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| <p>Cumberland County Schools 810 Gillespie Street Fayetteville, NC 28306</p> | <p>INVITATION FOR BIDS NO: 173-19015</p> |
| <p>Direct all inquiries concerning this bid to: Cumberland County Schools Attention: Currie Sutton</p> <p>All questions must be submitted via email no later than 12:00 P.M. EST, <u>March 1, 2019</u></p> | <p>Please return one (1) hard copy and one (1) digital copy of your response to Ms. Currie Sutton, contact for Cumberland County Schools, 31225 Bainbridge Road, Suite H, Solon, OH 44139.</p> <p>All responses are due by 2:00 P.M. EST, <u>March 12, 2019.</u></p> <p>All responses must be signed and have the bid number 173-19015 notated on the outside of the sealed package.</p> |
| <p>Email: currieasutton@epicinc.org</p> | <p>Date of E-Rate Service April 1, 2019 through September 30, 2020</p> |

NOTE: Questions concerning the specifications in this Request for Proposals will be received until date and time listed above. ALL QUESTIONS MUST BE SUBMITTED IN WRITING BY EMAIL TO THE EMAIL ADDRESS LISTED ABOVE. NO QUESTIONS will be received by telephone. Questions received after the date and time listed above will not be considered. It is the OFFEROR'S responsibility to assure that all addenda have been reviewed and, if need be, signed and returned.

NOTICE TO BIDDERS: Sealed Proposals subject to the conditions herein will be received until the date and times listed above.



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| Cumberland County Schools 810 Gillespie Street Fayetteville, NC 28306 | INVITATON FOR BIDS NO: 173-19015 |
| REQUEST FOR PROPOSAL FOR INTERNAL CONNECTIONS SERVICES | INSTALLATION, ACTIVATION, AND INITIAL CONFIGURATION FOR E-RATE ELIGIBLE PRODUCTS |
| RFP RELEASE DATE: February 11, 2019 | RFP RESPONSE DATE: March 12, 2019 |
| <p>Cumberland County Schools does not discriminate on the basis of age, race, color, national or ethnic origin, sex, or handicap in employment practices or in administration of any of its educational programs and activities in accordance with applicable federal statutes and regulations.</p> | |

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Cumberland County Schools is soliciting proposals from qualified vendors for Internal Connections for the Schools listed in Section II and the services listed in Section V.

I. INSTRUCTIONS TO BIDDER AND GENERAL TERMS AND CONDITIONS

1. E-Rate instructions: This RFP will be issued at the same time the FCC Form 470 is filed; this RFP will remain posted for no less than 28 days.
2. Funding will be subject to E-Rate eligibility and District Approval. Any Contract entered into by the District will be contingent upon E-Rate funding.
3. Proposals must be made in the official name of the firm or individual under which business is conducted (showing official business address) and must be signed in ink by a person duly authorized to legally bind the person, partnership, company or corporation submitting the proposal.
4. Offerors are to include all applicable requested information and are encouraged to include any additional information they wish to be considered.
5. **Lowest Corresponding Price:** Per FCC rules, vendors must offer the Lowest Corresponding Price when submitting proposals. Lowest Corresponding Price (LCP) 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 47 CFR, Part 54, Section 54.500(f). Service providers cannot charge E-rate applicants a price above the LCP for E-rate services. See 47 CFR Section 54.511(b). There is a rebuttable presumption that rates offered within the previous 3 years are still compensatory.
6. **One (1) clearly identified sealed original of your proposal as well as one (1) digital media (CD, DVD, USB drive) copy is required for district evaluation. The printed version should be loosely bound. Both versions should be mailed in the same package.** Responsive proposals should provide straightforward, concise information that satisfies the requirements of this RFP. The District does not wish nor require that vendors bind their responses nor staple sections together. Responses in 3-hole punched binders or loose with a binder clip are sufficient and desired. Emphasis should be placed on skills and experience that respond to the needs of the School District, the requirements of this RFP, and completeness and clarity of content.
7. Every effort has been made to ensure that all information needed by the offeror is included herein. If an offeror finds that a proposal cannot be completed without additional information, if there are any questions for this bid, please direct those to: currieasutton@epicinc.org. **Deadline for questions will be March 1, 2019 at 12:00pm EST.** No questions will be accepted after this time.

