

**PIKE COUNTY SCHOOLS
101 WEST LOVE STREET
TROY, AL 36081**

REQUEST FOR PROPOSAL

FOR

CYBERSECURITY PILOT PROJECT

RFP NO.: 25-003
DATE DUE: 05/01/2025

Technical questions about the specifications or this RFP request should be addressed to:

Stephanie Snyder
Technology Director
101 W. Love St
Troy, AL 36081
Phone: 334-566-1850 ext 81115
Fax: 334-566-6937
Email: ssnyder@pikecountyschools.com

Introduction

Objective

The Pike County Board of Education (hereinafter referred to as "The Customer") has been selected as a pilot district for the Schools and Libraries Cybersecurity Pilot Program. The Customer will use the cybersecurity funds to help reduce the management complexity of our network and achieve more uptime for users.

The Customer herewith requests proposals for these services as described in the attached specifications from interested companies (hereinafter known as "The Vendor"). The Vendor must submit an RFP for all areas and show an integrated approach with respect to services and support. The Customer requests that quotes be itemized with the separation of services/equipment broken out by location. The Customer requires that any proposal include seamless conversion of all existing data. The Customer reserves the right to reject all proposals, waive any technicalities, and award all or part of the contract in a manner that is in the best interest of the Pike County School Board.

The term of the contract shall be for a period of 3 years, renewable each year, beginning on the date the final pilot application is approved by USAC. The contract may be cancelled with thirty days prior written notice.

All aspects of this project must comply with the Federal Communication Commission's competitive RFP requirement for Universal Service Fund (USF) support and services.

Other information may be made available to interested persons by contacting the Technology Director.

Technical Contact and Contract Manager for this RFP is:

Stephanie Snyder
Technology Director
101 W. Love St
Troy, AL 36081
Phone: 334-566-1850 ext 81115
Fax: 334-566-6937
Email: ssnyder@pikecountyschools.com

Schedule of Events

The following is the required schedule of events for this project. The schedule may change depending on the results of the responses and a final schedule will be established prior to contracting with the successful Vendor.

Event	Date
1. Release of RFP	04/01/2025
2. Deadline for Proposal Submission	05/01/2025 at 3:00 pm
3. Public Bid Opening	05/02/2025 at 8:30 am
4. Evaluation of Responses by committee	05/02/2025 at 9:00am
5. Determine feasibility and funding	05/12/2025 – Board Meeting
6. Installation to begin on or after	Final Pilot Application Approved by USAC

Locations to be included in the proposal:

School Name & Location	School Name & Location
Pike County Board of Edu – District Office 101 W Love St Troy, AL 36081	School Operations & Technology Center 317 Montgomery St Troy, AL 36081
Alternative Learning Center 122 Dean St Troy, AL 36081	Troy-Pike Center for Technology 285 Gibbs St Troy, AL 36081
Goshen High School 101 Eagle Circle Goshen, AL 36035	Goshen Elementary School 23 County Rd 2238 Goshen, AL 36035
Pike County High School 552 S Main St Brundidge, AL 36010	Pike County Elementary School 186 Hillcrest Court Brundidge, AL 36010
Banks School 9769 N US Hwy 29 Banks, AL 36005	Technology & Student Services Annex 111 Williams St Troy, AL 36081
Center for Advanced Academics & Accelerated Learning (CA ³ L) 205 Mockingbird Lane Troy, AL 36081	Any future locations/building that may be added in the future

Basis of Award

In keeping with the guidelines of USAC, this RFP will be awarded to the most cost-effective provider. Prices will be the primary factor, but not necessarily, the sole factor in evaluating the RFP's. Other factors of consideration will be:

1. Prior experience with e-rate and service being provided, including past performance.
2. At least 3 references from school systems (preferably in-state) of similar size and scope using your product & services.
3. Sample network topology maps produced by your product
4. Integration with all current products owned by The Customer
5. Ability to monitor the network and respond to threats
6. Real-time/Web-based platform
7. Flexibility of reporting on locations/schools by IP Address ranges
8. Valid SLD spin number

The customer does not guarantee any award of contract by submitting an RFP.

These factors will be utilized in weighing the RFP responses as follows:

Factor	Weight
Price of eligible products & services	35%
Prior Experience/Customer Satisfaction/References	10%
Topology Mapping	15%
Integration with current products	15%
Quality & Completeness of proposed solution (proposal meets all specifications)	15%
Web-based Platform	5%
Flexibility to report on separate locations/schools	5%
TOTAL	100%

Specifications of Services to be included:

Specifications are not intended to eliminate any reputable manufacturer, brand, or bidder. Reference to manufacturers, brand names, suppliers catalog numbers, etc. is intended to set quality standards and does NOT exclude bids from others if quality standards are met. Pictures, descriptions, and specifications shall accompany all bids.

