

**Delano Joint Union High School District  
Request for Proposal  
Wifi Project  
E-Rate Funding Year 2026**

**PROJECT NAME: DJUHSD C2 WiFi Project FY 2026**

**Multiyear Contract Requested**

**BID POSTING DATE: Wednesday January 21, 2026**

**BID CLOSING DATE: Thursday February 19, 2026 @ 10:00 a.m PST.**

**Public Bid Opening**

**Thursday February 19, 2026 @ 10: 00a.m PST.**

**Location:**

**DJUHSD**

**1720 Norwalk St.**

**Delano, Ca. 93215**

**W-1**

**INTRODUCTION**

**Delano Joint Union High School District** (hereinafter referred to as “the District”) is seeking proposals for **Wi-Fi electronic equipment and internal connections** to enhance and support the District’s technology infrastructure. The purpose of this **Request for Proposal (RFP)** is to solicit responses from qualified and reputable providers.

As the District intends to seek funding through the **Federal Universal Service Fund (E-Rate)** program, all eligible services will be procured in accordance with the established guidelines of the E-Rate program. Vendors responding to this RFP must ensure compliance with all applicable E-Rate rules and requirements. Additionally, all participating vendors are required to possess a valid **Service Provider Identification Number (SPIN)** and be registered with the **Schools and Libraries Division (SLD)**.

**Response Format**

The District requires that all bids be submitted **using the format provided in this RFP**. Printed proposals must be delivered to the address specified in the RFP instructions. All bid pricing must remain valid for the duration of the **E-Rate funding process**.

The District is seeking **pre-approved multi-year contracts**—such as **CMAS, WSCA, CALNET (including CALNET2, CALNET3, CALNET Next Generation), NCPA, U.S. Communities, CAL-Save, NUPA, Microsoft Select Plus Agreement, NASPO, Microsoft Strategic Alliance (CAMSA), GSA, GSA70, PEPPM, The Interlocal Purchasing Systems (TIPS), and FOCUS (Fast Open Contracts Utilization Services)**—when responding to this bid. All pre-approved contracts must:

- Be **multi-year agreements** covering the E-Rate funding year (**July 1, 2026 – June 30, 2027**)
- Extend through **June 30, 2028**

The District intends to **expand upon the existing Cisco system components currently deployed across all school sites.**

Bidders are reminded to ensure **accuracy and compliance with the required format.** Any material alteration to the form or intent of the RFP may, at the District’s sole discretion, result in **disqualification of the proposal.**

If clarification is needed regarding any requirement, bidders are strongly encouraged to **submit questions via email** to maintain a written record of both inquiries and responses. All questions should be sent to **rbriseno@djuhsd.org**, and responses will be emailed to all participating bidders.

## **INSTRUCTIONS AND GENERAL INFORMATION**

**Review of Project Scope of Work\*\***Before submitting a proposal, the Bidder must carefully evaluate the scope and complexity of the work, as well as any challenges associated with its proper execution. All proposals should include costs necessary to address contingencies essential for the successful installation, configuration, and maintenance of the proposed systems, equipment, and services.

The district is seeking qualified vendors to provide and install a **turnkey Wi-Fi 7 wireless solution** for DJUHSD. This solution will include full installation, configuration, testing, and deployment on the district’s production network in collaboration with the district’s technical team.

### **Project Components**

- **Forty-five (45)** Cisco Catalyst 9300 (or equivalent) access layer switches.
- **Two hundred twenty-seven (227)** Meraki Wi-Fi 7 wireless access points (or equivalent).
- Configuration of Cisco Catalyst 9300 (or equivalent) switches within school site buildings to support wireless access points.

### **The vendor will ensure:**

- Only authorized district wireless devices can access the Wi-Fi 7 network.
- District devices have reliable access to Internet, email, LMS, Zoom, Teams, Webex, YouTube, State Online Testing platforms, and district software portals.

The vendor will also collaborate with the district technology team to develop an **installation plan and schedule removal of** existing Wi-Fi access points across classrooms, libraries, gymnasiums, and lecture centers.

