



**LACKLAND**  
Independent School District

**Dr. Burnie L. Roper**, *Superintendent*  
Office: 210-357-5002

**Mr. Alfredo Concha**, *Director of Operations*  
Office: 210-357-5019

**Dr. Tonya Hyde**, *Assistant Superintendent for C&I*  
Office: 210-357-5003

**Mrs. Rebecca Estrada**, *Chief Financial Officer*  
Office: 210-357-5005

**Dr. R. Kyle Jones**, *Director of Technology*  
Office: 210-357-5004

# REQUEST FOR PROPOSAL FOR CABLING

February 22, 2019

## District Overview

The Lackland Independent School District (LISD) is a Texas public school district located on the Lackland Air Force Base in San Antonio, Texas. The district serves approximately 1,100 students on two campuses, an elementary school and a junior-senior high school. Both campuses are in one physical location. Our district mission is “Providing world-class instructional programs that promote lifetime success for the military child.” More information about the district and its programs can be found online at <https://www.lacklandisd.net>.

## General Information

LISD is accepting proposals to cable 46 classrooms with CAT6 copper cabling.

All questions regarding the proposal must be submitted in writing to BOTH of the following:

Dr. Kyle Jones  
Director for Technology  
[jones.k@lacklandisd.net](mailto:jones.k@lacklandisd.net)

Mrs. Rebecca Estrada  
Chief Financial Officer  
[estrada.r@lacklandisd.net](mailto:estrada.r@lacklandisd.net)

Proposals must be submitted by the proposal due date and time. Where applicable, documents must be submitted in either Microsoft Word or Adobe PDF formats. **All other formats will be considered an incomplete proposal.** Lackland ISD will confirm receipt of your bid via email no later than one business day after the RFP deadline.

**Please note that LISD is subject to the Texas Public Information Act. Responses submitted to LISD as a result of this request for proposal may be subject to release as public information after contracts are awarded or the procurement is terminated. The district assumes no obligation or responsibility relating to the disclosure or nondisclosure of information as required by applicable law.**

## Military Installation

LISD is located on a United States Air Force base. As such, all personnel from the vendor involved in the on-site installation and implementation of the firewall will need to pass a background check performed by the base. The district will grant no exceptions to agreed-upon timelines because a vendor employee failed the base’s background check, and the vendor will promptly replace any employees with a failed background check with an individual of equal or superior ability.

## Current Infrastructure

Networking equipment on campus is entirely Aruba Networks (Hewlett Packard Enterprise) equipment. Network connectivity between buildings is provided through a combination of 10 Gbps fiber, 1 Gbps fiber, and copper cabling.

## Specifications

The district seeks to add network connectivity to 46 classrooms. Three CAT6 cables will be needed:

1. A cable that begins in the building IDF and terminates within a wall-mounted Extron WMK 160 PoleVault Digital Wall Mount Kit. This cable will terminate in a standard plug on both the IDF and the WMK 160 ends. No wall plate is necessary.
2. A cable that connects from the aforementioned WMK 160 to a computer mounted in a shelf directly below. The distance for this connection is less than 2 feet, and the cable will terminate in a standard plug on both ends.
3. A cable that runs from the WMK 160 to a wall plate located on the same wall. The cable will terminate in a standard plug on the WMK 160 end, and it will terminate in a standard, single-gang box wall plate on the other end.

## E-Rate Requirements

The district is seeking funds under the USF Program (AKA "E-Rate") for this firewall solution. As such:

1. The bidder must agree to participate in the USF Program (AKA "E-Rate") for the corresponding funding years.
2. The Service Provider Identification Number (SPIN) must be included on your bid.
3. Bidders are expected to provide the lowest corresponding price per E-Rate rules.
4. Bidders must agree to provide the Applicant the choice of discount methods (SPI or BEAR).
5. Bidders must clearly indicate whether individual line items on their proposal are considered eligible services under the USF Program, and must provide a subtotal for eligible equipment, a subtotal for ineligible equipment, and a grand total.
6. Depending on whether or not funding is received, the district may choose to proceed with all, part, or none of the firewall solution, at the district's discretion.

## Evaluation Requirement

Per requirement of the USF Program (AKA “E-Rate”), cost will be the most heavily-weighted evaluation criteria. Criteria and their weights are detailed in the table below:

<b>Criteria</b>	<b>Percent</b>
The purchase price	30%
The reputation of the vendor and the vendor’s goods or services	10%
The quality of the vendor’s goods or services	10%
The extent to which the goods or services meet the district’s needs	20%
The vendor’s past relationship with the district	15%
The impact on the ability of the district to comply with laws and rules relating to historically underutilized businesses	5%
The total long-term cost to the district to acquire the vendor’s goods or services	10%

## Timeline

<b>Date</b>	<b>Description</b>
RFP Released	02/22/2019
Last Date for Written Questions	02/27/2019 by 4:00 PM CST
RFP Due	03/23/2019 by 4:00 PM CST
Receipt of RFP confirmed via email	03/24/2019 by 4:00 PM CST

## Addendums and Questions

Any addendums to this RFP will be posted on the “Current Projects and RFP’s” page of the Technology Department section of LISD’s website. This section is located at:

<https://www.lacklandisd.net/departments/technology/current-projects-and-rfps>

Additionally, the responses to any written questions submitted will be posted there as well. Vendors will NOT receive email replies to written questions. All answers to questions will be posted on the website.