

Gainesville City Schools



**REQUEST FOR
PROPOSALS FOR**

**GIGABIT WIDE AREA
FIBER NETWORK**

1/19/2026

REQUEST FOR PROPOSAL – GIGABIT WIDE AREA NETWORK

This Request For Proposal is in conjunction with a USAC E-rate Form 470 posted on 1/19/26 for a dedicated leased fiber-optic WAN serving all locations of Gainesville City Schools.

1.0 REQUEST FOR PROPOSAL

1. Invitation to Bid / Scope

Gainesville City Schools seeks proposals from qualified vendors to provide a point-to-point fiber-optic Wide Area Network dedicated to the sole use of Gainesville City Schools and capable of a minimum of 10 Gigabits per second connections. All fiber connections are to originate at the School System’s Central Office, located at 508 Oak Street, Gainesville, Georgia, acting as the hub, and run from that point to the various schools located at the addresses shown below. The service shall provide for the transmission of data at a minimum bit rate of 10 Gigabits per second in Ethernet format (IEEE 802.3), with the ability to increase bandwidth at specified intervals to meet future demand.

The district may add, change, or delete the locations to be connected in this WAN. The bid response must allow for these potential revisions.

Location Name	Address
Centennial Arts Academy	852 Century Place, Gainesville, GA 30501
Enota Multiple Intelligences Academy	1340 Enota Avenue, Gainesville, GA 30501
Fair Street International Academy	695 Fair Street, Gainesville, GA 30501
Gainesville Exploration Academy	1145 McEver Road Extension, Gainesville, GA 30504
New Holland Knowledge Academy	170 Barn Street, Gainesville, GA 30501
Mundy Mill Learning Academy	4260 Millside Parkway, Gainesville, GA 30504
Gainesville Middle School East	1581 Community Way, Gainesville, GA 30501
Gainesville Middle School West	1279 McEver Road, Gainesville, Georgia 30501
Gainesville High School(Main Campus)	830 Century Place, Gainesville, GA 30501
Horizon Academy	332 Washington St., Gainesville, GA 30501
Bobby Gruhn Field	798 Longstreet Circle, Gainesville, Georgia 30501
Ivey Watson	1557 Lee Waldrip Drive, Gainesville, GA 30501
Transportation Department	816 Wood's Mill RdGainesville, GA 30501

2. **Background**

Gainesville City Schools, located in Northeast Georgia, approximately 60 miles north of Atlanta, has 8 schools with approximately 8300 students.

2.0 GENERAL TERMS AND CONDITIONS

1. Submission Of Proposal

Proposals must be submitted to:

Gainesville City Schools

Attn: Eddie Nemeč

508 Oak Street

Gainesville, GA 30501

Bidder will assume sole responsibility for ensuring that proposals reach the above address on or before the closing time and date as shown in the schedule of events. Responses must be clearly labeled "RFP – Gainesville City Schools Fiber WAN".

2. Execution of Proposal

The Bidder must certify that neither the vendor nor any of its suppliers discriminates against any employee or applicant for employment because of race, religion, color, sex, or national origin. The bidding company's own non-discrimination statement must be included with the bid.

3. Restrictions on Communication with Staff

From the issue date of this RFP until a Bidder is selected and the selection is announced, Bidders are not allowed to communicate about this RFP for any reason with any Gainesville City staff except through the Executive Technology Director or an assigned designee, or as provided by existing work agreement(s). Any Universal Service Administrative Company, Schools & Library E-rate rules and regulations apply to this bid. Gainesville City Schools reserves the right to reject any proposal of any Bidder violating this provision.

4. **Rejection of Proposal**

Gainesville City Schools reserves the right to reject any or all proposals, to waive any irregularity or informality in a proposal. It is also within the right of Gainesville City Schools to reject proposals that do not contain all the elements and information requested in this document. Gainesville City Schools reserves the right to cancel this RFP at any time. Gainesville City Schools will not be liable for any costs/losses incurred by the Bidders throughout this process.

