



E-RATE REQUEST FOR PROPOSAL
REGIONAL WIDE AREA NETWORK SERVICE
WIDE AREA NETWORK SERVICE FOR SCHOOL DISTRICTS
LEASED LIT FIBER SERVICE OR
COMPARABLE AND EQUIVALENT TECHNOLOGY

Issuance Date: December 19, 2025

Proposal Due Date: January 26, 2026, 3 pm EST

TABLE OF CONTENTS

1.0	OVERVIEW AND PROCEDURE	1
1.1	ISSUING ORGANIZATION.....	1
1.2	ADMINISTRATION OF THIS RFP	1
1.3	RFP DOCUMENTS.....	1
1.4	E-RATE	2
1.5	ACCESS TO RFP DOCUMENTS	2
1.6	COMMUNICATIONS REGARDING THIS PROCUREMENT	2
1.7	SCOPE OF SERVICES IN THIS RFP	3
1.8	TIMELINE AND DUE DATES FOR THIS PROCUREMENT	3
1.9	SITE VISITS	3
1.10	QUESTIONS ABOUT RFP.....	4
1.11	DEADLINE AND FORMAT OF PROPOSALS.....	4
1.12	INSTRUCTIONS FOR RESPONSE/PROPOSAL	4
1.13	CONFIDENTIAL INFORMATION	5
1.14	MEETINGS WITH BIDDERS TO REVIEW PROPOSALS	5
1.15	CLARIFYING QUESTIONS TO BIDDERS AND BEST AND FINAL OFFER REQUEST	5
1.16	BID EVALUATION	5
1.17	VENDOR SELECTION AND COMMUNICATION	5
1.18	CONFIRMATION OF PARTICIPATION OF RWAN MEMBERS.....	5
1.19	CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION	6
1.20	NON-DISCRIMINATION STATEMENT	6
1.21	MODIFICATION OR WITHDRAWAL OF PROPOSALS	6
1.22	PUBLICITY	6
1.23	SECURITY BACKGROUND CLEARANCES	6
1.24	TAX EXEMPT STATUS CONSIDERATIONS	7
1.25	ADDITIONAL INFORMATION FOR VENDORS	7
1.26	REASONS FOR DISQUALIFICATION OF PROPOSALS.....	7
1.27	RIGHT TO REJECT	8
1.28	FIRM PRICES REQUIRED	8
2.0	TECHNICAL REQUIREMENTS.....	9
2.1	OVERVIEW – TWO SERVICE GROUPS PER SECTION 1.7	9
2.2	VENDOR BIDDING REQUIREMENTS AND OPTIONS	9
2.3	SERVICE LOCATIONS	10
2.4	RWAN HUB SITE AND NETWORK CONFIGURATION	10
2.5	BUILDING TO BUILDING WAN HUB SITES AND NETWORK CONFIGURATION	11
2.6	TECHNICAL REQUIREMENTS GOVERNING BOTH RWAN AND WAN CIRCUITS	11
2.7	CUSTOMER SERVICE SUPPORT SERVICES.....	14
2.8	REQUIREMENTS GOVERNING SPECIAL CONSTRUCTION	15
2.9	NON-RECURRING CHARGES.....	17
3.0	E-RATE REQUIREMENTS	18
3.1	SERVICE PROVIDER IDENTIFICATION NUMBER (SPIN)	18
3.2	LOWEST CORRESPONDING PRICE	18
3.3	FORM 473, SERVICE PROVIDER ANNUAL CERTIFICATION FORM.....	18
3.4	DISCOUNTED BILLS	18

3.5	FCC REGISTRATION NUMBER.....	19
3.6	INVOICING.....	19
3.7	VENDOR IN GOOD STANDING WITH FCC AND NOT ON RED LIGHT	19
3.8	INVESTIGATIONS OF VENDORS	19
3.9	ASSISTANCE WITH FORM 471/PIA REVIEW PROCESSES AND OTHER INQUIRIES	19
3.10	NO USE OF MATERIALS OR COMPONENTS MANUFACTURED BY PROHIBITED COMPANIES	20
		20
4.0	CONDITIONS AND CONTRACT	20
4.1	RIGHT NOT TO AWARD	20
4.2	CONTRACT TERM.....	20
4.3	PROVISIONS TO CANCEL OR TERMINATE CONTRACT PRIOR TO EXPIRATION OF TERM	20
4.4	BUILDING CLOSINGS, RELOCATIONS AND MERGERS.....	20
4.5	COMMENCEMENT OF SERVICE.....	21
4.6	E-RATE FUNDING CONTINGENCY	21
4.7	SUBMISSION OF PROPOSED CONTRACT AND NEGOTIATION	21
4.8	SERVICE LEVEL PERFORMANCE	21
4.9	ASSIGNMENT	22
4.10	TERMINATION FOR NON-APPROPRIATION	22
4.11	ADDITIONAL CONTRACT REQUIREMENTS	22
5.0	MANDATORY REQUIREMENTS FOR PROPOSALS.....	24
5.1	ACKNOWLEDGMENT OF RFP REQUIREMENTS.....	24
5.2	TECHNICAL PROPOSAL	24
5.3	NETWORK DIAGRAM	25
5.4	NATURE AND SCOPE OF FIRM’S BUSINESS	25
5.5	REFERENCES	25
5.6	NON-COLLUSION AFFIDAVIT	25
5.7	PROPOSAL COVER SHEET	26
5.8	GOOD FAITH NEGOTIATION	26
5.9	CONTACT PERSON AUTHORIZED TO NEGOTIATE CONTRACT	26
5.10	CONTACT PERSON FOR QUESTIONS	26
5.11	FINANCIAL INFORMATION.....	26
5.12	TIMELINE FOR INSTALLATION.....	26
6.0	EVALUATION	27

Appendices A – D (See Section 1.3 for itemization)

1.0 OVERVIEW AND PROCEDURE

1.1 Issuing Organization

The Capital Area Intermediate Unit (“CAIU”) is an educational service agency and provide services to schools located in its serving area that create economies of scale, cost savings, and better efficiencies in the delivery of important programs and services to children, especially those with special needs. Technology is a pillar of the IU’s support of K-12 educational organizations. There are over 78,000 students in the IU’s serving area.

The CAIU focuses its efforts on the 24 school districts, two area vocational technical schools, fifty (50) non-public schools, and six charter or cyber-charter schools within its serving area. The area is diverse with a mix of urban, rural, and suburban areas. The districts range from about 12,000 students in our largest school district to 720 students in our smallest. More than half of the overall students in our client districts are eligible for Free or Reduced Lunch. The total school-age student population in our service area is 94,654. CAIU provides direct instruction and support services to 7,000 school-age students.

The CAIU is also the regional provider for Early Intervention services. Annually, nearly 2,000 students, aged 3-5, receive special education services through our preschool program.

This overview information is current as of the preparation of this RFP and may vary over time.

The CAIU is the issuing agent for this procurement on behalf of the schools that are part of this consortium and procurement. The participating schools are listed in Appendices A and C to this RFP.