## Documentation Requirements

Upon project completion, the vendor must provide comprehensive documentation in an Excel spreadsheet, including:

- District purchase order number
- Product description
- Manufacturer part number
- Serial number
- District asset tag number (provided by the district)
- IP address
- Installation location
- Configuration details

All documentation must be delivered to the district at project closeout.

## Vendor Responsibilities and Requirements

### Materials and Expertise

The installation vendor is responsible for providing all materials necessary to complete the installation at DJUHSD. The district requires that the selected vendor have proven experience with the following equipment or equivalent solutions:

- Cisco Catalyst 9500 Layer 3 switches
- Cisco Catalyst 9300 Layer 2 switches
- Meraki Wi-Fi 7 wireless access points
- Meraki cloud-based management platform

### Site Verification and SSID Configuration

Vendors will conduct walkthroughs of classrooms and common areas with district technology staff to verify:

- SSIDs are properly broadcast.
- District devices can connect to **STUDENT**, **TEACHER**, and **GUEST** SSIDs.
- Only authorized district wireless devices can access the Wi-Fi 7 network.
- No phones will be permitted to access the classroom wifi network.

Guest SSID access will be restricted to designated areas, including the library, auditorium, cafeteria, and administration building. Vendors will collaborate with district staff to implement security measures that lock down Wi-Fi access at each site. District devices will be authenticated using **security certificates** or **MAC address filtering**. Non-district devices will only connect via the Guest SSID in approved locations.

### Vendor Certification and Support

The installation vendor must:

- Be a certified **Cisco partner** or equivalent.
- Employ engineering staff certified by Cisco Systems or an equivalent certification authority.

The primary vendor must provide ongoing support for the installed equipment or be an equivalent certified vendor approved by the district. Vendors must offer:

- **4-hour response technical support**
- An **escalation phone tree**, including vendor management contacts

The district reserves the right to determine equipment equivalency and compliance with requirements. Vendors are expected to provide and install all equipment specified in this RFP. This is a **turnkey project**, and no claims for additional compensation will be accepted due to lack of awareness of existing conditions.

## **District's Obligation**

Receipt of quotes or bids in response to this RFP does not obligate the District in any way. The District reserves the sole right to accept or reject any proposal. The District may abandon the bid process at any time prior to the execution of a contract with a Contractor or Vendor without incurring any financial or other responsibility. **This project is contingent upon SLD (E-Rate) funding.**

## **Warranty and Service Capabilities**

Quotes will not be accepted from Bidders who cannot provide full warranty and service capabilities within Kern County for each system being bid. Bidders, vendors and/or installing subcontractors must also provide ongoing warranty services as part of this contract. The District requires continuity of service during the first year of installation, including troubleshooting support. Service providers must be in good standing with the SLD and not under investigation.

## **Authorized Signature**

An individual authorized to legally bind the Bidder must sign all quotes and proposals.

## **Proposal Validity Period**

Proposals must remain valid until the contract is awarded.

## **District Not Responsible for Preparation Costs**

All costs incurred in the preparation, submission, and/or presentation of a proposal—including travel expenses, pre-proposal conferences, oral presentations, long-distance charges, and negotiation sessions—are the sole responsibility of the Bidder and will not be reimbursed by the District. The District will not pay for any costs related to proposal or contract preparation in the event of termination of this RFP or the resulting contract.

## **Contract Approval**

This RFP does not commit or obligate the District until a mutually agreed-upon contract is signed and approved by both parties. The contract becomes effective on the date of the District's approval. The District will not be liable for any work performed prior to contract approval, even if done in good faith, except in cases where:

- A Letter of Intent has been executed by both parties.
- A Funding Commitment Letter from the SLD has been obtained.
- The vendor has received a Purchase Order from the District for the 15% of project costs not covered by E-Rate.

## **Right to Use Ideas**

All proposals submitted become the property of the District. The District reserves the right to use any ideas presented in any response to the RFP, while respecting proprietary information provided by the Bidder. Selection or rejection of a proposal does not affect this right.

## **Inclusion of RFP**

The District's Request for Proposal and the Bidder's response will be incorporated into the finalized Agreement as Exhibits. In the event of any variance between the Bidder's standard Purchase Agreement and the requirements stated in the District's RFP and Bidder's response, the District's requirements and commitments shall take precedence.

