

Conecuh County Schools is seeking Network Switches, Wireless Equipment, and Installation services. These services will be bid subject to the conditions and provisions listed in our bid document.

All bids must be submitted by emailing their response to Mr. Triston Ewing, Conecuh County Schools at triston.ewing@conecuhk12.com no later than 9:00 a.m. on March 21st, 2022. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner.

Network Switches and Wireless

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, Conecuh County Schools at triston.ewing@conecuhk12.com.

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. **THE USAC BULK UPLOAD TEMPLATE MUST BE SUBMITTED WITH PROPOSAL.**

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.
- Vendors 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.

- This project is E-rate Contingent.

- 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 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 is scheduled for March 11th, 2022 at 8:30 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 AP's in every classroom, and switches at the IDF and MDF at all 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. Our intention is to be able to provide **Unified Threat Protection (UTP)** functions and features on the access points/wireless infrastructure on a per SSID basis.

For the purposes of this RFP - Unified Threat Protection (UTP) is defined as providing

- Antivirus Protection
- Web Filtering
- Application Control
- Intrusion Prevention
- Scan Botnet(s)

Wireless WLAN Controller – Fortinet FortiGate or Equivalent

- We prefer this WLAN controller to be integrated into the Firewall GUI with the ability to centrally provision and manage access points.

WAP – (Qty 173) - Fortinet FAP-U Model or Equivalent

- We prefer the access points to be managed and configured from the Firewall to include management, RF Settings, ability to create SSID's, ability to create AP profiles and security settings.
- We prefer the system to support the ability to detect and remediate threats on a per SSID and move wireless devices to a quarantine VLAN, should they become a threat in your network.
- We prefer the SSIDs to be capable of supporting Unified Threat Protection (UTP) functions on the Access Point(s)
- We prefer all proposed APs to provide the flexibility to support dual 5GHz radios.

Switches (Qty 70) – Fortinet FS Model(s) or Equivalent

- We prefer the switches to be controlled and managed from the Firewall to provide visibility and control interface to easily configure moves, adds, and changes with security fabric information exchange.
- We prefer the system to support 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

WLAN/Management Solutions for APS and Switches (Qty 7) - Fortinet (FG-200F) or Equivalent

- We prefer that this must support centralized intelligence for network and security
- We prefer that this must support switches and WAP's controlled and configured from the firewall GUI with little or no touch provisioning
- We prefer that this has the ability to view and control logical and physical topologies dynamically
- We prefer that this must support logical stacking of switches across multiple IDF and MDF locations without special cables, modules, or port restrictions
- We prefer that this must be able to centrally support/manage/configure up to 128 access points in tunnel mode
- We prefer that this must be able to centrally support/manage/configure up to 64 switches

WLAN/Management Solutions for APS and Switches (Qty 7) - Fortinet (FG-100F) or Equivalent

- We prefer that this must support centralized intelligence for network and security
- We prefer that this must support switches and WAP's controlled and configured from the firewall GUI with little or no touch provisioning
- We prefer that this has the ability to view and control logical and physical topologies dynamically
- We prefer that this must support logical stacking of switches across multiple IDF and MDF locations without special cables, modules, or port restrictions
- We prefer that this must be able to centrally support/manage/configure up to 64 access points in tunnel mode
- We prefer that this must be able to centrally support/manage/configure up to 32 switches

24 Hour Support (Qty 9) – FortiAnalyzer or Equivalent

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

Requested Proposed Equipment or equivalent.

- Qty 38 Fortinet P/N FAP-U431F-A
- Qty 135 Fortinet P/N FAP-U231F-A
- Qty 51 Fortinet P/N FS-148F-FPOE
- Qty 19 Fortinet P/N FS-124F-FPOE
- Qty 45 Fortinet P/N SP-CABLE-FS-SFP+1 (10GbE -1-meter Passive Direct Attach Cable)
- Qty 46 Fortinet P/N FN-TRAN-SFP+SR (10GbE SR optic)
- Qty 7 Fortinet P/N FG-200F
- Qty 7 Fortinet P/N FC-10-F200F-950-02-12
- Qty 2 Fortinet P/N FG-100F
- Qty 2 Fortinet P/N FC-10-F100F-950-02-12
- Qty 1 Fortinet P/N FC2-10-AZVMS-465-01-12

Point of Contact: Triston Ewing, 1455 Ted Bates Road Evergreen, AL 36401.

Email: triston.ewing@conecuhk12.com

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. **THE USAC BULK UPLOAD TEMPLATE MUST BE SUBMITTED WITH PROPOSAL.**

1. Lyeffion Junior High School - 7575 Highway 83, Evergreen, AL 36401
2. Repton Junior High School – 2340 Conaly Street, Repton, AL 36475
3. Thurgood Marshall Middle School - 428 Reynolds Ave, Evergreen, AL 36401
4. Evergreen Elementary School – 821 W Front St, Evergreen, AL 36401
5. Conecuh County Junior High School – 2347 Cleveland Ave, Castleberry, AL 36432
6. Hillcrest High School – 1989 Jaguar Dr. Evergreen, AL 36401
7. Workforce Development Center – 300 Jaguar Drive, Evergreen, AL. 36401
8. Conecuh County Board of Education Office -1455 Ted Bates Road, Evergreen, AL. 36401

- A. Wireless Standards:** The following standards must be met with respect to the wireless network. All classrooms should have high quality wireless access for 30-40 devices simultaneously. This assumes some students may have multiple devices and that the teacher may also be using multiple wireless devices. Gymnasiums are considered classrooms. All cafeterias should have coverage that is capable of supporting 1/3 of the school’s enrollment at any given time.
- B.** All pricing must include installation, setup, configuration and maintenance fees. When installation is complete, vendor’s connectivity equipment (which may include but not be limited to routers) must be connected to the existing Conecuh County School’s District network.
- C.** 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 voice and video (H.323) over IP traffic.

- D. The Vendor must provide a toll free number for technical support Monday - Friday 7:00 a.m. to 5:00 p.m. as a minimum.
- E. 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.
- F. The Vendor must provide three references of comparable size and scope with a summary of services provided.
- G. 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).
- H. 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

All Questions and Answers will be posted on the mini-bid posting. It is the responsibility of each vendor to check back regularly.

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

Factor Weight

Price of Eligible Products/Services 50%

Transition & Implementation Plan 30%

Prior Experience with vendor 20%

TOTAL 100%

Schedule of Events

Mini-Quote Posted: **March 7th, 2022**

Mandatory Bid Meeting: **March 11th, 2022**

Last Date for Questions: **March 18th, 2022**

Contract Award Date: **March 21st, 2022**