



**Sterling Community School**  
251 Sterling Road  
Sterling, CT 06377

"Our mission is to foster a safe and engaging learning environment"

Telephone: (860) 564-2728  
Fax: (860) 564-1989  
Website: [www.sterlingschool.org](http://www.sterlingschool.org)

Theodore Friend, Superintendent  
Cory Luba, IT Director

Via E-mail

Melissa Postle

[melissa@foiaprofessionalservices.com](mailto:melissa@foiaprofessionalservices.com)

Re: FOIA Request [INT\_#22503]

Melissa,

This is in response to your electronic mail (e-mail) dated November 1st, 2022 under the Freedom of Information Act seeking electronic records related to Sterling Community School's E-Rate participation. We replied acknowledging this request on November 14, 2022 via electronic mail.

Your request seeks documents from E-Rate Application: SCS FY22 Wireless APs (470 Form Number: 220001315):

1. Copy of contract
2. Copy of all proposals submitted
3. Evaluator scoring sheets (if applicable)

In accordance with the Freedom of Information Act and district policies, the requested information has been provided following this correspondence. Please be advised that no evaluator scoring sheet was used in the selection process and the selection was made entirely based upon total cost and history with the vendor(s). The scope of work under this contract has no labor costs as district personnel mounted and installed equipment.

Sincerely,

Theodore Friend  
Superintendent  
Sterling Community School

# **Sterling Public Schools**

## **REQUEST FOR PROPOSAL (RFP)**

### **Wireless Access Points & Stacking Cables**

**Posting Date: October 13, 2021**

**Due Date: November 12, 2021  
1:00 PM**

**Request for Proposal  
Sterling Public Schools  
Custodial Service Proposal**

**SECTION I. INSTRUCTIONS**

**A. General Proposal Procedures**

1. A paper original of the proposal is due no later than November 12, 2021 at 1:00 PM, at which point the proposals will be opened.
2. To:

**Sterling Public Schools  
251 Sterling Road, Sterling, CT 06377  
Attn: Cory Luba**
3. The paper proposal shall be placed in a sealed envelope and clearly marked:

**Sterling Wireless Access Points and Switches**
4. The electronic RFP can be received by emailing: [cluba@sterlingschool.org](mailto:cluba@sterlingschool.org)
5. Any proposals received after the submission date will be considered void and unacceptable. Sterling Public Schools is not responsible for lateness of mail, carrier, etc. Changes and modifications to the proposal after the submission are not permitted but the District reserves the right to request alternate pricing based on need or interest.
6. The bid response must remain valid through December, 2021 to allow for Board of Education and department approval.
7. This RFP document will become an addendum to the contract that is signed with the awarded bidder. The bidder will assume responsibility for complying with the language of this RFP in regards to the wishes of the District.
8. This RFP will be paid for using E-Rate funding for the FY22 year, all applicants must be registered as a service provider on USAC. Services will be paid under SPI (Form 474).

## **B. Specifications**

**Please refer to the attached Scope of Service (Exhibits A and B)**

## **C. Evaluation Criteria/Proposal Selection**

1. All proposals issued shall be subject to evaluation by the Sterling Public Schools representatives. Evaluation criteria will include, in part:
  - Compliance to specifications
  - History & background of firm
  - Responses to references
  - Other items that may be deemed relevant to District representatives
2. The price calculation must include all expenditures not included in your proposal. The District will assume the bidder is liable for all expenses not identified in the proposal. End of contract fees must also be clearly identified, if they apply. This includes any potential removal of service fees.
3. Vender reliability and qualifications. Proposing bidders will be evaluated through references on their reliability and qualifications to properly maintain the school property.
4. Sterling Public Schools reserves the right to waive any irregularities in the proposal and to accept or reject any or all proposals, or portions thereof, or to accept other than low bid, if it deems such action to be in its best interests. Sterling Public Schools reserves the right to conduct discussions, request additional information and accept revisions of proposals from any or all bidders. Sterling Public Schools reserves the right to negotiate with the bidder whose proposal is deemed strongest by the Selection Committee. Sterling Public Schools reserves the right to make such investigations as deemed prudent to determine bidder's qualifications and eligibility, including but not limited to, requests for financial statements and company profiles.

## **SECTION II. SUBMITTAL**

### **A. Information/Questions**

Prospective bidders may request clarification of information contained in this RFP. All such requests must be received by the close of business (3:30 p.m.) on October 29, 2021.

A response to all written requests will be provided within one (1) business day after the receipt of such request. All inquiries must be submitted to:

**Attn: Cory Luba**

**Office phone: (860) 564-5794**

**Email: [cluba@sterlingschool.org](mailto:cluba@sterlingschool.org)**

### **B. Incurring Costs**

Any recipient of the RFP is responsible for any and all costs incurred by it or others acting on its behalf in preparing or submitting a proposal, or otherwise responding to the RFP, or any negotiations incidental to its proposal or the RFP.

## **SECTION III. INSURANCE**

Contractor shall purchase and maintain for the life of the contract insurance with limits of liability as required by law or as set forth below, whichever is greater.

- Worker's Compensation and Employer's liability at a minimum of \$500,000 or at statutory limits if greater.
- Commercial General Liability made on an Occurrence Form basis which includes at minimum the following types of coverage:
- Contractual liability, advertising and personal injury, products and completed operations, and an installation floater, showing limits of \$1,000,000 per occurrence, and a general aggregate limit of \$2,000,000.
- Sterling Public Schools shall be identified as an additional insured under the coverage. Certificates of insurance shall be on standard format acceptable to the District and shall be filed with the District before commencing the contract. These certificates shall contain a provision that coverage provided under the policies will not be canceled without at least thirty (30) days prior written notice given to the District. The Contractor shall require its subcontractors to maintain equivalent coverage. FERPA COMPLIANCE: The Contractor and its employees and agents agree to comply with the requirements of the Family Education Rights and Privacy Act (FERPA), 20 USC 1232g with respect to the confidentiality of student records and personally identifiable student information, including but not limited to the requirement not to disclose any student record or personally identifiable student information to any other party without the prior written consent of the student's parent or legal guardian or from an eligible student who has reached majority age.

#### **SECTION IV. OTHER RELATED MATTERS**

The Sterling Public Schools is committed to prohibiting discrimination in employment on the basis of race, color, sex, age, religion, national origin, citizenship, height, weight, marital status, or handicap. These factors will not be improperly considered by the District in recruitment, examination, appointment, training, promotion, retention, salary determination, discipline, or any other conditions of employment.

The Bidder(s) and its subcontractors, as required by law, shall not discriminate against the employee or applicant for employment with the respect to hire, tenure, terms, conditions or privileges of employment, or a matter directly relating to employment, because of race, color, religion, national origin, age, sex, disability that is unrelated to the individual's ability to perform the duties of a particular job or position, height, weight, or marital status. Breach of this covenant may be regarded as a material breach of the Contract.

## **Attachment A Cost Sheet**

The bidder is to return as part of their response a completed copy of the Scope of Service (Exhibits A and B) provided.

All pricing is to be provided using this form. Bidder shall list any exception to the equipment specifications on a separate sheet and include their exception list with their proposal.

Any bidder that proposes an alternate proposal must also first submit a primary proposal that meets or exceeds the requirements specified.

All proposals must include:

The cost of our Wireless Access Points and Switches in-addition to accessories as indicated in Exhibit A and Exhibit B including:

The district has existing Cisco Meraki Access Points being utilized in the building. It is important that all items quoted remain compatible and can be managed under the same platform.

15x Cisco Meraki MR46 Access Points  
15x Cisco Meraki MR46 3Y Licenses  
2x Cisco Meraki MS120-8LP Switch  
2x Cisco Meraki MS 3Y Licenses  
4x Cisco Meraki 1M Stacking Cables  
16x Cisco Meraki 50CM Stacking Cables  
2x Cisco Meraki 3M Stacking Cables

Please provide the cost of equipment without any installation costs. School personnel will handle all installation and configuration of items listed.

Price: \_\_\_\_\_

**ATTACHMENT B**  
**Bidder References**

**Bidder's Name:** \_\_\_\_\_  
Print clearly or type

**Reference:**  
Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Contact Phone Number: \_\_\_\_\_

Contact Address: \_\_\_\_\_

**Reference:**  
Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Contact Phone Number: \_\_\_\_\_

Contact Address: \_\_\_\_\_

**Reference:**  
Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Contact Phone Number: \_\_\_\_\_

Contact Address: \_\_\_\_\_



## **ATTACHMENT C Service Information**

*Bidders are required to complete and return this section.* Please respond to the following inquiries:

1. How long has your company been serving commercial establishments?
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
2. What training (if any) does your company have specific to a school/district?
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
  
3. What additional value added services do you provide?

**ATTACHMENT D**  
**Authorized signature**

I have read and fully understand the above Request for Proposal (RFP).

I am a person in this firm having the authority to bind the firm in a contract.

**Authorized Signature:** \_\_\_\_\_

**Printed Name and Title:** \_\_\_\_\_

**Company Name:** \_\_\_\_\_

**Street Address:** \_\_\_\_\_

**City, State, Zip:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_  
**(Please Print Clearly)**

**Telephone Number:** \_\_\_\_\_

**Fax Number:** \_\_\_\_\_

**Email:** \_\_\_\_\_

## **ATTACHMENT E Checklist**

Bidders need to be certain that their proposal has met the specific inquiries of this RFP. They include, but are not limited to:

1. Have you clearly identified the training that comes with your proposal?
2. Have you clearly identified all costs associated with your proposal?
3. Have you identified any contractual difference in language?
4. Have you provided references?
5. Have you filled out the **Attachment A Cost Sheet**?



## FCC Form 470 – Funding Year 2022

Form 470 Application Number: 220001315  
SCS FY22 Wireless APs

### Billed Entity

STERLING COMMUNITY SCHOOL DISTRICT  
251 STERLING ROAD  
STERLING, CT 06377  
WINDHAM  
860-564-2728  
it@sterlingschool.org

### Contact Information

Cory Luba  
cluba@sterlingschool.org  
860-564-2728 ext.2226

**Billed Entity Number:** 5594

**FCC Registration Number:** 0011952967

### Application Type

**Applicant Type:** School District

**Recipients of Services:** Public School; Public School District

**Number of Eligible Entities:** 1

### Consulting Firms

Name	Consultant Registration Number	Phone Number	Email

### Consultants

Name	Phone Number	Email

### RFPs

Id	Name
119099	FY22 RFP Sterling Wireless_Switches

### Category One Service Requests

Service Type	Function	Function Other Description	Minimum Capacity	Maximum Capacity	Entities	Quantity	Unit	Installation and Initial Configuration?	Associated RFPs

### Description of Other Functions

Id	Name

### Narrative

### Category Two Service Requests

Service Type	Function	Manufacturer	Manufacturer Other Description	Entities	Quantity	Unit	Installation and Initial Configuration?	Associated RFPs
Internal Connections	Wireless Access Points and Necessary Software and Licenses	Cisco Systems or equivalent			15	Each	No	119099

Service Type	Function	Manufacturer	Manufacturer Other Description	Entities	Quantity	Unit	Installation and Initial Configuration?	Associated RFPs
Internal Connections	Switches and Necessary Software and Licenses	Cisco Systems or equivalent			2	Each	No	119099
Internal Connections	Cabling	Cisco Systems or equivalent			22	Feet	No	119099

**Description of Other Manufacturers**

<b>Id</b>	<b>Name</b>
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<b>Narrative</b>
Sterling Community School is seeking 15 Meraki Access Points, 2 Switches, and 22 Stacking Cables to upgrade the existing infrastructure being used in the school district.

