

Applicant: Hatch Valley Public Schools

BEN: 143312

Form 470 #: 250004842

Attachment Name: Dedicated Internet Access (DIA) with Transport Service Specifications

Form 470 Contacts: Andrew Campbell – acambell@hatchschools.net

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Procurement Timeline

Task	Due Date
Issue Date	Friday, November 15 th , 2024
Deadline to Submit Questions	Tuesday, December 3 rd , 2024
Posting of Questions/Clarifications	Thursday, December 5 th , 2024
Proposal Submission Deadline	Friday, January 10 th 2025

Communications and Questions

All communication with the Applicant regarding this solicitation **must** be emailed and received by the “Deadline to Submit Questions” noted in the “Procurement Timeline.” Questions should be directed to all “Form 470 Contacts” listed above, with the Form 470 Number included in the subject line. Failure to include all “Form 470 Contacts” could result in questions going unanswered. Verbal inquiries are not allowed. Clarifications, when applicable, will be posted as an attachment/addendum to the Form 470. Each Offeror is responsible for downloading the current version of the Form 470 and attachments, including any addenda. Applicant reserves the right to ask vendors clarifying questions during the proposal review process.

Contact initiated by an Offeror concerning this solicitation with any other Applicant representative other than those listed as Form 470 contacts is prohibited. Unauthorized contact may result in the offeror's disqualification from this solicitation.

Proposal Instructions

Proposals should be submitted by the Proposal Submission Deadline in the Procurement Timeline.

Proposals **must** be mailed via FedEx or UPS to the address below:

Shelly Ortega, Procurement Officer

Hatch Valley Public Schools

204 Hill St.

Hatch, NM 87937

Email submitted bids will not be accepted.

Proposals must also include the following:

- Applicant name
- Form 470 number
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions
- Completed Pricing Attachment

Proposals **must** include **all** costs associated with providing service, including but not limited to:

- Monthly recurring charges (MRC) include any recurring charge related to delivering the services, such as monthly charges for Internet access, IP addresses, basic terminating equipment, etc.
- Non-Recurring Charges (NRC) include any one-time fee other than special construction charges. This includes but is not limited to installation charges, connection charges, and/or basic terminating equipment charges.
- Special Construction Charges (SPC): one-time costs for deploying new fiber or upgrading network facilities for eligible entities. These charges are non-recurring and include the following components: construction of network facilities, design and engineering, and project management.
- Failure to identify the monthly recurring, non-recurring, and special construction charges will result in the disqualification of the proposal. Respondents are encouraged to provide the estimated taxes and surcharges associated with the service. Submissions indicating that there may be additional MRC, NRC, or SPC related to delivering the services **WILL** be disqualified.

Proposal pricing **must** be included in the Pricing Attachment and be submitted in xls or xlsx format.

Proposals **must** be in response to the specific requirements of this solicitation. Offers including a generic listing of services beyond the scope of this solicitation and/or encyclopedic price lists will be disqualified. SPAM and/or robotic responses will not be considered valid responses and will be disqualified from consideration.

Applicant reserves the right to consider its existing service as a standing proposal and evaluate it against the other submitted proposals.

Service Requirements

Applicant **requires** a minimum of 2 Gbps download x 2 Gbps upload fully managed Dedicated Internet Access with Transport service to the locations specified in the Pricing Attachment. Service providers are requested to submit offers for incremental bandwidths from 2 Gbps up to 5 Gbps.

Offerors **must** provide static IP addresses.

Offerors **must** provide router lease options and pricing.

To be considered, services **must** be within the specified bandwidth range. In addition to the specified minimum and maximum bandwidths, Service Providers are encouraged to offer a variety of bandwidth options within this range. Refer to the Pricing Attachment for the requested service levels. If the exact bandwidths listed are not available, vendors should include their closest comparable service level for consideration.

Submissions meeting any of the three (3) numbered criteria **WILL** be disqualified.

1. Solution does **NOT** offer at least the minimum bandwidth.
2. Solution does **NOT** offer bandwidth dedicated to the applicant but instead, the bandwidth is dependent on the number of other customers on the network or some other factor that does not, generally, guarantee the minimum bandwidth as a committed information rate (CIR).
3. Solution includes caps on data usage or slows speeds based on data usage or other factors.

All solutions must terminate service or infrastructure at the demarcation point within the building, generally, the MDF. Solutions that only bring service to the property line but not to the demarcation point will be disqualified. The agreement must terminate service at an MDF designated by the Applicant. The Offeror should specify the exact demarcation setup included in the base fees, such as wall-mounted CPE and CAT6a handoff, rack mount patch panel, etc.

Contract Term and Modifications

Services are needed effective July 1, 2025. If the service cannot be guaranteed by this date, this should be indicated in the proposal, along with an estimated timeline for when the service will be available.