1.2 Administration of this RFP

The CAIU is the responsible organization for administering this RFP. The issuing officer is:

Ronald Sims
Assistant Director of Technology
Capital Area Intermediate Unit 15
55 Miller Street
Enola, PA 17025
caiurwan@caiu.org

1.3 RFP Documents

The RFP documents consist of the following:

This RFP narrative document excluding appendices (31 pages)

- Appendices A-1 through A-4 Price Templates (separate Excel documents)
- Appendix B, Special Construction Technical Requirements (separate PDF document)
- Appendix C, Non-Collusion Affidavit (separate PDF document)
- Appendix D, Proposal Cover Sheet (separate Word document)

1.4 E-Rate

The CAIU intends to apply for discounts on the services and facilities listed in this RFP through the federal Universal Service Support Mechanism for Schools and Libraries, commonly known as “E-Rate.” The Vendor(s) must be familiar with and must agree to comply with E-Rate program rules including E-Rate deadlines, information requirements and all regulatory requirements. See Section 3.0 and its subparts herein for more information about E-Rate requirements.

1.5 Access to RFP Documents

The RFP documents and E-Rate Form 470 are available online as follows:

<https://opendata.usac.org/stories/s/ejcg-sjaz>

Make the following selections:

Funding Year: 2026

Certified Date/Time: use system default

Billed Entity State: PA

Billed Entity Zip Code: 17025

Applicant State: PA

Applicant Billed Entity Number: 17001628 (Intermediate Unit 15)

Applicant Type: Consortium

Interested Vendors are required to monitor this site to obtain any updates about this procurement. See Section 1.5 below.

The procurement documents will also be posted online at the CAIU website as a courtesy. www.caiu.org/community/notices/caiu-rwan-rfp.

The official repository for all RFP documents is the E-Rate Form 470 web site.

1.6 Communications Regarding this Procurement

Email to the Issuing Officer is the required and only permissible means of communication of any kind, including questions or comments, about this RFP. The email address is **caiurwan@caiu.org**. The subject line must include the words “RWAN RFP.” Interested bidders are encouraged (but not required) to notify the Issuing Officer via email of their potential interest in this procurement at their earliest opportunity. The Vendor’s email address will become part of an email distribution list for communications from the Issuing Officer about important RFP-

related items, including answers to Vendor inquiries, and any clarifications issued about this RFP. This email distribution list is maintained as a courtesy, and not the official means of notifying bidders of updates. ***Interested bidders are responsible for monitoring the E-Rate website for any updates to this procurement.***

1.7 Scope of Services in this RFP

This Request for Proposal (“RFP”) seeks to procure the following services. The technical requirements are set forth in Section 2 of this RFP.

1.7.1 Regional Wide Area Network (“RWAN”) circuits

Leased lit fiber broadband or functional equivalent technology for transport circuits to interconnect the schools located in the CAIU serving area.

1.7.2 Wide Area Network (“WAN”) circuits

Building-to-building leased lit fiber broadband or functional equivalent technology for transport circuits to connect various buildings that are not directly interconnected to the RWAN. These circuits may also be referred to as “intra-district” circuits.

1.8 Timeline and Due Dates for this Procurement

The following is the planned timeline for this procurement which may be modified by the CAIU as necessary. If there are revisions to this schedule, they will be posted in the E-Rate Form 470 portal, posted online at the CAIU website, and emailed to any Vendor who submitted their contact information pursuant to Section 1.6.

Action Item	Date
Issuance of RFP and Posting of E-Rate Form 470	12/19/2025
Deadline for Vendor questions	1/5/2026, 3 pm ET
Deadline for Vendors to request site visits	1/5/2026, 3 pm ET
Answers to Vendor questions issued by the CAIU	1/6/2026
Proposal deadline	1/26/2026, 3 pm ET
Bidders’ virtual meetings with Evaluation Committee	1/30/2026
Request for Best and Final Offers & clarifying questions sent to Bidders	2/2/2026
Bidders’ response due – answers to questions and BAFOs	2/9/2026, 3 pm ET
Evaluation Committee meeting	2/11/2026
Contract negotiation with recommended vendor	2/12/2026 – 3/2/2026
CAIU internal final review of contract and submission for approval	3/2/2026 – 3/11/2026

1.9 Site Visits

Site visits to service locations are available upon request and upon pre-arranged scheduling with the Issuing Officer of this RFP. Vendors or their subcontractors are

prohibited from seeking entrance to a site without first making an appointment through the Issuing Officer.

Vendors who are interested in visiting any site(s) must contact the Issuing Officer via email by no later than 3 pm ET on January 5, 2026, and advise of which sites they request to visit, so that the CAIU may coordinate the site visits with building personnel. Vendors are encouraged to visit buildings if they need information from a site visit to prepare their proposals. The make-ready costs of preparing each site must be incorporated into each Vendor's proposal price. Each Vendor bears the risk of incurring costs that may not be incorporated into their price proposal due to their decision to not attend site visits prior to submitting their proposal. See also Section 1.28 regarding the requirement for proposals to contain firm prices.

1.10 Questions about RFP

Bidders are encouraged to submit their questions via email to the Issuing Officer at their earliest opportunity. Answers will be provided promptly and will be shared with all interested bidders, posted to the E-Rate Form 470 web site and to the IU's website. The deadline for submission of inquiries is 3 pm ET on January 5, 2026, and answers will be issued by the CAIU on January 6, 2026.

1.11 Deadline and Format of Proposals

1.11.1 Electronic Copy

A complete electronic proposal including all appendices, exhibits and/or attachments in the prescribed format must be emailed and received by the Issuing Officer by 3:00 pm ET on January 26, 2026, at caiurwan@caiu.org. As stated in Section 5.0 herein, Appendix A, Price Templates A-1 through A-4 **must be submitted in Excel format**, and in the prescribed format of the Appendix, with no password protections, as part of the electronic proposal. Vendors may also submit a PDF version of this appendix, but the PDF version alone is not in compliance with the mandatory requirements of this RFP.

1.11.2 Deadline is the Receipt Date by the CAIU

The due date and deadline for proposals is the date and time by which the CAIU must **receive** vendor's proposals and not the date and time on which the vendor begins or attempts to transmit the proposal.

1.12 Instructions for Response/Proposal

Please refer to Section 5.0 and subparts for the mandatory requirements for a full and complete response and the required format of a response. Upon receipt of proposals received by the deadline, the Issuing Officer will confirm whether each proposal is valid and complete, and satisfies the mandatory requirements set forth in Section 5.0 and subparts.

1.13 Confidential Information

RFP responses will be held in confidence by the CAIU and the review team and will not be revealed to or discussed with third parties prior to contract award except as required by applicable local, state and federal law and regulations, including relevant state or federal grant programs. Proposals submitted in response to this RFP may be reviewed and evaluated by independent agents of the CAIU who are not affiliated with any of the bidders, and such persons will comply with these confidentiality provisions.

Any financial information disclosures that are considered of a proprietary and confidential nature by the proposer must be clearly marked “CONFIDENTIAL FINANCIAL INFORMATION.” Notwithstanding, all other material submitted with the RFP proposals becomes the property of the Issuing Officer and will be retained at the Issuing Officer’s discretion.

1.14 Meetings with Bidders to Review Proposals

The CAIU intends to convene virtual online meetings with each bidder who submitted a qualified proposal to review the proposal and discuss any questions the Evaluation Committee members may have. Vendors that submit proposals that satisfy the mandatory requirements will be contacted to schedule a virtual meeting on January 30, 2026. Vendors are encouraged to reserve this date to be available to attend the virtual meeting.