## **Contract Negotiations**

Upon preliminary vendor selection, contract negotiations will commence. If the selected Bidder fails to provide necessary information in a timely manner, does not negotiate in good faith, or cannot perform the contract, the District may terminate negotiations, negotiate with another Bidder, file SLD Form 500 to change SPN, or terminate the acquisition process entirely.

## **Contract Information / Terms and Conditions**

The District reserves the right to terminate any signed contract without penalty due to non-compliance with any products or services listed in the contract. The District will provide a 30-day written notice for termination but may grant the vendor a 30-day grace period to resolve non-compliance issues at its discretion. The District's decision to grant a grace period does not waive its future rights to terminate the contract for non-compliance.

If funding ceases or decreases, the District may be unable to pay for contracted services. The District reserves the right to terminate all or part of the contract due to non-appropriation of funds.

## **RFP and Quote/Bid as Part of the Contract**

The successful Quote/Bid, this RFP (including specifications and drawings), and any District-issued amendments shall become integral components of the contract executed between the Bidder and the District.

## Funding of the Contract

Any contract resulting from this RFP is contingent upon the availability of E-Rate funding appropriations to cover the services provided under the agreement.

## Payment Procedures for Installation (If Applicable)

The District will typically remit payment within **Net 30 days** following receipt of an invoice. However, the District will only pay approximately **15% of the contracted services**, with the remaining balance paid directly by E-Rate in accordance with federal funding guidelines.

## Warranties

The Bidder must warrant that all project components, including associated labor, shall be free from defects and faulty workmanship under normal use and service for a minimum of **one (1) year** from the date of full-Service Acceptance (the "Warranty Period").

## Standards for Equipment and Materials

- All equipment and materials purchased shall be **new**, of the latest models and versions, and conform to the highest current industry standards.
- Defective or damaged equipment must be repaired or replaced **prior to Service Cutover** at no additional cost to the District.
- During the Warranty Period, replacement of defective components must be with **new equipment** of equal or greater performance and design characteristics.
- The integrity of the existing warranty must be maintained throughout the project.

## Delivery and Risk of Loss

The Bidder and its insurers shall bear all risk of loss or damage to equipment until systems are accepted by the District, except where damage is directly caused by the District. The District will promptly notify the Bidder of any loss or damage and cooperate in processing claims.

## Vendor and Business Licenses

The Bidder and all subcontractors must hold valid vendor and business licenses as required by the State of California and Kern County.

## Permits, Ordinances, and Regulations

The Bidder shall:

- Obtain and pay for all permits and fees required by applicable laws, codes, and regulations.
- Comply with all federal, state, and local licensing requirements and regulations in effect at the time of contract execution.

- No claims for additional payment will be approved for changes required to comply with existing laws or codes.

## **Work Performance and Standards**

The Bidder warrants that all installation and services will be completed in a **good and workmanlike manner** and in accordance with the highest industry standards.

## **Bidder Project Management**

The District expects the Bidder's Project Manager or designated lead to:

- a. Respond promptly to District inquiries and escalate issues to company leadership within one hour if necessary.
- b. Develop project timelines and coordinate schedules with the District Representative.
- c. Address site preparation issues.
- d. Conduct weekly progress meetings with the District Representative.
- e. Obtain approval for any schedule deviations; weekend or holiday work requires **48-hour advance notice**.
- f. Enforce District policies and manage subcontractor compliance.
- g. Report and repair any installation-related damage immediately.
- h. Deliver a Letter of Completion and review all test documentation and as-built drawings with the District Representative.
- i. Conduct a final site inspection and deliver manufacturer warranties.

## **Work Schedule**

Work must be coordinated with District staff Monday through Friday. Weekend and holiday work may be permitted with prior approval. The Bidder is responsible for any overtime costs required to meet project deadlines.

## **Contract Changes**

Additional work within the general scope of the contract may be requested by the District. No additional work shall commence without a valid District purchase order or written authorization.

## **Workers' Compensation Insurance**

The Bidder must provide proof of workers' compensation insurance in compliance with California Labor Code prior to commencing work.