**Technical Contact**

Cory Luba  
 Director of Technology  
 860-564-2728 ext.2226  
 cluba@sterlingschool.org

**State and Local Procurement Restrictions**

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**Billed Entities**

<b>Billed Entity Number</b>	<b>Billed Entity Name</b>
5594	STERLING COMMUNITY SCHOOL DISTRICT

**Certifications**

I certify that the applicant includes:

I certify that the applicant includes schools under the statutory definitions of elementary and secondary schools found in the No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801 (18) and (38), that do not operate as for-profit businesses, and do not have endowments exceeding \$50 million.

Other Certifications

I certify that this FCC Form 470 and any applicable RFP will be available for review by potential bidders for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted will be carefully considered and the bid selected will be for the most cost-effective service or equipment offering, with price being the primary factor, and will be the most cost-effective means of meeting educational needs and technology goals.

I certify that I will retain required documents for a period of at least 10 years (or whatever retention period is required by the rules in effect at the time of this certification) after the later of the last day of the applicable funding year or the service delivery deadline for the associated funding request. I certify that I will retain all documents necessary to demonstrate compliance with the statute and Commission rules regarding the form for, receipt of, and delivery of services receiving schools and libraries discounts. I acknowledge that I may be audited pursuant to participation in the schools and libraries program.

I certify that I have reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that I have complied with them. I acknowledge that persons willfully making false statements on this form may be punished by fine or forfeiture, under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001.

I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their participation in the schools and libraries support mechanism are subject to suspension and debarment from the program.

I certify that the services the applicant purchases at discounts provided by 47 U.S.C. § 254 will be used primarily for educational purposes, see 47 C.F.R. § 54.500, and will not be sold, resold or transferred in consideration for money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. § 54.513. Additionally, I certify that the entity or entities listed on this form have not received anything of value or a promise of anything of value, other than services and equipment sought by means of this form, from the service provider, or any representative or agent thereof or any consultant in connection with this request for services.

I acknowledge that support under this support mechanism is conditional upon the school(s) and/or library(ies) I represent securing access, separately or through this program, to all of the resources, including computers, training, software, internal connections, maintenance, and electrical capacity necessary to use the services purchased effectively. I recognize that some of the aforementioned resources are not eligible for support. I certify that I have considered what financial resources should be available to cover these costs. I certify that I am authorized to procure eligible services for the eligible entity(ies). I certify that I am authorized to submit this request on behalf of the eligible entity(ies) listed on this form, that I have examined this request, and to the best of my knowledge, information, and belief, all statements of fact contained herein are true.

#### NOTICE:

In accordance with Section 54.503 of the Federal Communications Commission's ("Commission") rules, certain schools and libraries ordering services that are eligible for and seeking universal service discounts must file this Description of Services Requested and Certification Form (FCC Form 470) with the Universal Service Administrator. 47 C.F.R. § 54.503. The collection of information stems from the Commission's authority under Section 254 of the Communications Act of 1934, as amended. 47 U.S.C. § 254. The data in the report will be used to ensure that schools and libraries comply with the competitive bidding requirement contained in 47 C.F.R. § 54.503. Schools and libraries must file this form themselves or as part of a consortium.

An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB control number.

The FCC is authorized under the Communications Act of 1934, as amended, to collect the information requested in this form. We will use the information you provide to determine whether you have complied with the competitive bidding requirements applicable to requests for universal service discounts. If we believe there may be a violation or a potential violation of any applicable statute, regulation, rule or order, the information you provide in this form may be referred to the Federal, state, or local agency responsible for investigating, prosecuting, enforcing, or implementing the statute, rule, regulation or order. In certain cases, the information you provide in this form may be disclosed to the Department of Justice or a court or adjudicative body when (a) the FCC; or (b) any employee of the FCC; or (c) the United States Government is a party of a proceeding before the body or has an interest in the proceeding. In addition, information provided in or submitted with this form, or in response to subsequent inquiries, may also be subject to disclosure consistent with the Communications Act of 1934, FCC regulations, the Freedom of Information Act, 5 U.S.C. § 552, or other applicable law.

If you owe a past due debt to the federal government, the information you provide in this form may also be disclosed to the Department of the Treasury Financial Management Service, other Federal agencies and/or your employer to offset your salary, IRS tax refund or other payments to collect that debt. The FCC may also provide the information to these agencies through the matching of computer records when authorized.

If you do not provide the information we request on the form, the FCC or Universal Service Administrator may return your form without action or deny a related request for universal service discounts.

The foregoing Notice is required by the Paperwork Reduction Act of 1995, Pub. L. No. 104-13, 44 U.S.C. § 3501, et seq.

Public reporting burden for this collection of information is estimated to average 3.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, completing, and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information,

including suggestions for reducing the reporting burden to the Federal Communications Commission, Performance Evaluation and Records Management, Washington, DC 20554. We also will accept your comments via the email if you send them to PRA@FCC.gov. DO NOT SEND COMPLETED WORKSHEETS TO THESE ADDRESSES.

**Authorized Person**

Cory Luba  
STERLING COMMUNITY SCHOOL DISTRICT  
251 STERLING ROAD  
STERLING, CT 06377  
WINDHAM  
860-564-2728 ext.2226  
cluba@sterlingschool.org

**Certified Timestamp**

10/13/2021 09:29 AM EDT



## Description of Services Ordered and Current FCC Form 471

### FCC Form 471

#### Application Information

**Nickname** Sterling FY22 APs Switches and Stacking Cables  
**Application Number** 221003086  
**Funding Year** 2022  
**Category of Service** Category 2

#### Billed Entity

STERLING COMMUNITY SCHOOL DISTRICT  
 251 STERLING ROAD STERLING CT 06377  
 860-564-2728  
 it@sterlingschool.org

#### Contact Information

Cory Luba  
 860-564-2728  
 cluba@sterlingschool.org

**Billed Entity Number** 5594  
**FCC Registration Number** 0011952967  
**Applicant Type** School District

**Holiday/Summer Contact Information** 8609175443 - Cell

#### Entity Information

##### School District Entity - Details

BEN	Name	Urban/Rural	State LEA ID	State School ID	NCES Code	School District Attributes	How does the district report its student count for Category Two budget?	Total Student Count for Category Two Budget	Endowment
5594	STERLING COMMUNITY SCHOOL DISTRICT	Rural	0904350	1360311		Public School District	A number for each school in the district	330	None

#### Related Entity Information

##### Related Child School Entity - Details

BEN	Name	Urban/Rural	State LEA ID	State School ID	NCES Code	Alternative Discount	School Attributes	Total Students for C2 Budget	Endowment
122433	STERLING COMMUNITY SCHOOL	Rural		1360311		None	Public School	330	None



### Related Child School Entity - Discount Rate Calculation Details

BEN	Name	Urban/ Rural	Number of Students	Students Count Based on Estimate	CEP Percentage	CEP Base Year
122433	STERLING COMMUNITY SCHOOL	Rural	400	N/A		

### Discount Rate

School District Enrollment	School District NSLP Count	School District NSLP Percentage	School District Urban/Rural Status	Category One Discount Rate	Category Two Discount Rate
400	141	35.0%	Rural	70%	70%

## Funding Request for FRN #2299002810

**Funding Request Nickname:** Sterling APs, Switches, and Stacking Cables

**Service Type:** Internal Connections

### Agreement Information - Contract

<b>Contract Number</b>		<b>Account Number</b>	NA
<b>Establishing FCC Form 470</b>	220001315	<b>Service Provider</b>	Custom Computer Specialist, Inc. (SPN: 143004965)
<b>Was an FCC Form 470 posted for the product and/or services you are requesting?</b>	Yes	<b>Based on State Master Contract?</b>	No
<b>Award Date</b>	December 15, 2021	<b>Based on a multiple award schedule?</b>	No
<b>How many bids were received for this contract?</b>	2	<b>Includes Voluntary Extensions?</b>	No
<b>What is the service start date?</b>	July 01, 2022	<b>Remaining Voluntary Extensions</b>	
		<b>Total Remaining Contract Length</b>	
		<b>What is the date your contract expires for the current term of the contract?</b>	June 30, 2023

Document Name	Document Description
Sterling Community School E-Rate 2022 signed contract.pdf	Signatures Page

### Pricing Confidentiality

**Is there a statute, rule, or other restriction which prohibits publication of the specific pricing information for this contract?** No

**Narrative** Sterling Community School is seeking additional Access Points and Switches to improve wireless connectivity throughout the building.

**Line Item # 2299002810.001**

**Product and Service Details**

<b>Type of Internal Connection</b>	Wireless Data Distribution	<b>Type of Product</b>	Access Point
<b>Make</b>	Cisco Systems	<b>Model</b>	MR46-HW
<b>Is installation included in Price?</b>	No	<b>Is the hardware for this FRN line item leased?</b>	No

**Cost Calculation for FRN Line Item # 2299002810.001**

<b>Monthly Cost</b>	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	Each
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

<b>One-Time Cost</b>	
One-time Unit Cost	\$659.29
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$659.29
One-time Quantity	x 15
Total Eligible One-time Costs	= \$9,889.35
<b>Summary</b>	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$9,889.35
Pre-Discout Extended Eligible Line Item Cost	= \$9,889.35

**Recipients of Services**

<b>Entity #</b>	<b>Entity Name</b>
122433	STERLING COMMUNITY SCHOOL

**Line Item # 2299002810.002**

**Product and Service Details**

<b>Type of Internal Connection</b>	License	<b>Type of Product</b>	License
<b>Make</b>	Cisco Systems	<b>Model</b>	LIC-ENT-3YR
<b>Is installation included in Price?</b>	No	<b>Is the hardware for this FRN line item leased?</b>	No

**Cost Calculation for FRN Line Item # 2299002810.002**

<b>Monthly Cost</b>	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	Each
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

<b>One-Time Cost</b>	
One-time Unit Cost	\$123.81
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$123.81
One-time Quantity	x 15
Total Eligible One-time Costs	= \$1,857.15
<b>Summary</b>	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$1,857.15
Pre-Discout Extended Eligible Line Item Cost	= \$1,857.15

**Recipients of Services**

<b>Entity #</b>	<b>Entity Name</b>
122433	STERLING COMMUNITY SCHOOL

**Line Item # 2299002810.003**

**Product and Service Details**

**Type of Internal Connection**      Data Distribution

**Type of Product**                      Switch

**Make**                                      Cisco Systems

**Model**                                      MS120-8LP-HW

**Is installation included in Price?**No

**Is the hardware for this FRN line item leased?**No

**Cost Calculation for FRN Line Item # 2299002810.003**

<b>Monthly Cost</b>	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	Each
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

