



**Rowan-Salisbury Schools**

**500 N. Main Street  
Salisbury, NC 28144**

**REQUEST FOR PROPOSAL**

**FOR**

**Network Install to Athletic Fields for Middle and High School**

**RFP Issued: February 18, 2021**

**Response Due: February 25, 2021 at 3:00 p.m. EST**

## **Request for Proposal (RFP)** **Internet to Athletic Field**

Rowan-Salisbury Schools is requesting proposals from qualified licensed companies to install network connectivity to our athletic fields at the fields listed in the RFP.

### **General Information**

#### **Submittal of Proposal**

- Information should be verified before submissions. Adjustments will not be permitted after submission to the District. The District will not be responsible for errors or omissions on the part of the organizations in preparation of the proposals.
- Submissions should be sent to:

David Blattner, Chief Technology Officer  
[david.blattner@rss.k12.nc.us](mailto:david.blattner@rss.k12.nc.us)

- A pre-bid meeting will take place on location starting at West Rowan High School on March 3, 2021 at 9:00 am. Then traveling to all sites. If all sites are not visited on day one, site visits will be completed on March 5, 2021 at 9:00 am location TBD based on previous walk through visit. Questions on site visit can be directed to Adrian Stewart [Adrian.stewart@rss.k12.nc.us](mailto:Adrian.stewart@rss.k12.nc.us)
- Questions about the RFP, its content, format or any other questions must be submitted in writing to Adrian Stewart [Adrian.stewart@rss.k12.nc.us](mailto:Adrian.stewart@rss.k12.nc.us) by March 9, 2021.

#### **Signatures**

- All Proposals must be signed by an authorized officer of the firms submitting the proposals.

#### **Rights of the District**

- The successful firm or firms will be required to enter into an Agreement between the District and the Firm. The form of agreement for requested services shall be substantially in the form of the district's standard agreement for services.
- The RFP is not a low-bid price competition; instead proposals shall be evaluated in accordance with the Evaluation Criteria stated in this RFP.
- The District reserves the right to reject any and all proposals in part or in whole.

#### **Deadline for Submittal**

- Submittals must be received to David Blattner - [David.Blattner@rss.k12.nc.us](mailto:David.Blattner@rss.k12.nc.us) by March 12, 2021 by 3:00PM EST.

## **II. Scope of Work**

### **Introduction**

- Rowan Salisbury is looking to provide network connectivity to our athletic fields to allow for the streaming of our athletic events since health restrictions do not allow for the gathering for sporting events.

### **Requested Services**

- We are looking to add network and Wi-Fi services to our athletic fields at our middle and high schools. The vendor can choose the best method to deliver services to the areas. Suggested setup would be a point to point connection with network rack and/or cabinet, and Wi-Fi access point. The Football stadiums will have press boxes to install networking equipment. Not all Baseball or Softball fields will have a structure to house networking equipment and may need a cabinet. When possible utilize one Wi-Fi device to service multiple fields.

### **Summary of Specific Services/Products and requirements**

- All Wi-Fi access points will be Extreme Networks access points in order to integrate with current system
- Any switching (if necessary) must be Cisco switches.
- Point to Point must be Ubiquity Networks devices
- All contractors working on sites will have criminal background checks paid for the vendor.
- All contractors will wear proper identification
- The vendor will schedule with the school site with at least 24-hour notice
- The vendor will schedule to minimize the impact on the instructional program at each school
- Requested network locations are:
  - Erwin Middle School, 170 St. Luke Church Road, Salisbury, NC 28146
    - Baseball field
  - West Rowan Middle School, 5925 Statesville Blvd, Salisbury, NC 28147
    - Baseball Field
    - Football Field
  - Overton Elementary School, 1825 W Park Rd, Salisbury, NC 28144
    - Softball Field
  - Knox Middle School, 1625 W Park Rd, Salisbury, NC 28144
    - Football Field
  - China Grove Middle School, 1013 S. Main St., China Grove, NC 28023
    - Baseball Field
    - Softball Field
  - Corriher-Lipe Middle School, 214 W Rice St, Landis, NC 28088
    - Baseball Field
    - Football Field
  - North Rowan Middle School, 512 Charles St, Spencer, NC 28159
    - Baseball Field
    - Football Field
  - Southeast Middle School, 1570 Peeler Rd, Salisbury, NC 28146
    - Baseball Field
    - Football Field
  - East Rowan High School, 175 St. Luke Church Rd., NC 28146
    - Baseball Field
  - Jesse Carson High School, 290 Kress Venture Dr. China Grove, NC 28023

- Baseball Field
  - Softball Field
  - Football Field
- North Rowan High School, 300 N Whitehead Ave, Spencer, NC 28159
  - Softball Field
  - Baseball Field
- Salisbury High School, 500 Lincolnton Rd, Salisbury, NC 28144
  - Baseball Field
  - Softball Field
  - Football Field
- South Rowan High School, 1655 Patterson St. China Grove, NC 28023
  - Football Field
  - Baseball Field
  - Softball Field
- West Rowan High School, 8050 NC-801, Mount Ulla, NC 28125
  - Baseball Field
  - Softball Field
  - Football Field
- Granite Quarry Elementary, 118 S Walnut Gq St, Salisbury, NC 28146
  - Baseball Field

### **Contents Of Proposal For Selection Committee**

All proposals shall address the following items, in the order listed below and shall be numbered A through F in the proposal document.

- **Description of Company**– Provide background information regarding the size, location, work history, and organization of the firm.
- **Experience Relative to District Needs** – Provide a detailed summary of the experience of the firm including a list of similar projects completed within the last five years.
- **Qualifications of Company’s Personnel** – Identify all project personnel, organizational relationships, and provide a resume of qualifications and project related experience.
- **Ability** - Respond to all the requirements of the RFP that you currently have in place, those that are on the product roadmap with timelines for implementation, and those you are unable to provide.
- **Cost** – Proposals shall include pricing and shall be inclusive of all costs with costs itemized out.
- **Timeline** - Provide schedule of delivery of services
- **Experience** - Other projects of similar size and complexity.
- **Other** - Each firm is encouraged to provide any additional information or description of resources the firm feels is pertinent to this RFP.

### **III. Selection Criteria**

- Experience
- Proven track record of services related to the RFP scope of work.
- Previous work history with Rowan-Salisbury Schools.
- Ability to provide specified product lines.
- Cost of project.
- Timeline for installation.

The Chief Technology Officer will appoint a selection committee to review the RFPs and make a recommendation to the School Board.