1.15 Clarifying Questions to Bidders and Best and Final Offer Request

Following the review of proposals and bidders’ meetings, the CAIU will send any clarifying questions and a request for Best and Final Offer to each qualified bidder on February 2, 2026. Responses will be required by February 9, 2026, at 3 pm ET.

1.16 Bid Evaluation

The Issuing Officer will designate colleagues to serve as evaluators of the proposals for RWAN and WAN intra-district circuit proposals.

1.17 Vendor Selection and Communication

The Issuing Officer intends to notify the Vendors of the conclusion and recommendation of the evaluation committee by February 12, 2026. This decision and notification are tentative and not a binding legal commitment until the CAIU authorized official executes the written contract between the parties.

1.18 Confirmation of Participation of RWAN Members

Each school or district listed in Appendix A of this RFP has consented to be included in the RFP and E-Rate Form 470. Their decision to continue to be part of the RWAN is reserved until they are informed of the new prices for the RWAN circuits.

CAIU will send a Letter of Commitment (“LOC”) to each RWAN member with the maximum, not to exceed price. Each entity must sign the LOC and confirm their intention to participate in the RWAN for the upcoming period beginning July 1, 2026.

If one or more RWAN members indicate their intention to withdraw from the RWAN effective July 1, 2026, the Issuing Officer will contact all the RWAN transport bidders to request revised proposals to reflect the omission of the RWAN member. The final proposals based on the confirmed RWAN participants will be used to score each RWAN bidder’s price proposal. Based on the CAIU’s historical experience it is not expected that any of the RWAN members will later decide to withdraw from the RWAN; however, this always remains a possibility that will have to be incorporated into the schedule and evaluation process.

1.19 Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion

By signing and submitting this proposal, Vendor certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation, by any Federal department or agency, from transactions involving the use of Federal funds. Where Vendor is unable to make any of the statements in this certification, Vendor must attach an explanation to their offer.

1.20 Non-Discrimination Statement

As a governmental unit in the Commonwealth of Pennsylvania, all suppliers doing business with the CAIU must provide a statement of non-discrimination. By signing and submitting their proposal, Vendor certifies they do not discriminate in their employment practices regarding race, color, creed, religion, age, sex, ancestry, national origin or disability.

1.21 Modification or Withdrawal of Proposals

Proposals may be modified or withdrawn by Vendor prior to the established due date and time. Vendor agrees not to manipulate these specifications electronically or otherwise.

1.22 Publicity

Vendor publicity about this project, such as news releases and mention of contract award, is prohibited without prior approval from the Issuing Officer.

1.23 Security Background Clearances

All personnel (contractors and subcontractors) that will be working on this project must observe all security and safety procedures of each Participating School and

must secure all record checks required by law (and submit the results thereof) such as

- A. Act 34 Pennsylvania Criminal History Record
- B. Act 151 Pennsylvania Child Abuse History Clearance
- C. Act 114 FBI Federal Criminal History Record and fingerprint card for non-resident workers

On-site work at the RWAN member sites cannot commence until the Vendor has obtained all relevant certifications, licenses, permits and/or required qualifications for its workers, and each RWAN member has cleared the personnel for work.

1.24 Tax Exempt Status Considerations

The CAIU is exempt from Pennsylvania Sales and Use Tax and has other federal and state tax exemptions afforded to public entities and/or similar political governmental entities. Upon request, CAIU will provide a tax exemption certificate. Interstate telecommunications services provided to CAIU are subject to assessment of the universal service contribution fee. This notice shall satisfy any notification required by the Vendor as to these tax exemptions. Vendors must ensure that their cost proposals include all applicable taxes, fees, and surcharges from which CAIU are not exempt, or that are imposed or assessed by Vendor and will be billed as a separate cost element or line item.

1.25 Additional Information for Vendors

The Issuing Officer reserves the right to:

- A. Amend, modify, cancel this RFP, or not award any contract.
- B. Modify or clarify the requirements contained in this RFP at any time after the issuance of this RFP for compliance by all Vendors.
- C. Award a contract for any or all parts of the RFP to one or more Vendors and negotiate terms and conditions to meet requirements consistent with this RFP.
- D. Utilize all ideas submitted in the RFP proposals received.
- E. Request Vendors to clarify their RFP proposals.
- F. Purchase the most cost-effective proposal(s) and not necessarily the lowest-priced proposal(s) in accordance with E-Rate rules where price of E-Rate eligible services is the factor weighted most heavily given the most points in the evaluation among the factors considered in the evaluation.

1.26 Reasons for Disqualification of Proposals

If any of the following conditions occur, Vendor's proposal is likely to be disqualified from being evaluated:

- A. Vendor's proposal is submitted after the deadline.

- B. Vendor is on Red Light Status with the FCC.
- C. Vendor is delinquent on a debt to a state or federal governmental agency or entity.
- D. Vendors are not authorized to do business in Pennsylvania.
- E. Vendor's proposal contains material deficiencies that do not meet the mandatory requirements as set forth in Section 5.0 and its subparts thereof.
- F. Vendor fails to complete and submit the price template in the prescribed format.
- G. A price proposal for RWAN Circuits fails to include service to all locations in Appendix A-1 or A-2.
- H. Proposals for circuits provisioned using a technology or facility other than fiber do not meet the functional equivalence of fiber. This determination is within the sole discretion of the Issuing Officer.
- I. Vendor's proposal omits the required financial information or an acceptable equivalent as pre-approved by the Issuing Officer as set forth in Section 5.11.
- J. Upon review of the financial information submitted by the Vendor in accordance with Section 5.11, Vendor failed to establish they have sufficient financial and other resources necessary to perform the commitments and deliver the services required in this RFP for the entire contract period including any voluntary extension periods. The Issuing Officer may exercise discretion to waive minor defects in these requirements.

1.27 Right to Reject

The CAIU reserves the right to accept or reject all proposals when the rejection is in the public interest, such as when no proposal is deemed to be cost-effective or due to circumstances have changed significantly since posting of this solicitation. Bidders will be notified if the decision is made to not award a contract for either the RWAN or WAN circuits.

1.28 Firm Prices Required

All pricing quoted in an RFP response, and any subsequent quotes for Best and Final Offer must be valid through the entirety of the E-Rate review process and through the provisioning of service for each endpoint. Contract awards will be based on firm prices, and the awarded contracts will exclude financial hardship as a reason to invoke a force majeure.

2.0 TECHNICAL REQUIREMENTS

2.1 Overview – Two Service Groups per Section 1.7

This RFP seeks proposals for two groups of services:

2.1.1 RWAN Circuits

The RWAN circuits are Leased Lit Fiber or functional equivalent circuits (without Internet Access) to interconnect the schools and libraries in the region served by CAIU which is Cumberland, Dauphin and Perry Counties and portions of Northern York County, all of which are in Pennsylvania. The hub site for these connections is the IU's location. The name and physical address for each RWAN site is listed in Appendix A-1 and Appendix A-2.