<b>One-Time Cost</b>	
One-time Unit Cost	\$446.53
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$446.53
One-time Quantity	x 2
Total Eligible One-time Costs	= \$893.06
<b>Summary</b>	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$893.06
Pre-Discout Extended Eligible Line Item Cost	= \$893.06

**Recipients of Services**

<b>Entity #</b>	<b>Entity Name</b>
122433	STERLING COMMUNITY SCHOOL



**Line Item # 2299002810.004**

**Product and Service Details**

**Type of Internal Connection** License

**Type of Product** License

**Make** Cisco Systems

**Model** LIC-MS120-8LP-3YR

**Is installation included in Price?**No

**Is the hardware for this FRN line item leased?**No

**Cost Calculation for FRN Line Item # 2299002810.004**

<b>Monthly Cost</b>	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	Each
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

<b>One-Time Cost</b>	
One-time Unit Cost	\$41.26
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$41.26
One-time Quantity	x 2
Total Eligible One-time Costs	= \$82.52
<b>Summary</b>	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$82.52
Pre-Discout Extended Eligible Line Item Cost	= \$82.52

**Recipients of Services**

<b>Entity #</b>	<b>Entity Name</b>
122433	STERLING COMMUNITY SCHOOL

**Line Item # 2299002810.005**

**Product and Service Details**

<b>Type of Internal Connection</b>	Cabling/Connectors	<b>Type of Product</b>	Connectors
<b>Make</b>	Cisco Systems	<b>Model</b>	MA-CBL-40G-1M
<b>Is installation included in Price?</b>	No	<b>Is the hardware for this FRN line item leased?</b>	No

**Cost Calculation for FRN Line Item # 2299002810.005**

<b>Monthly Cost</b>	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	Each
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

<b>One-Time Cost</b>	
One-time Unit Cost	\$90.89
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$90.89
One-time Quantity	x 4
Total Eligible One-time Costs	= \$363.56
<b>Summary</b>	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$363.56
Pre-Discout Extended Eligible Line Item Cost	= \$363.56

**Recipients of Services**

<b>Entity #</b>	<b>Entity Name</b>
122433	STERLING COMMUNITY SCHOOL

**Line Item # 2299002810.006**

**Product and Service Details**

**Type of Internal Connection**      Cabling/Connectors

**Type of Product**                      Connectors

**Make**                                      Cisco Systems

**Model**                                    MA-CBL-40G-50CM

**Is installation included in Price?**No

**Is the hardware for this FRN line item leased?**No

**Cost Calculation for FRN Line Item # 2299002810.006**

<b>Monthly Cost</b>	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	Each
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

<b>One-Time Cost</b>	
One-time Unit Cost	\$45.45
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$45.45
One-time Quantity	x 16
Total Eligible One-time Costs	= \$727.20
<b>Summary</b>	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$727.20
Pre-Discout Extended Eligible Line Item Cost	= \$727.20

**Recipients of Services**

<b>Entity #</b>	<b>Entity Name</b>
122433	STERLING COMMUNITY SCHOOL

**Line Item # 2299002810.007**

**Product and Service Details**

<b>Type of Internal Connection</b>	Cabling/Connectors	<b>Type of Product</b>	Connectors
<b>Make</b>	Cisco Systems	<b>Model</b>	MA-CBL-40G-3M
<b>Is installation included in Price?</b>	No	<b>Is the hardware for this FRN line item leased?</b>	No

**Cost Calculation for FRN Line Item # 2299002810.007**

<b>Monthly Cost</b>	
Monthly Recurring Unit Cost	\$0.00
Monthly Recurring Unit Ineligible Costs	- \$0.00
Monthly Recurring Unit Eligible Costs	= \$0.00
Monthly Quantity	x 0
Units	Each
Total Monthly Eligible Recurring Costs	= \$0.00
Months of Service	x 12
Total Eligible Recurring Costs	= \$0.00

<b>One-Time Cost</b>	
One-time Unit Cost	\$136.34
One-time Ineligible Unit Costs	- \$0.00
One-time Eligible Unit Cost	= \$136.34
One-time Quantity	x 2
Total Eligible One-time Costs	= \$272.68
<b>Summary</b>	
Total Eligible Recurring Costs	\$0.00
Total Eligible One-time Costs	+ \$272.68
Pre-Discout Extended Eligible Line Item Cost	= \$272.68

**Recipients of Services**

<b>Entity #</b>	<b>Entity Name</b>
122433	STERLING COMMUNITY SCHOOL



**FRN Calculation for FRN #2299002810**

<b>Monthly Charges</b>	
Total Monthly Recurring Charges	\$0.00
Total Monthly Ineligible Charges	- \$0.00
Total Monthly Eligible Charges	= \$0.00
Total Number of Months of Service	x 12
Total Eligible Pre-Discount Recurring Charges	= \$0.00

<b>One-Time Charges</b>	
Total One-Time Charges	\$14,085.52
Total Ineligible One-Time Charges	- \$0.00
Total Eligible Pre-Discount One-Time Charges	= \$14,085.52

<b>Total Requested Amount</b>	
Total Eligible Pre-Discount Recurring Charges	\$0.00
Total Eligible Pre-Discount One-Time Charges	+ \$14,085.52
Total Pre-Discount Charges	= \$14,085.52
Discount Rate	70%
Funding Commitment Request	= \$9,859.86

## Certifications

I certify that the entities listed in this application are eligible for support because they are schools under the statutory definitions of elementary and secondary schools found in the No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801(18) and (38), that do not operate as for-profit businesses and do not have endowments exceeding \$50 million.

I certify that the entity I represent or the entities listed on this application have secured access, separately or through this program, to all of the resources, including computers, training, software, internal connections, maintenance, and electrical capacity, necessary to use the services purchased effectively. I recognize that some of the aforementioned resources are not eligible for support. I certify that the entities I represent or the entities listed on this application have secured access to all of the resources to pay the discounted charges for eligible services from funds to which access has been secured in the current funding year. I certify that the Billed Entity will pay the non-discount portion of the cost of the goods and services to the service provider(s).

### Total Funding Summary

**Below is a summary of the total line item costs on this FCC Form 471 with the most recent commitment information as of when this Current Version was downloaded.**

Summary	
Total funding year pre-discount eligible amount on this FCC Form 471	\$14,085.52
Total funding commitment request amount on this FCC Form 471	\$9,859.86
Total applicant non-discount share of the eligible amount	\$4,225.66
Total budgeted amount allocated to resources not eligible for E-rate support	\$0.00
Total amount necessary for the applicant to pay the non-discount share of eligible and any ineligible amounts	\$4,225.66
Are you receiving any of the funds directly from a service provider listed on any of the FCC Forms 471 filed by this Billed Entity for this funding year?	No
Has a service provider listed on any of the FCC Forms 471 filed by this Billed Entity for this funding year assisted you in locating funds needed to pay your non-discounted share?	No

I certify an FCC Form 470 was posted and that any related RFP was made available for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted were carefully considered and the most cost-effective service offering was selected, with price being the primary factor considered, and is the most cost-effective means of meeting educational needs and technology goals.

I certify that the entity responsible for selecting the service provider(s) has reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that the entity or entities listed on this application have complied with them.

I certify that the services the applicant purchases at discounts provided by 47 U.S.C. § 254 will be used primarily for educational purposes, see 47 C.F.R. § 54.500 and will not be sold, resold or transferred in consideration for money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. § 54.513. Additionally, I certify that the entity or entities listed on this application have not received anything of value or a promise of anything of value, as prohibited by the Commission's rules at 47 C.F.R. § 54.503(d), other than services and equipment sought by means of this form, from the service provider, or any representative or agent thereof or any consultant in connection with this request for services.

I certify that I and the entity(ies) I represent have complied with all program rules and I acknowledge that failure to do so may result in denial of discount funding and/or cancellation of funding commitments. There are signed contracts or other legally binding agreements covering all of the services listed on this FCC Form 471 except for those services provided under non-contracted tariffed or month-to-month arrangements. I acknowledge that failure to comply with program rules could result in civil or criminal prosecution by the appropriate law enforcement authorities.

I acknowledge that the discount level used for shared services is conditional, for future years, upon ensuring that the most disadvantaged schools and libraries that are treated as sharing in the service, receive an appropriate share of benefits from those services.

I certify that I will retain required documents for a period of at least 10 years (or whatever retention period is required by the rules in effect at the time of this certification) after the later of the last day of the applicable funding year or the service delivery deadline for the associated funding request. I acknowledge that I may be audited pursuant to participation in the schools and libraries program. I certify that I will retain all documents necessary to demonstrate compliance with the statute and Commission rules regarding the application for, receipt of, and delivery of services receiving schools and libraries discounts, and that if audited, I will make such records available to USAC.

I certify that I am authorized to order telecommunications and other supported services for the eligible entity(ies) listed on this application. I certify that I am authorized to submit this request on behalf of the eligible entity(ies) listed on this application, that I have examined this request, that all of the information on this form is true and correct to the best of my knowledge, that the entities that are receiving discounts pursuant to this application have complied with the terms, conditions and purposes of the program, that no kickbacks were paid to anyone and that false statements on this form can be punished by fine or forfeiture under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001 and civil violations of the False Claims Act.

I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their participation in the schools and libraries support mechanism are subject to suspension and debarment from the program. I will institute reasonable measures to be informed, and will notify USAC should I be informed or become aware that I or any of the entities listed on this application, or any person associated in any way with my entity and/or the entities listed on this application, is convicted of a criminal violation or held civilly liable for acts arising from their participation in the schools and libraries support mechanism.

I certify that if any of the Funding Requests on this FCC Form 471 are for discounts for products or services that contain both eligible and ineligible components, that I have allocated the eligible and ineligible components as required by the Commission's rules at 47 C.F.R. § 54.504.

