

Lompoc Unified School District  
**PURCHASING SERVICES**  
1301 North A Street, Lompoc,  
California 93436 Telephone  
(805) 742-3291

**Q5-21 WIDE AREA NETWORK &  
DIGITAL TRANSMISSION SERVICES**

**E-RATE YEAR 24 (2021/2022) RFP**  
**Q5-21 WIDE AREA NETWORK & DIGITAL TRANSMISSION SERVICES**

DEADLINES AND INSTALLATION TIME-FRAME	
<b>RFP ISSUED AND POSTED:</b>	<b>DECEMBER 9, 2020</b>
<b>PUBLICLY ADVERTISED:</b>	<b>DECEMBER 9 AND 16, 2020</b>
<b>DEADLINE FOR SUBMISSION OF QUESTIONS:</b>	<b>JANUARY 5, 2020 AT 2:00 PM</b>
<b>DISTRICT TO POST ANSWERS</b>	<b>JANUARY 8, 2020</b>
<b>PROPOSALS DUE:</b>	<b>JANUARY 15, 2021 AT 2:00PM</b>
<b>PROJECT START DATE:</b>	<b>PENDING BOARD APPROVAL</b>
<b>SERVICE AND INTEGRATION TESTING:</b>	<b>June 1-31, 2021</b>
<b>PROJECT INSTALLATION COMPLETE:</b>	<b>June 31. 2021</b>
<b>SERVICE ACTIVATION DATE:</b>	<b>July 1, 2021</b>
<b>SITE SURVEY DATE:</b>	<b>TBD AT 10:00 AM</b>
<b>SITE SURVEY LOCATION:</b>	<b>1305 NORTH A STREET, LOMPOC, CA 93436</b>

The Lompoc Unified School District, here after referred to as “DISTRICT,” is seeking proposals for the upcoming 2021-2022 E-Rate funding Year 24

**SCOPE OF WORK**

The DISTRICT is seeking proposals for high speed **Wide Area Network (WAN) Connections**. **The DISTRICT requires that the entire WAN network be constructed before any segment is activated, and billing for all sites initiates after all construction has occurred and not before July 1, 2021.** The Service Provider will include in their proposal, all costs necessary to provide, construct, install, program, maintain, and monitor the services requested below. All maintenance cost associated with any on-site premise equipment, provided as an integral part of the Service Provider’s proposed service, shall be their sole responsibility. The successful bidder will include in their bid price, at a minimum, the following:

1. The District is looking for managed fiber optic services, including on premise Category 1 Equipment, which will connect all school sites and remote support sites, including the DISTRICT office. The DISTRICT desires service using fiber optic media and providing bandwidth scalable from a minimum of 10GB from each location as listed on Attachment “A.” The District preference topology is a “Star Topology” where the District office is the center of the “Star Topology”. The DISTRICT will consider other topology options.
2. All “One-Time” special construction and/or build-out costs, including but not limited to; conduit/trenching, interior pathways, cabling, terminations, to provide the requested service connection the DISTRICT’s designated demarcation point.
3. All work necessary, including but not limited to, installation, programming, and testing of Customer Premise Equipment (CPE), to provide the requested service.
4. Demarcation hand-off will be a 1000Base-SX or 10GBase-SX SFP+ connection. Service Provider will provide and maintain all premise equipment necessary to provide the DISTRICT with the specified handoff and type of service requested.
5. The requested service shall provide for both physical and logical separation of DISTRICT’s traffic through the public switched network. The Service Provider shall, as determined by the scope of their proposed service, provide all necessary equipment, software, and/or professional services, to accomplish this requirement.
6. Full Duplex operation (connection shall be bi-directional).
7. The requested service shall allow the following Network Protocols:
  - a. TCP/IP protocols
  - b. 802.1d and 802.1q QoS service on the entire circuit.
  - c. All Layer 1 and Layer 2 protocols, minimum Layer 3 protocols (EIGRP, IGMP, IPSec, OSPF).
  - d. Multicasting (IGMP with PIM, SM or DM).
8. An industry standard Service Level Agreement (SLA), to ensure the following Objectives are maintained:

- a. No other Service Provider's customers will have any physical or logical access to the DISTRICT's traffic/VLAN.
- b. Network Availability – 99.99%
- c. Packet Delivery Rate – 99.99%
- d. Network Latency: 30ms, one way.
- e. Mean Time to Repair 4 Hours, end-to-end, including local loop.