5. **RFP Amendments**

Gainesville City Schools reserves the right to amend this RFP before the proposal due date. Any revisions will be posted on the system website at https://www.gcssk12.net/departments/operations/bid_opportunities.

6. **Cost for Preparing Proposals**

The cost for developing the proposal is the sole responsibility of the Bidder. Gainesville City Schools will not provide reimbursement for such expenses.

7. **Disputes**

In case of any disputed meaning or difference of opinion as to the items furnished in this solicitation, the decision of Gainesville City Schools shall be final and binding on both parties.

8. **Protest**

A protest dealing with the specifications or the solicitation shall be filed no later than three (3) working days before the proposal closing. Protests that are not filed promptly, as described above, will not be considered.

9. **Advertising**

In submitting a proposal, Bidder agrees not to use the results as part of any commercial advertising without prior approval of Gainesville City Schools.

10. Conflict of Interest

All Bidders must disclose with their proposal the name of any officer, director, or agent who is also an employee of Gainesville City Schools. Further, all Bidders must reveal the name of any Gainesville City Schools' employee who owns, directly or indirectly, any interest in the Bidder's firm or any of its branches.

11. Liability, Insurance, Licenses, and Permits

Where Bidders are required to enter or go onto Gainesville City Schools' property to deliver materials or perform work or services as a result of this award, the Bidder will assume the full duty obligation and expense of obtaining all necessary licenses, permits and insurance.

It is expressly understood the Gainesville City Schools shall not be liable to any vendor and that said vendor will hold harmless Gainesville City Schools, its officers, employees, and agents from any loss, damage, expense, or liability by reason of property damage, excluding loss of use thereof, or personal injury of whatsoever nature or kind (including death) arising out of or in connection with the performance or construction and installation work pursuant to this bid or any special contract resulting from this bid by vendor occasioned by the negligent acts or omissions of employees, officers, or agents of vendor.

Bidder shall be liable for any damage or loss to Gainesville City Schools incurred by Bidder, Bidder's employees, licenses of the Bidder or agent, or any person the Bidder has designated in completion of his or her contract as a result of their proposal.

12. Drug-Free / Smoke-Free Workplace

The winning Bidder must certify that he/she will not engage in the unlawful use of a controlled substance during the performance of the contract and that a drug-free workplace will be provided for the contractor's employees during the performance of the contract. All Gainesville City Schools locations are also designated as Smoke Free Workplaces, prohibiting the use of tobacco products at all times. Failure to meet this requirement may cause suspension, termination of the contract, or debarment of such bidder.

13. Security

All employees of the Bidder who are present on a Gainesville City School campus must have a visitor's badge plainly displayed at all times while on any campus. It is the Bidder's responsibility to ensure that no workers are listed on the Georgia or National Sex Offenders Registry. Visitor badges are issued at each school's front desk or can be arranged through the Technology Department.

14. E-Verify

The E-Verify Affidavit, available on the website at https://www.gcssk12.net/departments/operations/bid_opportunities, must be submitted in the bid for the contractor and all subcontractors. All Sub-Contractors shall be bound by all requirements and specifications as stated and required within this RFP.

15. Timeline

New RFP Posted 1/19/26

RFP Bids Due 2/17/26 C.O.B

RFP Evaluation & winning bidder notified 3/1/26

16. Questions

All questions about this RFP must be submitted by email to the RFP administrator at: hugh@k12consultants.com and contain the term "Question concerning WAN RFP" in the subject line and include the company name and the referenced RFP section.

17. Contract Term

This is a one-year contract term, which will begin July 1, 2026, and be renewable annually for 5 years. The contract award will be made by the issuance of a Notice of Award. Losing Bidders will also be informed of the award decision.

18. Submission Requirements

All submissions should avoid unnecessary promotional materials and be clear, concise, and thorough. All bids must be presented on the Bid Proposal Sheet at the end of this document.