## Notice

Section 54.504 of the Federal Communications Commission's rules requires all schools and libraries ordering services that are eligible for and seeking universal service discounts to submit an application for such discounts by filing this Services Ordered and Certification Form (FCC Form 471) with the Universal Service Administrator. 47 C.F.R. § 54.504. The collection of information stems from the Commission's authority under Section 254 of the Communications Act of 1934, as amended. 47 U.S.C. § 254. The data in the report will be used to ensure that schools and libraries comply with the application requirements for universal service discounts contained in 47 C.F.R. § 54.504. Schools and libraries must file this form themselves or as part of a consortium. An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB control number. The FCC is authorized under the Communications Act of 1934, as amended, to collect the information we request in this form. We will use the information you provide to determine whether approving your application for universal service discounts is in the public interest. If we believe there may be a violation or a potential violation of any applicable statute, regulation, rule or order, your application may be referred to the Federal, state, or local agency responsible for investigating, prosecuting, enforcing, or implementing the statute, rule, regulation or order. In certain cases, the information in your application for universal service discounts may be disclosed to the Department of Justice or a court or adjudicative body when (a) the FCC; or (b) any employee of the FCC; or (c) the United States Government is a party of a proceeding before the body or has an interest in the proceeding. In addition, consistent with the Communications Act of 1934, FCC regulations and orders, the Freedom of Information Act, 5 U.S.C. § 552, or other applicable law, information provided in or submitted with this form or in response to subsequent inquiries may be disclosed to the public. If you owe a past due debt to the Federal government, the information you provide may also be disclosed to the Department of the Treasury Financial Management Service, other Federal agencies and/or your employer to offset your salary, IRS tax refund or other payments to collect that debt. The FCC may also provide the information to these agencies through the matching of computer records when authorized. If you do not provide the information we request on the form, the FCC or the Universal Service Administrator may delay processing of your application for universal service discounts or may return your application without action. The foregoing Notice is required by the Paperwork Reduction Act of 1995, Pub. L. No. 104-13, 44 U.S.C. § 3501, et seq. Public reporting burden for this collection of information is estimated to average 4.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, completing, and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the reporting burden to the Federal Communications Commission, Performance Evaluation and Records Management, Washington, DC 20554. We also will accept your comments via the email if you send them to PRA@FCC.gov. DO NOT SEND COMPLETED WORKSHEETS TO THESE ADDRESSES.

**Authorized Person**

<b>Title:</b>	Director of Technology	<b>Name:</b>	Cory Luba
<b>Phone:</b>	860-564-2728	<b>Email:</b>	cluba@sterlingschool.org
<b>Address:</b>	251 STERLING ROAD STERLING CT 06377	<b>Employer:</b>	STERLING COMMUNITY SCHOOL DISTRICT

**Certified Timestamp** 17-January-2022 14:34:21 EST

**Current Version Created** 14-November-2022 09:36:05 EST

NUMBER: \_\_\_\_\_  
 DATE: \_\_\_\_\_  
 PAGE: \_\_\_\_\_ OF \_\_\_\_\_

## STERLING COMMUNITY SCHOOL PURCHASE ORDER

VENDOR: \_\_\_\_\_

SHIP TO: STERLING COMMUNITY SCHOOL  
 251 STERLING ROAD  
 STERLING, CONNECTICUT 06377

ATTENTION: \_\_\_\_\_

FAX: \_\_\_\_\_

GRADE/PROGRAM: \_\_\_\_\_  
 FUNDING SOURCE: \_\_\_\_\_

**THIS IS A TAX EXEMPT PURCHASE**

**MATERIAL SAFETY DATA SHEETS**  
 must be supplied with all orders  
 where applicable

BILL TO: STERLING COMMUNITY SCHOOL  
 ACCOUNTS PAYABLE  
 251 STERLING ROAD  
 STERLING, CONNECTICUT 06377  
 PHONE: 860-564-2728 x3102  
 FAX: 860-564-1989

QUANTITY	EXPENSE CODE	DESCRIPTION	UNIT PRICE	TOTAL
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
			SUB-TOTAL	
PRINCIPAL SIGNOFF: _____			SHIPPING	
PLEASE LIST PERSON NAMED IN "ATTENTION TO" ON THE PACKAGE LABEL				TOTAL

COMPLETED

#### 4. Detailed Bills of Materials

The following Bills of Materials have been broken-out by eligible and ineligible products as defined by the Universal Service Administrative Company (USAC). Please note that it is the District's responsibility to review to do a final review of the USAC Eligible Services List for Funding Year 2022 to confirm eligibility prior to submitting funding requests. School Bills of Materials are as follow:

#### Sterling Community School District

#### Eligible Components:

Section								
A: Internal Connections: Network Switching Equipment (Data Distribution)								
Item No.	ITEM	MAKE	MODEL/PART NUMBER	QTY	UNIT PRICE	EXT. PRICE	Erate Eligible	Erate Ineligible
A.01	Meraki MR46 Wi-Fi 6 Indoor AP	Meraki	MR46-HW	15	\$659.29	\$9,889.35	\$9,889.35	\$0.00
A.02	Meraki MR Enterprise License 3YR	Meraki	LIC-ENT-3YR	15	\$123.81	\$1,857.15	\$1,857.15	\$0.00
A.03	MERAKI MS120-8LP 1G L2 CLOUD MGD 8X GIGE	Meraki	MS120-8LP-HW	2	\$446.53	\$893.06	\$893.06	\$0.00
A.04	MERAKI MS120-8LP ENT LIC AND SUP 3YR	Meraki	LIC-MS120-8LP-3YR	2	\$41.26	\$82.52	\$82.52	\$0.00
A.05	Cisco Meraki Cable 1M	Meraki	MA-CBL-40G-1M	4	\$90.89	\$363.56	\$363.56	\$0.00
A.06	Cisco Meraki Cable 50 CM	Meraki	MA-CBL-40G-50CM	16	\$45.45	\$727.20	\$727.20	\$0.00
A.07	Cisco Meraki Cable 3M	Meraki	MA-CBL-40G-3M	2	\$136.34	\$272.68	\$272.68	\$0.00
<b>Total</b>						<b>\$14,085.52</b>	<b>\$14,085.52</b>	<b>\$0.00</b>

E-Rate 2022  
Internal  
Connections  
Proposal

If to CUSTOM:

Custom Computer Specialists, Inc.  
70 Suffolk Court  
Hauppauge, NY 11788  
Attention: President

If to CLIENT:

Sterling Community School District  
251 Sterling Road  
Sterling, CT 06377  
Attention: Cory Luba

This Agreement constitutes the entire agreement, understanding and representations, express or implied, between CUSTOM and CLIENT with respect to any equipment provided. This Agreement supersedes all prior statements, whether written or oral, and all written or oral proposals.

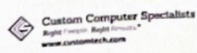
IN WITNESS WHEREOF, CUSTOM and CLIENT hereto have duly executed this agreement as of the day and year written below.

Sterling Community School District:

Custom Computer Specialists, Inc.:

By: Cory Luba  
Name: Cory Luba  
Title: IT Director  
Date: 1/12/2022

By: Suzanne McLaughlin  
Name: Suzanne McLaughlin  
Title: Vice President  
Date: 1/12/2022



# **Sterling Public Schools**

## **REQUEST FOR PROPOSAL (RFP)**

### **Wireless Access Points & Stacking Cables**

**Posting Date: October 13, 2021**

**Due Date: November 12, 2021  
1:00 PM**



**Request for Proposal  
Sterling Public Schools  
Custodial Service Proposal**

**SECTION I. INSTRUCTIONS**

**A. General Proposal Procedures**

1. A paper original of the proposal is due no later than November 12, 2021 at 1:00 PM, at which point the proposals will be opened.
2. To:

**Sterling Public Schools  
251 Sterling Road, Sterling, CT 06377  
Attn: Cory Luba**
3. The paper proposal shall be placed in a sealed envelope and clearly marked:

**Sterling Wireless Access Points and Switches**
4. The electronic RFP can be received by emailing: [cluba@sterlingschool.org](mailto:cluba@sterlingschool.org)
5. Any proposals received after the submission date will be considered void and unacceptable. Sterling Public Schools is not responsible for lateness of mail, carrier, etc. Changes and modifications to the proposal after the submission are not permitted but the District reserves the right to request alternate pricing based on need or interest.
6. The bid response must remain valid through December, 2021 to allow for Board of Education and department approval.
7. This RFP document will become an addendum to the contract that is signed with the awarded bidder. The bidder will assume responsibility for complying with the language of this RFP in regards to the wishes of the District.
8. This RFP will be paid for using E-Rate funding for the FY22 year, all applicants must be registered as a service provider on USAC. Services will be paid under SPI (Form 474).

RC



## **B. Specifications**

**Please refer to the attached Scope of Service (Exhibits A and B)**

## **C. Evaluation Criteria/Proposal Selection**

1. All proposals issued shall be subject to evaluation by the Sterling Public Schools representatives. Evaluation criteria will include, in part:
  - Compliance to specifications
  - History & background of firm
  - Responses to references
  - Other items that may be deemed relevant to District representatives
2. The price calculation must include all expenditures not included in your proposal. The District will assume the bidder is liable for all expenses not identified in the proposal. End of contract fees must also be clearly identified, if they apply. This includes any potential removal of service fees.
3. Vender reliability and qualifications. Proposing bidders will be evaluated through references on their reliability and qualifications to properly maintain the school property.
4. Sterling Public Schools reserves the right to waive any irregularities in the proposal and to accept or reject any or all proposals, or portions thereof, or to accept other than low bid, if it deems such action to be in its best interests. Sterling Public Schools reserves the right to conduct discussions, request additional information and accept revisions of proposals from any or all bidders. Sterling Public Schools reserves the right to negotiate with the bidder whose proposal is deemed strongest by the Selection Committee. Sterling Public Schools reserves the right to make such investigations as deemed prudent to determine bidder's qualifications and eligibility, including but not limited to, requests for financial statements and company profiles.

RK

## SECTION II. SUBMITTAL

### A. Information/Questions

Prospective bidders may request clarification of information contained in this RFP. All such requests must be received by the close of business (3:30 p.m.) on October 29, 2021.

A response to all written requests will be provided within one (1) business day after the receipt of such request. All inquiries must be submitted to:

Attn: Cory Luba

Office phone: (860) 564-5794

Email: [cluba@sterlingschool.org](mailto:cluba@sterlingschool.org)

### B. Incurring Costs

Any recipient of the RFP is responsible for any and all costs incurred by it or others acting on its behalf in preparing or submitting a proposal, or otherwise responding to the RFP, or any negotiations incidental to its proposal or the RFP.

## SECTION III. INSURANCE

Contractor shall purchase and maintain for the life of the contract insurance with limits of liability as required by law or as set forth below, whichever is greater.

- Worker's Compensation and Employer's liability at a minimum of \$500,000 or at statutory limits if greater.
- Commercial General Liability made on an Occurrence Form basis which includes at minimum the following types of coverage:
- Contractual liability, advertising and personal injury, products and completed operations, and an installation floater, showing limits of \$1,000,000 per occurrence, and a general aggregate limit of \$2,000,000.
- Sterling Public Schools shall be identified as an additional insured under the coverage. Certificates of insurance shall be on standard format acceptable to the District and shall be filed with the District before commencing the contract. These certificates shall contain a provision that coverage provided under the policies will not be canceled without at least thirty (30) days prior written notice given to the District. The Contractor shall require its subcontractors to maintain equivalent coverage. FERPA COMPLIANCE: The Contractor and its employees and agents agree to comply with the requirements of the Family Education Rights and Privacy Act (FERPA), 20 USC 1232g with respect to the confidentiality of student records and personally identifiable student information, including but not limited to the requirement not to disclose any student record or personally identifiable student information to any other party without the prior written consent of the student's parent or legal guardian or from an eligible student who has reached majority age.

#### **SECTION IV. OTHER RELATED MATTERS**

The Sterling Public Schools is committed to prohibiting discrimination in employment on the basis of race, color, sex, age, religion, national origin, citizenship, height, weight, marital status, or handicap. These factors will not be improperly considered by the District in recruitment, examination, appointment, training, promotion, retention, salary determination, discipline, or any other conditions of employment.