Background and basic description of the requirement: The Customer has a Tech Team that is a 2-man operation with limited time to work on cybersecurity tasks. The Customer has been selected to participate in the School & Libraries Cybersecurity Pilot Program. The Customer plans to purchase a cybersecurity tool to help with the following issues:

- 1) Create an accurate and up-to-date network topology map to understand our network's physical and logical topology. This includes identifying all devices, connections, and dependencies.
- 2) Have a way to continuously monitor network performance and security to detect and respond to potential threats in real time.
- 3) Identify and address vulnerabilities in our network to prevent exploitation by attackers.
- 4) Ensure that only authorized individuals have access to our network and its resources.
- 5) Prepare for and respond to security incidents effectively to minimize damage and recover swiftly.
- 6) Establish and enforce security policies and ensure that our staff are trained on the best practices.
- 7) Continuously assess and improve network security measures.
- 8) Required to provide proof that the product can integrate with our current products such as Microsoft AD and Azure (we have 2 domains, 1 for Staff and 1 for Students), Extreme Wireless Access Points, Extreme switches, Cisco switches, Meraki switches, Radius server for Wifi, SCCM server, Palo Alto Firewall, Yealink phones on PBX server hosted by AMBIT.
- 9) We prefer a web-based dashboard that has role-based access, unlimited users, and collects real-time data.
- 10) Would prefer that the tool has the capability to pull our Asset Tag names into the program.

- 11) Require that the program provides information such as switch model, firmware version, location information, how many ports are being used, how many and what type of devices are plugged into the switch.
- 12) Program should be able to report on each location. We want the tool to place each school/location into its own container. We would provide the IP address range for each location and expect discovery information for each location.
- 13) All pricing must include installation, setup, configuration, and maintenance fees. When installation is complete, vendor's connectivity equipment must be connected to the existing Customer network.
- 14) The solution should include licensing for any management software or cloud licenses. The vendor shall supply all licensing for management software and/or cloud licensing costs. Licensing and support should be included for a minimum of 3 years.
- 15) Vendor should list warranty coverage and any additional cost for warranties as well as any recurring operating costs for updating and maintaining the system and accessing support for a 3-year period.
- 16) Vendor must provide a toll-free number and email address for technical support Monday – Friday 7:00 am – 5:00 pm as a minimum.
- 17) Vendor's equipment and network must meet industry standards for Quality of Service (QOS) with no additional cost or required upgrades to ensure effective operation and handling of any current and future traffic.
- 18) Vendor must provide information on any Specializations and Certifications of your company and employees to design, implement, and install the equipment proposed in your solution.
- 19) Vendor must provide three references, preferably AL customers, of comparable size and scope with a summary of services provided.

By purchasing a tool that will help with network topology mapping and monitoring capabilities, we will create a robust cybersecurity plan for Pike County Schools that will enhance visibility on our network, improve threat detection, and ensure a proactive approach to network security.

Response Submission

Responses to this RFP must be submitted in sealed packages and delivered to 101 W. Love Street, Troy, AL no later than 3:00 pm on May 1, 2025, so that this RFP complies with the Federal Communication Commission's competitive RFP requirement for Universal Service Fund (USF) support and services. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner. The Customer will reject all late arrivals. The Vendor must submit three (3) copies of the response along with any required supporting documentation. **“CYBERSECURITY PILOT PROJECT RFP Response” should be clearly marked on the face of the envelope containing the RFP number along with the deadline date of May 1, 2025.** Failure to comply with this may cause the RFP to be misdirected and therefore not to be considered. Responses must be for the entire project. No substitutions or partial RFP's will be allowed. Oral, telephone, faxed or telegraphic RFP's shall not be considered, nor will modifications of RFP's by such communication be considered. The completed RFP form shall be without erasures or alterations. Signatures on the proposals shall be in longhand and executed by an individual duly authorized by The Vendor to make a contract. RFP's made out in pencil will NOT be accepted. RFP must be notarized

A Bid Bond in the form of a bond from an approved bonding agency or company, or cashers check for \$500 must accompany vendors bid in sealed envelope. All bonds from vendors not receiving the award will be returned to the vendor within 30 days. Awardees bond will be returned upon commencement of acceptable services as described herein. Make bond payable to the Pike County Board of Education.

Costs Associated with Preparation of the Vendor's Response

The Customer will not be liable for any cost incurred by the respondents in preparing responses to this RFP or negotiations associated with award of a contract.

