

REQUEST FOR PROPOSAL

FCC CYBERSECURITY PILOT PROGRAM NETWORK DETECTION AND RESPONSE (NDR), IDENTITY PROTECTION, ENDPOINT PROTECTION CYBERSECURITY SOLUTION,

Lanier County Schools

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1. Introduction & Background

- **Overview of Lanier County Schools:**

Lanier County Schools, located in Lakeland, Georgia, serves the students of Lanier County from pre-kindergarten through 12th grade. The district operates a primary/elementary, middle, and high school, with a total enrollment of roughly 1,650–1,700 students. Lanier County Schools is accredited by the Southern Association of Colleges and Schools and the Georgia Accrediting Commission, and is governed by an elected Board of Education. The community-focused district emphasizes academic growth, student safety, and preparing graduates for college, careers, and life beyond the classroom.

- **Purpose of the RFP:**

Soliciting proposals for **eligible cybersecurity services and equipment** under the **FCC Cybersecurity Pilot Program** to enhance the district's defenses and qualify for reimbursement.

- **Funding Context:**

The FCC's three-year Cybersecurity Pilot Program allocates up to **\$200 million** to selected K-12 schools and libraries, enabling them to procure eligible cybersecurity tools and services in four main categories:

1. **Advanced / Next-Generation Firewalls**
 2. **Endpoint Protection**
 3. **Identity Protection & Authentication**
 4. **Monitoring, Detection & Response** ([Federal Communications Commission](#), [Sophos News](#))
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2. Scope of RFP

Lanier County Schools invites proposals for solutions addressing the following eligible categories:

A. Advanced / Next-Generation Firewalls

Including, but not limited to:

- Advanced threat detection & prevention
- AI/ML-based threat detection & response
- Application awareness & control
- Cloud-delivered threat intelligence
- Deep Packet Inspection (DPI)
- Firewall as a Service (FWaaS)
- Integrated Intrusion Prevention Systems (IPS)
- IoT security, Malware detection, Network segmentation, VPNs, Patch management ([Federal Communications Commission](#), [Erate Portal](#))

B. Endpoint Protection

Safeguards for school-owned end-user devices, including:

- Anti-malware, anti-ransomware, anti-spam, anti-virus
- **Endpoint Detection & Response (EDR), Extended Detection & Response (XDR)**
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- Privileged Access Management, Insider misuse protection
- SSL inspection, web application hacking defense ([Federal Communications Commission](#), [Erate Portal](#))

C. Identity Protection & Authentication

Tools and services including:

- MFA or phishing-resistant MFA
- Identity governance & management, SSO, Zero Trust architecture
- DNS-layer security, content/URL filtering, email & web security, SIEM, SASE, TPM-based products, event logging, network access control, DDoS protection, digital identity tools ([Federal Communications Commission](#), [Erate Portal](#))

D. Monitoring, Detection & Response

Solutions such as:

- Managed Detection & Response (MDR), Network Detection & Response (NDR)
- Security Operations Center (SOC), threat hunting, threat intelligence updates
- Vulnerability management, penetration testing, compliance assessments, audits, data loss prevention ([Federal Communications Commission](#), [Erate Portal](#))

3. Proposal Requirements

Vendors must structure proposals to include:

- 1. Technical Specifications & Features**
Clear detailing of how offerings satisfy eligible service features in each category.
- 2. Installation & Configuration Services**
Describe implementation approach and alignment with FCC guidelines on eligibility—not just consulting. ([Federal Communications Commission](#))
- 3. Pricing & Maintenance**
Provide cost breakdowns, including all maintenance, support, and activation fees.
- 4. Training**
Include basic training on eligible equipment as part of the installation, per Pilot requirements. ([Federal Communications Commission](#))
- 5. Competitive Bid Compliance**
Ensure responses adhere to the mandatory competitive bidding process (e.g. FCC Form 470 and the 28-day waiting period before contract award). ([Federal Communications Commission](#))
- 6. Service Delivery & Timeline**
Specify expected delivery start/end dates aligned with program timelines: earliest service start **March 18, 2025**, and eligible for up to three years from the associated Funding Commitment Decision Letter (FCDL). ([Federal Communications Commission](#))
- 7. Vendor Qualifications**