The Bidder(s) and its subcontractors, as required by law, shall not discriminate against the employee or applicant for employment with the respect to hire, tenure, terms, conditions or privileges of employment, or a matter directly relating to employment, because of race, color, religion, national origin, age, sex, disability that is unrelated to the individual's ability to perform the duties of a particular job or position, height, weight, or marital status. Breach of this covenant may be regarded as a material breach of the Contract.



## Attachment A Cost Sheet

The bidder is to return as part of their response a completed copy of the Scope of Service (Exhibits A and B) provided.

All pricing is to be provided using this form. Bidder shall list any exception to the equipment specifications on a separate sheet and include their exception list with their proposal.

Any bidder that proposes an alternate proposal must also first submit a primary proposal that meets or exceeds the requirements specified.

All proposals must include:

The cost of our Wireless Access Points and Switches in-addition to accessories as indicated in Exhibit A and Exhibit B including:

The district has existing Cisco Meraki Access Points being utilized in the building. It is important that all items quoted remain compatible and can be managed under the same platform.

15x Cisco Meraki MR46 Access Points  
15x Cisco Meraki MR46 3Y Licenses  
2x Cisco Meraki MS120-8LP Switch  
2x Cisco Meraki MS 3Y Licenses  
4x Cisco Meraki 1M Stacking Cables  
16x Cisco Meraki 50CM Stacking Cables  
2x Cisco Meraki 3M Stacking Cables

Please provide the cost of equipment without any installation costs. School personnel will handle all installation and configuration of items listed.

Price: \$19,666.55

RK



**Electronic Systems, Inc.**

369 Edwin Dr.,  
Virginia Beach, VA 23462

**Quote#: QNMH-1700**  
Date: 11/09/2021  
Expiration Date: 12/09/2021

**Title: Cisco Meraki**

**Sales Associates**  
Account Manager: ESI Sales  
Email: vbct1@xerox.com  
Phone: 757-497-8000  
Preparer: Natalie Harris  
Email: natalie.harris@xerox.com

**Bill To:**  
Cory Luba  
Sterling Public Schools  
251 Sterling Rd.  
STERLING, CT 06377  
Phone: (860)564-4219

**Ship To:**  
cory luba  
Sterling Public Schools  
251 Sterling Rd.  
STERLING, CT 06377  
Phone: (860)564-4219  
Email: mail12345@xerox.com

<b>Customer PO:</b>	<b>Payment Method:</b>	<b>Net Terms:</b> 30	<b>Ship Via:</b> Ground
<b>Shipping Instructions:</b>		<b>Carrier Account #:</b>	

Line	Description	Part Number	Unit Price	Qty	Ext. Price
1	Meraki MR46 802.11ax 3.50 Gbit/s Wireless Access Point - 2.40 GHz, 5 GHz - MIMO Technology - 1 x Network (RJ-45) - 2.5 Gigabit Ethernet - Desktop, Ceiling Mountable, Wall Mountable, Rail-mountable - TAA Compliance CISCO SYSTEMS, INC	MR46-HW	\$ 887.75	15	\$ 13,316.25
2	Meraki MR Enterprise Cloud Controller License, 3 Years - Meraki MR Series Access Point - Subscription License 1 Access Point - 3 Year License Validation Period - TAA Compliance CISCO SYSTEMS, INC	LIC-ENT-3YR	\$ 183.80	15	\$ 2,757.00
3	Meraki MS120-8LP 1G L2 Cloud Managed 8x GigE 64W PoE Switch - 8 Ports - Manageable - 2 Layer Supported - Modular - Twisted Pair, Optical Fiber - Wall Mountable, Desktop - Lifetime Limited Warranty - TAA Compliance CISCO SYSTEMS, INC	MS120-8LP-HW	\$ 630.30	2	\$ 1,260.60
4	Meraki Enterprise License And Support - MS120-8LP Cloud Managed Switch - License and Support - 3 Year License Validation Period - TAA Compliance CISCO SYSTEMS, INC	LIC-MS120-8LP-3YR	\$ 61.27	2	\$ 122.54
5	Meraki 40GbE QSFP Cable, 1 Meter - 3.28 ft QSFP Network Cable for Network Device - QSFP Network - 5 GB/s - TAA Compliance CISCO SYSTEMS, INC	MA-CBL-40G-1M	\$ 147.35	4	\$ 589.40
6	Meraki 40GbE QSFP Cable, 0.5 Meter - 1.64 ft QSFP Network Cable for Network Device - QSFP Network - 5 GB/s - TAA Compliance CISCO SYSTEMS, INC	MA-CBL-40G-50CM	\$ 73.67	16	\$ 1,178.72
7	Meraki 40GbE QSFP Cable, 3 Meter - 9.84 ft QSFP Network Cable for Network Device - QSFP Network - 5 GB/s - TAA Compliance CISCO SYSTEMS, INC	MA-CBL-40G-3M	\$ 221.02	2	\$ 442.04
7 item(s)			<b>Sub-Total</b>		<b>\$ 19,666.55</b>
			<b>Tax @ 0%</b>		<b>\$ 0.00</b>
			<b>Freight</b>	<b>as applicable</b>	
			<b>Total</b>		<b>\$ 19,666.55</b>

**Notes**

PLEASE NOTE ETAS ARE SUBJECT TO CHANGE DAILY  
**\*\*NO RETURNS\*\***  
**ETA & NOTES LINES: 1 & 3**  
 ALL MERAKI DEVICES REQUIRE A LICENSE FOR ACTIVATION  
 LEAD TIME: 10-12 WEEKS ARO



# Connecticut Business Systems

100 Great Meadow Rd. 3rd Floor,  
Wethersfield, CT 06109

**Quote#:** QMNH-1700  
**Date:** 11/09/2021  
**Expiration Date:** 12/09/2021

**Sales Associates**

Account Manager: CBS Sales  
Email: XeroxHWS@xerox.com  
Phone: 757-497-8000  
Preparer: Michael Delany  
Email: michael.delany@xerox.com

<b>Bill To:</b> Cory Luba Sterling Public Schools 251 Sterling Rd. STERLING, CT 06377 Phone: (860)564-4219	<b>Ship To:</b> cory luba Sterling Public Schools 251 Sterling Rd. STERLING, CT 06377 Phone: (860)564-4219 Email: mail12345@xerox.com
---	---

<b>Customer PO:</b>	<b>Payment Method:</b> Company PO	<b>Net Terms:</b> 30	<b>Ship Via:</b> Ground
<b>Shipping Instructions:</b>		<b>Carrier Account #:</b>	

Line	Description	Part Number	Unit Price	Qty	Ext. Price
1	Meraki MR Enterprise Cloud Controller License, 3 Years - Meraki MR Series Access Point - Subscription License 1 Access Point - 3 Year License Validation Period - TAA Compliance CISCO SYSTEMS, INC	LIC-ENT-3YR	\$ 183.80	15	\$ 2,757.00
2	Meraki Enterprise License And Support - MS120-8LP Cloud Managed Switch - License and Support - 3 Year License Validation Period - TAA Compliance CISCO SYSTEMS, INC	LIC-MS120-8LP-3YR	\$ 61.27	2	\$ 122.54
3	Meraki MR46 802.11ax 3.50 Gbit/s Wireless Access Point - 2.40 GHz, 5 GHz - MIMO Technology - 1 x Network (RJ-45) - 2.5 Gigabit Ethernet - Desktop, Ceiling Mountable, Wall Mountable, Rail-mountable - TAA Compliance CISCO SYSTEMS, INC	MR46-HW	\$ 887.75	15	\$ 13,316.25
4	Meraki MS120-8LP 1G L2 Cloud Managed 8x GigE 64W PoE Switch - 8 Ports - Manageable - 2 Layer Supported - Modular - Twisted Pair, Optical Fiber - Wall Mountable, Desktop - Lifetime Limited Warranty - TAA Compliance CISCO SYSTEMS, INC	MS120-8LP-HW	\$ 630.30	2	\$ 1,260.60
5	Meraki 40GbE QSFP Cable, 1 Meter - 3.28 ft QSFP Network Cable for Network Device - QSFP Network - 5 GB/s - TAA Compliance CISCO SYSTEMS, INC	MA-CBL-40G-1M	\$ 147.35	4	\$ 589.40
6	Meraki 40GbE QSFP Cable, 0.5 Meter - 1.64 ft QSFP Network Cable for Network Device - QSFP Network - 5 GB/s - TAA Compliance CISCO SYSTEMS, INC	MA-CBL-40G-50CM	\$ 73.67	16	\$ 1,178.72
7	Meraki 40GbE QSFP Cable, 3 Meter - 9.84 ft QSFP Network Cable for Network Device - QSFP Network - 5 GB/s - TAA Compliance CISCO SYSTEMS, INC	MA-CBL-40G-3M	\$ 221.02	2	\$ 442.04
7 item(s)			<b>Sub-Total</b>		<b>\$ 19,666.55</b>
			<b>Tax @ 0%</b>		<b>\$ 0.00</b>
			<b>Freight</b>		<b>as applicable</b>
			<b>Total</b>		<b>\$ 19,666.55</b>



**Notes**

**Terms and Conditions**

The following terms and conditions ("Agreement") apply to any purchases or leases of Products (as defined below) ordered from this website ("Site"). The term "Company" refers to ["Connecticut Business Systems"]. The term "you" refers to the customer, purchaser or buyer.

**1. PRODUCTS.** As used in these terms and conditions, the term "Products" collectively refers to equipment, parts, Services (as defined below), software and supplies ordered or selected from this Site.

**2. PRICING; QUOTES; ORDERS; AND TAXES.** Prices are in U.S. Dollars and are exclusive of taxes, shipping, and insurance. Unless otherwise indicated, Company's quotations are valid for thirty (30) days from the date of issuance. Orders are initiated by you issuing a purchase order or placing an order by electronic means acceptable to Company. Orders made directly on the Site or your purchase orders must identify the Products, unit quantities, SKUs or part numbers, descriptions, applicable prices and requested delivery dates. All orders are subject to acceptance by Company. Your receipt of an order confirmation does not constitute acceptance or confirmation of price or availability of the Products ordered. You will be notified prior to shipment in the event there is a change in price, availability, taxes and shipping charges of any Product you ordered. Orders may not be cancelled or rescheduled without Company's consent, which consent may be given by Company in its sole discretion. You are responsible for state and local sales, use, excise, privilege and other taxes associated with the order.

**3. SHIPPING AND DELIVERY; TITLE; AND RISK OF LOSS.** Shipping and handling charges are in addition to the Product prices, unless otherwise stated at the time of sale. Company will ship based on availability and shipping capability. Company may make partial shipments. Title and risk of loss to all purchased Products shall pass to you upon shipment, unless otherwise noted on the Company's invoice. Title and risk of loss for leased Products shall remain with the lessor. You expressly agree and hereby grant a security interest in and to all equipment including the proceeds thereof covered by this Agreement until full payment of the purchase price of such equipment has been received by Company, and you authorize Company to file a financing statement as a secured party under the Uniform Commercial Code.