19. Bidder Background, Experience, and Qualifications

Bidder shall have a minimum of 3 years' experience in all aspects of this work and shall be required to demonstrate direct experience on recent systems of a similar type and size.

Bidder will also include:

- Description of background and relevant experience. List of qualifications.
- List of references

20. Packaging of Proposal

The Bidder’s proposal in response to this RFP must be divided into two appropriately labeled and sealed packages – a Technical Proposal and a Financial Proposal.

The contents of each package will include:

Technical Proposal:

- Cover Page – Executive Summary of Proposal
- Proposal Certification (Appendix A)
- Company Structure (Appendix B)
- Client References (Appendix C)
- Termination of Services / Non-Performance (Appendix D)
- Bank References (Appendix E)
- Business Litigation (Appendix F)
- Support (Appendix G)
- Proposed Contract
- Technical Proposal, addressing all requirements in Section 3.0

21. Financial Proposal:

- Financial Proposal Spreadsheet

22. Do not include cost information in the Technical Proposal.

Mark the outside of the shipping package as follows:

Wide Area Network Solution RFP

Name of Company

Contact for Company

Telephone Number of Contact

3.0 TECHNICAL SPECIFICATIONS

Bidder selected for this project must adhere to the engineering, installation, and testing procedures of the manufacturers, Hall County, and the City of Gainesville.

1. Company Structure

Bidder will include in the proposal the legal form of business organization, the state in which incorporated (if a corporation), the types of business ventures in which the organization is involved, the office location that will be the point of contact during the term of any resulting contract, and a chart of the organization structure, including the reporting relationships, as they relate to this RFP (Appendix B).

2. Experience / References

Bidder must have at least three full years' experience as a provider of gigabit Ethernet wide-area network services as described in this RFP.

Bidder will provide a list of clients for whom similar services, as detailed in this RFP, have been provided during the past three years (Appendix C).

3. Adherence to Procedures

Bidder selected for this project must adhere to the engineering, installation, and testing procedures of the manufacturers and the municipality.

4. Termination of Services by Client / Non-Performance

Bidder will disclose any services terminated by their client(s) and the reason(s) for termination with the verified client point of contact (Appendix D).

5. Financial Stability

The bidder will provide financial information that will allow proposal evaluators to assess the firm's financial stability.

- If the Bidder is a public company, the Bidder will provide its most recent audited financial report.
- If a private company, the Bidder will provide a copy of their most recent internal financial statement, and a letter from their financial institution, on the financial institution's letterhead, stating the Bidder's financial stability/capability to perform the requirements of the contract.
- Bank References (Appendix E).

6. Business Litigation

Bidder will disclose any involvement by the organization or any officer or principal in any material business litigation within the last three (3) years. The disclosure will include an explanation, along with the current status and/or disposition (Appendix F).

7. Support

Bidder shall describe their support philosophy to include telephone support, on-site support response, local on-site support staff, problem escalation procedures, and vendor partner status (Appendix G).

8. Labor, Materials, and Equipment

Bidder shall furnish all labor, materials, and equipment necessary to perform and complete the work called for in the specifications, plans, or other instructions attached to or referred to in the ensuing contract.

9. Fiber Path Diagram

The bidder should include a proposed fiber path diagram as an attachment to the RFP response.

10. Architecture

Architecture is to be an unshared 50 micron single-mode fiber optic-based solution providing 10Gbps bandwidth over each connection to the Gainesville City Schools Central Office located at 508 Oak Street, Gainesville, GA 30501.

11. Cost Structure

There shall be no installation or upfront costs. All costs shall be spread over the term of the contract.

12. Performance Bond

Bidder shall provide a first-year full performance bond.

13. Shared Resources

This connection may not use any shared fiber, equipment, or services. Nor can these fibers traverse any of the provider's switches, COs, or other connection devices.

14. Transport Only

Bidder shall provide only physical transport and shall allow Gainesville City Schools to specify and control all QoS, VLAN, and COS parameters on their network. Bidder shall not alter or route network traffic in any manner, providing the customer the flexibility to provide and route any content or services over the network.

