



**DALTON PUBLIC SCHOOLS**

PURCHASING DEPARTMENT

**REQUEST FOR PROPOSAL**

FOR

**RFP FY23-24 Firewall Upgrade**

RFP NUMBER (FY23-24 Firewall Upgrade)

ISSUED 01/30/2023

Request for Proposal

To: All Proposers

The Dalton Public School System invites you to submit a proposal for Firewall upgrade for Dalton Public Schools (see specifications) in Dalton, Georgia. Proposal quoted shall remain effective for up to 36 months provided all parties are in agreement.

Responses to this request shall be submitted in a sealed envelope marked “**RFP No. FY23-24 Firewall Upgrade RFP**” Proposals may be mailed or delivered to the Dalton Public School System, Technology Department, 201 E. Franklin St., Dalton, Georgia 30721 Attn: Irene Jones or hand delivered to the Technology Department prior to proposal opening time.

Proposals will be opened at the Dalton Public Schools Technology Department @ 201 E. Franklin St. on **02/28/2023 at 1PM**. (No awards of any kind are made at the time of RFP opening)

Proposers are required to use the enclosed specifications’ forms. They are instructed to read carefully all items, conditions and specifications in this letter and the attached pages before completing their proposal.

The Dalton Public School System reserves the right to accept or reject any and all proposals, and to waive any irregularity in proposals received to award the entire RFP to one vendor or to make awards by groups or line items, whichever is in the best interest of the Dalton Public School System.

Any questions concerning this RFP may be forwarded to: [stuart.davis@dalton.k12.ga.us](mailto:stuart.davis@dalton.k12.ga.us) , [Irene.jones@dalton.k12.ga.us](mailto:Irene.jones@dalton.k12.ga.us), and [jorge.miranda@dalton.k12.ga.us](mailto:jorge.miranda@dalton.k12.ga.us)

Your interest and participation is solicited and appreciated.

Sincerely,

Stuart Davis  
Director of Technology

## General Terms and Conditions

1. RFPs should be mailed in ample time to assure delivery prior to the RFP opening date and time.

Mailing Address:

Dalton Public School System  
201 E. Franklin St.  
Dalton, Georgia 30721  
Attn: Irene Jones

RFPs may be hand delivered to the Technology Department, Dalton Public School System prior to bid opening time.

2. RFPs must be submitted in **searchable PDF format on flash drive**, as well as a printed copy.
3. RFPs must be on the specification forms provided within the Request for Proposals, sealed within an envelope marked as shown in the cover letter.  
**No awards of any kind are made at the time of RFP opening.** A copy of the RFP tabulation and/or the awards will be available upon request for any vendor who submitted a RFP. This information may be obtained after the bid has been awarded. Results will be placed on our website **after 02/28/2023**.
4. RFPs submitted must include any AND all freight and handling cost. The Dalton Public School System will pay no additional charges.
5. The proposer's and manufacturer's representative's responsibilities to the Dalton Public Schools include, but are not limited to, handling any problems with products supplied and any necessary instruction on use and upkeep.
6. When an article of particular make or trade name is specified, it is meant to establish a quality standard and is not intended to eliminate competing articles of equal quality. Proposers are at liberty to quote on substitutions provided complete specifications are included with the RFP. Vendor is also required to describe all exceptions to our specifications and include a color photo. We need the URL for the manufacturer website for the product listed. If no substitutions are indicated, it will be assumed the quotations are based on our specifications.
7. Samples may be requested for comparison purposes. Samples, when required, must be furnished free of expense to Dalton Public Schools, and must be tagged with the proposers' name and item number. If samples are not used or destroyed in testing, the bidder must claim them within thirty (30) days from date of RFP or they will become the property of the school system. If there is a sample of the item within 50 miles that can be viewed please let us know.
8. Time of delivery is a part of this consideration and must be stated in definite terms and must be adhered to completely. Delivery must be complete on or before the specified date.
9. No partial payment will be made. The total amount of each purchase order will be paid only after the complete order has been received in good condition. The final inspection and approval must be made by an authorized representative of the Dalton Public School System.