## **Liability Insurance**

The Bidder shall maintain public liability and property damage insurance of not less than **\$1,000,000 single limit**, naming the District as an additional insured. Coverage must include contractual liability and provide **30 days' written notice** prior to cancellation.

## **Ownership of Documents**

All designs, drawings, specifications, and related work developed under this contract shall become the sole property of the District.

## **Staging and Storage**

The District will provide space for equipment staging and storage; however, security of stored equipment is the Bidder's responsibility.

## **Conduct and Identification**

Bidder personnel must:

- Avoid impeding District operations.
- Refrain from eating, drinking, or smoking in prohibited areas.
- Wear identification badges at all times.
- Comply with all District security policies.

## **Safety**

The Bidder is solely responsible for public safety and convenience during all phases of work.

## **Clear Away**

Work areas must be kept clear of debris, and premises left clean upon project completion.

## **Building Damages**

The Bidder is liable for any building damage caused during installation and must repair such damage promptly.

## **Inspections**

The District reserves the right to inspect work at any time and require corrective action for unsatisfactory conditions

## **Required Payments**

The Bidder shall comply with all applicable wage, insurance, and tax requirements for employees and subcontractors.

## **Liens**

The Bidder shall indemnify and hold the District harmless from all liens for labor and materials.

## **Force Majeure**

Performance delays caused by circumstances beyond the Bidder's control (e.g., natural disasters, strikes) may be excused if proper notice and documentation are provided.

## **Judicial Process**

The Bidder may not remove or disable any system components without judicial process, even in the event of a dispute

## **Termination for Default**

The District may terminate the contract for default with **10 days' written notice** if the Bidder fails to perform as agreed.

## **Assignment**

No contract may be assigned without prior written consent from the District.

## **Hold Harmless Clause**

The Bidder agrees to indemnify and defend the District against claims arising from negligent performance, except where caused by the District's sole negligence or willful misconduct.

## **Severability**

Invalidation of any contract provision shall not affect the validity of remaining provisions.

## **Conflicts in Terms**

In the event of conflict, the District's RFP requirements and commitments shall take precedence over the Bidder's standard agreement.

## **Notices**

All notices must be in writing and delivered via certified mail, facsimile, or hand delivery with acknowledgment.

## **Additional Terms and Conditions**

The District reserves the right to include additional terms during final contract negotiations.

## **Governing Law**

This agreement shall be governed by California law and subject to binding arbitration under the rules of the American Arbitration Association.

## **Regulations**

All work and materials must comply with applicable building codes, safety regulations, and standards.

## **Cost Summary**

**Cost to Purchase Services:** Vendors must provide an itemized pricing schedule for all equipment and services, inclusive of fees, shipping, and taxes.

**Schedule of Prices:** Pricing must remain valid for at least six months after installation.

**Upgrades and Maintenance Prices:** Vendors must provide detailed maintenance pricing for at least three years post-installation.

## **Costs for Proposal Preparation**

All costs associated with proposal preparation are the sole responsibility of the vendor.

## **Warranty Requirements**

Vendors must provide **manufacturer lifetime warranties** for all equipment. All equipment must be **new in box**; refurbished or gray-market equipment is strictly prohibited.