2.1.2 WAN Building to Building Intra-District Circuits

These circuits are for Leased Lit Fiber or functional equivalent wide area network circuits for various school districts served by the CAIU RWAN. These circuits do not interconnect directly to the RWAN. The name and address of each end point of each WAN circuit is listed in Appendix A-3 and Appendix A-4.

2.2 Vendor Bidding Requirements and Options

2.2.1 RWAN Leased Lit Fiber Service or Functional Equivalent

- 2.2.1.1 Vendors must include all service locations in their proposal. Partial proposals to serve less than all sites are not in compliance with the mandatory requirements of this RFP and will be disqualified.
- 2.2.1.2 Proposals seeking to utilize technology and facilities other than fiber must demonstrate that the service is functionally equivalent in quality and reliability to fiber.
- 2.2.1.3 A bidder may opt to submit a proposal for the RWAN circuits and not for any of the WAN circuits.
- 2.2.1.4 Prices for the same bandwidth circuit must be the same. For example, the price per circuit for 1 Gbps circuits should be the same.

2.2.2 WAN Leased Lit Fiber Service or Functional Equivalent

- 2.2.2.1 A proposal for WAN circuits must include service to all sites within one or more districts listed in Appendix A-3 or A-4. The proposal

does not have to include **all** districts' sites listed in Appendix A-3 or A-4.

- 2.2.2.2 For example, a proposal for a school district's WAN sites must include service to all listed sites in the Appendices for that district. The Vendor, however, is **not** required to submit a proposal for all the other districts' building to building circuits in Appendix A-3 or A-4.
- 2.2.2.3 Proposals seeking to utilize technology and facilities other than fiber must demonstrate that the service is functionally equivalent in quality and reliability to fiber.

2.3 Service Locations

Appendix A contains the list of RWAN and WAN service location names and addresses.

2.4 RWAN Hub Site and Network Configuration

- 2.4.1 Service must originate at the CAIU building and interconnect with the other RWAN service locations in Appendix A1 or A-2. Service Providers proposing RWAN Leased Lit Fiber service (or functional equivalent) may suggest their own RWAN design, provided the hub location is at 55 Miller Street, Enola, PA 17025.
- 2.4.2 The base proposal for the RWAN hub site is 75 Gbps scalable to over 250 Gbps. The Service Provider should also plan to have the capacity for multiple 10-Gbps/40-Gbps/100 Gbps Ethernet interfaces available at the specified hub site, so that they may easily provide additional RWAN and/or Internet bandwidth capacity as needed throughout the contract term.
- 2.4.3 All proposed hub site aggregation of remote site circuits shall be a guaranteed capacity equal or greater than the associated circuits being aggregated. For instance, if the hub site has 24 nodes connected via 10 Gbps transport, the cumulative bandwidth capacity at the hub site is a minimum of 240 Gbps. In this example, the service provider's equipment must hand off one or more interfaces that equals or exceeds the aggregate 240 Gbps bandwidth capacity and supports forwarding of aggregate bandwidth. Final network topology will determine aggregation point circuit(s) bandwidth.
- 2.4.4 The RWAN network configuration is at the discretion of the bidder.
- 2.4.5 The price template has two different options, and bidders are invited to choose either template or add other columns to one of the templates to reflect accurately all the costs associated with the proposed solution.

- 2.4.5.1 Logical point to point network, for example, Ethernet Private Line. In this scenario, the hub site will be the “Z” end of each consortium member’s RWAN connection, and there is no separate circuit, associated bandwidth, or cost for the RWAN hub site.
- 2.4.5.2 Logical any-to-any network supporting a hub and spoke deployment. The hub site bandwidth must be at least the sum of all consortium members’ RWAN connection speeds (e.g., 25 sites * 3 Gbps/site = 75 Gbps, up to 25 sites * 10 Gbps/site = 250 Gbps).

2.5 Building to Building WAN Hub Sites and Network Configuration

- 2.5.1** Each district listed in Appendix A-3 and A-4 invites proposals for a network design that reflects the bidder’s recommendation.
- 2.5.2** The price template has two different options, and bidders are invited to choose either template or add other columns to one of the templates to reflect accurately all the costs associated with the proposed solution.
 - 2.5.2.1 Logical point to point network, for example, Ethernet Private Line. In this scenario, the hub site will be the “Z” end of each building’s WAN connection, and there is no separate circuit, associated bandwidth, or cost for the WAN hub site.
 - 2.5.2.2 Logical any-to-any network supporting a hub and spoke deployment. The hub site bandwidth must be at least the sum of all buildings’ connection speeds (e.g., 5 sites * 3 Gbps/site = 15 Gbps). Note that this must be a separate circuit from the RWAN hub site circuit in Section 2.4.

2.6 Technical Requirements Governing Both RWAN and WAN Circuits

- 2.6.1** In creating a network design to fulfill the requirements of this RFP, Vendors are strongly encouraged to leverage and incorporate existing facilities in their proposals, either through direct ownership or through third party subcontract relationships. The expectation is that the price of service that leverages existing resources will be more cost-effective and more capable of being timely implemented than proposals that require significant construction of new facilities.
- 2.6.2** At each service location, the Vendor must install and connect its facilities to an existing network closet located at each designated demarcation address as set forth in Appendix A.
- 2.6.3** Service shall be provisioned to all RWAN sites to begin July 1, 2026. Service to the WAN sites is indicated on the price template and is also July 1, 2026, unless indicated otherwise. Vendors must indicate in their proposals

whether they will be able to meet the July 1, 2026, in-service date for the RWAN sites and the WAN sites with that requirement, and if not, indicate the realistic and feasible date by which service will be available.

2.6.4 The service option for the RWAN circuits/sites (listed in Appendices A-1 and A-2) is preferred to be a Layer 2 service; other options will be considered and may be submitted. For the RWAN circuits, the service shall be from the hub to the specified RWAN member sites. For the WAN circuits, the circuits shall interconnect to one another. The Vendor must supply and manage all equipment to provision the service including edge devices (switches) to light the fiber at each service location. The Vendor shall specify in their proposal whether the service is Layer 2 or Layer 3. For all solutions, both IPv4 and IPv6 unicast/multicast traffic must be supported.

2.6.5 Vendors must identify and provide technical specifications for all edge equipment they will install at the WAN or RWAN sites to provide a lit transmission service.

2.6.6 Transmission bandwidth speeds

2.6.6.1 Transmission service must be symmetrical and must be bid for the speeds and number of months listed in the price Appendices (A-1 through A-4).

2.6.6.2 RWAN Leased Lit Fiber or functional equivalent

The base proposal for RWAN Leased Lit Fiber circuits for the RWAN members is for 3 Gbps, 5 Gbps, and 10 Gbps bandwidth transmission speeds delivered to each location. Bandwidth capacity requirements for the RWAN hub site are set forth above in Section 2.4. Prices for 60-month initial terms with two years of voluntary extensions are requested.

2.6.6.3 Appendix A-1 and A-2, Worksheet 1 contains the bandwidth transmission speeds that each RWAN site either currently has in place or plans to use beginning July 1, 2026. Prices for higher bandwidth speeds are also requested in additional worksheets. Further, prices for higher bandwidth speeds to purchase beginning in years 2 through 5 of the initial term are requested so that districts whose bandwidth needs grow during the contract term have the option to purchase higher speeds as a minor contract modification to the service agreement that is awarded to the winning bidder. Vendors must indicate their willingness and flexibility to provision any of the bandwidth transmission speeds for each RWAN site beginning July 1, 2026, and to provision higher bandwidth speeds during the initial term or during an extension term.

