



NETWORK SWITCH AND WIRELESS EQUIPMENT REQUEST FOR PROPOSALS

RFP Issued: December 28, 2020

Deadline for Proposals: January 25, 2021 at 9 a.m., E.S.T.

Deadline for Vendor Questions: January 11, 2021 at noon, E.S.T.

1.0 Summary

Pittsburgh Public Schools hereby issues this Request for Proposals (“RFP”) for Switches and Wireless Equipment. The District intends to apply for discounts on the equipment listed in this RFP through the federal E-rate program. Several criteria and restrictions are included herein and must be met by the successful vendor in order for the proposal to be considered a Qualified Proposal. Contract will be effective April 1, 2021 – September 30, 2022.

One complete hard copy must be hand delivered to the Bid Box located in the lobby at 341 S. Bellefield Ave, Pittsburgh, PA 15213 on or before 9 a.m. E.S.T. on January 25, 2021. Vendor proposals must be labeled, “E-rate Internal Connections Equipment Proposal.” All required Vendor information, certifications and attachments must be included in order to be deemed a complete proposal.

To be considered a complete proposal and be considered, vendors must return completed and signed Appendices A, B, & C, in addition to all of the documentation required in this RFP. Appendices A and B are for equipment and services identification and pricing, and Appendix C is a Vendor Checklist that vendors must complete and sign to certify that all documentation has been included in the bid response.

Prospective Vendors must direct and confine all inquiries and communications concerning this procurement to Dave Moore via e-mail at: dmoore1@pghschools.org. Due date for vendor questions is January 11, 2021 at noon, E.S.T.; however, the District encourages prospective Vendors to submit any questions have as soon as possible. Questions should include “E-rate Internal Connections Equipment RFP” in the subject line to ensure that the issuing officer identifies the email as relating to this procurement.

If the RFP was downloaded from a web site link, Vendors are responsible for periodically monitoring the web site for any amendments relating to this RFP.

2.0 Bid Requirements

- 2.1 Proposals that include grey/black market, used or refurbished equipment will be disqualified.
- 2.2 Vendors must be participating in the federal E-rate program for a minimum of 5 years, include proof of their E-rate Service Provider Identification Number (SPIN), and written acknowledgement that they will provide the District with discounted bills.
- 2.3 Proposals must include all equipment requested in this RFP; however, the District retains the right to issue a partial-award of equipment or award to two different vendors based on what's in the best interests of the District. Network and Wireless components must be able to be purchased independently of each other.
- 2.4 Quantities are subject to change at the customer's discretion. Bid prices must be honored if quantities are increased or decreased.
- 2.5 Vendors must indicate their willingness to provide onsite, 14 days equipment demo upon customer request to verify quality, compatibility, interoperability and proof of concept. Vendors should not provide demo equipment unless requested to do so by the District.
- 2.6 All personnel (contractors and subcontractors) that will be working on this project in the schools must observe all security and safety procedures of each school facility and must secure all record checks required by Pennsylvania law which include Act 34 Criminal Record Check, Act 151 Fingerprints, Act 114 Child Abuse History Clearance. On-site work at the school sites cannot commence until the provider has obtained all relevant certifications, licenses, permits and/or required qualifications for its workers and has presented required documentation for the personnel to work in the District's locations.
- 2.7 All subcontractors must be identified in the proposal. If the successful Vendor would like to use additional or different subcontractors that were not identified in the proposal/contract, specific approval must be granted in writing by the District.

3.0 Technical Specifications

- 3.1 Proposed equipment must be fully interoperable and compatible with the District's existing Cisco ACS and ISE network access control system. Vendors must provide written proof of this compatibility with their bid response.
- 3.2 All network and wireless systems must have a perpetual licensing structure. Proposals requiring annual licensing structures will not be considered.

- 3.3 All network and wireless systems must be able to be centrally managed from the District's Data Center.
- 3.4 All network and wireless systems must have on-premise wireless controllers or on premise wireless/switch management software. Cloud-managed solutions will not be considered.
- 3.5 The District's preferred manufacturers are Fortinet or Arista, but the District will consider proposals for equipment manufactured by other companies that is equivalent to the quality and functionality of the equipment specified in Appendices A and B and is compatible, as well as interoperable, with the District's existing network equipment that is listed in this RFP.

4.0 Network Switches and Services

- 4.1 The minimum equipment requires are listed below. Vendors must complete the pricing/equipment identification chart in Appendix A.
- 4.2 The proposed solution must include the ability to use zero touch provisioning and switch management software.
- 4.3 Power cables for network equipment must be included in proposals.
- 4.4 Equipment and services are as follows:
 - A) **Infrastructure Switches:** Must include a minimum 48 gigabit with a minimum of 4 SFP+ ports. All ports in the switch must be full POE+. The switching proposed must utilize a standard power cable. In addition, two 1/10 GB SFPs must be included in the Bid Response per switch.
Quantity: 685
 - B) **MGIG Infrastructure Switches:** Must include a minimum 16 gigabit with a minimum of 4 SFP+ ports. All ports in the switch must be full POE+. The switching purposed must utilize a standard power cable. In addition, two 1/10 GB SFPs must be included in the Bid Response per switch.
Quantity: 400
 - C) **Fiber Infrastructure Switches:** Must include a minimum 24 1/10 GB SFP+ ports. All ports in the switch must be full POE+. The switching proposed must utilize a standard power cable. In addition, 24 1/10 GB SFPs must be included in the Bid Response per switch.
Quantity: 50
 - D) **Installation:** All switches must be configured and installed in District's existing racks. Existing switches must be removed. District will retain ownership of removed equipment.
 - E) **Licensing:** Proposals must include perpetual licensing. Proposals that require the purchasing of annual licenses will not be considered.

- F) **Support:** Proposals must include 5-year basic maintenance support, including TAC support and NBD replacement. Vendors must include the E-rate eligibility percentage of all support SKUs and certify that the eligibility percentages have been verified with the manufacturer for accuracy.

5.0 Wireless Equipment and Services

- 5.1 The minimum equipment requires are listed below. Vendors must complete the pricing/equipment identification chart in Appendix B.
- 5.2 The proposed solution must include Access Points that automatically load balance based on network traffic. All access points must be POE. All controllers must utilize a standard power cable.
- 5.3 Prior to installation, vendor must complete heat maps of the 54 school buildings where access points will be installed, and provide heat map documentation in digital format to the District.
- 5.4 District is seeking AC Wave 2 or higher access points, and if vendors wish to propose two products with different speeds, they may do so in their proposal.
- 5.5 Equipment and services are as follows:
- A) **Access Points:** 4x4, AC Wave 2 or higher.
Quantity: 3500
- B) **Access Points:** 6x6, AC Wave 2 or higher. (8x8 is acceptable if manufacturer does not sell 6x6.)
Quantity: 150
- C) **Wireless Controllers:** Proposals must include physical or virtual wireless controllers that can manage up to 6000 access points. Bidders should provide models and quantities that reflect their specific manufacturer specifications. Cloud-based controller systems will not be considered.
- D) **Installation:** New access points must be labeled, installed and configured to new wireless controllers. Installation will include mounting where existing access points are currently installed. No wiring from access points to network closets is required. Existing access points must be removed. District will retain ownership of removed equipment.
- E) **Licensing:** Proposals must include perpetual licensing. Proposals that require the purchasing of annual licenses will not be considered.
- F) **Support:** Proposals must include 5-year basic maintenance support, including TAC support and NBD replacement. Vendors must include the E-rate eligibility percentage of all support SKUs and certify that the eligibility percentages have been verified with the manufacturer for accuracy.