No bid will be accepted from or a contract awarded to a bidder:

- 1) Who is not licensed in accordance with the law
- 2) Who does not hold a license qualifying them to perform work under this contract in the state of California
- 3) Who does not hold a valid Service Provider Identification Number (SPIN) and is in good standing with the FCC/USAC
- 4) Who has not successfully performed on projects of similar character and scope to the proposed work

Any technical questions and all other inquiries should be submitted to Angelica Hernandez, at [hernandez.angelica@lusd.org](mailto:hernandez.angelica@lusd.org). Be aware that all questions and responses will be answered via email. Bidders are responsible for monitoring their email for addendums, changes, and questions and answers regarding this RFP. The last day to submit questions is indicated on Page 1 of this Request for Proposal.

### **SITE CONDITIONS**

It will be the responsibility of the Service Provider to become informed of all conditions under which work is to be done before submitting proposals. No additional costs will be incurred by the DISTRICT or considerations given to any claims by the Service Provider based on a lack of knowledge of existing conditions. The submission of a bid from the Service Provider is an acknowledgement and agreement to this stipulation. A recommended site survey of the premises will be provided to interested bidders on the date indicated on page 1. All vendors who expected to attend should confirm their attendance, by e-mailing, Angelica Hernandez, at [hernandez.angelica@lusd.org](mailto:hernandez.angelica@lusd.org).

### **E-RATE SUPPLEMENTAL TERMS AND CONDITIONS**

Signed copy to be returned with bid response.

The Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced price meals.

#### **1) E-RATE CONTINGENCY**

The project herein may be contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate. Even after award of contract(s) and/or E-rate funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.

#### **2) SERVICE PROVIDER REQUIREMENTS**

The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

- a. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.
- b. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/>

- c. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>
- d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed to Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red Light Status may be grounds for contract termination as it could prohibit the Service Provider from providing E-rate discounts in a timely manner which would cause harm to the Applicant. More information about FCC Red and Green Light Status may be found at this website: [http://www.fcc.gov/debt\\_collection/welcome.html](http://www.fcc.gov/debt_collection/welcome.html)
- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2021.
- f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any contract and USAC approved extensions).
- g. Goods and services provided shall be clearly designated as "E-rate Eligible". Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per SLD guidelines.
- h. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC "Item 21 Template". Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions. A summary sheet must also be provided to provide the cumulative amount for all sites.**
- i. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
- j. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an "Invoice Check" with the USAC <https://www.usac.org/e-rate/applicant-process/invoicing/invoice-check/>
- k. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>

### **3) SERVICE PROVIDER ACKNOWLEDGEMENTS**

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
- c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>. Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.

- d. BIDDERS are required to comply with the FCC’s Lowest Corresponding Price (“LCP”) Requirement for all equipment and Services. BIDDER acknowledges that BIDDER is solely responsible to comply with LCP requirements. To the extent that USAC finds an LCP violation and reduces the E-rate Funding, BIDDER agrees that it will not hold the DISTRICT liable for any shortfall in E-rate funding and will be responsible for any ensuing appeals, COMADS and/or RIDFS.
- e. The Service Provider attests that its offer does not violate the FCC’s REPORT AND ORDER, FURTHER NOTICE OF PROPOSED RULEMAKING, AND ORDER in the matter of “Protecting Against National Security Threats to the Communications Supply Chain Through FCC Programs” (FCC 19-121, adopted November 22, 2019, released November 26, 2019) and provisions contained in the Order and any subsequent Orders related to the FNPRM referenced in FCC 19-121. FCC 19-121 can be viewed at <https://docs.fcc.gov/public/attachments/FCC-19-121A1.pdf>
- f. This offer is in full compliance with USAC’s Free Services Advisory <https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

**4) STARTING SERVICES/ADVANCE INSTALLATION – Category 1 Services**


The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract “effective date”, E-rate eligible goods and/or services requested in this RFP shall be delivered no earlier than the start of the 2021 funding year (July 1, 2021). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

**EARLY FUNDING CONDITIONS**

**Category 1**

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year.

