

Lompoc Unified School District
Address: 1301 North A Street, Lompoc, CA 93436
Telephone: 805-742-3290
E-mail: hernandez.angelica@lUSD.org

Q11-22 NETWORK SUPPORT EQUIPMENT RFP

PROPOSALS DUE JANUARY 19, 2022 BY 2:00 PM



E-RATE YEAR 2022
Q11-22 NETWORK SUPPORT EQUIPMENT RFP
for
LOMPOC UNIFIED SCHOOL DISTRICT

DEADLINES AND PROJECT TIME-FRAME	
RFP ISSUED AND POSTED:	DECEMBER 8, 2021
PUBLICLY ADVERTISED:	DECEMBER 8 AND 15, 2021
DEADLINE FOR SUBMISSION OF QUESTIONS:	JANUARY 5, 2022 BY 2:00 P.M.
DISTRICT TO POST ANSWERS	JANUARY 8, 2022
PROPOSALS DUE:	JANUARY 19, 2022 BY 2:00 P.M.
PROJECT START DATE:	PENDING BOARD APPROVAL (FEBRUARY 2022)

Lompoc Unified School District (“District”) is seeking proposals for the upcoming FY 2022 round of E-Rate. The District is soliciting proposals from providers of Network Support Equipment.

E-RATE Requirements are outlined on Pages 9-15

- Please sign the E-rate Requirement document (Page 15) and submit with response.

PROVIDER CRITERIA AND PURCHASE AGREEMENT REQUIREMENTS

- The maximum percentage the Applicant will be liable for is the pre-discount amount minus the funded amount as shown on the form 471 Block 5.
- NO shipping can take place against this RFP before July 1, 2022 or prior to receiving a written Owner's Notice to Proceed.
- Any technical questions and all other inquiries should be submitted in writing via e-mail to Angelica Hernandez, at hernandez.angelica@lUSD.org. Be aware that all questions and responses will be answered via e-mail. The last day to submit questions is indicated on Page 1 of this Request for Proposal. Questions received after that date will not be answered. Lompoc Unified School District is required to post both this RFP and Form 470 on the USAC EPC Portal site <http://www.usac.org/sl/tools/e-rate-productivity-center/default.aspx>. Questions and responses will be posted on the district's website and the EPC portal site. Bidders are responsible for monitoring the USAC EPC Portal for addendums, changes, and questions and answers regarding this RFP. In the event that there is a discrepancy between documentation posted in multiple locations, the controlling (master) document will always be located at: www.lUSD.org/departments/purchasing-services.
- Responses can be submitted as a hard copy, with wet signature, to the Lompoc Unified School District Purchasing Department.
- The Deadline for all submittals must be received by LUSD by or before the deadline on Page 1. Late submittals, by whichever method chosen by the Respondents, will be rejected as non-responsive. The method of delivering the completed, signed document to LUSD within the timeframe provided is at the discretion of the Bidder.
- Proposals submitted as hard copy (in a sealed envelope) must be sent to:

Lompoc Unified School District
Attn: Angelica Hernandez
Purchasing Services Department
1301 North A Street
Lompoc, CA 93436
Ref: *Q11-22 NETWORK SUPPORT EQUIPMENT RFP*

- Proposal submitted via email must be received no later than the deadline noted above and clearly labeled in the subject line as "Q11-22 NETWORK SUPPORT EQUIPMENT RFP"
- Late proposals will not be opened or accepted.