Special Conditions

This facility is an educational facility that provides educational services to the students of the Customer. As such, activities in each building are critical to the providing of services to the students and shall not be interrupted by The Vendor's work activities when possible. Computer and cabling systems will not be taken off-line (unless otherwise required) or removed from service during normal school hours. Arrangements must be made in advance by The Vendor to coordinate any such activities. The Vendor will be required to work around the conditions listed above as well as working with The Customer's staff to minimize disruption to normal Customer activities. Networks and Internet Access shall not be interrupted for routine maintenance without prior notification and scheduling through the point of contact.

Interpretation and Changes

The intent of this RFP is to communicate the Customers requirements to any qualified and interested vendor. Our intention is to receive RFP's for the Pike County School System as previously stated in this RFP. The Customer may make corrections, or changes to the RFP. If the customer makes changes or corrections to the RFP, it will be via a written ADDENDUM. Interpretations, corrections, or changes to the RFP made in any other manner will not be binding, and The Vendor shall not rely upon such interpretations, corrections, or changes. Addendums will be issued as expeditiously as possible via the District's website at www.pikecountyschools.com (Departments/ Technology/ Technology Documents/ RFP Folders). It is the Vendor's responsibility to check the website and to determine whether all addendums have been received.

Questions

Questions concerning this RFP should be directed to the Technology Director in the form of email only. Questions can be emailed to Stephanie Snyder at ssnyder@pikecountyschools.com **no later than 2:00pm CST on Friday, April 18, 2025**. All questions/answers will be post to the Pike County Board of Education website. Visit www.pikecountyschools.com and click on the following (Departments / Technology / Technology Documents / RFP Folder).

Proposal Binding Period

Prices quoted in The Vendor's response for all services and equipment will remain in effect for a period of at least 120 business days from the issuance date of The Vendor's response. The Vendor must understand that the customer will use e-rate discounts for these services, in which case, within applicable filing window for submitting the response to the RFP the customer will submit SLD form 471 for funds based upon the pricing submitted by the Vendor. The SLD funding cycle may take as long as 12-18 months. In the event funding is not available, the RFP will become void.

Omissions

- Omissions in the proposal of any provision herein described shall not be construed as to relieve The Vendor of any responsibility or obligation to the complete and satisfactory delivery, operation, and support of all equipment or services.
- If a bid differs in any way from the bid specifications, the bidder must list the differences on the bid proposal form telling exactly where and how the bid deviates from said specifications. If no exceptions are listed on the bid, it will be presumed the bidder proposes to meet the specifications in every respect; and if awarded the contract, performance on this basis will be required.

Vendor Registration and Compliance with the Schools and Libraries Corporation

The Vendor must provide proof of registration with the Schools and Libraries Division (SLD) a division of the Federal Communications Commission (FCC), for reimbursement under E-Rate guidelines and maintain a Green Light status with the FCC. If The Vendor fails to file the appropriate forms with the SLD or fails to receive an SLD Vendor Number or fails to remain in good standing with FCC, the Pike County Board of Education is not responsible for the discounted portion of The Vendor's bill. The Vendor must generate an invoice for the USF portion of the bill in accordance with SLD regulations. Vendor is responsible for supplying SLD SPIN number with RFP.

Vendor Required Documentation for Schools and Libraries Division (SLD) Form 471 Filing

The Vendor must provide Item 21 Attachment documentation ready for filing for Universal Service Administrative Company (USAC), Schools and Libraries Division (SLD) Form 471. This document must list eligible and in-eligible costs associated with the products for each location.

Price Quotations

Price quotations are to include the furnishing of all materials, equipment, maintenance and training manual, tools, and the provision of all labor and services necessary or proper for the completion of the work.

The Pike County Board of Education is exempted from all sales and use taxes under the provisions of Title 40, Chapter 23, Section 4(15), Code of Alabama, 1975.

Contract prices and discounts shall be fixed at the time of contract award for a period of thirty-six (36) months. If The Customer desires to purchase additional services specified in the contract, purchases will be at the contract price.

Evaluation of Responses

The Customer may, at its discretion and at no fee to The Customer, invite any Vendor to appear for questioning during response evaluation for clarifying statements in the response. Each proposal will be evaluated based on criteria and priorities defined by the Pike County Board of Education. Proposals will first be screened based upon compliance with the base requirements.

The final awarding of this bid will be made by the Pike County Board of Education based on the recommendation from the Superintendent.