8. Bids received prior to the time of opening shall be held unopened. No responsibility will be assumed by the district or its representatives for the premature opening of a BID NOT PROPERLY IDENTIFIED.
9. All entries shall be entered in ink or typewritten and shall remain firm for a period of not less than **(ninety) 90 days**. Mistakes may be crossed out and corrections inserted adjacent thereto, and shall be initialed, in ink, by the person signing the proposal.
10. Offers, amendments thereto or withdrawal requests must be received by the time advertised for proposal opening to be timely filed. It is the vendor's sole responsibility to insure these documents are received by the person (or office) at the time indicated in the solicitation document.
11. By submission of an offer, you are guaranteeing that all services meet the requirements of the solicitation.
12. The document that will form the contract shall include the entire solicitation, all amendments, the winning offeror's proposal and the subsequent "Contract Agreement".
13. This solicitation does not commit **Cumberland County Schools** to award a contract, to pay any cost incurred in the preparation of a proposal, of to procure or contract for the articles of goods or services. The owner reserves the right to accept or reject any or all proposals received as a result of this solicitation, to negotiate its entirety this solicitation if it is in the best interest of the owner to do so. The offeror shall bare all costs associated with the preparation of the response.
14. All vendors will receive EQUAL CONSIDERATION in the bidding procedures
15. Bids will be awarded to the BIDDER who MEETS SPECIFICATIONS, complies with all INSTRUCTIONS AND CONDITIONS, and demonstrates product superiority via demonstrations and test runs if required.
16. The district reserves the right to select the proposal which it deems most appropriate and is not bound to accept any proposal based solely upon price. Any award resulting from this bid shall be made to the offeror whose proposal is determined to be most advantageous to the district taking into consideration price and the evaluation factors set forth herein.
17. Proposals, amendments thereto or withdrawal requests must be received by the time advertised for proposal opening to be timely filled. It is the vendor's sole responsibility to ensure that these documents are received by the person (or office) at the time indicated in the solicitation document.
18. When specifications or descriptive papers are submitted with the offer, enter offeror's name and solicitation number.
19. The intent of the District is to enter into a negotiated procurement prior to acceptance of an offer, therefore, it must be understood that confidentiality and impartiality are of paramount importance.

20. **Ambiguous Offers:** Offers, which are uncertain as to terms, delivery, compliance to requirements and/or specifications, may be rejected or otherwise disregarded.
21. **Prohibition of Gratuities:** Whoever gives or offers to any public official or public employee any compensation including a promise of future employment to influence his action, vote, opinion or judgment as a public official or public employee or such public official solicits or accepts such compensation to influence his action, vote, opinion or judgment shall be subject to the punishment as provided by North Carolina law. The provision of this section shall not apply to political contributions unless such contributions are conditioned upon the performance of specific actions of the person accepting such contribution nor shall they prohibit a parent, grandparent or relative for making a gift to child, grandchild or other close relatives for love and affection except as hereinafter provided."
22. **Offeror's Qualifications:** Offers shall be considered only from offerors who are regularly established in the business called for, and who in the judgment of the district, are financially responsible and able to show evidence of their reliability, ability, experience, and have personnel directly employed or supervised in the manner called for under this contract. The district may make such investigation as deemed necessary to determine the ability of the offeror to perform the work, and the offeror shall furnish to the district all such information and data needed for this request, including a detailed list of the equipment which the offeror proposes to use; and a detailed description of the method proposed for service completion/installation. The district reserves the right to reject any offer if the evidence submitted by, or investigation of such offers demonstrates that the offeror is not properly qualified to carry out the obligations of the contract and to complete the work contemplated therein. Conditional offers will not be accepted.
23. **Explanation to Prospective Offerors:** Any prospective Offeror desiring an explanation or interpretation of the solicitation, drawings, specifications, etc., must request it in writing soon enough to allow a reply to reach all prospective Offerors before the submission of their offers. Oral explanations or instructions given before the award of the contract will not be binding. Any information given to a prospective Offeror concerning a solicitation will be furnished promptly to all other prospective Offerors as an amendment of the solicitation, if that information is necessary in submitting offers or if the lack of it would be prejudicial to any other prospective Offeror.
24. **Offeror's Responsibility:** Each offeror shall fully acquaint himself with conditions relating to the scope, and restrictions attending the execution of the work under the conditions of this proposal.
25. **Competition:** This solicitation is intended to promote competition. If the language, specifications, terms and conditions, or any combination thereof restricts or limits the requirements in this solicitation to a single source, it shall be the responsibility of the interested vendor to notify the district in writing. The solicitation may or may not change, but a review of such notification will be made prior to award.
26. **Waiver:** The owner reserves the right to waive any provisions of this solicitation.
27. **North Carolina Law Clause:** Upon award of a contract under this solicitation, the person, partnership, association, or corporation to whom the award is made, must comply with the