15. Managed Solution

Bidder shall specify that this network is a managed solution, and the Bidder will provide all necessary hardware and software accordingly. Bidder shall be responsible for delivering a single-mode fiber handoff in the MDF and for managing any materials or activities that occur up to the demarcation.

16. Right of Way and Construction Management

Bidder shall be responsible for managing the relationship of agreements with the municipality, utilities, and others on the use of right-of-way and construction, and all items pertaining to the design and installation of the Wide Area Network.

17. Support Structure Agreement Costs

Bidder shall be responsible for all costs associated with entering into a support structure agreement with the pole or duct owner, including, but not limited to, all upfront insurance, liability, make-ready, records, and drawings required by the support structure owner.

18. Municipal Access Agreement (MAA) Costs

Bidder shall be responsible for all costs associated with entering into an MAA (municipal access agreement) for deploying the WAN network onto a public right of way, including, but not limited to, all upfront insurance, liability, record,s and drawings required by the municipality.

19. Annual Charges

Bidder shall be responsible for payment and administration of all annual right-of-way charges and annual maintenance charges to all appropriate parties.

20. Permits and Inspections

Bidder shall obtain and pay for all permits and inspections necessary for the execution of any and all work pertaining to the Gigabit Ethernet Wide Area Network.

21. Uptime Guarantee

An uptime guarantee of 99.99% or better shall be provided 24 hours per day, 7 days per week, 365 days per year (24/7/365).

22. Maintenance and Monitoring

The bidder is to maintain the physical WAN connections to each location. The physical WAN connections shall be the property of the Bidder, and the Bidder shall implement preventive and remedial measures. All connections should be monitored, and the Bidder should proactively monitor the WAN Connection.

23. Testing and Certification

After installation, all connections should be tested and a written certificate should be issued stating the maximum allowable link loss and that up to the date upon which the Gainesville City Schools takes control of each connection, the connection was in proper working order and passed all required tests.

24. Support Accessibility

Access to Help Desk, Service, and Repair support must be available 24/7/365. A clear procedure must be defined for severe problem escalation, with response times delineated in the proposal. If these services are outsourced to another company entirely or during non-business hours, this must be clearly stated, and Bidder's same SLAs will stand during such hours. Bidder must include an escalation response chart as part of this proposal, including all contact names and titles.

25. Responsibility for Service Establishment

Bidder shall assume responsibility for establishing the Service. The Gainesville City Schools shall provide no supervision, project management, or other services outside of the Gainesville City Schools' property.

26. Cabling and Terminations

Cables and terminations shall be provided as necessary to provide the service. All wires and terminations shall be identified at all Gainesville City School locations. All cables shall be terminated in an alphanumeric sequence at all termination locations, as shown on the drawings. All cable terminations and testing shall comply with Industry Standards. All wires shall terminate on rack-mounted panels.

27. Equipment and Terminations

Equipment and terminations shall be provided as necessary to provide the service. All equipment and terminations shall be identified at all Gainesville City Schools locations. All equipment shall be terminated and labeled in an alphanumeric sequence at all termination locations according to the drawings provided by the Bidder. All equipment testing shall comply with industry standards. All equipment shall be installed on rack-mounted panels.

28. Grounding and Bonding

All grounding and bonding required for this project is to comply with the National Electrical Code as well as local codes, which specify that additional grounding and/or bonding requirements shall be furnished and installed by the Service Provider.

29. Proposed Solution

Bidder may include a complete description of the proposed solution and description of:

- Service Types
- Architecture
- Premium Service Features
- Class of Service
- Dedicated Services
- Internetworking Opportunities
- Network Interface
- Equipment Description
- Maintenance Requirements
- Management Features
- Monitoring Capabilities

- Configuration Management
- Security Management
- Protocol Management
- Installation and Project Management

4.0 FINANCIAL RESPONSE

Complete the spreadsheet and include it with the financial response package

5.0 EVALUATION PROCESS

The evaluation of proposals received on or before the due date and time will be conducted in the following phases.