2.6.6.4 WAN Intra-District Circuits and Locations

The base proposal for WAN Leased Lit Fiber circuits requests bids for 1 Gbps, 3 Gbps, 5 Gbps, and 10 Gbps.

2.6.6.5 For July 1, 2026, the initial bandwidth transmission level needed at each WAN site will vary according to the district's needs. Vendors must indicate their willingness to provision different transmission speeds for the various locations listed in Appendices A-3 and A-4 included in the Vendor's proposal. Prices are requested for a 60-month initial term with two years of voluntary extensions. One district also requests prices for a 36-month initial term with two years of voluntary extensions.

2.6.7 Describe the demarcation set up in the proposal price such as shelf with set-top box CPE and Cat6a handoff or another proposed handoff acceptable to the CAIU.

2.6.8 Prices for all sites should be all inclusive. All-inclusive in this case means, including all special construction, other nonrecurring costs, and shall be inclusive of all taxes and surcharges. The taxes and surcharges may be separately itemized from the base charge if billed separately. No price increases will be allowed during the quoted special construction/NRC and MRC rate in each spreadsheet pricing cell.

2.6.9 Each service proposal must also include a description of the technical proposal, SLA, timeline, network diagram, demarcation, and references.

2.6.10 Technical Service Requirements

2.6.10.1 Network Availability: The Vendor shall make all reasonable efforts to ensure 99.99% network availability on each individual circuit of each service location.

2.6.10.2 The Vendor must describe in their proposal the methodology for measuring and reporting unscheduled outages on a circuit-by-circuit basis and shall include the provision of monthly service reports at a minimum.

2.6.10.3 Vendors shall describe their capability to provide monitoring reports and other tools to allow CAIU to have visibility into the service's real-time performance.

2.6.10.4 Minimum service performance standards that each Vendor must fulfill, per circuit to service location:

2.6.10.4.1 Frame/Packet Loss .25% commitment

2.6.10.4.2 25ms Network Latency commitment

2.6.10.4.3 10ms Network Jitter commitment

- 2.6.10.5 90-95% UDP and TCP throughput of subscribed bandwidth commitment
- 2.6.10.6 The Vendor will not rate limit or throttle the capacity of the service below the subscribed bandwidth at any time for any reason
- 2.6.10.7 For violations of the service performance standards, the following credit schedule shall apply for the specific circuit that falls below the service performance standard. The Vendor shall be obligated to measure network performance and provide service credits automatically when the SLA provisions are activated.

Length of Service Outage	Credit as a Percentage of the Monthly Recurring Charge
< 2 hours	No credit
2 - 4 hours	5%
> 4 hours to < 8 hours	10%
> 8 hours to < 12 hours	15%
>12 hours to < 16 hours	20%
>16 hours to < 24 hours	35%
> 24 hours	50%

2.7 Customer Service Support Services

Vendors shall describe their capabilities to provide customer service and to maintain uninterrupted service as follows:

- 2.7.1 Describe the Vendor's network operations center and customer service support functions including problem tracking, resolution, and escalation support management on a 24x7x365 basis.
- 2.7.2 Trouble Reporting and Response: Upon interruption, degradation or loss of service, describe the process for contacting the Vendor by defined method with a response based on trouble level.
- 2.7.3 Upon contact from the Customer, describe the Vendor's process for initiating a response that addresses the customer's concern.
- 2.7.4 Escalation: If service has not been restored in a timely manner, or the Customer does not feel that adequate attention has been allocated, the Customer can escalate the trouble resolution by request. A list of escalation contacts will be provided when the implementation schedule is completed.
- 2.7.5 Resolution: The Customer will be notified immediately once the problem is resolved and will be asked for verbal closure of the incident.
- 2.7.6 Trouble Reporting, Escalation and Resolution: Describe the Vendor's trouble reporting and escalation resolution plan.

- 2.7.7** Measurement: Vendor stated commitment is to respond to any outage within one (1) hour of a service/facility outage and a four (4) hour restoration of service for all services, even if restoration is a temporary fix. The time for computing this interval shall begin when the Customer contacts the Vendor and identifies the problem, or the Vendor detects a malfunction/outage from the required 24x7x365 monitoring.
- 2.7.8** Reports: Upon request, an incident report will be made available to the Customer within five (5) working days of resolution of the trouble.
- 2.7.9** Link Performance per segment: The service will maintain the proposed Link Performance throughout the contract term.
- 2.7.10** Historical uptime: Provide aggregate uptime statistics and bandwidth usage for the Vendor's proposed service in the geographic region covered in this RFP.

2.8 Requirements Governing Special Construction

- 2.8.1** A Vendor may propose Special Construction charges for any of the Service Groups. One-time new construction/special construction costs may be bid separately from the itemized monthly recurring charge, or if the Vendor prefers, the monthly recurring charge may recoup all costs of provisioning the new services in which case there would not be a Special Construction one-time charge.
- 2.8.2** Special Construction Charges include (1) construction of network facilities; (2) design and (3) engineering and project management. Project management should include all necessary paperwork and permits including rights of way, easements, pole attachments, scheduling and coordination of fiber circuit installation and termination, etc.
- 2.8.3** The technical requirements governing the special construction of fiber are set forth in Appendix B.
- 2.8.4** The Vendor must indicate in their proposal whether they are willing to accept payment of the non-discount share of special construction in four (4) annual installment payments. The CAIU has selected this preference on its Form 470 issued with the issuance of this RFP.
- 2.8.5** Vendor must describe plan to source and secure all easements and permits and associated project timeline.
- 2.8.6** Vendor must provide a list of subcontractors and their proposed plan to provide turnkey project management to accomplish the installation/construction of all project work as outlined in Appendix B.

- 2.8.7** Vendor must include on its project team an engineer(s) who have a vendor-neutral certification such as BICSI¹ on the fiber system specifications and procedures to manage all phases of the project as outlined in this proposal. This includes ordering and managing the bill of materials as outlined in Appendix B, directing and managing cable placement and restoration, directing, and managing splicing crews, and providing detailed documentation at the end of the project.
- 2.8.8** Vendors must describe their process for developing a project management plan, which shall include a milestone chart. The milestone chart will outline any critical path events and then track these with CAIU. The milestone chart shall be available electronically to CAIU technical staff during the implementation phase.
- 2.8.9** Vendor must identify and provide the credentials of the individual who will serve as a dedicated point of contact throughout the build and installation phase and who shall provide regular updates on the progress of construction.
- 2.8.10** Vendors must complete the price proposal for Special Construction charges in the format specified in Appendix C, Price Template.
- 2.8.11** Vendor must certify their agreement to bear financial responsibility for the costs associated with additional strands of fiber and exclusion of such costs from the price proposal. To the extent that the Vendor requests Special Construction charges and installs additional strands of fiber for future business ventures, the Vendor assumes full responsibility to ensure those costs are allocated out of the Special Construction fees charged to CAIU as applicable. If after issuance of the E-Rate Funding Commitment Decisions Letter, the E-Rate program administrator or the Federal Communications Commission determines that the Vendor did not properly or sufficiently cost allocate those charges associated with the additional strands, the Vendor will not be reimbursed from the other contracting party and bears full responsibility for the costs not allowed for E-Rate reimbursement.

