

Hamilton Southeastern Schools

Request for Proposals – E-Rate Category 2 Equipment

Hamilton Southeastern Schools (the “Applicant”) is seeking proposals for a project to supply and install network equipment at its eligible locations. Bidders are advised that this project will be contingent upon the successful obtaining of Category 2 E-Rate funding, and the contract agreement between the district and the successful bidder must recognize that contingency.

The Applicant seeks an agreement that allows it to work with the selected vendor to adjust quantities and/or scale back or cancel the project entirely as needed based upon funding availability and/or the best interests of the Applicant.

Project Scope

The Applicant seeks eligible equipment as outlined in Appendix A. Equipment shall be new, factory-sealed equipment currently available from the manufacturer; the Applicant will not accept proposals of used, remanufactured, refurbished, “B stock,” returns, open-box, discontinued, “gray market,” or equipment in any other condition other than new and factory-sealed with all original manufacturer warranties. No installation services are needed.

Questions

Any questions related to the technical aspects of this document should be directed to Tom Kouns, Director of Infrastructure Technologies, at tkouns@hse.k12.in.us, no later than 2:00pm on December 20th, 2024, and any requested site visits should be completed by that date. Answers to any written questions or any additional information, revisions, or clarifications to the RFP will be provided in the form of an addendum to be posted with the FCC Form 470 on the Universal Service (E-Rate) website. It is the sole responsibility of the Service Provider to check for any addenda that may be issued.

Response Format

Responses should include the following, if applicable:

- Applicable items should include all related software and hardware components that enable the functionality of the equipment (including any necessary mounting brackets, software licenses, multi-year licenses, and basic maintenance).
- If applicable, vendor is to specify all fees, shipping charges, taxes, surcharges and contingency fees for eligible equipment.
- If applicable, vendor is to specify the manufacturer’s warranty provided as an integral part of an eligible component without separately identifiable cost.
- Any ongoing subscription pricing must be listed separately.

Your response **must** include the following information:

1. Line-item pricing for each item listed in Appendix A. Any discounting applied to your proposal must be reflected at the line-item level.
2. In the case of proposed equivalent products, a thorough technical description of how each product from the manufacturer being bid meets each of the required functionalities of the product listed herein.
3. Information outlining your company's certifications and connections regarding the manufacturer's equipment being bid, and length of time your company has provided equipment from the manufacturer being bid.
4. Two (2) reference sites where your company has performed a similar installation of the equipment being bid, including business name, contact name and contact information. It is preferable that at least one reference should be for a school corporation or library system within 90 miles of the Applicant.
5. Your E-Rate SPIN Number. (You must have a current SPAC form on file with USAC.)

The Applicant's review of information will be primarily focused on the substance of the details provided in response to the requirements herein including but not limited to technical details, pricing and terms, experience, references, and adherence to the response format provided. Per E-rate rules, the cost of eligible goods and services will be the most heavily weighted evaluation factor.

Proposals must be prepared with specificity with regard to the equipment and/or services listed herein. Bids merely listing a general menu of equipment and/or services available from a vendor, bids appearing to be automatically generated without specificity in relation to the requirements of this RFP, and bids missing substantial information but inviting the applicant to contact the bidder to refine the bid and/or discuss specifics will not be considered valid bid responses and will be disqualified from consideration. This includes any SPAM and/or robotic responses. For more information, please review the USAC E-Rate News Brief of February 15, 2024.

Proposal Delivery

The Applicant reserves the right to reject each and every bid, and to waive informalities, irregularities, and errors in the bidding to the extent permitted by law. This includes the right to extend the date and time for receipt of bids. In the event that a responsible bid is not received or if it is determined that the low bid received is too high, the bid received will be rejected and the project will be cancelled or re-bid.

Hamilton Southeastern Schools will receive sealed bids at the Hamilton Southeastern Administration Building, 13485 Cumberland Road, Fishers, IN 46038 until 2:00pm EST on January 3rd, 2025, at which time they will be publicly opened and read aloud. Envelopes containing bids shall be plainly marked "Bids – E-Rate Category 2." Bids received after the designated time will be returned unopened.

Bidders must submit a hard copy of their bid and any required forms, AND an electronic version of the bid response (including any required forms) on a USB flash drive in a sealed envelope, with their firm's name and address clearly indicated on the envelope. An electronic copy of the proposal should also

be sent to Tom Kouns at tkouns@hse.k12.in.us. Note that FAXED bids are not acceptable and will be rejected as non-responsive.

APPENDIX A

Below is a reference of the type of equipment and capacities (or their equivalent) to be supplied. Bidders should price separately and clearly indicate any ineligible costs for all services and equipment associated with this RFP. Applicant reserves right to adjust quantities of any item if necessary. For any part numbers that have been updated or replaced by the manufacturer, bidders should offer the most similar current part. For proposed equipment that is equivalent to items referenced below, bidder must show compatibility with Aruba Mobility Wireless Controller.

Part No.	Description	Qty
Q8N49A	HPE Aruba AP-ANT-22 Dual Band 2/4dBi Omni RPSMA Low Profile 2-pk Omni Antenna	15
Q9G69A	HPE Aruba AP-MNT-MP10-B Campus AP mount bracket kit (10-pack) type B; suspended ceiling rail	50
R1C72A	HPE Aruba AP-MNT-MP10-E Campus AP mount bracket kit (10-pack) type E: wall-box	3
JW053A	HPE Aruba AP-270-MNT-V2 Outdoor AP Short Arm Pole/Wall Mounting Bracket	3
R6W11A	HPE Aruba AP-270-MNT-H3 Outdoor AP Hanging Dual-Tilt Pole/Wall Mounting Bracket	7
H01TME	HPE ANW FC 1Y NBD Exch AP-605H SVC [for S0B65A]	5
R7J28A	HPE Aruba AP-635 (US) Tri-radio 2x2 802.11ax Wi-Fi 6E Internal Antennas Campus AP	480
R4H03A	HPE Aruba AP-518 (US) Dual Radio 4x4/2x2 Wi-Fi 6 6xRPSMA Connectors Hardened AP	5
R4H18A	HPE Aruba AP-575 (US) 802.11ax 2x2/4x4 Dual Radio Integrated Omni Antennas Outdoor AP	3
R4H23A	HPE Aruba AP-577 (US) Dual Radio 2x2/4x4 802.11ax Integrated Directional Ant Outdoor AP	7
R7J39A	HPE Aruba AP-655 (US) Tri-radio 4x4 802.11ax Wi-Fi 6E Internal Antennas Campus AP	40
S0B65A	HPE Aruba AP-605HR (US) 2-Radio 3-Band Wi-Fi 6E 2x2 1+4 ETH PSE USB Remote AP Bundle	10
S0J42A	HPE Aruba AP-600H-MNT1 Single-gang Wall-box Mount Kit	5
S0J43A	HPE Aruba AP-600H-MNT2 Double-gang Wall-box Mount Kit (waiting)	5