PROPOSAL EVALUATION

The District will evaluate proposals using the following criteria:

- Configuration management with audit trail and roll-back
- Automatic recovery from configuration mistakes
- Separation of control plane and management planes for switch stability
- All devices must have built-in stacking ports
- Cloud management including configuration backup and restore and zero-touch provisioning
- Local management including CLI and Web UI
- Devices can be operated with or without cloud management
- 24x7x365 Technical assistance
- Next Business day support, 3 years
- All devices must support L3
- All core and aggregation devices must support OSPF and PIM

- | | | |
|------|---|-----|
| i. | Cost of E-Rate eligible goods and services: | 40% |
| ii. | Compatibility with existing infrastructure: | 20% |
| iii. | Quality of proposal: | 10% |
| iv. | Vendor reputation: | 10% |
| v. | Vendor K-12 experience: | 20% |

A District Proposal Evaluation Committee will determine which, if any, proposal is in the District's overall best interest to accept. During the evaluation process, the District may request proposal clarifications, explanations, and answers, best and final offers, interviews, and other information from the submitter. The District, including its Board of Trustees, may request an submitter to make a presentation and make itself available for an interview.

SCOPE OF WORK

TRADE NAMES AND ALTERNATIVES

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified.. Burden of proof as to equality of any material, process or article shall rest with service provider. Service Provider shall submit request together with substantiating data for substitution of any "or equal" item within the sealed bid packet at the closing of bids. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time of bid response.

Please note: All "or equal" components must not void and must be supported by corresponding manufacturer warranty.

The District retains the right to be sole judge as to whether equivalency has been proven and whether alternates will be accepted. Bidder must supply all required power cords and, as applicable, patch cords for equipment listed. No field terminated cords are allowed.

All sellers providing quotes for Juniper equipment must be from a certified Juniper vendor that will provide new Juniper product (sealed box) under a standard manufacturer's warranty starting at the time of delivery.

The following form (Page 5) contains a list of equipment, all of which must be quoted.

Your proposal submission must provide unit cost (freight, tax included) and extension for each item listed (freight, tax included) plus the Total (freight, tax included). All items shown must be quoted (with a defined unit price if there is a charge to LUSD or insert ZERO, N/C or No Charge if there is no cost to LUSD for the delivered item).

E-RATE YEAR 2022 Q11-22 NETWORK SUPPORT EQUIPMENT RFQ QUOTE FORM

Submit quote in writing on the form below.

ITEM	Manufacturer	PART NUMBER	DESCRIPTION	QUANTITY	UNIT COST	EXTENSION	E-RATE Eligibility
1	Juniper or equivalent	B-EX4650AO-5M2-E	EX4650-48Y-AFO eRate bundle with 5YR license, support, software updates, Mist wired assurance and VNA	4	\$	\$	%
2	Juniper or equivalent	B-EX340048P-5M2-E	EX3400-48P eRate bundle with 5YR license, support, software updates, Mist wired assurance and VNA	104	\$ -	\$ -	%
3	Juniper or equivalent	B-EX340024P-5M2-E	EX3400-24P eRate bundle with 5YR license, support, software updates, Mist wired assurance and VNA	16	\$ -	\$ -	%
4	Juniper or equivalent	B-AP43-2S-5Y-E	AP43 eRate bundle, Premium Performance MultiGigabit WiFi 802.11ax Access Point (AP43) with Adaptive BLE includes two 5yr Cloud Subscriptions (specify SUB-MAN, SUB-ENG, SUB-AST, SUB-VNA, SUB-PMA) and mounting bracket	675	\$ -	\$ -	%
			Sales Tax		\$ -	\$ -	%
			Shipping and Handling		\$ -	\$ -	%
TOTAL DOLLARS FOR ITEMS FOR LOMPOC UNIFIED SCHOOL DISTRICT [PG 4] (INCLUDES TAX AND DELIVERY)						\$ -	

Company Name: _____ **Signature:** _____ **Date:** _____

While you may submit additional sheets in your proposal submittal you are required to use this above form/format to be considered a responsive bidder and this completed form (pages 1 thru 15 of this RFP) will be considered your official RFP Submittal and it will take precedent over any other document you provide. Your original signature, on page 15, acknowledges your adherence to and acceptance of the previous statement and the terms of this RFP.