laws of the state of North Carolina, which require such person or entity to be authorized and/or licensed to do business in this state, by submission of this signed offer, the Offeror agrees to subject itself to the jurisdiction and process of the courts of the state of North Carolina, as to all matters and disputes arising or to arise under the contract and the performance thereof, including any questions as to the liability of taxes, licenses, or fees levied by the State/County.

28. **Accidents:** The vendors shall hold the owner harmless from any and all damages and claims that may arise by reason of any negligence on the part of the vendor, his agents, or employees in the performance of this contract, and in case of any action brought therefore against the owner of any of its agents or employees, the vendor shall assume full responsibility for the defense therefore, and upon his failure to do so on the proper notice, the owner reserves the right to defend such motion change all cost thereof to the vendor. The vendor shall take all precautions necessary to protect the public against injury.
29. **Affirmative Action:** The successful Offeror shall take affirmative action in complying with all Federal, State and County requirements concerning fair employment, employment of the handicapped and concerning the treatment of all employees, without regards of discrimination by reasons of race, color, sex, religion, and or national origin.
30. **Force Majeure:** Neither the District nor the successful offeror shall be considered to be in default of this Agreement if delays in or failure of performance shall be due to Uncontrollable Forces, the effect of which, by the exercise of reasonable diligence, the non-performing party could not avoid. The term "Uncontrollable Forces" shall mean any event which results in the prevention or delay of performance by a party of its obligations under this Agreement and which is beyond the reasonable control of the non-performing party. It includes, but is not limited to fire, flood, earthquakes, storms, lightning, epidemic, war, riot, civil disturbance, sabotage, and governmental actions. Neither party shall, however, be excused from performance if nonperformance is due to forces which are preventable, removable, or remediable and which the non-performing party could have, with the exercise of reasonable diligence, prevented, removed, or remedied with reasonable dispatch. The non-performing party shall, within a reasonable time of being prevented or delayed from performance by an uncontrollable force, give written notice to the other party describing the circumstances and uncontrollable forces preventing continued performance of the obligations of this Agreement. If a force majeure event extends for a period in excess of 30 days in the aggregate, either Party may immediately terminate this Agreement upon written notice.
31. **Non- Appropriations:** Any contract entered into by the owner resulting from this solicitation shall be subject to cancellation without damages of further obligation when funds are not appropriated or otherwise made available to support continuation of performance on a subsequent fiscal period or appropriated year.
32. **Assignment:** No contract may be assigned, sublet or transferred without written approval of the Director of Technology.
33. **Proposal Evaluation:** Proposals received on-time will be evaluated based on the E-Rate criteria as outlined below. The following factors will be used in evaluating bid responses; price is weighted higher than any other single factor:

| Factor | Points |
|---|------------|
| Price of Eligible Service | 30 |
| Strong and unequivocal evidence that proposing organization's human, organizational, technical, and professional resources and abilities can support the proposed project, which will meet the full scope of the requirements specified in the RFP and Management and Personnel Qualifications. | 25 |
| Other Cost Factors (including price of ineligible goods and services, price of changing providers, price for breaking contract, interoperability with current networking environment, etc.) | 20 |
| Prior Experience working in and providing the needed products and services to public school environments. Prior Experience in a similar K-12 education environment | 10 |
| Environmental Objectives ¹ as well as Quality of Response (A substantially responsive Bid is one that conforms to all the terms, conditions, and specifications of the Bidding Documents without material deviation, reservation, or omission) | 10 |
| E-Rate Expertise (SPI billing versus BEAR billing) | 5 |
| Total | 100 |

