E-rate Year 2019 (July 1, 2019 – June 30, 2020)

The South Park School District operates a network refresh program that requires the replacement of aging wireless access points deployed at South Park Elementary Center and High School. This program needs to address basic equipment obsolescence, and to the extent possible, provide the network infrastructure to support new ways for collaborative education to share resources and provide the network infrastructure to support the latest standards in wireless technology for South Park Elementary Center and High School to share resources and provide online services. The South Park School District Request for Proposal Wireless Network for E-rate Year 2018, requests bids for wireless access points and controllers for South Park Elementary Center and High School. Access points need to be replaced at a number of locations in the South Park Elementary Center and High School in E-rate Year 2019 which covers the period from July 1, 2018 through June 30, 2019. The South Park School District access point and switch replacement program's goal is to provide services to the South Park Elementary Center and High School that will support South Park School District's vision of collaborative education serving the needs over the next five years.

The South Park School District provides wireless services for student, faculty, and public access during district events. The need for wireless services grows in importance with the greater number of online tools and resources and having more internally managed computers connecting to a secure wireless network.

1. Overview of the South Park School District

The South Park School District operates and administers technologies, and related support services for education to public students from K to 12.

The shared technologies and services administered and supported by South Park School District at South Park Elementary Center and High School include:

- Bring Your Own Device (BYOD) bringing 1 to 2 devices for students and staff
- 1:1 initiative
- Approximately 1200 students and 100 faculty
- Management of 1500 PC's and laptops for students and faculty.
- Electronic collaboration system(s) including Google Apps for Education.
- Wireless networking including a public Wi-Fi network for district events.

2. Background of Network

South Park School District acquires, maintains, and manages the network that interconnect South Park Elementary Center and High School. Network responsibilities include:

- Internet access for all faculty and student computers.
- Internet filtering on all faculty and student computers as mandated by CIPA and the E-rate funding.
- Design and ongoing management of high speed and high availability network to link all points of service.
- South Park Elementary Center and High School has a wireless network that is designed to support both secure access as well as free public Wi-Fi.
- Management of network service providers including contract negotiation, billing, service level management, and repair management.
- Design and consulting support for local networks.
- File storage and reliable data backups.
- E-rate filing and administration.

In **2014**, South Park School District entered into an agreement with **Alcatel Lucent** to serve as the core link to all closets at South Park Elementary Center and High School. The Wide Area Network (WAN) link back to our district core consists of (2) 10Gbps links. South Park Elementary Center data network consists of 4 nodes that have a 10 Gbps link to switches per closet.

Within the school the network drops are EIA/TIA 568 (category 5e) wiring or better, although an unknown number of drops exist that may not meet that standard. The network layout consists of a MDF (master distribution facility), and 2 IDFs (intermediate distribution facility) located inside of South Park Elementary Center. The High School consists of MDF/IDF, and 3 additional IDFs.

The current network equipment at the edge is Alcatel-Lucent OS6450-P48 POE+ switches stacked and utilizing 10Gbps optics back to the Alcatel Core.

South Park School District utilizes Aruba and Alcatel-Lucent Access Points with an Alcatel-Lucent 4030 controller in each building.

3. Services Requested

The purpose of this RFP is to secure a wireless network to address the following;

- a. Replace older and additional wireless access points to support 802.11ac.
- b. Implement solutions that enhance management capabilities and support future technologies and services;

- c. Anticipate life cycles of product and technologies that could have an impact on a program over the next 3 years.

Our major goals include:

- a. Equipment (Standard Obsolescence)

The program should offer products that replace older model wireless access points. There are approximately 99 existing access points, with additional access points for increased capacity possible. The total number of devices will be finalized at time of contract signing, as quantities and locations may change. The new equipment must support the following standard features:

Wireless Equipment should support 802.11g/n/ac and ac wave 2 standard if available.