- *Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.*
- *The Category 1 service must depend on the installation of the infrastructure.*
- *The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services (DA 02-3365 , released December 6, 2002). This FCC decision only applies to Priority 1 services (telecommunications services and Internet access).

The complete text can be found at the following URL:


<https://www.usac.org/e-rate/applicant-process/starting-services/advance-installation/>

**Category 2**

There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

- *We also amend our rules for category two non-recurring services to permit applicants to seek support for category two eligible services purchased on or after April 1, three months prior to the start of funding year on*

July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#) , released July 23, 2014). This FCC decision only applies to Category 2 services (Internal Connections).

However, NO INVOICING can take place prior to July 1 of the funding year.

**5) INVOICING**

- a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission, certification and USAC approval of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.
- b. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

**6) FCC/SLD AUDITABILITY**

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. Respondent hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP for ten (10) years after final payment. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Respondent and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

**7) PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS EXPIRATION**

During the term of any Agreement resulting from this RFP, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The District shall not enter into a separate Agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

I, the undersigned, as an authorized agent of \_\_\_\_\_ (Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined above.

**Signature:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Service Provider Name:** \_\_\_\_\_



The Wide Area Network (WAN) high speed telecommunications services must also be eligible for, and receive, the applicable discounts funded through the California Teleconnect Fund (CTF) which is administered by the California Public Utilities Commission (CPUC). In accordance to CPUC resolution T-16763 all E-Rate program discounts must be posted via the Service Provider Invoice Form 474.

In addition, the DISTRICT may use this bid to issue purchase orders and pay for items on a purchase order that are not eligible for E- RATE discounts. The DISTRICT will pay the vendor using DISTRICT funds for these purchases.

The DISTRICT reserves the right to fund, (proceed with project or purchase) all, some or none of the project regardless of E-rate approval.

## **BID PACKAGE REQUIREMENTS**

**PROPOSAL SUBMISSION:** All responses to this RFP should be submitted via e-mail by the date on Page 1, to: Angelica Hernandez  
Purchasing Services  
[hernandez.angelica@lusd.org](mailto:hernandez.angelica@lusd.org)

Proposals must be received no later than the deadline noted above and clearly labeled in the subject line "WIDE AREA NETWORK & DIGITAL TRANSMISSION SERVICES RFP."

It is the sole responsibility of each respondent to ensure all submittals and attachments are received by the District. The District assumes no responsibility for transmission failures. Responses received after the deadline will be deemed as not meeting the RFP requirements.

All submissions are the property of the DISTRICT and will not be returned. All information submitted in the proposals will be kept confidential and accessed only by those employees of the DISTRICT reviewing the proposals.

To receive the highest consideration by the DISTRICT, each bidder will provide, at a minimum, the following in their RFP response:

1. **Proposal Narrative** - The bidder will include with their proposal a written narrative, detailing the means, methods, and transport mediums, of the proposed service offering. The Proposal Narrative shall not exceed 10 pages (page limit excludes RFP Forms and/or copies of the bidder's contracts and service level agreements). The proposal narrative shall include at a minimum:
  - a. A brief description of the bidder, their history in the market place and with the E-Rate Program.
  - b. A single line drawing depicting the proposed service.
  - c. A description of the bidder's billing process, including those related to the E-Rate program.
  - d. Describe your online portal for account management, billing information, analysis, service changes and equipment orders.
  - e. A description, if applicable, of the "DISTRICT Supplied" equipment and/or facilities, required by the bidder for the successful implementation of their proposed service offering, i.e. Power, Environmental Control, Facilities upgrades, and/or Equipment Mounting Space requirements.
  - f. A statement, if applicable, that clearly addresses any conflict or inability on the part of the bidder to meet the specified service and/or terms and conditions specified in this document.
  - g. Procedure to obtain CTF discounts
2. **Transition Plan - The DISTRICT requires a transition plan to be provided. This plan is a detailed customer implementation / transition plan, including timeline showing full installation complete by July of 2021 and meeting all other deadlines outlined on page 1.**
  - a. The plan is to include the resources to be dedicated to the transition, all costs associated with the transition, a timeline of actions with a completion target date for the supplier and for the DISTRICT transition team. The transition plan is to outline the expectations the supplier team would have of DISTRICT and the information or task DISTRICT is to provide the supplier and the date any information or task would be required.
  - b. Customer Requirements
    - i. Internal routing scheme shall not be changed except as part of a DISTRICT approved enhancement.
    - ii. Option for growth shall be outlined in the response including, but not limited to, increases in bandwidth and/or additions of locations, as determined necessary by the DISTRICT.