PREPARATION OF FORM

All blanks in the Quote Form must be appropriately filled in, and all prices must be clearly printed. All items shown must be quoted (with a defined unit price if there is a charge to LUSD or insert ZERO, N/C or No Charge if there is no cost to LUSD for the delivered item).

It is the sole responsibility of each respondent to ensure all submittals and attachments are received by the District. In the event that submittal is via email the District assumes no responsibility for transmission failures.

Any proposal received after the scheduled return date for receipt of proposals will be rejected.

RFQ INFORMATION

1. MINIMUM SPECIFICATIONS
 - a. These specifications are minimum specifications. The District will be the sole determiner of whether deviations from the minimum specifications are minor and acceptable.

2. EQUIPMENT
 - a. All equipment or components thereof, are to be new in all respects and in OEM factory sealed containers, and may not be "reworked", "refurbished", or otherwise made to appear as new.

3. INSTALLATION
 - a. Configuration and installation IS NOT part of this project.

4. DELIVERY SCHEDULE
 - a. Delivery shall be negotiated and subject to E-Rate funding approval if applicable to this project.
 - b. Upon funding by S&L and after ordering via one or more Lompoc Unified School District Purchase Orders, which will also act as the Notice to Proceed, the seller will be required to ship each order separately, (separate palletizing for each P.O.) in order that units will be shipped and received as school site lots and not mixed. The seller must also ship via a carrier that agrees to not break down multiple orders and consolidate, thus eliminating the chance of mixing equipment and P.O.'s. In the event that the carrier does not adhere to this direction and orders become mixed prior to arriving at LUSD receiving, the seller, at their expense, will send staff to Lompoc Unified School District receiving to physically sort equipment into segregated groupings based on LUSD Purchase Order number.

5. INVOICING AND PACKING LIST

- a. Seller will be required to call out, on each line item of each packing list and each invoice, each item using the same Product Number and Description as called out on the LUSD Purchase Order which will be the same Product Number and Description as used in this RFP.

I/We the undersigned, in response to requirements and specifications noted in the aforementioned RFP, calling for bids for the services specified in the Lompoc Unified School District E-Rate Year 2022 Q11-22 Network Support Equipment RFP, hereby certify that I have read this entire RFP, am fully compliant and intend to cooperate with the E-rate process as outlined above and will provide the requirements stated herein for the prices indicated herein and have provided the following documentation as required:

- a. All pages of this Q11-22 RFP must be completed and submitted.
- b. If quoted item is different than specification provided on Quote Form, annotated specification sheet shall be attached.
- c. Warranty Information Sheet/s attached.

Company Name and Address: _____

Phone: _____

Fax: _____

Signature: _____

Name/Title _____

Date: _____

SPIN NUMBER: _____

FCC Registration Number (FRN) _____

Receipt and acceptance of the following addenda is hereby acknowledged:

No. ____, Dated _____	No. ____, Dated _____	No. ____, Dated _____
-----------------------	-----------------------	-----------------------

Completed Bid, with original signature, to be submitted to Lompoc Unified School District, Purchasing Department, 1301 North A Street, Lompoc, CA 93436, Attn.: Angelica Hernandez no later than the deadline on Page 1.

All materials submitted to the District in response to this RFQ are deemed property of the District and public records, subject to disclosure pursuant to the Public Records Act. The District is not liable or responsible for the disclosure of RFQ Responses, or portions thereof. By signing and submitting a response, Respondent acknowledges, understands, and agrees that the materials submitted to the District in response to the RFP are not confidential.

PLEASE READ THE FOLLOWING TERMS AND CONDITIONS, SIGN & PROVIDE YOUR INFORMATION ON PAGE 7 & 15, AND RETURN WITH YOUR RESPONSE.

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 is 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
- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2022.
- 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 Supply Chain certifications included in the FCC Form 473. Supply Chain requirements and certifications can be viewed at USAC's Website: <https://www.usac.org/about/reports-orders/supply-chain/>.

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 2022 funding year (July 1, 2022). 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: _____