- The system should be Alcatel-Lucent or equivalent.
- The system should be only new not refurbished or reconditioned equipment.
- The system should be Wi-Fi Certified for 802.11g/n/ac. 802.11.ac wave 2 is desirable if available.
- Dual radio, 5-Ghz 802.11n/ac and 2.4 Ghz802.11g/n
- Each access point should have at least 1-gigabit Ethernet port.
- 802.3at Power over Ethernet (POE+)
- Each access point should support VLAN tagging on individual SSID's.
- Each access point should have the ability to switch radios from the 2.4 GHz spectrum to the 5 GHz spectrum.
- Local switching
- Each access point should be able to load balance traffic across all available radios.
- 3x3 or (4x4) MIMO
- Mounting brackets
- Identify warranties
- Software and firmware updates for 5 years bundled

- b. Centralized Management

The South Park School District seeks additional tools and technologies to better support the wireless network purchased through this RFP process.

Centralized management of proposed access points, including:

- Configuration management
- Global configuration changes
- Ability to load floor plans into the centralized management to create heat maps
- Monitoring capabilities for spectrum analysis and wireless intrusion detection/ protection
- Radio management that assigns channels, helps avoid RF interference
- Security options including WPA2, 802.1X with Radius secure authentication and

- rogue access point detection
- Auditing
- Ability to manage more than 64 access points

4. E-rate and General Requirements

South Park School District intends to apply for Category 2 E-rate funding for eligible wireless access points, switches and services. Bidders must meet the following terms and conditions and all E-rate requirements.

- a. Bidders must have an understanding of the E-rate modernization program, and E-rate Category 2 requirements specifically.
- b. The Bidder must have a valid Service Provider Identification Number (SPIN) and Federal Communications Commission Registration Number (FCCRN) and include this information in the bid. The South Park School District will not consider any proposals without a valid SPIN.
- c. Bidders must indicate their current status with the FCC and whether they have previously violated any E-rate requirements or have been “red-lighted” and if so, explain why.
- d. Bidders must submit their proposed contract with the bid response and must certify understanding that all services and terms of the final contract will be negotiated.
- e. Bidders must make known the terms of agreements or those dependencies the bidder has with any third party that could potentially prevent them from providing the products and/or service levels being proposed.
- f. Contracts may be dependent on the South Park School District’s ability to secure funding through the Federal Universal Service Fund (E-rate) program and the Regional Asset District.
- g. The Bidder must agree to comply with all other requirements of the Federal Universal Service Fund (E-rate) program. Any program violations that are the fault of the Bidder, and not the South Park School District, will be the responsibility of the Bidder to resolve and the Bidder agrees to be solely responsible for any costs related to such violations.
- h. The South Park School District will consider partial bids and reserves the right to unbundle any or all proposals and award multiple contracts based on price, availability, and products when, in South Park School District’s judgment, it best serves the district. The South Park School District reserves the right to seek additional or fewer quantities than provided in this RFP.
- i. This RFP is made without any previous agreement with any other person, firm or corporation making a bid for the same purpose, and is in all respect fair and without collusion or fraud.
- j. The South Park School District reserves the right to alter or cancel the South Park School District Request for a Wireless Network Proposal for E-rate Year 2019 at any

time.

- k. The South Park School District reserves the right to reject any and all proposals for any reason.
- l. Proposals submitted in response to this RFP shall become the property of South Park School District. South Park School District will share all proposals with internal staff and board members. All proposals received shall remain confidential, with the exception of any information disclosed through the E-rate program, or when South Park School District is legally required.

5. Proposal Process

a. Proposal Delivery

- I. RFPs should be received no later than 9:00 AM ET on March 26th, 2019.**
- II. In an effort to limit the impact on our natural resources, we ask that all RFPs be submitted via email to:

Chelsea Campolongo
South Park School District
chelsea.campolongo@sparksd.org

- b. For questions or comments regarding this RFP process or the RFP documents, please submit your questions or comments in email. You may submit requests for information and/or clarification in writing until 4:00 pm Monday, March 18th, 2019. If it becomes necessary for South Park School District to revise any part of this RFP, or to provide clarification or additional information after the documents are released, South Park School District will post addendums to the EPC Portal.