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- Registration with **USAC**, **SAM.gov**, and valid **498/SPIN** if proposing to invoice through SPI. ([Universal Service Administrative Company](#))
 - Demonstrated experience with educational cybersecurity deployments.
8. **Compliance Statement**
Affirm that the proposal does **not** include any ineligible costs, such as staff labor, long-term consulting, training unrelated to installation, security cameras, etc. ([Federal Communications Commission](#))

4. Evaluation Criteria

Proposals will be assessed based on:

- **Eligibility Compliance** with the FCC’s categories and guidelines.
- **Cost-effectiveness** and clarity of budget.
- **Vendor experience** in K-12 or similar environments.
- **Service/support robustness**, including training.
- **Timing**, ensuring compliance with Pilot Program windows and FCDL constraints.
- **Capacity for reimbursement support** (e.g., SPIN, compliance documentation).

5. Timeline & Process Overview

Stage	Description	Approximate Timeline
RFP Issued	Public notice via Form 470	Immediately
Bid Submission	Vendors submit proposals	By September 11, 2025
Evaluation & Selection	Post 28-day window	Following Form 470
Contract Execution	After Allowable Contract Date (ACD)	Per Pilot rules (Federal Communications Commission)
Funding Request	File FCC Form 471 after contract	Between Mar 18 and Sep 15, 2025 (Federal Communications Commission)
Implementation	Delivery and installation start	From service start date
Reimbursement	Submit FCC Forms 472/474 after completion	Within 90 days post service completion (Federal Communications Commission)

6. Submission Instructions

- **Deliver proposals** via email to: Brian Hunt - Brian.Hunt@lanier.k12.ga.us
- **Submission Deadline:** September 11, 2025
- **Format:** PDF, structured per requirements above.

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- **Questions/Inquiries:** Submit in writing by September 10,2025; responses at www.lanier.k12.ga.us/rfpbids

7. Disclaimers

Lanier County Schools reserves the right to:

- Reject or accept any proposal that does not meet all FCC and Pilot Program requirements.
- Modify, suspend, or cancel the RFP.
- Ensure contracts are issued only **after** proper waiting periods and documentation per FCC Pilot guidelines. ([Federal Communications Commission](http://www.fcc.gov))

All proposals will be evaluated on a rubric for final proposal selection. The rubric will evaluate the following: price, anticipated delivery date, and vendor references. If additional shipping costs will be incurred, they must be included in the proposal. Proposals which contain irregularities or qualifications of any kind or which do not comply with the instructions in this invitation to proposal are subject to rejection. See attached evaluation rubric.

Due to supply chain concerns, vendors must indicate in response a guaranteed delivery time and any potential issues in delivery. Preferred completion day is on or before June 30, 2025. An optional onsite visit opportunity is scheduled for Thursday February 20, 2025 between the hours of 10:00-12:00 PM but it is not required.

The Lanier County Schools may accept any proposal offered on an all, some, or none basis, within funds available, whichever is in the best interest of the school system.

Please Submit all proposals to Lanier County Schools at Brian.Hunt@lanier.k12.ga.us **on or before 10:00 a.m. March 10, 2025.** Faxed, or mailed proposals will not be accepted. Any questions regarding the proposal should be directed to Brian Hunt, Technology Director at 229-356-1142

Price (60 points)	Delivery Date (10 points)	References (30 points)
Vendor will be rated 60 points for lowest overall price, and then each vendor in order of ascending price at five points less. For example, lowest proposal gets 60, next lowest proposal earns 55, and so on.	Vendor will be 10 points If delivery is guaranteed by June 30, 2025	References reviewed and/or contacted. Points will be awarded based on the vendors history of: <ul style="list-style-type: none"> • Business integrity • Willingness to cooperate, especially when confronted with unexpected issues, and/or • Effectiveness of management of the project and internal practices • Timeliness of performance.

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