1. Administrative Review

The RFP Administrator will review the proposals for the following administrative requirements:

- Submitted by the deadline.
- Separately sealed Technical Submission and Financial Proposal.
- All required documents included.
- All documents requiring an original signature have been signed and are included.
- The Technical Submission does not include any information from the Financial Proposal.

2. Identification Of Apparent Successful Bidder

Bids will be evaluated on the following criteria:

- Price = 40%
- Quality of bid = 30%
- Bidder Proximity to Gainesville City Schools = 15%
- Previous experience with Gainesville City Schools = 15%

Appendix A

PROPOSAL CERTIFICATION – WIDE AREA NETWORK

We propose to furnish and deliver any and all goods and/or services in the attached Request for Proposals (RFP) for which prices have been set. The price or prices offered herein shall apply for the period of time stated in the RFP.

It is understood and agreed that this proposal constitutes an offer, which, when accepted in writing by Gainesville City School System, and subject to the terms and conditions of such acceptance, will constitute a valid and binding contract between the undersigned and Gainesville City School System.

It is understood and agreed that we have read the specifications shown or referenced in the RFP and that this proposal is made in accordance with the provisions of such specifications. By our original signature, entered below, we guarantee and certify that all items included in this proposal meet or exceed any and all such stated specifications.

We further agree, if awarded a contract, to deliver goods and/or services that meet the specifications. It is understood and agreed that this proposal shall be valid and held open for a period of one hundred twenty days from the proposal opening date.

Anti-Collusion:

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal for the same materials, supplies, equipment, or services, and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Bidder.

Non-Discrimination:

I certify that neither the provider nor any of its suppliers discriminates against any employee or applicant for employment because of race, religion, color, sex, national origin, age, or disability.

Authorized
Signature

Date

Print / Type Name _____

Company Name _____

Address _____

Phone Number _____

Email Address: _____

Appendix B

COMPANY STRUCTURE:

Include the legal form of business organization, the state in which incorporated (if a corporation), the types of business ventures in which the organization is involved, the office location that will be the point of contact during the term of any resulting contract, and a chart of the organization structure, including the reporting relationships, as they relate to this RFP.

Company Name	
Business Organization	
State of Incorporation	
Business Ventures	
Office Location	
Organization Chart	

Appendix C

CLIENT REFERENCES:

Client Name	
Dates of Service	
Contact Name	
Contact Title	
Contact Telephone	
Contact Email	

Client Name	
Dates of Service	
Contact Name	
Contact Title	
Contact Telephone	
Contact Email	

Client Name	
Dates of Service	
Contact Name	
Contact Title	
Contact Telephone	
Contact Email	

Appendix D

TERMINATION OF SERVICES/NON-PERFORMANCE, stated at the top of page 7:

Reason for Termination	
Client Name	
Dates of Service	
Contact Name	
Contact Title	
Contact Telephone	
Contact Email	

Reason for Termination	
Client Name	
Dates of Service	
Contact Name	
Contact Title	
Contact Telephone	
Contact Email	

Appendix E

Bank References:

Bank	
Contact	
Address1	
Address2	
City/State/Zip	
Telephone	

Bank	
Contact	
Address1	
Address2	
City/State/Zip	
Telephone	

Bank	
Contact	
Address1	
Address2	
City/State/Zip	
Telephone	

Appendix F

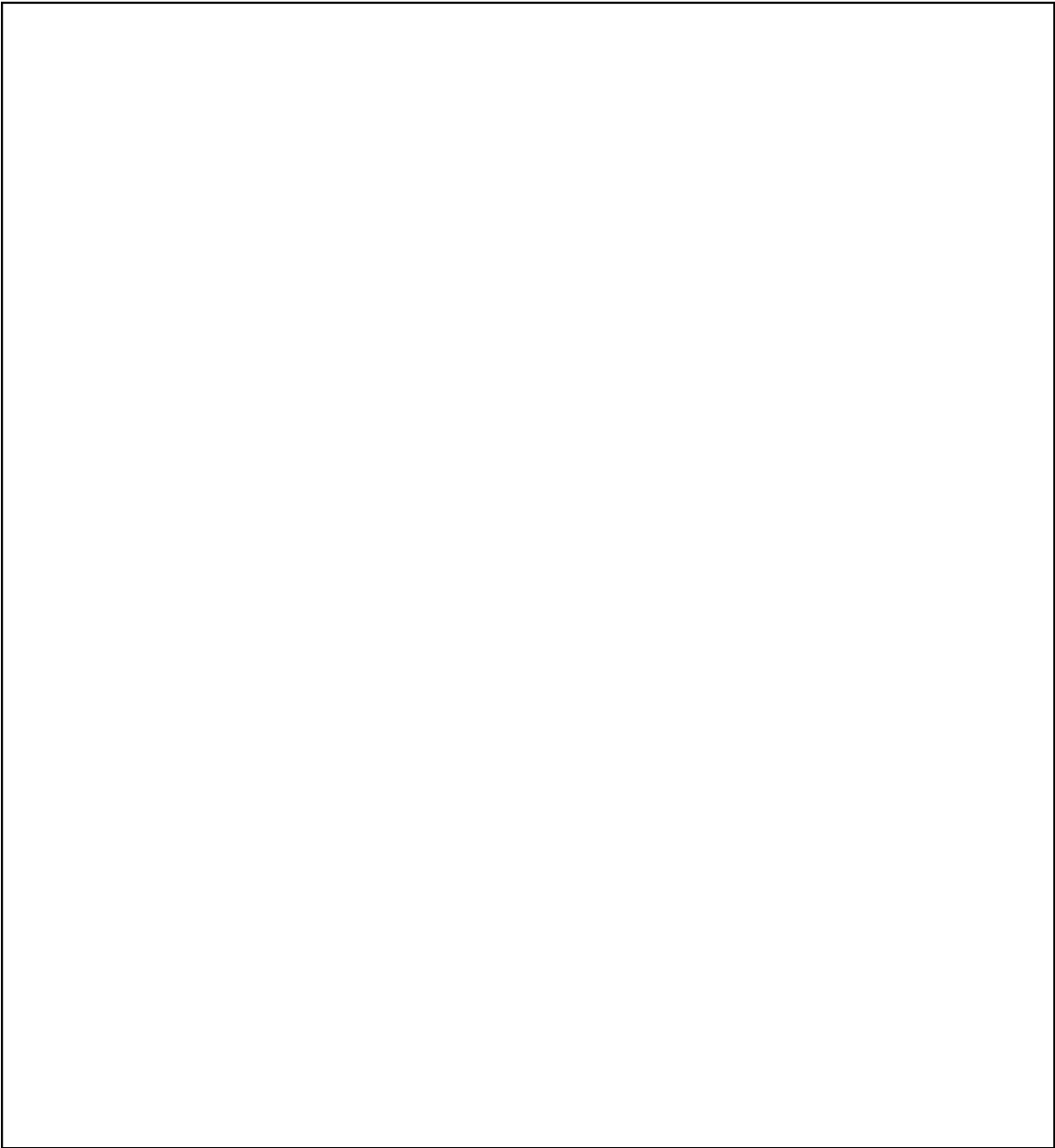
Business Litigation:

Litigation 1	
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Litigation 2	
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Appendix G

Support:



Appendix H**Locations:**

Location Name	Address
Centennial Arts Academy	852 Century Place, Gainesville, GA 30501
Enota Multiple Intelligences Academy	1340 Enota Avenue, Gainesville, GA 30501
Fair Street International Academy	695 Fair Street, Gainesville, GA 30501
Gainesville Exploration Academy	1145 McEver Road Extension, Gainesville, GA 30504
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