Cost allocation would involve the Vendor's demonstration of the total construction cost for the newly built segments. From these total costs, the Vendor would then need to remove the incremental share of costs related to the excess strands from the Special Construction charges billed to CAIU.

The table below provides an illustrative example of possible incremental costs that the Vendor could experience from installing excess fiber strands

¹ Building Industry Consulting Service International. See <https://www.bicsi.org/>.

for their own use into a Leased Lit Fiber or Leased Dark Fiber solution and would need to submit to the E-Rate program administrator.

Item	12 Strand Cable Construction	48 Strand Cable Construction	Cost Allocation Amount for Vendor to deduct from Special Construction charged to E-Rate Applicant
Fiber Cable	38 cents per foot	\$1.04 per foot	66 cents per foot
Design and Engineering	\$2.12 per foot	\$2.42 per foot	30 cents per foot to depict additional splices at A and Z locations
Project Management	\$1.18 per foot	\$1.18 per foot	0
Splice labor	\$11.00 per splice	\$11.00 per splice	\$11 per splice over 12 splices at any splice site
Splice enclosures	\$205 per enclosure	\$205 per enclosure	\$205 per enclosure for every enclosure over 12
Fiber Patch Panel	\$71.43 per panel	\$218.60 per panel	\$147.17 per panel
Conduit and other structured materials	1.25" conduit required \$1.95 per foot Handhole (40,000 lb. rated) \$2695 per unit Fiber Marker \$30 per unit	1.5" conduit required \$2.35 per foot Handhole (40,000 lb rated) \$2695 per unit Fiber marker \$30 per unit	40 cents per foot No cost difference for handhole No cost difference per marker
Fiber Installation Labor	25 cents per foot	28 cents per foot	3 cents per foot
Structured Materials Installation (conduit, markers, handholes)	\$2.85 per foot	\$3.10 per foot	25 cents per foot
Markers	Place every 500'	Place every 500'	No cost difference
Handholes	Place every 1000'	Place every 1000'	No cost difference

2.9 Non-Recurring Charges

The CAIU may be interested in a non-recurring charge in the first year of the contract to reduce the monthly recurring cost of the services. Vendors must indicate

their willingness to work with the CAIU to address this scenario during the Best and Final Offer process.

3.0 E-RATE REQUIREMENTS

Vendors submitting proposals under this RFP must agree to meet the following conditions relating to the E-Rate program:

3.1 Service Provider Identification Number (SPIN)

Vendor must obtain a valid E-Rate SPIN number and must provide that SPIN in their bid response. Proposals for RWAN Service and each District's WAN service must be provided under a single SPIN. Proposals may be submitted under a different SPIN for RWAN and WAN intra-district circuits/services.

3.2 Lowest Corresponding Price

Lowest Corresponding Price (LCP) is defined as the lowest price that a Vendor charges to nonresidential customers who are similarly situated to a particular E-Rate applicant (District, library, or consortium) for similar services. See 47 CFR Part 54 Section 54.500(f). Vendors must agree to comply with the FCC's Lowest Corresponding Price rule and not charge a price above the LCP for E-Rate eligible services. See 47 C.F.R. Section 54.511 and 47 CFR Section 54.500(f).

3.3 Form 473, Service Provider Annual Certification Form

Vendor must agree to timely submit to the E-Rate Administrator a completed Form 473 on an annual basis, prior to the start of the funding year.

3.4 Discounted Bills

If requested by the Issuing Officer, Vendor must provide discounted invoices which reflect the net charges due from the CAIU after E-Rate discounts have been reflected (also known as the "non-discount" amount). Such discounted invoices must be itemized by service location and reflect the appropriate E-Rate discounts.

The Issuing Officer may request Vendor to begin (or continue, in subsequent contract years) service prior to the CAIU receiving funding approval for that E-Rate year. Vendor and Issuing Officer will enter into a written agreement related to the billing and service delivery arrangements from the date of the start of the new E-Rate year and funding approval. In no circumstance shall the service provider levy late fees or financing fees against CAIU for charges deferred based on this provision. Under no circumstance shall CAIU or the Issuing Officer be liable for charges incurred by CAIU during such a billing and service arrangement should CAIU not receive any portion of its expected funding approval due to action or inaction by Vendor which results in a full or partial denial of funds requested.

3.5 FCC Registration Number

Vendor must register with the FCC and obtain an FCC registration number. See <https://svartifoss2.fcc.gov/cores/CoresHome.html> for more information about this requirement.

3.6 Invoicing

3.6.1 Separate Itemization of E-Rate Eligible and Ineligible Services is required. Vendor must separately itemize the cost of E-Rate eligible and ineligible products and/or services. To determine what items are eligible, visit the E-Rate Eligible Services List at www.usac.org/sl or call the SLD Client Service Bureau at 888-203-8100. This requirement applies to services provided to E-Rate eligible entities and other state entities that are not eligible for E-Rate. Vendor must provide unit pricing to enable the state to compute the bid price of services provided to K-12 schools.

3.6.2 Each Vendor invoice must clearly state the exact service being delivered, the entity name and address receiving the service and the monthly rate.

3.7 Vendor in Good Standing with FCC and Not on Red Light

Vendor must be in good standing with the FCC and have no debts outstanding that are owed to the FCC and must not be on Red Light Status. Vendor must immediately notify the Issuing Officer if the Vendor is put on Red-Light Status by the FCC and must take immediate measures to resolve and remove its Red-Light Status. Vendor's Red-Light Status constitutes a material breach of contract, and Issuing Officer reserves the right to cancel the Agreement of the parties immediately and without incurring any termination or future anticipated service charges.

3.8 Investigations of Vendors

If Vendor learns of any federal, state, or local investigation conducted by any regulatory authority or law enforcement authority that could have an impact on CAIU's ability to continue to receive the benefit of E-Rate funding, Vendor must notify CAIU within 30 days of learning of such investigation. The Issuing Officer reserves the right to cancel the agreement without penalty if the investigation impedes CAIU's ability in any way to receive the benefit of E-Rate funding, subject to any investigation of wrongdoing.

3.9 Assistance with Form 471/PIA Review Processes and Other Inquiries

The successful Vendor(s) must agree with assisting with the Form 471 submission and any related PIA inquiries, invoice reviews, selective reviews, PQA audits, and BCAP audits. Further, the successful Vendor(s) must be willing to provide all information to USAC related to their network, including fiber build information, and underlying costs.

3.10 No Use of Materials or Components Manufactured by Prohibited Companies

The FCC website contains a list of prohibited manufacturers that the United States has deemed a list of communications equipment and services (Covered List) that are deemed to pose an unacceptable risk to the national security of the United States or the security and safety of United States persons. See <https://www.fcc.gov/supplychain/coveredlist>. None of the components or facilities used to provide service in response to this RFP may be manufactured or sold to the bidder from a company on the covered list.