34. **Arbitration:** Under no circumstances and with no exception will the Cumberland County Schools act as arbitrator between the Offeror and any sub-contractor.
35. **Change Orders:** No oral statement of any person shall modify or otherwise change, or affect the terms, conditions or specifications stated in the resulting contract. All change orders to the contract will be made in writing by the Appointed Contracting Officer.
36. **Special Notation:** The Purchasing Department is acting under that authority given to it in the District Procurement Policy to procure contracts. The resulting contract is between the District and the successful offeror. The Purchasing Department bears no liability for any damages that any party may incur in the execution or enforcement of the contract.
37. **Award: Cumberland County Schools** reserves the right to reject any and all proposals and to make an award in the best interest of the District.
38. **Notice for Taxes, Travel and Living Expenses:**
All prices/rates quoted must include all taxes (local, state, and federal) as separate line item.

Please provide a complete proposal, avoiding any hidden items, and include any estimates for labor, as well as cost-reimbursable items such as travel, and out-of-pocket expenses.

¹ See page 20 for a complete list of environmental objectives

39. **SPIN Number:** Please include SERVICE PROVIDER INFORMATION NUMBER (SPIN) for e-rate purposes.

40. **References:** Proposers must provide a minimum of three (3) current references of similar services/solutions they have provided, including contact information. See section VI.

41. **Responders should be aware of the following reasons that may be used for bid response disqualification.**

- Vendor is on Red Light status with the FCC or is delinquent on a debt to a state or federal government agency or entity;
- Vendor is not authorized to do business in North Carolina;
- Vendor has not been in business for at least 5 years performing the services or furnishing the equipment required in this RFP;
- Vendor does not have an E-Rate SPIN number;
- Vendor cannot provide all equipment and services listed in the RFP unless otherwise noted in this solicitation that separate contracts may be awarded for subsets of equipment and/or services.
- Vendor does not agree to provide discounted billing to the District.

II. BUILDING LOCATIONS

Building locations for each request listed below, are at the following addresses:

| School | Address |
|--------------------------------|---|
| Abbott Middle, R. Max | 590 Winding Creek Road, Fayetteville, NC 28305 |
| Alderman Road Elementary | 2860 Alderman Road, Fayetteville, NC 28306 |
| Armstrong Elementary | 3395 Dunn Road, Eastover, NC 28312 |
| Ashley Elementary | 810 Trainer Drive, Fayetteville, NC 28304 |
| Auman Elementary, Loyd | 6882 Raeford Road, Fayetteville, NC 28304 |
| Baldwin Elementary, Ed V., Jr. | 4441 Legion Road Hope Mills, NC 28348 |
| Beaver Dam Elementary | 12059 NC Hwy 210, Roseboro, NC 28382 |
| Berrien Elementary, Teresa | 800 North Street, Fayetteville, NC 28301 |
| Black Elementary, Lillian | 125 South Third Street, Spring Lake, NC 28390 |
| Brentwood Elementary | 1115 Bingham Drive, Fayetteville, NC 28304 |
| Britt High, Jack | 7403 Rockfish Road, Fayetteville, NC 28306 |
| Brown Elementary, W.T. | 2522 Andrews Church Road, Spring Lake, NC 28390 |
| Byrd Middle, Douglas | 1616 Ireland Drive, Fayetteville, NC 28304 |
| Byrd High, Douglas | 1624 Ireland Drive, Fayetteville, NC 28304 |
| Cape Fear High | 4762 Clinton Road, Fayetteville, NC 28312 |
| Cashwell Elementary, Elizabeth | 2970 Legion Road, Fayetteville, NC 28306 |
| Chesnutt Middle, Anne | 2121 Skibo Road, Fayetteville, NC 28314 |
| Cliffdale Elementary | 6450 Cliffdale Road, Fayetteville, NC 28304 |
| College Lakes Elementary | 4963 Rosehill Road, Fayetteville, NC 28311 |
| Collier Elementary, C. Wayne | 3522 Sturbridge Drive, Hope Mills, NC 28348 |
| Coon Elementary, J.W. | 905 Hope Mills Road, Fayetteville, NC 28304 |