- iii. Options for removal of sites due to closures or re-organization requirements as deemed necessary by the DISTRICT. The DISTRICT will require that there be no early termination charges or other penalties assessed in such situation that is determined to be outside the control of the DISTRICT.
  - iv. Special construction costs (curb to MPOE) should be amortized over the initial contract as part of the monthly recurring cost (MRC). DISTRICT WILL NOT BE RESPONSIBLE FOR ANY EASEMENT/RIGHT OF WAY COSTS INCURRED BY THE PROPOSER WHILE IMPLEMENTING THE SOLUTION.
  - v. Proposers are encouraged to provide alternative pricing that may include one-time costs for special construction (not to exceed the E-Rate program guidelines in any year) with the subsequent MRC adjusted accordingly.
3. **Attachment B - Wide Area Network Bid Worksheet FY 2021** - The bidder shall provide their price and all taxes and surcharges on the provided "Wide Area Network Bid Worksheet FY 2021". Bidder shall provide a description and line item price for any "Additional" price elements that are not included in the "Recurring Price" and "Non-recurring Price" totals that are included in the Service Provider's bid.
  4. **Qualifications Form** – The bidder shall complete and submit the attached "Qualifications Form" as a part of their proposal. Bidder shall also include their SPIN number and their FCC Registration Number (FRN), and a minimum of three (3) references that demonstrate their ability to provide the services requested in this RFP. References will include Contact Name, Organization Name, Telephone and email information for Contact.
  5. **Service Agreement** – The bidder will include two (2) signed and dated copies of one-year with multiple extensions, Service Agreement (contract and service level agreement) with their bid proposal. Once all proposals have been received, and evaluated, the District will sign, date, and return the successful bidder's agreement(s).

The DISTRICT requires certification by the awarded contractor, prior to project commencement, concerning criminal records check in accordance with California law.

### **CONTRACT REQUIREMENTS**

The DISTRICT intends to use the Service Provider's supplied Service Agreement to formalize any contractual relationship that results from this Request for Proposal. However, the Service Provider supplied agreement must include all the provisions mentioned in this RFP for the Service Provider's proposal to be considered responsive.

- 1) **Terms and Conditions** – The DISTRICT requests proposals that are based upon a One (1) year contract term, with Two (2) optional one-year extensions at the discretion of the DISTRICT. The initial contract term shall start: July 1, 2021. In no case shall this contract and all extensions extend beyond June 30, 2023.
- 2) **Service "Growth Clause"** – Growth Services may or may not be requested by the DISTRICT during the contract term. The service provider shall include a "growth clause" with maximum charges per month. The "growth clause" shall not require a change in contract terms. The "growth clause" shall include a price for all existing service types plus any additional services of the same type/speeds/bandwidth or higher.
- 3) **Service Level Agreement (SLA)** – The Service Provider shall provide the DISTRICT with a Service Level Agreement (SLA) in conformance to standard industry requirements. The SLA shall, at a minimum, ensure that the following Operation and Maintenance objectives are met:
  - No other Service Provider's customers will have any physical or logical access to the DISTRICT's traffic/VLAN.
  - Network Availability – 99.99%
  - Packet Delivery Rate – 99.99%
  - Network Latency: 30ms, one way.
  - Mean Time to Repair 4 Hours, end-to-end, including local loop.

### **THE CONTENT AND SEQUENCE OF THE PROPOSAL WILL BE AS FOLLOWS:**

- 1) Cover Letter/Letter of Interest
- 2) Table of Contents
- 3) [Proposal Narrative](#)
- 4) [Transition Plan](#)
- 5) Cost Proposal including completed [Attachment B - Wide Area Network Bid Worksheet FY 2021](#)
- 6) Completed [Qualifications Form](#)
- 7) Service Agreement



## **PROPOSAL EVALUATION**

It is anticipated that a contract will be made with the provider whose proposal is determined to be in the overall best interest of the DISTRICT.