4.0 CONDITIONS AND CONTRACT

4.1 Right Not to Award

The Issuing Officer reserves the right to reject all proposals and not award a contract under this RFP, to narrow the scope of this project prior to contract signing, and/or to accept or reject any one or more proposals in part and thus award all or part of this project to one or more Vendors.

4.2 Contract Term

The CAIU requires the initial term of the RWAN agreement to be for five years with two years of voluntary extensions, to be exercised in the sole discretion of the CAIU.

4.3 Provisions to Cancel or Terminate Contract Prior to Expiration of Term

4.3.1 Default

The contract shall contain provisions for the CAIU to declare a default and the process for allowing the Vendor to cure the default, or the options available in the event that the default is not resolved, including but not limited to, allowing the CAIU to terminate the contract early without incurring any termination liability.

4.3.2 RWAN Member Withdrawal

RWAN Member Withdrawal from the CAIU Network - CAIU will require the awarded contract to allow for termination of service to one or more RWAN member sites during the initial term of the contract if the RWAN opts to terminate service, and to minimize any early termination fees.

4.4 Building Closings, Relocations and Mergers

In the event of a site being closed permanently, relocated and consolidated through merger, or if a charter school does not receive renewal approval and therefore must close, the Vendor must allow for termination of service to any such affected location

without imposing any early termination charge. Should service to any site need to be relocated, the Vendor will cooperate with the CAIU to effectuate the move as cost effectively as possible. Such relocations must be treated as a move and not as a termination, and a new circuit connection and early termination charges must not apply to such relocations.

Any non-recurring charges for such relocations are expressly contemplated under this RFP as a minor contract modification and are contemplated under the contract negotiated with the selected Vendor. For any site closing, the service charges for that building shall be deducted from the monthly recurring charge for the remaining term of the contract.

4.5 Commencement of Service

Changes for services and/or configuration of services must be approved by the Issuing Officer or designee prior to any party incurring liability related to the proposed service order.

4.6 E-Rate Funding Contingency

The CAIU reserves the right to condition any contract award on the receipt of E-Rate funding approval. No work shall commence until the Vendor receives a written notice to proceed from the contracting party. The CAIU may opt to waive this contingency.

4.7 Submission of Proposed Contract and Negotiation

The winning Vendor is expected to negotiate mutually acceptable terms and conditions in the parties' contract and must not insist their standard agreement must be utilized. This requirement is of utmost importance, and requires the bidder to acknowledge this provision, and their willingness to abide by it. If a negotiation of a contract that is acceptable to the CAIU does not conclude by the March 9, 2026, per the schedule set forth in Section 1.8, the CAIU may opt to cancel the negotiation and reject the Vendor's proposal and award a contract to the next highest scoring bidder.

As part of their proposal submission, the Vendor must provide a proposed contract with all terms and conditions including any applicable addenda.

4.8 Service Level Performance

The Vendor must submit as part of their proposal a Service Level Agreement to ensure that the services delivered to the RWAN and/or WAN sites meet agreed-upon metrics and parameters.

4.9 Assignment

In the event of a sale of assets, transfer of ownership, merger or other corporate change to the Vendor's legal status, including insolvency and filing of bankruptcy, the Vendor shall ensure that the duties and obligations agreed to in the contract shall survive and be assumed by the successor in interest.

4.10 Termination for Non-Appropriation

The CAIU's obligation to make payments during any fiscal year shall be subject to availability and appropriation of funds. When funds are not appropriated, or are removed, eliminated or otherwise not made available to support continuation of performance in a fiscal year period, including federal E-Rate funds, the CAIU shall have the right to terminate this contract without incurring any early termination charge. If the contract is terminated as a result of non-appropriation of funds, the Vendor will be paid only for the equipment, supplies and services properly rendered under the contract to the date of termination, and all leased equipment will be made available for pickup by the Vendor or their designee. The Vendor shall not be reimbursed for loss of profit, loss of use of money, or any administrative, overhead or termination of costs.

4.11 Additional Contract Requirements

The contract shall also contain (without limitation) the following provisions. Each Vendor must explicitly agree to be bound by each of these provisions for the Proposal to be accepted as a valid, complete Proposal.

4.11.1 Subcontracting

The awarded Vendor is responsible for ensuring all subcontractors comply with the parties agreed upon service level agreement parameters. The Vendor must be the sole point of contact with the CAIU and must coordinate the provision of any services from its subcontractors.

4.11.2 Proof of Insurance

Proof of insurance from Vendor will be required. The Vendor shall indemnify and hold harmless the CAIU from and against all costs, claims, expense, liability, or payment of any kind arising out of or through any damage or injury (including, without limitation, death) to any person(s) or property arising out of or suffered through any act or omission of Vendor or anyone acting by, for or at the direction of Vendor, or any property or equipment of or used by Vendor. The CAIU will not be subject to any similar indemnification clause and will not waive any governmental immunity protections.

4.11.3 Access to Contract Related Documentation

Vendor hereby authorizes the inspection, review and copying of (and shall deliver to Issuing Officer copies of) all contracts and documents that pertain to or relate to the contract's performance. Vendor shall be obligated to keep the contracts and documents referred to in the above paragraph during the effective period(s) of this contract and for a period of ten years after the final payment of this contract.

4.11.4 As-Built Drawings

The Vendor is required to provide CAIU with 'as-built' drawings of the network including each site and the connected facilities and equipment. The drawing shall include the name and address of each location, and the associated IP addresses. The document shall be made available in electronic format.

4.11.5 Authorization to Transact Business in Pennsylvania

Vendor must certify that its company and all subcontractors are authorized to do business in Pennsylvania.

4.11.6 Changes or Discontinuance of Service

Vendor agrees that any proposed services offered pursuant to this RFP process will not be significantly changed or discontinued without the written authorization of the Issuing Officer.

4.11.7 Tax Certification

If awarded the contract, Vendor will be required to execute a tax certification in accordance with the applicable laws for the Commonwealth of Pennsylvania and the United States of America. Vendors will also be required to attest in writing that they are not now in default of current or prior year tax payment to any level of government.

5.0 MANDATORY REQUIREMENTS FOR PROPOSALS

The following information is required to be included in a proposal to meet the minimum bid specifications:

5.1 Acknowledgment of RFP Requirements

5.1.1 Vendors' proposals shall include a response to every paragraph in this RFP, Sections 1 through 6. Valid responses are:

5.1.1.1 "[Company Name] has read, understands, and will comply."

5.1.1.2 "[Company Name] has read, understands, and will not comply."
With this response, the bidding company must explain why it will not comply with and propose an alternative.

5.1.1.3 A specific written explanation to the response that answers a question, addresses a requirement, or proposes an alternative to a requirement.

5.1.1.4 Vendors are on notice by virtue of this explicit provision that a proposal that objects to the provisions of this RFP in their entirety, and that do not itemize the separate provisions with which they take exception along with an explanation may be disqualified as non-responsive and non-compliant with these mandatory requirements.

5.1.2 The CAIU will consider any omitted response to any numbered item as a negative response to that requirement. Responding Vendors are not permitted to change or supplement any part of their RFP response after the deadline for the submission of proposals.

5.1.3 A Word version of the RFP has been uploaded to the E-Rate 470 website and to the CAIU web site to enable Vendors to prepare their responses. Alteration of any of the RFP terms and conditions is prohibited.