E-Verify – AL Immigration Law Compliance

The vendor that is awarded any contracts must comply with the Alabama Immigration Law. The vendor will be required to provide the following to the Pike County Board of Education:

1. Proof that you are in compliance with the immigration law by timely submitting a notarized Affidavit of Immigration Law Compliance and an E-Verify Memorandum of Understanding;
2. Provide a signed Alabama Immigration Law Compliance Contract
3. Provide your subcontractors notice of their compliance obligations and OBTAIN from each a notarized Affidavit of Immigration Law Compliance – Subcontractor.

The requirements above, imposed by H.B. 56, are “a condition for the award of any contract, grant, or incentive by the State of Alabama, any political subdivision thereof, or any state-funded entity to a business entity or employer that employs one or more employees (working in the State of Alabama). As a Contractor or Grantee, if you believe these obligations do not apply to you, please notify the Pike County Board of Education.

Required E-Verify documents can be found on the Pike County Schools website at www.pikecountyschools.com.

Equal Employment Opportunity

In connection with the execution of this Contract, The Vendors and subcontractors shall not discriminate against any employee or applicant for employment because of race, religion, color, sex, age, or national origin. The Vendors shall take affirmative action to ensure that minority and disadvantaged applicants are employed and employees are treated during their employment without regard to race, religion, color, sex, age, or national origin.

Right to Reject

The Customer reserves the right to accept or reject all proposals or sections thereof when the rejection is in the best interest of the Pike County Board of Education. The Customer reserves the right to award without further discussion. Therefore, responses should be submitted initially with the most favorable terms that The Vendor proposes. The Customer reserves the right to reject the proposal of a Vendor who has previously failed to perform properly or completed on time contracts of a similar nature; and to reject the proposal of any Vendor who in the opinion of the Customer is not in a position to adequately perform the contract.

The Customer reserves the right to reject any or all proposals; any part or parts of a proposal, waive any technicalities/informalities, increase or reduce quantities, make modifications or specifications, and award any or all of the contract in a manner that is in the best interest of Pike County Board of Education. Contracts will be awarded to The Vendor submitting the proposal determined to be in the best interests of the Pike County School System.

In event E-Rate funding is not approved by the SLD any/all contracts or agreements shall be null and void.

RFP Response Form

RFP# 25-003

Vendors must use the following form to quote its price:

**TO: Pike County Board of Education
101 W. Love Street
Troy, AL 36081**

VENDOR:

Name of Firm

Mailing Address

City, State, Zip Code

E-Rate SPIN

Operating as an individual corporation organization and existing under the laws of
_____ALABAMA_____, or a Partnership, or a joint venture consisting of

_____.

***** REMINDER** - Provide all pricing information in Item 21 Attachment format ready for filing for Universal Service Administrative Company (USAC), Schools and Libraries Division (SLD) Form 471. This document(s) **must list eligible and in-eligible costs** associated with the products for **each location**. Include recurring costs for up to 3 years.

Required Pricing Proposal Format:

- A) Monthly Cost \$ _____ x 12 months = Annual Cost \$ _____
- B) Installation or Set-up costs (be specific if these charges are monthly, annually, or one time only costs) \$ _____
- C) Other Costs (if applicable) \$ _____
- D) Total Cost of Contract (3 years) \$ _____
- E) Total ELIGIBLE costs \$ _____
- F) Total INELIGIBLE costs \$ _____

Having carefully examined the invitation to bid prepared by Pike County Board of Education entitled **Cybersecurity Pilot Project, RFP Number 25-003**, and together with such addenda, if any, as listed hereafter, the undersigned hereby proposes and agrees to provide all components as specified in the attached Proposal Schedule, these sheets being a part of the Proposal, for the total price shown and under the terms of the attached proposal. **It is agreed that the undersigned has complied with all requirements concerning Vendor Qualifications, licensing, and with all other local, state, federal laws, and that no legal requirement has been violated in making or accepting this proposal in awarding a contract to him or in the delivery of products.** In submitting this proposal, it is understood that the right is reserved by the Customer to reject any or all proposals and waive all technicalities/informalities in connection therewith. It is also agreed that this proposal may not be withdrawn for a period of Ninety (90) days from the opening thereof.

The undersigned declares that the person or persons signing the Proposal is/are fully authorized to sign on behalf of the firm listed and to fully bind the firm listed to all of the conditions and provisions thereof. In view of the terms of this Invitation to RFP, the undersigned proposes to furnish all items for a total sum of:

Signature: _____

Title: _____

Date: _____

THIS RFP MUST BE NOTARIZED

Sworn and subscribed before me this

_____ day of _____

Notary Public

My commission expires: _____