**4. INVOICES AND PAYMENT.** You agree to pay Company all amounts due in accordance with the payment terms set forth on the face of this Agreement or in accordance with the applicable lease agreement, and all other sums when due and payable. Terms of payment are within Company's sole discretion, and unless otherwise agreed to by Company, payment must be received by Company prior to Company's acceptance of an order. Payments must be made by credit card, wire transfer, or some other prearranged payment method unless credit terms have been agreed to by Company in which case payment is due and must be received by Company in accordance with credit terms stated on the face of the invoice. Credit terms may be terminated or modified by Company in its sole discretion. All payments must be made in U.S. Dollars. An order may be billed in multiple invoices and each invoice will have its own due date. Company may invoice parts of an order separately. Restrictive covenants on instruments or documents submitted for or with payments you send to Company will not reduce your obligations. You agree to pay any collection expenses, including reasonable attorney fees, expenses and court costs, incurred by Company to collect any unpaid amounts.

**5. DOAs / RETURNS.** You must notify Company immediately if any Product arrives damaged or is dead on arrival ("DOA") upon first use. Returns of Products that are not damaged, DOA, or defective are limited to unopened product and are subject to a 25% restocking fee. Such returned product must be 100% complete, in resalable condition with all manuals, blank warranty cards and all other materials provided by the manufacturer, vendor or supplier, in the original packaging within ten (10) business days after the date of delivery. A Return Material Authorization (RMA) number and applicable return instructions are required before returning any product to Company or Company's vendors. Contact Company at the phone number listed on this Site for instructions regarding DOAs and returns.

**6. SOFTWARE.** If your order includes software Products ("Licensed Software"), such Licensed Software is provided by Company to you subject to an end user license agreement that is provided in the packaging, available online or is agreed to when the Licensed Software is installed. Nothing herein shall be construed to grant any rights or license to use any software or other intellectual property in any manner or for any purpose not expressly permitted by such license agreement.

**7. WARRANTIES.** You understand that Company is not the manufacturer of the Products ordered by Customer and that any warranties, if any, are provided solely by the manufacturer, not Company. In ordering the Products, you are relying solely on the manufacturer's specifications and not relying on any statements or specifications by Company. THE LIMITED WARRANTIES FOR PRODUCT, IF ANY, AS WELL AS ANY DISCLAIMERS APPLICABLE THERETO, ARE SHIPPED WITH THE PRODUCT, AVAILABLE ONLINE ON THE MANUFACTURER'S WEBSITE OR ARE PROVIDED IN A SEPARATE WARRANTY STATEMENT. THESE WARRANTIES, IF ANY, ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED. COMPANY DISCLAIMS, AND YOU WAIVE, ANY IMPLIED WARRANTIES OF MERCHANTABILITY, NONINFRINGEMENT OR FITNESS FOR A PARTICULAR PURPOSE. You expressly waive any claim you may have against Company based on any product liability or infringement or alleged infringement of any intellectual property right made against you by a third party and that you waive any right to indemnification from Company against such claim against you by a third party.

**8. MANAGED, PROFESSIONAL, AND TECHNICAL SERVICES.** If Company is providing managed, professional or technical services ("Services") as set forth in a quote provided by Company on the Site, Company will provide those Services as described in the quote. If the Services do not meet the service levels set forth in the quote, Customer must notify Company in a detailed writing describing the alleged failure, within 30 days of completion of such Services and Company will then modify such Services so that they perform in accordance with the service levels stated in such quote within a reasonable time to be agreed between the parties in writing depending upon the complexity of the issue. The foregoing constitutes Company's sole obligation and Customer's sole remedy for Services provided under this Agreement.

**9. LIMITATION OF LIABILITY.** COMPANY SHALL NOT BE LIABLE TO YOU FOR ANY DIRECT DAMAGES IN EXCESS OF THE AMOUNT INVOICED HEREUNDER AND NEITHER PARTY SHALL BE LIABLE TO THE OTHER FOR ANY SPECIAL, INDIRECT, INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES ARISING OUT OF OR RELATING TO THIS AGREEMENT OR ANY ORDER ISSUED HEREUNDER, WHETHER THE CLAIM ALLEGES TORTIOUS CONDUCT (INCLUDING NEGLIGENCE) OR ANY OTHER LEGAL THEORY EVEN IF THE OTHER PARTY HAS ADVANCE NOTICE OF THE POSSIBILITY OF SUCH DAMAGES.

**10. FORCE MAJEURE.** Company is not responsible for any delay in delivery of Products or performance of any services which result from any circumstances beyond Company's reasonable control. Any shipping dates or completion dates provided by Company in an order confirmation or other communication to you are estimates only and not a commitment to deliver on such dates.

**11. CONFIDENTIALITY.** Quote and order documents from Company are considered private correspondence and should be kept confidential, except where prohibited by public entities. This is proprietary information and only valid for the recipient of the proposal.

**12. COMPLIANCE WITH LAWS.** You agree to comply with all applicable laws and regulations of the various states and of the United States and/or any other country of competent jurisdiction regarding the export or re-export of any commodity, technology, technical data and/or software. You shall not export, directly or indirectly, any technical data acquired hereunder or any Products utilizing such data to any country for which the U.S. Government or any agency thereof at the time of export requires an export license or other governmental approval without first obtaining such license or approval.

**13. MISCELLANEOUS.** Unless you have a separate written agreement with Company that expressly supersedes this Agreement, this Agreement constitutes the entire agreement as to its subject matter and supersedes all prior and contemporaneous oral and written agreements. Company expressly rejects any contrary or supplemental terms in any purchase order, acknowledgment or other documentation provided by you, and in the event of any conflict between the terms of this Agreement and any such documentation, the terms in this Agreement shall prevail unless specifically so stated otherwise in writing by Company. This Agreement is governed by the substantive laws of the State of New York, including the Uniform Commercial Code as adopted thereunder, without regard to their conflict-of-law principles. Company may assign or subcontract any of its rights or obligations with respect to the sale, lease or rental of Products or the right to receive payments. You may not assign or otherwise transfer your rights or obligations under this Agreement without the prior written consent of Company. No attempt to assign or transfer in violation of this provision will be binding upon Company. If a court finds any term of this Agreement to be unenforceable, illegal, or otherwise invalid, that provision and the remaining provisions will be enforced to the greatest extent possible. The failure of either party to enforce any provision of these terms and conditions or any other provision of this Agreement will not be construed as a waiver of such provision or the right thereafter to enforce such provision. All changes to this Agreement must be made in a writing signed by both parties. The amendment, cancellation, or termination of this Agreement will not affect the outstanding obligations of either party.

**Approve to order**

Customer Signature: \_\_\_\_\_

Name (Please Print): \_\_\_\_\_

Company Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**ATTACHMENT B  
Bidder References**

**Bidder's Name:** Connecticut Business Systems  
Print clearly or type

**Reference:**  
Company Name: City of North Adams

Contact Name: Mark Pierson

Contact Phone Number: (413) 662-3000

Contact Address: 10 Main Street North Adams, MA 01247

**Reference:**  
Company Name: Region #12 School District

Contact Name: Vic Vicenzi

Contact Phone Number: (860) 868-6220

Contact Address: 11a School Street Washington Depot, CT 06794

**Reference:**  
Company Name: Region School District #13

Contact Name: Ken Pietrasko

Contact Phone Number: (860) 349-7200

Contact Address: P.O. Box 190 Durham CT 06422

80



## ATTACHMENT C Service Information

Bidders are required to complete and return this section. Please respond to the following inquiries:

1. How long has your company been serving commercial establishments?

we have been in business serving commercial establishments since 1986.

2. What training (if any) does your company have specific to a school/district?

We provide products and services to schools and school districts throughout CT, RI, MA, + NY.

3. What additional value added services do you provide?

- Xerox Office Technology
- Managed Print Services
- Software Solutions
  - ↳ Document Management
  - Digital Transformation
  - Automation + Hyperautomation
- Consulting
- IT Hardware and Software Value Added Reseller
- Managed IT Services
- Cybersecurity services and solutions

**ATTACHMENT D**  
**Authorized signature**

I have read and fully understand the above Request for Proposal (RFP).

I am a person in this firm having the authority to bind the firm in a contract.

Authorized Signature: \_\_\_\_\_



Printed Name and Title: \_\_\_\_\_

*ROBERT G. KOWAL*

Company Name: \_\_\_\_\_

*CONNECTICUT BUSINESS SYSTEM LLC.*

Street Address: \_\_\_\_\_

*100 GREAT MEADOW RD.*

City, State, Zip: \_\_\_\_\_

*WETHERFIELD, CT 06109*

Contact Person: \_\_\_\_\_

*Noah Pinho*

(Please Print Clearly)

Telephone Number: \_\_\_\_\_

*(860) ~~740~~ 918-9138*

Fax Number: \_\_\_\_\_

Email: \_\_\_\_\_

*Noah.Pinho@kerox.com*

## ATTACHMENT E Checklist

Bidders need to be certain that their proposal has met the specific inquiries of this RFP. They include, but are not limited to:

1. Have you clearly identified the training that comes with your proposal? ✓
2. Have you clearly identified all costs associated with your proposal? ✓
3. Have you identified any contractual difference in language? ✓
4. Have you provided references? ✓
5. Have you filled out the **Attachment A Cost Sheet**? ✓





**Prepared for:**  
Sterling Community School District

Attn: Cory Luba  
251 Sterling Road  
Sterling, CT 06377

# RFP Response for Wireless Access points and Stacking Cables

E-Rate Year 25 470# 220001315



November 12, 2021

**Submitted by:**  
Paul Johnson  
Director of Strategic Accounts  
[pjohnson@customonline.com](mailto:pjohnson@customonline.com)  
Phone: 401-775-1181

70 Suffolk Court  
Hauppauge, NY 11788

6 Blackstone Valley Place, Suite 402  
Lincoln, RI 02865

Phone: 800-598-8989

[www.customtech.com](http://www.customtech.com)

**SPIN #: 143004965**  
**FED ID #: 0011927530**  
**FCC #: 0013489687**



**Custom Computer Specialists**  
Right People. Right Results.®  
[www.customtech.com](http://www.customtech.com)

E-Rate 2022  
Internal  
Connections  
Proposal

© 2021 Custom Computer Specialists, Inc.

This proposal is the confidential property of Custom Computer Specialists, Inc. All rights are reserved. The Client agrees that no part of this proposal shall be disclosed to any third party without the prior written consent of Custom. The Client and Custom each agree to keep confidential and not to disclose to any third party any trade secrets, business secrets, marketing data, or technical information of the other. All trademarks and registered trademarks referenced herein are the sole property of their respective holders.

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© 2021 Custom Computer Specialists, Inc.

This proposal is the confidential property of Custom Computer Specialists, Inc. All rights are reserved. The Client agrees that no part of this proposal shall be disclosed to any third party without the prior written consent of Custom. The Client and Custom each agree to keep confidential and not to disclose to any third party any trade secrets, business secrets, marketing data, or technical information of the other. All trademarks and registered trademarks referenced herein are the sole property of their respective holders.