5.1.4 Vendors must provide a complete contract with their standard terms and conditions, including all appendices/addenda, as part of their proposal.

5.2 Technical Proposal

In describing the proposed service or solution, the Vendor is required to address all technical requirements set forth in Section 2 and Appendix B governing Special Construction (if applicable) for each specific service group included in the proposal.

5.3 Network Diagram

For each proposed service, Vendor is required to provide a network diagram, in .kmz and .vsdx format, displaying the paths to be used to connect the sites and to provision the service.

5.4 Nature and Scope of Firm's Business

5.4.1 Vendor's Business Endeavors and Company History

The Vendor must describe the nature and scope of your firm's business, including the company's history. Indicate whether you will provide the services requested in this RFP using your own facilities or leasing facilities of a third-party vendor. This information must be provided in Appendix A-1 through A-4.

5.4.2 Vendor is required to describe the Vendor's current and previous relationship with CAIU.

5.4.3 Vendors must describe the firm's experience with the E-Rate program.

5.4.4 Vendor is required to provide Vendor's Federal Tax ID Number.

5.4.5 Vendor is required to provide Vendor's E-Rate SPIN Number

5.4.6 Vendor must provide the Vendor's FCC Registration Number (FCCRN).

5.4.7 Vendor is required to certify and provide proof that they are in good standing with the FCC and not currently subject to the Red-Light Rule; and further, the Vendor agrees to notify CAIU or any of the districts in the case of the building to building intra-district transport service, if Vendor is placed on Red Light Status with the FCC.

5.5 References

Vendors must provide three (3) current customer references who are using a RWAN or District WAN installed and monitored by them. References must include the company name, address, contact person, email address, and a daytime telephone number.

5.6 Non-Collusion Affidavit

Proposers must complete and submit the Non-Collusion Affidavit in the form set forth in Appendix C.

5.7 Proposal Cover Sheet

Vendor shall complete and submit the proposal cover sheet in the form prescribed in Appendix D. Note that references are required to be included in the proposal cover sheet.

5.8 Good Faith Negotiation

Vendor is required to state that they agree to negotiate in good faith a contract that reflects the mutual agreement of the parties, and the Vendor's understanding that CAIU is not bound to accept Vendor's standard terms and conditions.

5.9 Contact Person Authorized to Negotiate Contract

Vendor is required to provide the name, phone number, and email address of the person who is authorized to negotiate terms and conditions.

5.10 Contact Person for Questions

Vendor is required to provide contact name and contact information where questions related to the proposal can be directed with statement certifying that this person (or his/her authorized representative) will be available in January through March of 2026 in order to assist with the completion of E-Rate Form 471 applications submitted by CAIU as requested.

5.11 Financial Information

Vendors must include with their RFP proposals the latest annual report or a complete financial statement prepared by an independent certified public accountant and include the balance sheet and the profit and loss statement for the Vendor's latest complete fiscal period. If these documents are available online, Vendor may provide a URL to respond to this requirement. If a financial statement has not been completed for the most recent fiscal period, a statement from an independent certified public accountant must so state and the last complete financial statement must be included. If the required financial record is not available in the prescribed format, Vendor must seek pre-approval of the Issuing Officer to submit equivalent financial information.

Compliance with this requirement is a mandatory prerequisite to submit a valid proposal. The purpose of this requirement is to establish that the Vendor has the financial strength and stability necessary to perform the commitments and deliver the services required in this RFP for the entire contract period including any voluntary extension periods.

5.12 Timeline for Installation

For each service, the Vendor must include a tentative construction/installation roadmap timeline based on the contract end dates for each member district. A more

formal timeline can be determined during the contract negotiation phase. Include how the timeline changes per site given an earlier or later start date. Vendor is required to advise CAIU whether the requested installation date for service of July 1, 2026 is feasible and/or to identify an alternative feasible and realistic date for the completion of installation and commencement of services.

6.0 EVALUATION

In accordance with E-Rate regulations, the price of E-Rate eligible services will be the most heavily weighted factor for all decisions.

Other factors may include:

- A. E-Rate eligible recurring and one-time circuit costs
- B. Reputation of Vendor and of the Vendor's service/product
- C. Quality of Vendor's service/product
- D. Ability to support requirements as laid out in the RFP
- E. Proposed contract terms and conditions
- F. Service/product meets consortium needs
- G. Use of scalable technology (fiber optic)
- H. Provider references
- I. Past relationship with Vendor



APPENDIX A IS A SEPARATE EXCEL FILE SUMMARIZED AS FOLLOWS:

Appendix A-1

Leased Lit Fiber or Functional Equivalent Technology - **RWAN** Circuits

Logical Point to Point Network, 60 Months with 2 Years of Voluntary Extensions

WS-1 Current bandwidth of each member

WS-1a Requested 1 Gbps bandwidth for one RWAN member as an alternative

WS-2 5 Gbps bandwidth

WS-3 10 Gbps bandwidth

WS-4 20 Gbps bandwidth

WS-5 Bandwidth increases to 5 Gbps during Years 2-5

WS-6 Bandwidth increases to 10 Gbps during Years 2-5

WS-7 Bandwidth increases to 20 Gbps during Years 2-5

Appendix A-2

Leased Lit Fiber or Functional Equivalent Technology - **RWAN** Circuits

Logical Any to Any Network Hub and Spoke Configuration, 60 Months with 2 Years of Voluntary Extensions

WS-1 Current bandwidth of each member

WS-2 5 Gbps bandwidth

WS-3 10 Gbps bandwidth

WS-4 20 Gbps bandwidth

WS-5 Bandwidth increases to 5 Gbps during Years 2-5

WS-6 Bandwidth increases to 10 Gbps during Years 2-5

WS-7 Bandwidth increases to 20 Gbps during Years 2-5

Appendix A-3

Leased Lit Fiber or Functional Equivalent Technology - **WAN** Circuits

Logical Point to Point Network, 36 or 60 Months with 2 Years of Voluntary Extensions

WS-1 1 Gbps bandwidth, 60 months

WS-2 3 Gbps bandwidth, 60 months

WS-3 5 Gbps bandwidth, 60 months

WS-4 10 Gbps bandwidth, 60 months

WS-5 1 Gbps bandwidth for 36 months

Appendix A-4

Leased Lit Fiber or Functional Equivalent Technology - **WAN** Circuits

Logical Any to Any Network Hub and Spoke Configuration, 36 or 60 Months with 2 Years of Voluntary Extensions

WS-1 1 Gbps bandwidth, 60 months

WS-2 3 Gbps bandwidth, 60 months

WS-3 5 Gbps bandwidth, 60 months

WS-4 10 Gbps bandwidth, 60 months

WS-5 1 Gbps bandwidth for 36 months



**CAPITAL AREA IU RWAN RFP
APPENDIX B
SPECIAL CONSTRUCTION REQUIREMENTS
SEPARATE PDF DOCUMENT**



**CAPITAL AREA IU RWAN RFP
APPENDIX C
NON-COLLUSION AFFIDAVIT
SEPARATE PDF DOCUMENT**



**CAPITAL AREA IU RWAN RFP
APPENDIX D
PROPOSAL COVER SHEET
SEPARATE WORD DOCUMENT**