

Conecuh County Schools is seeking Network Switches and Installation services using the SPI invoicing method in accordance with E-Rate rules. These services will be bid subject to the conditions and provisions listed in our bid document.

All bids must be submitted via email no later than 4:00 p.m. on March 16<sup>th</sup>, 2026 to both Technology Coordinators, [triston.ewing@conecuhk12.com](mailto:triston.ewing@conecuhk12.com) and [nyaesia.thompson@conecuhk12.com](mailto:nyaesia.thompson@conecuhk12.com). All bids must be labeled **Network Switches RFPs** on email submissions. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner.

### **Network Switches Request for Proposals**

#### **Conecuh County Board of Education**

**1455 Ted Bates Road**

**Evergreen, AL 36401**

Should the vendor have questions, find discrepancies, or be in doubt as to the meaning, contact Mr. Triston Ewing or Ms. Nyaesia Thompson, Conecuh County Schools at [triston.ewing@conecuhk12.com](mailto:triston.ewing@conecuhk12.com) or [nyaesia.thompson@conecuhk12.com](mailto:nyaesia.thompson@conecuhk12.com).

The Conecuh County Board of Education reserves the right to reject any or all proposals, waive any technicalities, and award all or part of the contract in a manner that is in the best interest of Conecuh County Schools. Therefore, responses should be submitted initially with the most favorable terms that the vendor could propose. In keeping with the guidelines of USAC, this RFP will be awarded to the most cost effective provider. Prices will be the primary factor, but not necessarily the sole factor, in evaluating the bids.

## 1. MISCELLANEOUS

- Specifications are not intended to eliminate any reputable manufacturer, brand or bidder. Reference to manufacturers, brand names, suppliers catalog numbers, etc., is intended to set quality standards and does NOT exclude bids from others as long as quality standards or equal to are met. Pictures, descriptions and specifications shall accompany all bids.
- If a bid differs in any way from the bid specifications, the bidder must list the differences on the bid proposal form telling exactly where and how the bid deviates from said specifications. If no exceptions are listed on the bid, it will be presumed the bidder proposes to meet the specifications in every respect; and if awarded the contract, performance on this basis will be required.
- It is the bidder's responsibility to comply with all local, state, and federal laws as they apply to this bid.
- Conecuh County Schools is exempted from all sales and use taxes under the provisions of Title 40, Chapter 23, Section 4 (15), Code of Alabama, 1975.
- Bid price is to be all inclusive with no further charges made against the Conecuh County Board of Education.
- The Conecuh County Board of Education is an equal educational opportunity agency and prohibits discrimination in any of its educational programs, including employment, on the basis of sex, race, religion, national origin, color, age or any handicapping condition. The Board of Education complies fully with the provisions of Title IX of the Education Amendments of 1972, Section 504 of the Rehabilitation Act of 1973, and the appropriate Department of Education regulations.
- The final awarding of this bid will be made by the Conecuh County Board of Education based on a recommendation from the Superintendent.
- Conecuh County Schools reserves the right to reject any and all bid proposals if deemed necessary.
- Vendor must be in good standing with the FCC and provide a current Service Provider Identification Number (SPIN) with USAC Schools and Libraries (E-rate) throughout the term of any agreement. Please indicate SPIN on all documentation. Vendors who do not currently have green light status will not be considered. The loss of green light status with the FCC shall render any contracts entered into with the vendor to be immediately null and void.
- Vendor must have been in continuous business for a minimum of 3 years.
- The System reserves the right to cancel the contract with the vendor for non-performance at any time during the contract period. Nonperformance includes, but is not limited to; failure to supply good quality service, failure to provide services for the full term of the contract, installation performance, poor billing and customer service services, and failure to maintain status as an authorized representative of services.

- The Vendor must invoice the Schools and Library Division (SLD) directly (generate a Service Provider Invoice, FCC Form 474) for the discounted portion of each bill in accordance with SLD regulations. The school district will only be invoiced for the undiscounted portion.
- Conecuh County Schools reserves the right to terminate services if the project is not in contingency with E-Rate funding.
- It is understood that, except as otherwise specifically stated in this RFP, The Vendor shall provide and pay for all materials, labor, tools, equipment, transportation, temporary construction of every nature and all other services and facilities of every nature whatsoever, necessary to execute, complete and deliver the work within the specified time. Licenses necessary for the execution of the work shall be secured and paid for by the Vendor.
- The Vendor shall protect all buildings, furniture, equipment, personal items, trees, shrubs, lawns and all landscaping on school property from damage. Any damaged property shall be repaired or replaced at The Vendor's expense. Labor shall include all restoration (leveling, sodding) of grounds broken up during the installation of this network.
- The Vendor and his representatives shall follow all applicable school district regulations while on Conecuh County Schools property, including the no smoking, no weapons, and drug free policies. No work shall interfere with school activities or environment unless permission is given by the Principal or person in charge. All Vendor personnel shall be easily identified by the use of identification badges and uniforms or shirts with The Vendor's logo clearly visible.
- All requirements specified in this RFP become part of any awarded contract.
- Award will be made to the responsible bidder offering a proposal that is deemed the most cost effective solution to the Conecuh County Schools system.
- No invoice will be paid until all purchase order items and services have been delivered to the school district's satisfaction. Invoices submitted to the district that fall out of the contracted scope will not be paid unless the invoiced items had been previously approved by the district.
- No consideration will be given to any claims based on a lack of knowledge of existing conditions. For this reason, vendors are required to attend a site visit/survey to all facilities identified to receive services specified in this bid proposal prior to the vendor submitting a response to the bid. A mandatory bid meeting/walk-through is scheduled for **February 24th, 2026** at 8:00 a.m. at Conecuh County Board of Education, 1455 Ted Bates Road, Evergreen, AL 36401.