10. The proposer, by submitting their proposals, certifies that to the best of their knowledge, neither they nor any of their suppliers discriminate against any employee or applicant for employment because of race, religion, color, sex or national origin.
11. Quantities may vary due to budget and student enrollment.
12. Dalton Public Schools has the right to award the entire RFP to one vendor or to separate the RFP and order by line item. We will do whatever is in the best interest of the school system.
13. All vendors must have an office within 100 miles of the school system. Preference will be given to vendors that are centrally located within Dalton/Whitfield County.
14. Please include 3 outside references where you have done work similar to the specifications in this bid within the last 5 years. Please include a name and phone number that we might contact. See attached form.
15. Proposals must include proof of relevant qualifications such as certifications, etc. for personnel working on the project.
16. Winning bidder agrees to provide recent background check information to Dalton Public Schools for all contracted and subcontracted personnel required to work at any of Dalton Public School facilities.
17. All bidders must include a name and phone number that we might reach someone in your organization with any questions about your proposal.
18. Please include the name of the sales person or account executive that will be handling our account after the RFP is awarded and we submit purchase orders.
19. The Contractor shall keep himself fully informed of all existing and future State and Federal laws, all regulations of the various departments and agencies of the State of Georgia, local ordinances, codes and regulations in any manner affecting those engaged or employed in the work, or the materials used in work, or in any way affecting the conduct of the work and of all such orders and decrees of bodies or tribunals having jurisdiction or authority over the same.
20. The contractor shall notify the Owner in writing of the names and addresses (in the RFP packet) of all proposed subcontractors necessary to execute specifications of this RFP. Subcontractors will not be recognized as having a direct relationship with the Owner. The person engaged in the work, including employees of subcontractors and suppliers will be considered employees of the provider and their work shall be subject to the provisions of the agreement. References in the documents to actions required of the subcontractors, manufacturers, suppliers, or any person, other than the provider or the owner shall be interpreted as requiring the provider shall require such subcontractor, manufacturer, supplier, or any person to perform the specified action. A subcontractor for any part of the work must have experience on similar work and, if required, furnish the owner with a list of projects.
21. The company shall not assign any interest in this contractual agreement and shall not transfer any interest in the same without prior written consent of the Board.
22. No reports, information, or data given to or prepared by the company under this contractual agreement shall be available to any individual.

23. No costs can be involved which are not specifically addressed in the proposal.
24. Pricing of goods must be itemized and clearly indicate manufacturer, model, and warranty and include a clear specification summary.
25. Pricing of services must be itemized and clearly indicate the service proposed.
26. Proposal will include no obligations for Dalton Public Schools to purchase a specific number of units or to purchase additional units from the awarded vendor of this contract.
27. If additional units are needed, pricing quoted shall remain effective for the entire length of the agreement.
28. **There is no estimated budget for this project.**

**Information on person preparing RFP packet for requested services:**

Name of Company \_\_\_\_\_

Address of Company \_\_\_\_\_

Phone number of Company \_\_\_\_\_

Name of person preparing RFP \_\_\_\_\_

Address of person preparing RFP \_\_\_\_\_

Phone of person preparing RFP \_\_\_\_\_

Name of person in charge of our account \_\_\_\_\_

Phone Number of the person in charge of our account \_\_\_\_\_

### Vendor Reference Sheet

Reference 1:			
Company:			
Point of Contact Name:		Phone:	
Email:			
Description of Project: (approx. 100 words)			
Reference 2:			
Company:			
Point of Contact Name:		Phone:	
Email:			
Description of Project: (approx. 100 words)			
Reference 3:			
Company:			
Point of Contact Name:		Phone:	
Email:			
Description of Project: (approx. 100 words)			
Completed By (Name):		Completed Date:	

**PROPOSERS DECLARATION**

The proposer understands, agrees and warrants:

That the proposer has carefully read and fully understands the full scope of the specifications.

That the proposer has the capability to successfully undertake and complete the responsibilities and obligations in said specifications.

That the installer must have million-dollar general liability policy, proof of workers compensation on all workers, and proof of vehicle insurance that covers all vehicles on school property and proof of all insurances must be included in the RFP.

That this proposal may be withdrawn by requesting such withdrawal in writing at any time prior to **1pm on 02/28/2023 but** may not be withdrawn after such date and time.

That the Dalton Public School System reserves the right to reject any or all RFPS and to accept that RFP which will, in its opinion, best serve the public interest. The Dalton Public School System reserves the right to waive any technicalities and formalities in the proposals.