Cost will be the most heavily weighted factor in selecting the awarded vendor. The District will score each weighted factor on a 1-5 scale, 5 being highest. The Weighted scores will be added and the highest total score will be selected. If the district decides to select portions of the proposal, the same scoring rubric will be applied to all portions of all proposals. The District will evaluate proposals from Vendors on the basis of:

1. **45% E-Rate Eligible Price** - The Vendor's cost proposal for Eligible items.
2. **25% Not E-Rate Eligible Costs**
3. **10% Transition Plan** - The Vendor's capability to provide a high quality solution within the District's timeline as described in the technical documentation supplied by the Vendor in response to this RFP.
4. **10% Topology and Design** - The Vendor's relevant experience, qualifications and success in providing network design that is equivalent to DISTRICT existing network.
5. **10% Quality of Bid Response** - Proposals shall be prepared in a straightforward manner, shall describe the Vendor's offering(s) and equipment capabilities in a format that is reasonably consistent, comprehensible, and appropriate to the purpose, and address each requirement as specified in this RFP.

### ***Vendor Selection/Contract Award***

The DISTRICT reserves the right to make the award to the bidder who submits the proposal, which meets the requirements, set forth herein and best meets the needs of the DISTRICT after taking into consideration all of the aforementioned factors. The DISTRICT reserves the right to negotiate modifications of the quoted prices, terms, quantity and conditions with the responsive, responsible provider in conjunction with the award criteria contained herein, prior to the execution of contract, to ensure a satisfactory procurement of service. The DISTRICT reserves the right to determine whether an alternate item/service is equal to the specified item/service and its ability to meet the DISTRICT's requirements. The submission of a bid by the Vendor is an acknowledgement of this right.

### ***Right to Reject Any and All Quotes***

The DISTRICT reserves the right to accept or reject any or all RFP's in whole or in part/or waive any irregularity in any proposal received. The DISTRICT shall be the sole judge of the competency and responsibility of the Bidders. The submission of a bid by the Vendor is an acknowledgement of this right.

**END OF RFP**

**APPENDIX A: SITE SCHEDULE**

<b>Entity Name</b>	<b>Entity Address</b>
ARTHUR HAPGOOD ELEMENTARY SCHOOL	324 S A ST LOMPOC, CA 93436
BUENA VISTA ELEMENTARY SCHOOL	100 ALDEBARAN AVE LOMPOC, CA 93436
CABRILLO HIGH SCHOOL	4350 CONSTELLATION RD LOMPOC, CA 93436
CLARENCE RUTH ELEMENTARY SCHOOL	501 N W ST LOMPOC, CA 93436
CRESTVIEW ELEMENTARY SCHOOL	UTAH AVE Vandenberg AFB, CA 93437
DR BOB FORINASH COMMUNITY DAY	320 N J Street Lompoc, CA 93436-1819
FILLMORE ELEMENTARY SCHOOL	1211 E PINE AVE LOMPOC, CA 93436
LA CANADA ELEMENTARY SCHOOL	621 W NORTH AVE LOMPOC, CA 93436
LA HONDA ELEMENTARY SCHOOL/STEAM ACADEMY	1213 N A ST LOMPOC, CA 93436
LOMPOC ADULT EDUCATION	320 N J STREET LOMPOC, CA 93436
LOMPOC HIGH SCHOOL	515 W COLLEGE AVE LOMPOC, CA 93436
LOMPOC MAINTENANCE AND OPERATIONS	1301 N A STREET LOMPOC, CA 93436
LOMPOC UNIFIED SCHO00L DISTRICT-MAIN OFFICE	1301 N A ST. LOMPOC, CA 93438
LOMPOC VALLEY MIDDLE SCHOOL	234 S N ST LOMPOC, CA 93436
LOS BERROS ELEMENTARY SCHOOL	3745 VIA LATO LOMPOC, CA 93436-1636
MAPLE HIGH SCHOOL	4010 Jupiter Avenue Lompoc, CA 93436
MIGUELITO ELEMENTARY SCHOOL	1600 W OLIVE AVE LOMPOC, CA 93436
MISSION VALLEY SCHOOL	1213 N A ST LOMPOC, CA 93436
VANDENBERG MIDDLE SCHOOL	1145 MOUNTAIN VIEW BLVD Vandenberg AFB, CA 93437

## Attachment B - Wide Area Network Bid Worksheet FY 2021

### INSTRUCTIONS

1. Bidders shall provide a line item price for the "Recurring Price", and if applicable the "Non-recurring Price" for each of the sites listed in Appendix "A".
2. Bidder shall provide a description and line item price for any "Additional" price elements that are not included in the "Recurring Price" and "Non-recurring Price" totals that are included in the Service Provider's bid.
3. Pricing is to include all taxes and surcharges.