Bill of materials listed below

Manufacturer	Part Number	Description	QTY	Price
Cisco or equivalent	<b>C9300X-24HX-EDU</b>	Catalyst 9300 24-port mGig UPoE+, K12	45	
Cisco or equivalent	C9300-DNA-E-24	C9300 DNA Essentials, 24-Port Term Licenses	45	
Cisco or equivalent	C9300-DNA-E-24-3Y	C9300 DNA Essentials, 24-Port, 3 Year Term License	45	
Cisco or equivalent	C9300-NW-E-24	C9300 Network Essentials, 24-port license	45	
Cisco or equivalent	SC9300UK9-1712	Cisco Catalyst 9300 XE 17.12 UNIVERSAL	45	
Cisco or equivalent	PWR-C1-1100WAC-P	1100W AC 80+ platinum Config 1 Power Supply	45	
Cisco or equivalent	PWR-C1-1100WAC-P/2	1100W AC 80+ platinum Config 1 Secondary Power Supply	45	
Cisco or equivalent	CAB-TA-NA	North America AC Type A Power Cable	90	
Cisco or equivalent	C9300-SSD-NONE	No SSD Card Selected	45	
Cisco or equivalent	STACK-T1-50CM	50CM Type 1 Stacking Cable	45	
Cisco or equivalent	C9300-SPWR-NONE	No Stack Power Cable Selected	45	
Cisco or equivalent	C9K-ACC-RBFT	RUBBER FEET FOR TABLETOP SETUP 9200 and 9300	45	
Cisco or equivalent	C9K-ACC-SCR-4	12-24 and 10-32 SCREWS FOR RACK INSTALLATION, QTY 4	45	
Cisco or equivalent	CAB-GUIDE-1RU	1RU CABLE MANAGEMENT GUIDES 9200 and 9300	45	
Cisco or equivalent	C9300X-NM-2C	Catalyst 9300 2 x 40G/100G Network Module QSFP+/QSFP28	45	
Cisco or equivalent	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	45	
Cisco or equivalent	<b>QSFP-100G-LR-S=</b>	100G QSFP28 100G-LR, 10km SMF, duplex, LC Connector	92	
Cisco or equivalent	<b>QSFP-40G-LR4-S=</b>	QSFP 40GBASE-LR4 Trnscvr Mod, LC, 10KM Enterprise Class	8	
Cisco or equivalent	<b>CW9176I-CFG</b>	Cisco Wireless 9176I (W7,3 radio,3 band 4x4, UWB), Global	222	
Cisco or equivalent	AIR-AP-BRACKET-1	802.11 AP Low Profile Mounting Bracket (Default)	222	
Cisco or equivalent	AIR-AP-T-RAIL-F	Flush Mount for APs & Cellular Gateways-Recessed	222	
Cisco or equivalent	CW9176-MULTI	Multi-AP packaging, minimum order qty is 6 APs	222	
Cisco or equivalent	<b>LIC-ENT-3YR</b>	Meraki MR Enterprise License, 3YR	222	
Cisco or equivalent	<b>CW9163E-MR</b>	Catalyst 9163E AP (W6E, tri-band 2x2, Outdoor) w/MERAKI	5	
Cisco or equivalent	<b>LIC-ENT-3YR</b>	Meraki MR Enterprise License, 3YR	5	
CommScope or equivalent	Category 6a Patch	Category 6a Patch Cable (blue) 3'	227	

CommScope or equivalent	Category 6a Patch	Category 6a Patch Cable (blue) 5'	127	
CommScope or equivalent	Category 6a Patch	Category 6a Patch Cable (blue) 14'	100	
CommScope or equivalent	100Gb Fiber Patch	Fiber Optic 100Gb SM Patch Cord 1M (LC to LC)	15	
CommScope or equivalent	100Gb Fiber Patch	Fiber Optic 100Gb SM Patch Cord 1M (SC to LC)	30	
CommScope or equivalent	100Gb Fiber Patch	Fiber Optic 100Gb SM Patch Cord 3M (LC to LC)	15	
CommScope or equivalent	100Gb Fiber Patch	Fiber Optic 100Gb SM Patch Cord 3M (SC to LC)	30	
Labor	Labor	Labor to install and configure a turnkey WiFi 7 system for all DJUHSD sites. A total of 227 WiFi-7 wireless access points will be installed in classrooms, configure SSID's (Students, Teachers, Admin, Guest), installing vendor will lock down access to wireless system for student, teacher, admin SSIDs to district wireless equipment only, the guest SSID will only broadcast in designated areas on campus. Configuration of WiFi 7 system will be a joint effort between district Information Technology Department and vendor engineers. Installing vendor will configure and deploy forty-five (45) new access layer devices in school buildings to support WiFi 7 wireless access points. Testing, deployment, and cutover of WiFi 7 system will be scheduled to ensure end users do not experience down time. Please refer to project scope of work.	1	
		SUB TOTAL		
		TAX		
		LABOR		
		SHIPPING		
		TOTAL		

**Business Name:**

**Street Address:**

**City:**

**State:**

**Zip Code:**

**Phone:**

**Fax:**

**CONTRACT #**

**Quote Number:**

**Print Name:** \_\_\_\_\_

**Signature :** \_\_\_\_\_