**Letter of Transmittal**

November 12, 2021

Cory Luba  
Director of Technology  
Sterling Community School District  
251 Sterling Road  
Sterling, CT 06377

Dear Mr. Luba,

Thank you for the opportunity to respond to your RFP for Wireless Access Points and Stacking Cables under E-Rate Year 25 (7/1/22-6/30/23) Internal Connections.

The pages to follow outline the details of **Custom Computer Specialists, Inc.'s (Custom) Internal Connections Program Y25 Response**.

Custom is deeply experienced in supporting K12 technology needs as well as the E-Rate program. We are committed to helping your right-size technology requirements while maximizing the funding support available to you through E-Rate.

We look forward to demonstrating our capabilities, gaining your confidence and ultimately exceeding your expectations through our combination of E-Rate expertise, best-value solutions and pricing and superior customer service. If you have any questions or concerns regarding this proposal, please feel free to contact me at 401-775-1181.

Sincerely,

Paul Johnson  
Director of Strategic Accounts  
Custom Computer Specialists, Inc.

70 Suffolk Court  
Hauppauge, NY 11788

6 Blackstone Valley Place, Suite 402  
Lincoln, RI 02865

Phone: 401-775-1181  
Fax: 401-765-6440  
Email: [pjohnson@customonline.com](mailto:pjohnson@customonline.com)

**Custom SPIN #: 143004965**

**Custom Federal ID #: 0011927530**

**FCC #: 0013489687**

## 1. Introduction

Thank you for this opportunity to provide a proposal to the Sterling Community School District for E-Rate Year 25 Internal Connections.

Custom Computer Specialists, Inc. (Custom) has been one of the Northeast's premier technology integrators, and a proven technology leader in the K12 educational community for over 42 years. We are proud that over 80% of our business focuses on K12, and have been helping District clients maximize the benefits of the E-Rate



[www.customtech.com](http://www.customtech.com)

Program since its inception in 1996. We provide a range of technology products, implementation and support services to well over 400 individual K12 Districts. Our clients run from the largest of public and private schools, such as the NYC DOE, Edison-Learning, Springfield School District and Providence School District, to single-building school houses.

To date, we have supported the design, procurement and implementation of over \$165 million in E-Rate Internal Connection projects throughout the Northeast. For more detailed information and credentials on Custom, *please refer to Appendix A: About Custom Computer Specialists, Inc.*

### *E-Rate Leadership Team*

Custom recognizes the extreme value that the E-Rate program offers Districts otherwise challenged to provide the resources necessary to best meet their educational objectives. We offer an E-Rate team of experts exclusively dedicated to helping maximize the benefits that Districts can receive under the E-Rate program. This team, led by Bob Hamel and Sue McLaughlin, provides over 60 years combined experience in public education and technology. They attend the Universal Service Administrative Company (USAC) E-Rate training session each year to learn about program updates and bring this information back to you as it relates to our role as a Service Provider.

***“There is a point where a customer’s specific expectations on quality, cost and timing converge. This is the point that offers a particular customer their best value. Hit that point!”***

***Gregory G. Galdi***  
***Custom Computer Specialists, Inc.***  
***Founder and CEO***



They take partnership with our District clients beyond service delivery, specializing in:

- Yearly Category 1 and Category 2 Program enhancements
- Program Compliance
- Eligible and ineligible Products and Services
- Program Administration, including Documentation Management

In short, we are one of Northeast's most experienced and stable suppliers, with the demonstrated financial strength, technical and administrative expertise required to support this complex program. We have amassed a wealth of organizational "know-how" specific to helping K12 schools realize tangible benefits within their learning infrastructure.

We are excited by this opportunity to work with you and invite you to review our proposal.

## 2. RFP Requirements

Custom agrees the bid response will remain valid through December, 2021 to allow for Board of Education and department approval.

Custom understands this RFP document will become an addendum to the contract that is signed with the awarded bidder. The bidder will assume responsibility for complying with the language of this RFP in regards to the wishes of the District.

Upon award, Custom Computer Specialists shall purchase and maintain for the life of the contract insurance with limits of liability as required in RFP

Custom agrees this RFP will be paid for using E-Rate funding for the FY22 year.

Custom is registered as a service provider on USAC. Custom SPIN #: 143004965.

Custom agrees services will be paid under SPI (Form 474).

Custom agrees that Custom Computer Specialists, Inc. and its subcontractors, as required by law, shall not discriminate against the employee or applicant for employment with the respect to hire, tenure, terms, conditions or privileges of employment, or a matter directly relating to employment, because of race, color, religion, national origin, age, sex, disability that is unrelated to the individual's ability to perform the duties of a particular job or position, height, weight, or marital status. Breach of this covenant may be regarded as a material breach of the Contract.

### 3. Pricing

The tables that follow summarize the fees for the products detailed in this proposal:

Sterling Community School District:		Total Fees:
<b>*Product</b>		
Eligible		\$14,085.52

***\*Detailed Bills of Materials follow in Section 4.***

***\*Product will be provided in accordance with the rules set by the FCC's Seventh Report and Order FCC 19-117.***

#### 4. Detailed Bills of Materials

The following Bills of Materials have been broken-out by eligible and ineligible products as defined by the Universal Service Administrative Company (USAC). Please note that it is the District's responsibility to review to do a final review of the USAC Eligible Services List for Funding Year 2022 to confirm eligibility prior to submitting funding requests. School Bills of Materials are as follow:

#### Sterling Community School District

##### Eligible Components:

Section								
A: Internal Connections: Network Switching Equipment (Data Distribution)								
Item No.	ITEM	MAKE	MODEL/PART NUMBER	QTY	UNIT PRICE	EXT. PRICE	Erate Eligible	Erate Ineligible
A.01	Meraki MR46 Wi-Fi 6 Indoor AP	Meraki	MR46-HW	15	\$659.29	\$9,889.35	\$9,889.35	\$0.00
A.02	Meraki MR Enterprise License 3YR	Meraki	LIC-ENT-3YR	15	\$123.81	\$1,857.15	\$1,857.15	\$0.00
A.03	MERAKI MS120-8LP 1G L2 CLOUD MGD 8X GIGE	Meraki	MS120-8LP-HW	2	\$446.53	\$893.06	\$893.06	\$0.00
A.04	MERAKI MS120-8LP ENT LIC AND SUP 3YR	Meraki	LIC-MS120-8LP-3YR	2	\$41.26	\$82.52	\$82.52	\$0.00
A.05	Cisco Meraki Cable 1M	Meraki	MA-CBL-40G-1M	4	\$90.89	\$363.56	\$363.56	\$0.00
A.06	Cisco Meraki Cable 50 CM	Meraki	MA-CBL-40G-50CM	16	\$45.45	\$727.20	\$727.20	\$0.00
A.07	Cisco Meraki Cable 3M	Meraki	MA-CBL-40G-3M	2	\$136.34	\$272.68	\$272.68	\$0.00
<b>Total</b>						\$14,085.52	\$14,085.52	\$0.00

## 5. Conclusion and Getting Started

Thank you once again for the opportunity to provide this proposal to you. We are excited by the opportunity to work together and are committed to exceeding your expectations. To get started, please complete the following activities using the contact information below:

- Review, sign and return the included 2022 E-Rate Internal Connections Contract (Appendix C)
- Work with your Account Executive to schedule a mutually agreeable start date upon funding award notification

Return to:

Paul Johnson

Director of Strategic Accounts

Custom Computer Specialists, Inc.

Phone: 401-775-1181

Fax: 401-765-6440

Email: [pjohnson@customonline.com](mailto:pjohnson@customonline.com)

## Appendix A: About Custom Computer Specialists, Inc.

Incorporated in 1979, Custom has been a leading technology Services Provider to the educational community for 42 years. We are proud that over 80% of our business focuses on K12, where we have provided a range of products and services to over 400 individual K12 Districts. These clients run from the largest of public and private schools, such as the NYC DOE, State of Maine DOE, Edison-Learning, Springfield School District and Providence School District, to single-building school houses.



[www.customtech.com](http://www.customtech.com)

We are a growing and successful organization. Our corporate headquarters, located in Hauppauge, New York, is a modern 98,000 square foot facility that includes a state of the art configuration center, a full service repair department, a customer-training center, a state of the art NOC (Network Operations Center) and a warehouse that enables Custom to offer “Just-in-Time” Delivery Services. In addition, our full service branch office located in Lincoln, Rhode Island, allows us to successfully provide our services through the entire Northeast.

Our robust technology capabilities produce practical and successful K12 solutions that save money, increase productivity, support educational goals, and ultimately allow our District partners to do what they do better.

### WHY CUSTOM?

### RESOURCES

## *We Do I.T. Right*

#### *People:*

- ✓ *Over 260 Employees*
- ✓ *More Than 180 in Technical Roles*
- ✓ *More than 1,000 Certifications Held*

#### *98,000 Square Foot Facility:*

- ✓ *Supports the Largest Projects*
- ✓ *Warehousing and Management*
- ✓ *Pre-Configuration and Burn-In*
- ✓ *Completely Configurable*
- ✓ *Just-In-Time Equipment Delivery*



*Custom Computer Specialists, Inc. - Proprietary & Confidential*

*July 2017*

### **Solutions Offered**

- Technology Planning/Consultation Services
- Virtualization Solutions
- Wireless Networking Solutions
- LAN/WAN Design and Implementation
- Student Information System (SIS) Solutions
- Technical Project Management
- Managed Network Services
- Active Directory and Network Operating Systems Services
- Outsourcing and Staff Augmentation
- Perimeter and Internal Information Security Services
- Comprehensive Logical and IP-based Surveillance Solutions
- Desktop Installation, Management and Support Solutions
- Product Procurement, Warehousing and Just-in-Time Deployment
- Professional Development

### **Key Company Accomplishments**

In the last seven years we have:

- Installed over \$275M of Cisco infrastructure equipment
- Integrated over 1100 Frame Relay and ATM circuits
- Surveyed, planned and integrated building-wide Cisco/CAT5e data networks in over 1,000 client sites
- Maintained over 800 branch locations for a large regional banking institution
- Provided Internet and network connectivity to well over 1,700,000 users
- Installed over 131,000 access points covering 64 million sq. ft.
- Installed over 100,000 desktops
- Completed 98% of all projects on-time and on-budget
- Maintained over a 95% renewal rate for with our Managed and Onsite Support Services clients
- Maintained and achieved more than 1000 technical and organization certifications

### Sponsorships and Affiliations

- Active member of education associations: ISTE, ASSET, NYSCOSS, NASBO, NYSCATE, NYSSBA, ASBO, NJSBA, NJASA
- USAC – Universal Service Administration Company
- Foundation for Excellence in Education
- The Council of School Superintendents
- Member of the Cisco Technical Leadership Council
- Microsoft Infrastructure Partner Advisory Council member
- Project Management Institute member with several certified PMPs
- COSN – Leading Education Innovation
- Participant “Principal for a Day” program
- Key sponsor “No Child Left Behind” Pencil
- MassCUE
- MASBO
- ASSET Terabit Sponsor
- Futures in Education for Brooklyn and Queens
- Future Ready Schools Task Force New Jersey
- Participation in multiple scholarship programs
- Former presiding and current officiating member of the Help Desk Institute (HDI) Long Island Chapter
- Key technology partner to Northeast Metro school systems