Wide Area Network Bid Worksheet FY 2021 12 Month Pricing		10 Gbps		20 Gbps		40 Gbps		100 Gbps	
		12 Month Pricing		12 Month Pricing		12 Month Pricing		12 Month Pricing	
		Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring
	<b>ELEMENTARY SCHOOLS</b>								
1	Arthur Hapgood ES								
2	Buena Vista ES								
3	Clarence Ruth ES								
4	Crestview ES								
5	Fillmore ES								
6	La Canada ES								
7	La Honda STEAM Academy								
8	Los Berros ES								
9	Miguelito ES								
		Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring
	<b>SECONDARY SCHOOL</b>								
9	Lompoc Valley MS								
10	Vandenberg MS								
11	Cabrillo HS								
12	Lompoc HS								
13	Maple Continuation HS								
14	Lompoc Adult School								
	<b>TOTAL</b>								
	<b>Taxes and Surcharges</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	<b>SITE GRAND TOTAL (MONTHLY PLUS NON-RECURRING)</b>		\$ -		\$ -		\$ -		\$ -

	DISTRICT SUPPORT CENTER								
	COLLECTOR CIRCUIT(S)-if necessary	10 Gbps		20 Gbps		40 Gbps		100 Gbps	
		12 Month Pricing		12 Month Pricing		12 Month Pricing		12 Month Pricing	
		Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring	Recurring	Non-recurring
15	LUSD District Office								
	TOTAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Taxes and Surcharges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	COLLECTOR CIRCUIT GRAND TOTAL (MONTHLY PLUS NON-RECURRING)		\$ -		\$ -		\$ -		\$ -

Provide description and line item price for any "Additional" price elements that are not included in the "Recurring Price" and "Non-recurring Price":

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Provide detail of all taxes and surcharges:

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**QUALIFICATION FORM**

**OWNER NAME:** LOMPOC UNIFIED SCHOOL DISTRICT

**PROJECT NAME:** WIDE AREA NETWORK & DIGITAL TRANSMISSION SERVICES

The prospective Bidder shall furnish all the following information accurately and completely. Failure to fully and completely comply with this requirement may result in rejection of any bid submitted. Additional sheets may be attached if necessary. "You" or "your" as used in this questionnaire refers to the Bidder's firm and any of its owners, officers, directors, shareholders, parties, or principals. DISTRICT has discretion to request additional information depending on the project.

**—WARNING—**

Certain information may lead to a determination of non-responsibility and rejection of the bid.

**1. Firm name and address:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
(     ) \_\_\_\_\_ Telephone  
(     ) \_\_\_\_\_ Fax

**2. Type of firm:** (check one) Individual  Partnership  Corp.

**3. Names and titles of all principals of the firm:**


**4. How many years has your firm been providing the services you are proposing?** Include only years as this type of service provider and only the years with the current entity in its current form:

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A. Provide the total number of customers that you have provided the same type of proposed services (not using subcontractors) in the last 3 years. (Bidders will be responsible to provide a complete list of reference to confirm this number if asked)

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B. Provide the number of customers that you have provided the same type of proposed services (not using subcontractors) in the Education Market in the last 3 years. (Bidders will be responsible to provide a complete list of reference to confirm this number if asked)

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**5. Is your firm licensed in the State of California to provide the service you are proposing?** If this question is not applicable to the scope of the services proposed, please answer "NA" below.

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If yes, Please provide the following additional information:



A. Provide the License Name Holder, Number and Expiration Date of the license associated to the service you are proposing.

Name Holder: \_\_\_\_\_

License No.: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

If no, Please provide the following additional information:

A. Provide the License Name Holder, Number and Expiration Date of the Sub-Contractor(s) who is licensed to perform the service you are proposing. Attach additional pages as necessary.