That by submission of this RFP the proposer acknowledges that the Dalton Public School System has the right to make any inquiry or investigation they deem appropriate to substantiate or supplement information supplied by the proposer.

If a partnership, a general partner must sign.

If a corporation, the authorized corporate officer(s) must sign and the corporate seal must be affixed to this bid.

**PROPOSER**

\_\_\_\_\_  
Name Title

\_\_\_\_\_  
Name Title

**AFFIX CORPORATE SEAL (If Applicable)**



**CERTIFICATE OF NON-DISCRIMINATION**

In connection with the performance of work under this contract, the proposer agrees as follows:

The proposer agrees not to discriminate against any employee or applicant for employment because of race, creed, color, sex, national origin, ancestry, or disability. The vendor shall take affirmative action to ensure that employees are treated without regard to their race, creed, color, sex, national origin, ancestry, or disability. Such action shall include, but not be limited to the following: employment, upgrading, demotion, transfer, recruiting or recruitment, advertising, lay-off or termination, rates of pay or other compensation and selection for training, including apprenticeship.

In the event of the proposers' non-compliance with this non-discrimination clause, the contract may be canceled or terminated by the Dalton Public School System. The proposer may be declared, by the school system, ineligible for further contracts with the Dalton Public School System until satisfactory proof of intent to comply shall be made by the vendor.

The proposer agrees to include this non-discrimination clause in any sub-contracts connected with the performance of this agreement.

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**PROPOSER**

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**SIGNATURE**

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**TITLE**

**NON-COLLUSION AFFIDAVIT**

The following affidavit is to accompany the RFP:

**STATE OF**

**COUNTY OF**

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**Owner, Partner or Officer of Firm**

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**Company Name, Address, City and State**

Being of lawful age, being first duly sworn, on oath says that he/she is the agent authorized by the proposer to submit the attached bid. Affidavit further states as bidder, that they have not been a party to any collusion among bidders in restraint of competition by agreement to propose at a fixed price or to refrain from proposing; or with any office of the Dalton Public School System, or any of their employees as to quantity, quality or price in the prospective contract; or any discussion between proposers and any official of the Dalton Public School System, or any of their employees concerning exchange of money or other things of value for special consideration in submitting a sealed RFP for:

**FIRM NAME** \_\_\_\_\_

**SIGNATURE** \_\_\_\_\_

**TITLE** \_\_\_\_\_

Subscribed and sworn to before me this \_\_\_\_ day of \_\_\_\_\_ 20\_\_.

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**NOTARY PUBLIC**

**STATE OF GEORGIA PROMPT PAY ACT AFFIDAVIT**

***THIS AFFIDAVIT IS TO ACCOMPANY THE RFP***

GEORGIA PROMPT PAY ACT: The Georgia Prompt Pay Act was enacted by the General Assembly in 1994 and took effect January 1, 1995. This act requires owners to pay contractors within 15 days of receipt of a pay request by the owner or the owner's representative. If payment is not made the owner shall pay the contractor 1% per month interest on the delayed payment. Additionally, the contractor must pay subcontractors within 10 days of receipt of payment from the owner.

This Act is Code Section 13-11-1 (Georgia Laws of 1994, p. 1398 par. 4)

Firm Name \_\_\_\_\_

Signature \_\_\_\_\_

Title \_\_\_\_\_

Subscribed and Sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public

# Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

**Name** (as shown on your income tax return)

**Business name/disregarded entity name**, if different from above

Check appropriate box for federal tax classification:  
 Individual/sole proprietor    C Corporation    S Corporation    Partnership    Trust/estate  
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ \_\_\_\_\_  
 Other (see instructions) ▶ \_\_\_\_\_

**Exemptions** (see instructions):  
Exempt payee code (if any) \_\_\_\_\_  
Exemption from FATCA reporting code (if any) \_\_\_\_\_

**Address** (number, street, and apt. or suite no.) \_\_\_\_\_  
**City, state, and ZIP code** \_\_\_\_\_

**Requestor's name and address** (optional) \_\_\_\_\_

List account number(s) here (optional) \_\_\_\_\_

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on the "Name" line to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I Instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Social security number								
Employer identification number								

**Note.** If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

## Part II Certification

- Under penalties of perjury, I certify that:
- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
  - I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
  - I am a U.S. citizen or other U.S. person (defined below), and
  - The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

<b>Sign Here</b>	Signature of U.S. person ▶	Date ▶

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** The IRS has created a page on [irs.gov](http://irs.gov) for information about Form W-9, at [www.irs.gov/w9](http://www.irs.gov/w9). Information about any future developments affecting Form W-9 (such as legislation enacted after we release it) will be posted on that page.

### Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, payments made to you in settlement of payment card and third party network transactions, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the

withholding tax on foreign partners' share of effectively connected income, and

4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct.

**Note.** If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

**Definition of a U.S. person.** For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

**Special rules for partnerships.** Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax under section 1446 on any foreign partners' share of effectively connected taxable income from such business. Further, in certain cases where a Form W-9 has not been received, the rules under section 1446 require a partnership to presume that a partner is a foreign person, and pay the section 1446 withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid section 1446 withholding on your share of partnership income.

CONTRACTOR AFFIDAVIT AND AGREEMENT

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. 13-10-91, stating affirmatively that the individual, firm, or corporation which is contracting with Dalton Public Schools has registered with and is participating in a federal work authorization program\* [any of the electronic verification of work authorization programs operated by the United States Department of Homeland Security or any equivalent federal work authorization program operated by the United States Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA), P.L. 99-603], in accordance with the applicability provisions and deadlines established in O.C.G.A. 13-10-91.

The undersigned further agrees that, should it employ or contract with any subcontractor(s) in connection with the physical performance of services pursuant to this contract with Dalton Public Schools, contractor will secure from such subcontractor(s) similar verification of compliance with O.C.G.A. 13-10-91 on the Subcontractor Affidavit provided in Rule 300-10-01-.08 or substantially similar form. Contractor further agrees to maintain records of such compliance and provide a copy of each such verification to Dalton Public Schools at the time the subcontractor(s) is retained to perform such service.

\_\_\_\_\_  
EEV / Basic Pilot Program\* User Identification Number

\_\_\_\_\_  
BY: Authorized Officer or Agent  
(Contractor Name)

\_\_\_\_\_  
Date

\_\_\_\_\_  
Title of Authorized Officer or Agent of Contractor

\_\_\_\_\_  
Printed name of Authorized Officer or Agent

SUBSCRIBED AND SWORN  
BEFORE ME ON THIS THE  
\_\_\_\_ DAY OF \_\_\_\_\_, 20\_\_

\_\_\_\_\_  
Notary Public  
My Commission Expires:  
\_\_\_\_\_

\* As of the effective date of O.C.G.A. 13-10-91, the applicable federal work authorization program is the "EEV / Basic Pilot Program" operated by the U.S. Citizenship and Immigration Services Bureau of the U.S. Department of Homeland Security, in conjunction with the Social Security Administration (SSA)

## Technical Specifications

- Preferred Firewalls for this implementation are Juniper SRX4100/SRX4200, Fortinet Fortigate 1800D or equivalent and are required to meet/exceed technical specifications outlined within this RFP. This RFP encompasses two locations, so all line items and descriptions should be separated by individual egress point as edge infrastructure deployments. Dalton Public School's Network Administrator will be the main point of contact and will be managing the project from the district's side.
- Proposal shall include itemized pricing and descriptions as separate line items, and separated by Egress Point for the hardware, licensing, and warranty listed below (or equivalent):
  - **Hardware, Licensing, and Warranty Coverage quoted for 2 Egress points. Bid should include each of the following line items separated by Egress Point: City Park Egress and Dalton Junior High Egress:**
    - 1 – Next Gen Firewall appliance with dual power supply, 10GE interface minimum speed.
    - Firewall appliances are preferred but not required to be capable of future SDWAN scalability.
    - Bid should include a 5-year warranty for each Firewall Appliance
    - Bid should include options of 1 / 3 / 5-year support contracts providing options for 8/5 and 24/7 support as separate line items.
    - Bid should include 3-year pricing for licensing bundles that include but are not limited to the following (Each bundle should be a separate line item with detailed description of services included):
      - Advanced protection/mitigation from network and application threats
      - DDoS protection
      - Zero-day attack prevention
      - Application Control
      - Access control
      - Encrypted traffic analysis
      - Firmware and General Updates
      - Deep packet inspection
      - User and device identification
      - Intrusion prevention and Intrusion detection with daily signature updates
      - Daily Signature and Definition updates
      - Cloud based / on-premises management, reporting, and analytics.
      - Configurable alerts
      - Sandbox testing
      - SSL inspection / decryption
      - NAT and/or Virtual IP support
      - VPN support
      - AD integration
      - 2FA or MFA capabilities
      - Comprehensive threat visibility
      - Integration with other security tools
      - Threat intelligence integration
      - Content filtering
      - IP reputation analysis
      - Third-party integration APIs
- Bid can include optional add-ons as separate line items for customers to evaluate part of this RFP. These add-ons can include, but are not limited to the following:
  - Advanced Threat Prevention