Please submit questions via email to:
Ray Whitney
South Park School District
ray.whitney@sparksd.org

- c. This RFP is referenced as "SPSD 2019-20 Network Project". This application designation should be included in the subject line of all inquiries and RFP submissions.

d. **Proposal Preparation Instructions**

I. **Cover Letter** (maximum 1 page)

II. **Proposal Summary**

Please summarize your response and your company's qualifications. Additionally, you may use this section at your discretion to articulate why your company's products and services are uniquely suited for enterprise networking.

III. **Services Requested**

Response to the goals outlined under section Services Requested. These include:

- Creation of a program to replace the wireless network at South Park Elementary Center campus. This program is currently estimated to replace **99** APs. The total number of access points will be finalized at time of contract signing, as quantities and locations may change.
- A mandatory walk through/site survey is required of the facility for determination of quantities and locations of Access Points. Heat maps are to be provided to the district from the survey. The site survey will not be a cost charged to the district.
- Additional features and functionality of proposed products that enhance the delivery of existing or new services to South Park Elementary Center. These could include things like centralized management, heat maps, detection of interference devices and rogue access points.
- Access points must be engineered to obtain maximum performance using techniques such as installing them below the tile on the ceiling grid, avoiding light fixtures, etc.
- Wireless must be capable of handling 1000-2000 devices. Capacity to include 60 devices per room in multiple adjacent rooms. End to end coverage.
- Any additional applicable wiring for access points using Cat 6 or 6A cabling, if necessary.
- The plan for equipment must include new, not refurbished or remanufactured equipment
- Documentation supporting the estimated life cycle of proposed products and product families, warranties and maintenance contracts, and any other information that would support an ongoing replacement program.
- This particular 470/RFP does NOT seek to replace the approximately 99 Alcatel-Lucent wireless network currently deployed in South Park Elementary Center. Proposals should focus on the estimate of potential

access points.

- Installation, activation and configuration of the Access Points, and wireless network switches must be completed by the vendor and configured to South Park School District standards.

IV. Cost Proposal

Pricing tables must be included for services as proposed by the vendor.

Additionally, the cost proposal should address the following points:

- Vendors should provide separate pricing schedules for each component you are responding to: access points, software, and installation. **It is the South Park School District's expectation that proposed prices will be honored throughout the term of a negotiated agreement.**
- Vendors may choose to respond to partial or complete solutions. The South Park School District welcomes cost-effective alternatives to products or designs which the vendor deems to be worthy of consideration. In cases where an alternative is being suggested, we request that you provide the rationale for the alternative.
- Please list all one-time charges and fees, such as for installation. Installation costs must be broken out by building.
- Please describe your preferred pricing strategy for the products and services you would propose.
- Please identify if you are bidding on any other services from a South Park School District 470 application for E-rate year 2019, and if there is any impact on how you priced your response to this RFP.
- Please list any optional or supplementary products or services you are proposing and the benefit to the South Park School District, and how they would be priced.
- Please indicate the assumptions you used to develop the pricing strategy, or any other part of your proposal.

V. Requirements

Response to each of the terms and conditions identified in the section *E-rate and General Requirements*

VI. Client References

The South Park School District would like 3 references from the vendor. Please supply the following information for each reference:

- Name of company.
- Number of employees.
- Contact name and phone number.
- Approximate number of locations.
- Approximate number of computers.

- Vendor products currently in use.
- d. **Basis of Award** - Awards will be granted to the most cost-effective solution(s) that best meet the goals of a developing network equipment replacement program. In keeping with the guidelines of E-rate, price will be the most heavily weighted factor, but not the sole factor in evaluating proposals. Other factors of consideration may include, but are not limited to the quality of the technical solution. The customer does not guarantee any award of contract by submitting a RFP.
 - e. The South Park School District will not be liable in any way for any costs incurred by Vendors in the preparation of their proposals in response to this RFP nor for the presentation of their proposals and/or participation in any discussions or negotiations.
 - f. Vendors must submit proposals that are complete, thorough and accurate. Brochures and other similar material may be included, but should be relevant to the RFP.