Name Holder: \_\_\_\_\_

License No.: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

6. **In the last five years have you or any of your principals been in litigation or arbitration or a dispute of any kind on a question or questions relating to a public funded project?** Response must include information pertaining to principals' association outside of the firm bidding this Project. If yes, provide name of public agency and details of the dispute. Attach additional pages as necessary.

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7. In the last five years have you or any of your principals ever failed to complete a project? Response must include information pertaining to principals' association outside of the firm bidding this Project. If yes, provide owner's name and details. Attach additional pages as necessary.

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8. **Does your firm currently have a Service Provider Identification Number (SPIN)?**

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If yes, Please provide the following additional information:

A. Provide the SPIN associated to the service you are proposing.

\_\_\_\_\_

B. Provide the Date that your last Form 473 Service Provider Annual Certification (SPAC) was approved.

\_\_\_\_\_

9. **In the last five years have you or any of your principals ever been placed under a "Red Light" restriction by the Federal Communications Commission (FCC) and/or the Universal Services Administrative Company (USAC)?** Response must include information pertaining to principals' association outside of the firm bidding this Project. If yes, provide owner's name and details. Attach additional pages as necessary.

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**10. Is your firm approved by the CPUC to participate in the California Teleconnect Fund (CTF) Program?**

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If yes, please provide the following additional information:

A. Provide your CPUC registration number.

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B. Will you be seeking reimbursement from the CPUC for the eligible CTF portion(s) of the service you are proposing?

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C. Describe the process the District uses to obtain CTF discounts for the services you have proposed.

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**11. The vendor must be able to guarantee network availability at least 99.99% of the time in a calendar month, and packet delivery of 99.99% or greater, except for outages caused by the customer's equipment, fiber cuts by third parties, acts of God, or other Force Majeure events.**

Circle one: YES NO

Please elaborate:

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**12. Does your company monitor all telecommunication services 24 hours per day, seven days per week, 365 days per year?**

Circle one: YES NO

Please elaborate:

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**13. Can your company ensure the DISTRICT 99.99% for all telecommunication service availability during each week of service provided with telecommunication service latency across your company's network, facilities and services not to exceed 30 milliseconds maximum?**

Circle one: YES NO

Please elaborate:

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**14. Is your company able to provide, at no additional charge, immediate notification to the DISTRICT network department representative of any and all telecommunication service outages or anomalies which affect the use of the facilities, circuits, or network within DISTRICT?**

Circle one: YES NO

Please elaborate:

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15. Please provide the process for DISTRICT to report any problems with the facilities, circuits, network or telecommunication services including the minimum response time.

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16. Provide details regarding your company's service center, including, but not limited to, staffing experience, process and priority service.

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17. Your company will provide a non-performance policy with DISTRICT which provides DISTRICT a monthly credit equal to two times the monthly rate multiplied by the percentage of monthly outage to any site within DISTRICT, when such faults, outages or anomalies are due to the oversight neglect or unreliability of your company's services.

Circle one: YES NO

Please elaborate:

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18. Does your company maintain compliance with any and all legal requirements set forth under the California Public Utilities Commission and the Federal Communications Commission of the United States of America?

Circle one: YES NO

Please elaborate:

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19. Does your company agree that DISTRICT can reserve the option to terminate service, without penalty and full expectation of refund of any and all proceeds paid prior to date of termination of contract or services for balance of services not rendered?

Circle one: YES NO

Please elaborate:

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20. List of References: Provide information on the three (3) E-Rate projects your company has completed in the last three years that comes closest to matching the scope of this RFP. If the Bidder has not completed an E-Rate project provide three (3)

“Educational Market” projects your company has completed in the last three years. Contractor may include additional documentation.

**Project #1**

Project Name: \_\_\_\_\_

Contact Information:

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone Number: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Phone #: \_\_\_\_\_

Description of Project: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Project Start Date: \_\_\_\_\_

Project Completion

Date: \_\_\_\_\_

**Project #2**

Project Name: \_\_\_\_\_

Contact Information:

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Phone Number: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Phone #: \_\_\_\_\_

Description of Project: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Project Start Date:

Project Completion  
Date:

**Project #3**

Project Name:

Contact Information:

Address:

Phone Number:

Contact Person:

Name:

Title:

Phone #:

Description of Project:

Project Start Date:

Project Completion  
Date:

**End of Document**