- Security Director
  - Centralized security/network management software
  - Software providing 24/7 monitoring and full visibility
- Bids shall include professional services requested for this project. Proposal should include itemized pricing and descriptions as separate line items, and separated by schools for the services listed below:
  - **Configuration Services quoted for 2 Egress points. Bid should include each of the following line items separated by Egress Point: City Park Egress and Dalton Junior High Egress:**
    - Analysis of current Fortinet Fortigate 1500D firewall configuration and conversion to new firewall.
    - Review of current configuration, with suggestions resulting in improved and more efficient and effective changes for new firewall configuration translation.
    - Collaboration with ISP (ENA) for proper configuration of all interfaces according to customer needs and network design.
    - Successful testing of all firewall capabilities including but not limited to interface traffic, management, VPN, routes, application control, egress failover, alerts, reporting, AD integration, MFA, etc...
    - Vendors providing Professional services should have schedule flexibility to work evenings and/or weekends without additional cost to customer if needed to prevent production downtime.

## BID EVALUATION RUBRIC

<b>Pricing</b> <b>50 pts</b> <b>max</b>	All proposals will be ranked based on total cost. The proposal with the lowest total equivalent cost will get the highest score.					
<b>Technical Specifications</b> <b>35 pts</b> <b>max</b>	All proposed equipment exceeded stated minimum technical specifications.	All proposed equipment met stated minimum technical specifications. All proposed equipment was the brand listed.	Proposed equipment met stated minimum technical specifications, but proposed equipment was not the preferred brand listed.	More than half, but not all of the proposed equipment met stated minimum technical specifications.	Less than half of the proposed equipment met stated minimum technical specifications.	Proposed equipment did not meet stated minimum technical specifications.
	35-30	29-25	24-20	19-15	15-10	10-0
<b>DPS Prior Experience</b> <b>15 pts</b> <b>max</b>	DPS experience with vendor was very positive. Vendor exceeded the expectations by completing the project before deadline. Customer service was exemplary. Vendor provided satisfactory on-site management. Additional solutions were proposed.	DPS experience with vendor was positive. Vendor completed work as requested in the time frame agreed upon and was done to the satisfaction of the District. Vendor provided satisfactory on-site management. Additional solutions were proposed.	DPS has had no experience with this vendor	DPS experience was negative. Vendor completed work as requested in the time agreed upon but not to the satisfaction of the District.	DPS experience with vendor very negative. Vendor did not complete work as expected/agreed upon to the satisfaction of the District.	DPS experience with vendor was extremely negative. Vendor did not complete stated work.
	15-12	11-8	7	6-4	3-1	0



# COST PROPOSAL

We have examined the Request for Proposals, Specifications, Requirements, and related documents and are familiar with all the conditions surrounding this Request for Proposals, and hereby propose in accordance with these Contract Documents, the costs stated below. These costs are to cover all expenses incurred in performing the Work required as defined herein.

We agree that this offer may not be revoked or withdrawn after the time set for the opening of bids but shall remain open for acceptance for a period of one hundred eighty (180) days following such time.

We agree to execute a Contract for the Work as stated herein.

By submitting this proposal, we agree to perform all work as described herein based on the following fee schedule:

Total All-inclusive Maximum Price for the proposal for this proposal.

\$ \_\_\_\_\_

I, \_\_\_\_\_, hereby certify that I am entitled to represent the firm, empowered  
(PLEASE PRINT)  
to submit this proposal, and authorized to sign a contract with the Dalton Public Schools

SIGNED \_\_\_\_\_

DATE \_\_\_\_\_

Firm Name \_\_\_\_\_

Firm Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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