

**REQUEST FOR PROPOSALS**  
**Network Switches, Access Points & Licensing**  
**FY 2025-2026**  
**Dallas County Schools**

**Project:**

Dallas County Schools seeks proposals for the following equipment and services. Our number one priority is the ability to run a class of 30 students on mobile devices without any issues.

| <b>Product/Service</b>                                                                             | <b>Quantity</b> |
|----------------------------------------------------------------------------------------------------|-----------------|
| HPE Aruba Networking AP-615 (US10) 2-radio 3-band 2x2 Wi-Fi 6E Internal Antennas AP or equivalent. | 275             |
| Proper Ceiling Mount Bracket Kit for AP-615 or equivalent                                          | 275             |
| HPE ANW FC 5Y NBD Exch HW AP-615 SVC or equivalent                                                 | 275             |
| HPE Aruba Networking Central AP Foundation 5-year Subscription E-STU or equivalent                 | 275             |
| HPE Aruba Networking Central Switch Class-1 Foundation 5-year Subscription E-STU Or equivalent     | 64              |
| HPE Aruba Networking Central Switch Class-3 Foundation 5-year Subscription E-STU Or equivalent     | 18              |
| HPE Aruba Networking CX 6300M 48-port 1GbE Class4 PoE and 4-port SFP56 Switch Or equivalent        | 13              |
| Aruba 5Y FC NBD Exch HW 6300M 48 POE SVC [for JL661A] Or equivalent                                | 13              |
| HPE Aruba Networking X372 54VDC 680W 100-240VAC Power Supply Or equivalent                         | 13              |
| INCLUDED: Power Cord - U.S. localization Or equivalent                                             | 13              |
| HPE Aruba Networking CX 6100 24G Class4 PoE 4SFP+ 370W Switch Or equivalent                        | 40              |
| INCLUDED: Power Cord - U.S. localization Or equivalent                                             | 40              |
| Aruba 5Y FC NBD Exch HW 6100 24G CL4 SVC [for JL677A] Or equivalent                                | 40              |
| HPE Aruba Networking CX 6300M 24-port SFP+ and 4-port SFP56 Switch Or equivalent                   | 5               |
| Aruba 5Y FC NBD Exch HW 6300M 24SFP SVC [for JL658A] Or equivalent                                 | 5               |
| HPE Aruba Networking X371 12VDC 250W 100-240VAC Power Supply Or equivalent                         | 5               |
| INCLUDED: Power Cord - U.S. localization Or equivalent                                             | 5               |
| HPE Aruba Networking CX 6100 12G Class4 PoE 2G/2SFP+ 139W Switch Or equivalent                     | 24              |
| INCLUDED: Power Cord - U.S. localization Or equivalent                                             | 24              |
| Aruba 5Y FC NBD Exch HW 6100 12G CL4 SVC [for JL679A] Or equivalent                                | 24              |

**Funding:**

Any agreement between Dallas County Schools and the selected vendor will be contingent upon the availability of E-rate and local funding, as well as board approval.

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**Schedule of Events:**

| EVENT                                                                                                                                                                                                                                                           | DATE                                                                                                                          |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|
| Release of RFP to Bidders                                                                                                                                                                                                                                       | 2-10-2025                                                                                                                     |
| <b>Mandatory ZOOM Bid Meeting and Question and Answer Session</b><br><b>Meeting Link</b><br><a href="https://us02web.zoom.us/j/83687389577?pwd=qEGBI1Mr4qRtXnEHwcf9WS2wmlA3c6.1">https://us02web.zoom.us/j/83687389577?pwd=qEGBI1Mr4qRtXnEHwcf9WS2wmlA3c6.1</a> | 2-13-2025 10:00AM                                                                                                             |
| Last Date for Questions                                                                                                                                                                                                                                         | 2-21-2025 1:00 PM                                                                                                             |
| <b>Bid Email Due Date</b>                                                                                                                                                                                                                                       | 2-24-2025 9:00 AM                                                                                                             |
| Contract Award                                                                                                                                                                                                                                                  | 2-27-2025 Board Meeting                                                                                                       |
| Services Begin                                                                                                                                                                                                                                                  | July 1, 2025                                                                                                                  |
| All questions must be emailed to<br>All questions and answers will be posted on the mini-bid website. Please check back regularly for updates.                                                                                                                  | <a href="mailto:cortrightjr@dallask12.org">cortrightjr@dallask12.org</a><br>Subject line must contain Dallas RFP Cat 2 in the |

**\* Mandatory Zoom Meeting will be February 13, 2025 at 10:00 AM**

**Meeting Link**

<https://us02web.zoom.us/j/83687389577?pwd=qEGBI1Mr4qRtXnEHwcf9WS2wmlA3c6.1>

At the mandatory bid meeting the minimum and maximum requirements for all equipment will be discussed.

**Terms:**

Complete bids should be emailed to [cortrightjr@dallask12.org](mailto:cortrightjr@dallask12.org) no later than **(2-24-2025 at 9:00 CST)**. Subject line should be **“Network Switches/Wireless AP Bid”**.