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| Cross Creek Early College | 1200 Murchison Road, Butler Building, Suite 100, Fayetteville, NC 28301 |
| Cumberland Int'l Early College | 1200 Murchison Road, J. Knuckles Building, Fayetteville, NC 28301 |
| Cumberland Mills Elementary | 2576 Hope Mills Road, Fayetteville, NC 28306 |
| Cumberland Polytechnic High | 2201 Hull Road, Fayetteville, NC 28303 |
| Cumberland Road Elementary | 2700 Cumberland Road, Fayetteville, NC 28306 |
| District 7 Elementary | 5721 Smithfield Road, Wade, NC 28395 |
| Easom Primary, Alma | 1610 Westlawn Avenue, Fayetteville, NC 28305 |
| Eastover-Central Elementary | 5174 Dunn Road, Eastover, NC 28312 |
| Ferguson-Easley Elementary | 1857 Seabrook Road, Fayetteville, NC 28301 |
| Gallberry Farm Elementary | 8019 Byerly Drive, Hope Mills, NC 28348 |
| Glendale Acres Elementary | 2915 Skycrest Drive, Fayetteville, NC 28304 |
| Gray's Creek Elementary | 2964 School Road, Hope Mills, NC 28348 |
| Gray's Creek Middle | 5151 Celebration Drive, Hope Mills, NC 28348 |
| Gray's Creek High | 5301 Celebration Drive, Hope Mills, NC 28348 |
| Griffin Middle, John R. | 5551 Fisher Road, Fayetteville, NC 28304 |
| Hall Elementary, Howard | 526 Andrews Road, Fayetteville, NC 28311 |
| Hefner Elementary, Bill | 7059 Calamar Drive, Fayetteville, NC 28314 |
| Honeycutt Elementary, E. Melvin | 4665 Lakewood Drive, Fayetteville, NC 28306 |
| Hope Mills Middle | 4975 Cameron Road, Hope Mills, NC 28348 |
| Howard Learning Academy | 1608 Camden Road, Fayetteville, NC 28306 |
| Ireland Drive Middle | 1606 Ireland Drive, Fayetteville, NC 28304 |
| Jeralds Middle, Luther Nick | 2517 Ramsey Street, Fayetteville, NC 28301 |
| Lake Rim Elementary | 1455 Hoke Loop Road, Fayetteville, NC 28314 |
| Lewis Chapel Middle | 2150 Skibo Road, Fayetteville, NC 28314 |
| Long Hill Elementary | 6490 Ramsey Street, Fayetteville, NC 28311 |
| Manchester Elementary Academy | 611 Spring Avenue, Spring Lake, NC 28390 |