Offers of month-to-month or contracted services will be considered. Service providers submitting proposals for contracted service are requested to provide pricing for one twelve (12) month term. Customer would like the option to voluntarily extend the agreement for two (2) additional twelve (12) month terms. Offers requiring an initial term of more than 36-months will not be considered.

All contracts should permit bandwidth increases during the term. Any such increases, including those during optional renewal periods, will be treated as modifications to the existing agreement rather than new agreements and, therefore, will **NOT** extend the contract's term.

All contracts should include a provision allowing for early termination of circuits without penalty if a location is closed by the Applicant.

All contracts should include a clause allowing additional sites to be added at the existing MRC for the duration of the agreement, with the Applicant covering any one-time charges related to adding the new site to the network. Any additional sites added will have the same end date as the main agreement.

No price increases will be permitted during the term of the agreement.

Service providers proposing equipment whose prices may increase depending upon new U.S. government tariffs imposed on imports are encouraged to (a) identify such products in their offers, and (b) propose an acceptable methodology for limiting price adjustments over the life of the contract.

Subject to contract restrictions, services may be reevaluated for cost-effectiveness at any time during the life of the agreement including renewal periods.

E-Rate Specific Considerations/Information

FCC rules require vendors to offer discounted SPI billing. The applicant **requires** SPI discount method for these services. Vendors that do not offer SPI billing will be disqualified.

Per USAC E-Rate rules, “cost of eligible services” will be the highest valued criterion in the evaluation process; however, other criteria with a lesser value may also be considered.

Service providers proposing to temporarily loan equipment for product demonstration and/or evaluation purposes are **required** to clearly state that such loans are of limited duration. Product demos extending beyond thirty (30) days must be explicitly authorized by both parties and provided at a fair market rate.

By submitting a proposal on the requested services herein, the vendor certifies its proposed services and/or products comply with Part 47 Section 54.9 and 54.10 of the FCC rules which prohibits the sale, provision, maintenance, modification, or other support of equipment or services provided or manufactured by Huawei, ZTE, or any other covered company posing a national security threat to the integrity of communications networks or the communications supply chain. See <https://www.usac.org/about/reports-orders/supply-chain/> for more details.

As required by Section 54.500(f) of Part 47 of the Code of Federal Regulation all bids in response to this RFP **must** offer the lowest corresponding price (LCP) which is defined as the lowest price that a service provider charges to nonresidential customers who are similarly situated to a particular E-Rate applicant (school, library, or consortium) for similar services. See <https://www.usac.org/E-Rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/> for more details.

Additional Considerations/Information

All Proposals **must** be mailed via FedEx or UPS to the address below:

Shelly Ortega, Procurement Officer

Hatch Valley Public Schools

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Hatch, NM 87937

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The language in this solicitation has been standardized: "must," "shall," "mandatory," and "required" indicate mandatory specifications that the Applicant expects in the proposed solution. Proposals failing to meet these will be disqualified. "Should" and "may" indicate desirable specifications. A mandatory requirement may be waived if all respondents fail to meet a mandatory requirement.

Applicant reserves the right to waive any irregularities or informalities in the proposals received.

Applicant reserves the right to award all, part or none of the services set forth in this procurement. This procurement does not obligate Applicant until a valid agreement and/or valid Purchase Order is executed.

The Applicant reserves the right to request Best and Final Offers (BAFOs). BAFOs **must** be received by the date/time provided during discussions/negotiations, or the originally submitted proposal will be used for further evaluation and award recommendation.

Applicant may, at its sole discretion, extend the due date for the submission of proposals and any extensions shall be done via an addendum posted in the E-Rate Productivity Center (EPC.)

The vendor submission is subject to open records requests and, as such, the records will be released in accordance with those policies. Vendors are encouraged to mark pages as "Proprietary" or "Confidential" as appropriate, but the entire submission may not be marked as such. Identifying information as "Proprietary" or "Confidential" does not guarantee that the information will not be released but will be considered in determining whether the information is required to be released in accordance with the open records policies. Generally, pricing is not exempt from being publicly released.

By submitting a proposal, the Offeror certifies that no relationship exists between the Offeror and Applicant that would interfere with a fair and open competition or is a conflict of interest.

Evaluation Criteria

These criteria are to be utilized in the evaluation of offers to be considered. Individual criteria have been assigned a weight to reflect relative importance. Vendors are encouraged to provide details in their proposals that address the following criteria.

Criteria	Weight
Eligible Costs: E-Rate eligible recurring and one-time costs	35%
Ineligible Costs: E-Rate ineligible recurring and one-time costs	5%
Proposal Response: Completeness of proposal submission (including completed Pricing Attachment)	10%
Technical Merit: Ability to support requirements of this solicitation	20%
Terms and Conditions: Vendor's proposed contract terms and conditions	15%
Prior Experience: Applicant's previous experience with vendor	10%
Responsiveness: Proximity of vendor offices/staff; local vendor representation	5%