### Recent Industry Awards

- Custom is the recipient of a host of recent industry awards including:
- CRN Solution Provider 500 List 2000 - 2013, 2016, 2017, 2018
- CRN Tech Elite 250 2016, 2017, 2018
- LIBN 23 Technical Consultants
- CMP Media's VARBusiness 10th Annual 500 Ranking
- CMP Media's Largest National Government VARs, VAR100 each year of ranking
- Community Business Leader - Discover the Smile Foundation
- HIA Large Business Achievement Award
- LIBN #1 Technical Consultant Award 2 consecutive years
- LIBN Healthcare Heroes Healthy Workplace Award 2015
- CIO Review's "20 Most Promising Education Technology Solution and Consulting Providers"
- Future Ready Schools - New Jersey Technology Support and Services Task Force Member
- City & State NY Corporate Social Responsibility's Healthy Workplace Award
- NY and RI Best Place to Work 2019, 2020 & 2021



## Key Partnerships and Certifications

Axis Communications Authorized Partner	HP Authorized Reseller
APC Reliability Partner	IBM Business Partner - Hardware and Software
Apple Authorized Service Provider	Intel Authorized Solution Provider
Checkpoint Certified Security Engineer (CCSE)	Intel Certified Solutions Consultant
Cisco Certified Gold Partner	Intel Certified Integration Specialist
- Master Collaboration Specialization	Microsoft Certified Database Administrator (MCDBA)
- Advanced Enterprise Networks Architecture Specialization	Microsoft Certified Desktop Support Technician Certification
- Advanced Security Architecture Specialization	Microsoft Gold Certified Partner in Security Solutions
- Advanced Data Center Architecture Specialization	Microsoft Gold Certified Partner in E-Commerce Solutions
Cisco Certified Internetwork Expert (CCIE)	Microsoft Gold Certified Partner in Enterprise Systems
- Routing & Switching	Microsoft Security Services Specialist
- Collaboration	Microsoft Security Services Specialist
Cisco Certified Design Professional (CCDP)	Microsoft Certified Solution Developer (MCSD)
Cisco Certified Design Associate (CCDA)	Microsoft Certified Systems Engineer + Internet (MCSE+I)
Cisco Certified Network Professional (CCNP)	Microsoft Certified Systems Engineer (MCSE) 2003/08/10
Cisco Certified Network Associate (CCNA)	Microsoft Certified Trainer (MCT)
Cisco Business Value Specialist	RSA SecurWorld Registered Partner
Cisco Certified Business Value Practitioner	Symantec Govt/Edu Authorized Silver Partner
Cisco Sales Expert	Symantec Silver Partner
Citrix Certified Administrator (CCA)	VMware – Enterprise Partner
Citrix Certified Solutions Silver Partner	VMware Certified Professionals
Citrix Certified Professional (CCP)	Dell – Premier Partner
Compaq Accredited Systems Engineer	Dell Server and Storage Specialists
Compaq Authorized Reseller, Enterprise Solution Provider and Gem Authorization	
Compaq Master Accredited Systems Engineer	
Computer Associates Reseller/Partner	
Genetec Certified Security Partner	

**Appendix B: References**

Reference # 1	
<b>District:</b>	Springfield Public Schools
<b>Contact Name:</b>	Mr. Robert Howell
<b>Contact Title:</b>	Director of Technology
<b>Address:</b>	1550 Main Street, Springfield, MA 01103
<b>Phone:</b>	(413) 787-7100 x 55502

Reference # 2	
<b>District:</b>	Providence Public Schools
<b>Contact Name:</b>	Mr. Peter Santos
<b>Contact Title:</b>	Chief Information Officer
<b>Address:</b>	797 Westminster Street, Providence, RI 02903
<b>Phone:</b>	(401) 278-2818

Reference # 3	
<b>District:</b>	Lexington Public Schools
<b>Contact Name:</b>	Paul Musto
<b>Contact Title:</b>	Network Administrator
<b>Address:</b>	146 Maple Street, Lexington, MA 02421
<b>Phone:</b>	(781) 861-2580 x 68203

## Appendix C: E-Rate 2022 Internal Connections Contract

### Universal Service Fund E-Rate Purchase and Work Contract

**SCHOOL/DISTRICT NAME: Sterling Community School District**

**Custom SPIN #: 143004965**

**Custom FED ID#: 0011927530**

**BILL TO:**

SCHOOL NAME: Sterling Community School District

ADDRESS: 251 Sterling Road, Sterling, CT 06377

CONTACT PERSON: Cory Luba

PHONE NUMBER: 860-564-2728

SCHOOL/DISTRICT 470#: 220001315

SCHOOL/DISTRICT Fed Tax Exempt Number:

SCHOOL/DISTRICT State Tax Exempt Number:

Contract Start Date: July 1, 2022

Contract Expiration Date: June 30, 2023

**CUSTOM PRODUCTS TO BE PROVIDED:** See attached proposal.

**CUSTOM NOTICE TO PURCHASERS:**

Custom Computer Specialists, Inc. ("CUSTOM") obligations to provide goods to be delivered to purchaser under the Universal Service Fund provisions of the Telecommunications Act of 1996 (E-Rate) are contingent on CUSTOM's receipt of Sterling Community School District ("CLIENT") Schools and Libraries Division approved Certification Form (Form 471) and the Schools and Libraries Funding Commitment Decision Letter, both of which must be received prior to CUSTOM processing of any Universal Service Fund purchase orders.

If, after an administratively-final determination that CLIENT is not able to be funded under E-Rate, and CLIENT elects to purchase said goods from CUSTOM, or if any item is deemed ineligible by USAC after order, CLIENT shall bear full responsibility for payment of the purchase price for such goods as set forth in CUSTOM's proposal.

Custom further assumes that CLIENT has complied with the program rules in applying for and receiving Schools and Libraries Universal Service Support Mechanism discounts. Should CLIENT be found in violation of the program rules, CLIENT shall bear full responsibility for payment of the purchase price for such goods and as set forth in Custom proposal.

**Pricing and Payment Terms:**

This proposal represents a fixed price agreement and is predicated on CUSTOM's receipt of a written purchase order. Any deviation from the scope of work defined in this proposal will result in a change order which may change the price of the project. Custom will monitor the progress of the project and notify CLIENT of any deviations for discussion and approval before implementation.

All product will be invoiced upon delivery. All invoices will include a description of the product is being billed.

Payment for product is due within thirty (30) days of original invoice date. Any payment not received within thirty (30) days of the date of invoice shall accrue interest at the rate of one and one-half percent per month or the maximum rate allowed by law, if less, and any associated collection or attorney's fees.

As appropriate, CUSTOM will charge and CLIENT agrees to pay all taxes based upon all, equipment, hardware, software, freight and other applicable charges.

As applicable, CUSTOM will invoice CLIENT for their share and invoice ("USAC") for their applicable share. In order to facilitate the USAC's share of payment, CLIENT expressly agrees to process and sign all necessary paperwork within designated timeframes.

**Term and Termination:**

Either CUSTOM or CLIENT may terminate this Agreement, without cause, upon sixty (60) days prior written notice to the other party. In the event of termination, CUSTOM is entitled and CLIENT will pay the amount of fees for products rendered through the termination date but not yet paid.

CUSTOM may immediately terminate this agreement by written notice if CLIENT becomes insolvent, liquidates, makes a general assignment for the benefit of creditors, files a voluntary petition of bankruptcy, suffers or permits the appointment of a receiver for its business or assets, or becomes subject to any proceedings under any bankruptcy or insolvency law, voluntarily or otherwise. If any of the above occurs, CLIENT shall immediately notify CUSTOM of such occurrence.

**Remedies:**

CLIENT agrees that CLIENT's sole and exclusive remedy in the event of a breach of this warranty is limited to, at CUSTOM's choice, a refund or for CUSTOM to redo the work. In any case, the refund or the work re-performed is not to exceed the amount actually paid for the work done for the specific phase of the project in question. IN NO EVENT WILL CUSTOM BE LIABLE FOR ANY INDIRECT, PUNITIVE, SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES IN CONNECTION WITH OR ARISING OUT OF THIS AGREEMENT HOWEVER CAUSED AND

REGARDLESS OF THE LEGAL THEORY OF LIABILITY, EVEN IF CUSTOM HAS BEEN PREVIOUSLY ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, AND EVEN IF ANY EXCLUSIVE REMEDY PROVIDED FOR HEREIN FAILS OF ITS ESSENTIAL PURPOSE. CLIENT understands that this limited liquidated liability is an important part of CUSTOM's pricing and is a material part of this agreement that cannot be changed.

**Non-Hire/Non-Solicitation:**

CUSTOM and CLIENT agree not to solicit, hire or otherwise engage in any manner whatsoever, directly or indirectly, any of the other party's employees during the term of this Agreement and for a period of one year after the conclusion of this Agreement. CUSTOM and CLIENT hereto believe that actual damages in the event of a variation will be difficult to determine and, therefore, agree that if either party violates this provision the violating party shall pay to the other party the sum of one year's direct salary of each employee involved as liquidated damages and not as a penalty.

**Other Terms:**

The provisions of this agreement allocate the risks under this agreement between CUSTOM and CLIENT. CUSTOM's pricing reflects this allocation of risk and the limitation of liability herein.

Overall responsibility for the success of this project is CLIENT's. CLIENT has the responsibility to review all system recommendations and specifications, to compare them to CLIENT's actual needs and to judge suitability and appropriateness.

CUSTOM is not liable for any delay, failure in performance, or interruption of any product due, directly or indirectly, to acts of God, civil or military catastrophes, transportation delays, inability to obtain materials or parts from suppliers, or any other cause beyond CUSTOM's reasonable control.

All notices, requests and other communications called for by this Agreement will be deemed to have been given upon receipt if made by (i) registered or certified US mail, or (ii) by telecopy (confirmed by concurrent written notice sent first class US mail, postage prepaid) to the Parties at their respective addresses as set forth below (or at such other address for a Party as shall be specified by like notice)

**If to CUSTOM:**

Custom Computer Specialists, Inc.  
70 Suffolk Court  
Hauppauge, NY 11788  
Attention: President

**If to CLIENT:**

Sterling Community School District  
251 Sterling Road  
Sterling, CT 06377  
Attention: Cory Luba

This Agreement constitutes the entire agreement, understanding and representations, express or implied, between CUSTOM and CLIENT with respect to any equipment provided. This Agreement supersedes all prior statements, whether written or oral, and all written or oral proposals.

**IN WITNESS WHEREOF**, CUSTOM and CLIENT hereto have duly executed this agreement as of the day and year written below.

**Sterling Community School District:**

**Custom Computer Specialists, Inc.:**

**By:** \_\_\_\_\_

**By:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Date:** \_\_\_\_\_