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| Martin Elementary, Benjamin | 430 N. Reilly Road, Fayetteville, NC 28303 |
| Massey Hill Classical High | 1062 Southern Avenue, Fayetteville, NC 28306 |
| McArthur Elementary, Mary | 3809 Village Drive, Fayetteville, NC 28304 |
| Miller Elementary, E.E. | 1361 Rim Road, Fayetteville, NC 28314 |
| Montclair Elementary | 555 Glensford Drive, Fayetteville, NC 28314 |
| Morganton Road Elementary | 102 Bonanza Drive, Fayetteville, NC 28303 |
| New Century Int'l Elementary | 7465 Century Circle, Fayetteville, NC 28306 |
| New Century Int'l Middle | 7455 Century Circle, Fayetteville, NC 28306 |
| Owen Elementary, William H. | 4533 Raeford Road, Fayetteville, NC 28304 |
| Pine Forest Middle | 6901 Ramsey Street, Fayetteville, NC 28311 |
| Pine Forest High | 525 Andrews Road, Fayetteville, NC 28311 |
| Ponderosa Elementary | 311 Bonanza Drive, Fayetteville, NC 28303 |
| Raleigh Road Elementary | 8330 Ramsey Street, Linden, NC 28356 |
| Ramsey Street High | 117 Quincy Street, Fayetteville, NC 28301 |
| Reid Ross Classical | 3200 Ramsey Street, Fayetteville, NC 28301 |
| Rockfish Elementary | 5763 Rockfish Road, Hope Mills, NC 28348 |
| Sanford High, Terry | 2301 Fort Bragg Road, Fayetteville, NC 28303 |
| Seabrook Elementary, J.W. | 4619 NC Hwy 210 S, Fayetteville, NC 28312 |
| Seventy-First Classical Middle | 6830 Raeford Road, Fayetteville, NC 28304 |
| Seventy-First High | 6764 Raeford Road, Fayetteville, NC 28304 |
| Sherwood Park Elementary | 2115 Hope Mills Road, Fayetteville, NC 28304 |
| Smith High, E.E. | 1800 Seabrook Road, Fayetteville, NC 28301 |
| Souders Elementary, Lucile | 128 Hillview Avenue, Fayetteville, NC 28301 |
| South View High | 4184 Elk Road, Hope Mills, NC 28348 |
| South View Middle | 4100 Elk Road, Hope Mills, NC 28348 |
| Spring Lake Middle | 612 Spring Avenue, Spring Lake, NC 28390 |
| Stedman Elementary | 7370 Clinton Road, Stedman, NC 28391 |

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| Stedman Primary | 155 E. First Street, Stedman, NC 28391 |
| Stoney Point Elementary | 7411 Rockfish Road, Fayetteville, NC 28306 |
| Sunnyside Elementary | 3876 Sunnyside School Road, Fayetteville, NC 28312 |
| Vanstory Hills Elementary | 400 Foxhall Road, Fayetteville, NC 28303 |
| Walker-Spivey Elementary | 500 Fisher Street, Fayetteville, NC 28301 |
| Warrenwood Elementary | 4618 Rosehill Road, Fayetteville, NC 28311 |
| Westarea Elementary | 941 Country Club Drive, Fayetteville, NC 28301 |
| Westover Middle | 275 Bonanza Drive, Fayetteville, NC 28303 |
| Westover High | 277 Bonanza Drive, Fayetteville, NC 28303 |
| Wilkins High, Alger B. | 1429 Skibo Road, Fayetteville, NC 28303 |
| Williams Middle, Mac | 4644 Clinton Road, Fayetteville, NC 28312 |
| Willis Elementary, Margaret | 1412 Belvedere Avenue, Fayetteville, NC 28305 |

III. RFP DATES AND ACTIVIES

1. If there are any questions for this bid, please direct those to: currieasutton@epicinc.org.

Deadline for questions will be March 1, 2019 at 12:00pm EST. No questions will be accepted after this time.

2. RELEVANT DATES:

| Event | Date |
|----------------------------------|--|
| Release RFP to Bidders | February 11, 2019 |
| Deadline for RFP Questions | March 1, 2019, 12:00 pm EST |
| Deadline for Proposal Submission | March 12, 2019, 2:00 pm EST |
| Shipment of E-Rate items | April 1, 2019 through September 30, 2020 |

IV. BID SUBMISSION FORM²

COMPANY NAME _____

COMPANY ADDRESS _____

E-RATE SPIN NUMBER _____

RESPONSIBLE PERSON'S NAME AND AUTHORIZED SIGNATURE*

NAME

SIGNATURE

DATE: _____

CONTACT TELEPHONE: _____

CONTACT EMAIL: _____

**Signature certifies that the proposed solution and services meet all requirements outlined in the bid and that the vendor will comply with all specified requirements.*

²Please return this page with your company's response.