## **2. REQUEST FOR PROPOSAL**

Background and basic description of the requirement: Conecuh County Schools has a wide area network (WAN) where all schools and the central office can communicate. The current configuration is 8 sites with fiber connectivity. We are seeking a new turnkey solution, including new switches at the IDF's and MDF's at four locations that are all of the same manufacturer. The proposed configuration response to the specification(s) below must provide Conecuh County Schools with educational technology that meets requirements specified within the RFP.

### **Switches (Qty 61) – or Equivalent**

- We prefer the switches to be controlled and managed from the existing Fortinet FortiGate NGFWs at each school to provide visibility and control to easily configure moves, add, and changes with security fabric information exchange.
- We prefer the system to support the ability to detect and remediate threats on a per port level and move a device to a quarantine VLAN, should they become a threat in your network.

### **24 Hour Support (Qty 1) –or Equivalent**

- We prefer 24-hour support for any questions/support help.

### **Installation (Qty 1) –or Equivalent**

- We prefer installation services for all equipment.

### **Requested Proposed Equipment or equivalent.**

- Qty 43 LAYER 2/3 FORTIGATE SWITCH CTRL FOR POE+ SWITCH W/48XGE RJ45 PORTS
- Qty 14 LAYER 2/3 FORTIGATE SWITCH CTRL COMPATIBLE POE+ SWITCH W/24XGE RJ45
- Qty 4 L2+ MANAGEMENT SWITCH WITH 8XGE + 2XSFP + 1XRJ45 CONSOLE AND
- Qty 43 FORTISWITCH-448E-FPOE 1YR 24X7 FORTICARE CONTRACT
- Qty 14 1YR 24X7 FORTICARE CONTRACT FOR FORTISWITCH-424E-FPOE
- Qty 4 1YR 24X7 FORTISWITCH-18F FC CONTRACT
- Qty 47 10 GE SFP+ PASSIVE DIRECT ATTACH CABLE 1M 10 GE SFP+ PASSIVE
- Qty 10 10 GE SFP+ PASSIVE DIRECT ATTACH CABLE 3M 10 GE SFP+ PASSIVE
- Qty 6 10 GE SFP+ TRANSCEIVER MODULE 10KM RANGE 10 GE SFP+ TRANSCEIVER M
- Qty 36 10 GE SFP+ TRANSCEIVER MODULE SHORT RANGE 10 GE SFP+ TRANSCEIVER

Point of Contact: Triston Ewing, Nyaesia Thompson

1455 Ted Bates Road Evergreen, AL 36401.

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### **3. SPECIFICATIONS**

The Conecuh County Public School District is seeking proposals from qualified vendors to install network switches as described in this Request for Proposal (“RFP”). The locations and addresses are listed below. Drawings for each campus are provided at the mandatory bid meeting.

1. Lyeffion School - 7575 Highway 83, Evergreen, AL 36401
2. Thurgood Marshall Middle School(name will changed to Central Office/Student Learning Center effective 2026-2027 school year) - 428 Reynolds Ave, Evergreen, AL 36401
3. Evergreen City School – 821 W Front St, Evergreen, AL 36401
4. Workforce Development Center – 300 Jaguar Drive, Evergreen, AL. 36401
5. Hillcrest High School - 1989 Jaguar Drive, Evergreen, AL 36401

- A. All pricing must include installation, setup, configuration and maintenance fees. When installation is complete, the vendor's connectivity equipment must be connected to the existing Conecuh County School’s District network and in working order.
- B. Vendor’s equipment and network must meet industry standards for Quality of Service (QOS) with no additional cost or required upgrades to ensure effective operation and handling of any current and future project.
- C. The Vendor must provide information on any Specializations and/or Certifications of your company and employees to design and implement equipment proposed in your solution.
- D. The Vendor must provide three references of comparable size and scope with a summary of services provided.
- E. The Vendor must provide a transition plan defining and describing the activities and timelines necessary to complete implementation of each of the requested services (site by site). Depending on the size of the project, after hours installation may be required.
- F. At the completion of the bid, the vendor must provide a spreadsheet including the model, serial number and location of each device at each location.

#### **4. Questions Concerning Specifications**

Vendors that have questions regarding bid specifications must submit their questions in writing to the Technology Coordinators [triston.ewing@conecuhk12.com](mailto:triston.ewing@conecuhk12.com) and [nyaesia.thompson@conecuhk12.com](mailto:nyaesia.thompson@conecuhk12.com) no later than **March 6th, 2026**.

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

##### **Factor Weight**

Total Price for E-Rate Eligible Services - 40%  
Specifications, Features, Product Quality - 15%  
Ability to Provide Compatible Services - 15%  
Local or In-State Vendor - 10%  
Prior Experience with the Vendor - 10%  
Completeness of Bid - 10%

**TOTAL 100%**

**Conecuh County School District may elect to award all, some, or none of the proposed bid.**

Schedule for mini Quote Bid: **February 17<sup>th</sup>, 2026**  
Mandatory Walk-Through: **February 24<sup>th</sup>, 2026**  
Last Day to Submit Bid via Email: **March 16<sup>th</sup>, 2026**  
Last Date for Questions: **March 6<sup>th</sup>, 2026**  
Contract Award Date: **March 18<sup>th</sup>, 2026**