As with all E-rate RFPs, Dallas County Schools will, at its sole discretion, decide whether a vendor/respondent award will result from this RFP. The issuance of this RFP does not obligate Dallas County Schools to make an award.

Use of trade names and numbers shall be interpreted as establishing a standard of quality and shall not be construed as limiting competition since equivalent equipment may be considered. Any exceptions in specifications requested must be noted and supporting literature must be provided for evaluation.

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Prospective vendor's employees must have completed a satisfactory background check prior to entering any school facility at any time. Proof of a satisfactory background check must be maintained and presentable upon request during the term of the contract.

Dallas County Schools reserves the right to accept and/or deny any or all items on the proposal at the unit price submitted.

All pricing must include installation, configuration, and setup fees, if applicable. When installation is complete, all new equipment must be ready to connect to the existing Dallas County School District's network. When setup/configuration is complete, Dallas County School District's network, shall be fully operational.

Dallas County School District's Technology Coordinator shall be notified immediately regarding any price decrease affecting a bid item. Furthermore, Dallas County School District shall receive the benefit of the decrease as soon as possible in accordance with the written notification from the contract vendor.

No invoice will be paid until all purchase order items and services have been delivered to the school district's satisfaction. Invoices submitted to the district that fall out of the contracted scope will not be paid unless the invoiced items had been previously approved by the district.

Dallas County School District reserves the right to cancel the contract with the vendor for nonperformance. All items must be new, unused, current technology, not end-of-life, close out, or refurbished products.

Vendor must be an established business for a minimum of at least 5 continuous years and must have handled orders for the same or similar products.

Vendor must be in good standing with the FCC and provide a current Service Provider Identification Number (SPIN) with USAC Schools and Libraries (E-rate) throughout the term of any agreement. Please indicate SPIN on all documentation. Vendors who do not currently have green light status will not be considered. The loss of green light status with the FCC shall render any contracts entered into with the vendor to be immediately null and void.

Dallas County School District will utilize the **SPI** invoicing method for this project.

Contract can be cancelled at any time with a 60-day notice by the customer.

**AWARD INFORMATION:**

Dallas County School District will award based on the vendor submission that best meets the needs of the school system regarding the current Technology Plan, future growth, and RFP specifications, not necessarily the lowest price even though price will be a primary factor.

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Dallas County School District may elect to award all, some or none of the services bid.

Dallas County School District reserves the right to reject any or all of the bids or any items of any bids, to waive any informalities in bids received, and to waive technical errors in the best interest of Dallas County School District will thereby be promoted.

The winning Vendor will be required to submit the “Vendor Installation Spreadsheet” if installation is included, once the project is complete.

**Additional Requirements:**

Vendor must use USAC Template for quote. The bulk upload template can be located at <https://www.usac.org/e-rate/applicant-process/applying-for-discounts/fcc-form-471-filing/>.

Depending on size of project, after hours installation may be required.

On-site installation/maintenance of equipment must be performed as needed by experienced personnel. Please provide proof of certification.

Separate all E-rate eligible items from ineligible items on **all** quotes and invoicing.

If Dallas County School District does not receive E-rate funding as a result of vendor error, the vendor will still be required to provide bid services and Dallas County School District will only be obligated to their E-rate percentage.

On-site maintenance of equipment must be performed as needed by experienced personnel. Please provide proof of certification.

**Disqualifications:**

If one or more of the following occur, then the entire bid will be disqualified. A disqualification means that the bid will not be accepted, evaluated, or considered.

- The bid is received after **(2-24-2025 at 9:00 CST)**.
- The required bid documentation listed in the terms is not included.
- The vendor fails to provide a SPIN.
- The vendor does not currently have a green light status with USAC.
- The vendor does not bid on the project as specifically outlines in the RFP.
- Failure to attend the Mandatory Zoom Meeting (if applicable)

**Evaluation:**

| Internal Connections Award Rubric |        |       |
|-----------------------------------|--------|-------|
| Description                       | Weight | Notes |

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|                                              |     |                                                                                  |
|----------------------------------------------|-----|----------------------------------------------------------------------------------|
| Price of Eligible Products and/or Services   | 40% | Based on all E-rate eligible costs according to the SLD's 2023 ESL.              |
| Price of Ineligible Products and/or Services | 15% | Based on ineligible costs                                                        |
| Prior Experience with Vendor                 | 5%  | Prior experience within the past 5 years.                                        |
| Warranty/Maintenance/Support Feature         | 10% | Management features for K-12 environments.<br>Technical support services.        |
| References                                   | 15% | A minimum of three reference provided with at least one being a School District. |
| Local or In State Vendor                     | 15% |                                                                                  |

**References (Letters of Recommendation may be attached)**

| <b>Name of School System or Company</b> | <b>Name of Person and Job Title</b> | <b>Contact Phone Number and Email</b> |
|-----------------------------------------|-------------------------------------|---------------------------------------|
|                                         |                                     |                                       |
|                                         |                                     |                                       |
|                                         |                                     |                                       |