V. SERVICE DESCRIPTION/PRICING

Cumberland County Schools is seeking bids/quotes for E-Rate **Category 2 Services for installation, activation, and initial configuration** of the following E-Rate eligible components:

- Qty (2) new CISCO AIR-CT8540 WLC Controllers with 10GB Connectivity (High Availability) and components
- Qty (3) new CISCO AIR-CT5520 WLC Controllers with 10GB Connectivity (All Primary) and components
- Qty (1) CISCO WS-C3850-12 SWITCH with 10GB Connectivity to the three AIR-CT5520 WLC Controllers and components
- Qty (1) existing Cisco ASA5585 Firewall
- Qty (2000) new Cisco Aironet AP AIR-DNA-E-3Y Licenses for new Cisco 3802i APs
- Qty (3000) existing Cisco Aironet AP AIR-DNA-E-3Y Licenses to be migrated

Services quoted may include:

- Design and engineering costs if these services are provided as an integral component of the installation of the relevant services
- Project management costs if these services are provided as an integral component of the installation of the relevant services
- On-site training is eligible as a part of installation services but only if it is basic instruction on the use of eligible equipment, directly associated with equipment installation, and is part of the contract or agreement for the equipment. Training must occur coincidentally or within a reasonable time after installation.

NO HARDWARE, SOFTWARE, OR COMPONENTS WILL BE PURCHASED IN THIS RFP. THIS RFP IS FOR SERVICES ONLY.

Current WIFI Core Network components consist of qty (2) 8510s Controllers connected via 10 Gbps (2x 10Gbps each / total of 4x 10Gbps) ports to a Nexus 7706 and qty (4) 5508s WLC Anchor Controllers connected via 1Gbps RJ-45 Copper (8x 1G on each / total for 32x 1Gbps) these connections are terminated on an existing 2960X. The 2960X switch has (4) 1Gbps RJ-45 connections in a port channel group connected back to a Cisco ASA5585 (Cisco ASA 5585-SSP-40) Firewall. There are approximately a mix of qty (3800) Cisco 3802i and 3502i physical access points located in the District facilities.

- A) The District would like services to move to a new WIFI Core Network Design of qty (3) Cisco 5520s WLC Anchor Controllers connected via 10 Gbps (2x 10Gbps each / total of 6x 10Gbps) port. These connections will be terminated using an SFP-H10GB-CU1M= (6x 1-meter long twinax cable) to a new Cisco WS-C3850-12XS-S switch. The new 3850 switch will then have two SFP-10G-SR-S connections back to the existing Cisco ASA5585 (Cisco ASA 5585-SSP-40) Firewall.

- B) Additionally, the existing qty (2) 8510 Core Network Controllers (and components) will need to be replaced with the new qty (2) 8540 Core Network Controllers (and components) to be connected via 10 Gbps (2x 10Gbps each / total of 4x 10Gbps) ports to the Core switch of the Nexus 7706.
- C) The hardware and all the components and licensing will need to be physically installed (rack-mounted) into existing, district-owned racks.
- D) Also, these services will need to include transferring a mix of qty (3000) existing Cisco 3802i and 3502i access point licenses from the current 8510 WLC to the new 8540 WLC as well as installing qty (2000) new Cisco 3802i access point licenses to the 8540 WLC.
- E) Finally, these services will need to include migrating a mix of qty (3800) Cisco 3802i and 3502i physical access points from the 8510 WLC to the 8540 WLC.

Overall, the services offered should include a comprehensive scope that will not exceed qty (5000) licenses (some migrated and some new) to be installed/migrated to the new controllers.

The Flexconnect SSIDs are configured in AP Groups for each school (larger schools have multiple AP Groups). The Guest SSID will tunnel back to the new 5520 WLCs that will need to be configured as Anchor Controllers.

The winning vendor must provide a turnkey solution whereby the equipment and licenses listed above are configured to be interoperable within the Cumberland County School's current network environment.

Strong and unequivocal evidence that proposing organization's human, organizational, technical, and professional resources and abilities can support the proposed project, which will meet the full scope of the requirements specified in the RFP and Management and Personnel Qualifications should be included in your company's response. Technicians should be qualified to maintain the equipment listed in the inventory provided. Please include personnel resumes for lead technicians who would be managing implementation of the services.

Proposals should delineate specific responsibilities of the service provider under the proposed agreement and that of the district personnel.

Please provide pricing for this E-Rate Category 2 service request on the next page.

NO NEW EQUIPMENT IS BEING REQUESTED IN THIS RFP. ALL EQUIPMENT LISTED IN THIS RFP WILL BE ON-SITE AND ONLY SERVICES ARE BEING REQUESTED IN THIS RFP.

TURNKEY SOLUTION FOR CORE MIGRATION PRICING:

| | |
|------------------|----|
| Subtotal: | \$ |
| Taxes: | \$ |
| Total: | \$ |

Notice for Taxes, Travel and Living Expenses:

All prices/rates quoted must include all taxes (local, state, and federal) as separate line item.

Please provide a complete proposal, avoiding any hidden items, and include any estimates for labor, as well as cost-reimbursable items such as travel, and out-of-pocket expenses.

LOWEST CORRESPONDING PRICE (LCP):

Lowest corresponding price is defined as the lowest price that a service provider charges to nonresidential customers who are similarly situated to a particular applicant (school, library, or consortium) for similar services. See 47 C.F.R. § 54.500.

Service providers cannot charge applicants a price above the LCP for E-rate Program services. See 47 C.F.R. § 54.511(b).

This ensures that: 1) service providers do not charge applicants more than they would charge their other customers for the same services. See First Report and Order, 12 FCC Rcd 8776, 9031-32, para. 484; and 2) any lack of experience in negotiating in a service market does not prevent applicants from receiving competitive prices. See First Report and Order, 12 FCC Rcd 8776, 9031, para. 484.

A service provider – regardless of the size of the company or the category of service provided – must ensure that the LCP is provided to applicants. The applicant is not obligated to ask for it, but must receive it. See 1996 Universal Service Order, 12 FCC Rcd 87, 383, para. 540.

VI. INTERNAL CONNECTIONS REFERENCES³

REFERENCE #1:

NAME OF REFERENCE

CONTACT

PHONE NUMBER

EMAIL ADDRESS

REFERENCE #2:

NAME OF REFERENCE

CONTACT

PHONE NUMBER

EMAIL ADDRESS

REFERENCE #3:

NAME OF REFERENCE

CONTACT

PHONE NUMBER

EMAIL ADDRESS

³Please return this page with your company's response.

VII. ENVIRONMENTAL OBJECTIVES

The following Environmental Objectives are provided for your review and consideration. They will be used in the evaluation of responses to this bid and Form 470 associated with this bid.

- **Quality and Responsiveness of Proposal** – the degree to which responder answered the bid questions; completeness and clarity of response; conformance to instructions; conformance to terms and conditions; conformance to bid specifications.
- **Technical Merit of the Proposed Solution** – Did the responder demonstrate a comprehensive understanding of the project and familiarity with the requirements and specifications?
- **Substantial Responsiveness** – Does the proposal fulfill the requirements and the technical specifications or propose a different design that does not offer substantial equivalence in critical performance parameters or in other requirements?
- **Technology Evaluation** – The technology platform and architecture being proposed needs to be evaluated to make sure that the equipment can meet the application and service demands that will be placed on it.
- **Relevant Experience** – Does the responder have experience in the configuration and installation of projects similar to the scale and scope that you intend for your district?
- **Availability of Technical Support** – Are there readily available technicians who will provide troubleshooting?
- **Check Internal Connections References** – Contact references to verify quality and technical performance of Internal Connections installed by responders.
- **Reliability of Service/Continuance of Service** – What is the responder’s record of reliability? What is the maximum length of downtime for transition, upgrade, and repair (the period of time during which service is not provided) of Internal Connections?
- **Flexibility** – Responders willingness and experience in adapting to mid-course corrections.
- **Scalability** – Is the solution architecture scalable for future growth and enhancements?
- **User Experience** – Ease of use; compatibility with existing systems/hardware.
- **Open Standards** – Does the solution utilize Proprietary or Open Standards based equipment?
- **Vendor’s Financial Stability** – Review the financials of the bid responders to ensure they have the financial livelihood to deploy the project.
- **Warranty** – Extended warranty offer; length of time on individual components, replacement components and parts; quick and efficient exchange and replacement process.