

Oldham County Board of Education

6165 W. Hwy. 146 • Crestwood, KY 40014 (502) 241-3500

Request for Proposal

Interactive Classroom Display Systems

Supply, Installation, and Training

RFP #2026-0914

Release Date: September 2026

Closing Date & Time:	Friday, October 16, 2026 at 3:00PM EST ~~Tuesday, October 13, 2026, at 3:00 PM EST~~
District Contact:	Trey Greenwell, Chief Information Officer
Email:	bids@oldham.kyschools.us
Issued by:	Oldham County Board of Education - Technology Department

ATTACHMENTS:

- Attachment A: RFP Timeline and Proposal Submission Checklist
- Attachment B: Pledge of Non-Discrimination
- Attachment C: Vendor Response Template

Offerors are advised that any contract resulting from this RFP must comply with KRS 424, Board Policy 03.23251, all applicable provisions of KRS 45A, and all applicable federal laws prior to becoming effective. A contract based on this RFP may or may not be awarded.

Statement of Need

The Oldham County Board of Education (OCBE) is seeking proposals from qualified vendors to supply, install, and support interactive classroom display systems across the District's schools and administrative facilities. The District serves approximately 12,500 students and 3,000 staff across 18–20 school buildings and administrative sites. This solicitation is issued pursuant to Board Policy 03.23251 requiring competitive bidding for services of this nature.

The District's current interactive display infrastructure has reached end of life and is experiencing reliability, compatibility and management issues that impact classroom instruction. The District is undertaking a multi-year refresh of approximately 800 classrooms, estimated at roughly 267 units per year over a three-year deployment period. This RFP establishes a unit-price contract; annual order quantities are estimates only and the District makes no guarantee of minimum or maximum purchases in any given year.

The scope of this RFP includes: hardware supply, professional installation (including physical mounting, wiring, and integration), teacher training, and ongoing warranty and support services.

Required and Optional Features

Requirements are organized by school level. Vendors must clearly indicate which requirements apply to which SKU(s) in their proposal.

Required Features

- **Operational support without frequent manual OS updates.** The proposed solution must support centralized, remote management of software and firmware updates, delivered over-the-air (OTA) through a centralized console, without requiring manual intervention at the device level.
- **Google Workspace for Education compatibility.** The proposed display must fully support Google Workspace applications, Google Meet, Google Cast or equivalent screen sharing, and the Google ecosystem as used in a K–12 environment. For panels without an on-board operating system (see the external compute model described below), this requirement applies to the panel in combination with the District-supplied external compute device; the panel must not introduce any limitation (e.g., input lag, lack of HDCP/Cast support over the connection, USB pass-through restrictions) that would prevent full Google Workspace functionality when paired with that device. This requirement may be satisfied by one of the following:
 - **Panels with an on-board operating system:** the on-board OS must integrate with a centralized MDM Console supporting OTA updates with no manual per-device intervention.
 - **Panels without an on-board operating system (external compute model):** The panel must support a district-supplied external compute device (Chrome OS, Windows or macOS) as the source of OS-level functionality, with full pass-through of touch input, USB peripherals and audio between the panel and the connected device. In this model, the centralized management requirement applies to the external device (via the District's existing Chrome, Windows and/or JAMF-style MDM, as applicable) rather than the panel itself. Vendors must specify supported external-device connection standards (e.g., USB-C with DisplayPort Alt Mode, OPS slot compatibility, HDMI + separate USB for touch).
- Wired and 5GHz wireless network connectivity. Panels with only 2.4GHz wireless connectivity will not satisfy this requirement.
- Touch screen option must include multi-touch support.
- Minimum 65" display size.
- Adjustable mounting system compatible with Balance Box hardware, accommodating height variation for different grade levels and specialty classrooms
- 3.5mm audio output, compatible with the District's existing Audio Enhancement Sentinel amplifiers installed in classrooms. The panel must provide a standard 3.5mm audio output (or vendor-supplied adapter achieving equivalent output). The District will not be replacing existing amplifiers as part of this RFP.

Optional Features

- Split screen support for simultaneous display of multiple sources
- Screen sharing from student and teacher devices
- Screen annotation from student and teacher devices
- Whiteboard and collaboration software either built-in or OEM supported

- Multi-user sign-in with per-user profile separation
- Password less sign-in, either by NFC badge or other method
- Remote viewing / support for classroom tech support

Installation Requirements

The selected vendor is responsible for all aspects of installation. The District's facilities staff will not perform mounting or wiring work as part of this contract.

- Full turnkey installation including removal of existing display hardware, physical wall mounting, cable management, and electrical/AV connections, billed at the vendor's quoted hourly labor rate (see Pricing Structure).
- Vendor must conduct a pre-installation site survey at each school to verify mounting surfaces, power availability, and room-specific requirements prior to scheduling installation
- **Post-award site visits and labor estimate approval.** Following contract award, the vendor will conduct site visits to each school to determine actual installation time required per classroom or installation type. Based on these visits, the vendor must submit a written labor estimate (hours and total cost, at the contracted hourly rate) for District review. The District must approve the estimate and issue a Purchase Order before installation work begins at the site. No installation labor will be billed without prior approved estimate and issued PO.
- Coordination with District technology staff for network drop activation and MDM enrollment at time of installation.
- All installations must be completed outside of instructional hours (before school, after school, weekends, or school breaks) unless otherwise approved in writing by the District.
- Vendor must provide a project manager as the single point of contact for scheduling, coordination, and issue resolution throughout the deployment.
- Written site sign-off documentation required upon completion at each classroom, confirming display is operational, enrolled in MDM, and connected to the network
- **Removal and disposal of existing equipment (District's option).** For each site, the District will elect one of the following at time of order: (a) vendor removes and disposes of existing equipment in accordance with applicable e-waste regulations, billed per the E-waste Disposal line item in the pricing schedule; or (b) District retains existing equipment removed by the vendor, with vendor staging removed equipment on-site for District pickup at no additional disposal fee. The vendor must remove existing equipment from the classroom and mounting location as part of installation labor regardless of which option is elected; Option (b) affects disposal/hauling only, not removal from the room.
- Vendor is responsible for disposal of removed equipment in accordance with applicable e-waste regulations
- Proposal must include a sample deployment schedule demonstrating the vendor's capacity to complete approximately 267 installations per year across multiple school sites
- **Non-binding time estimate.** For evaluation planning purposes only, vendors must provide a good-faith estimate of the labor hours typically required to install on panel on Balance Box mounting hardware. This estimate will not be scored and does not bind the

vendor to that duration; actual billable hours will be determined per the post-award site visit process above.

Warranty Requirements

The following warranty terms are required. Vendors must clearly state in their proposal which terms are standard and which require a separately priced option.

- Minimum three (3) year comprehensive warranty covering parts, labor, and on-site service is required as a baseline.
- Extended warranty option to five (5) years must be offered and priced separately as a line item in the proposal.
- Warranty must cover manufacturing defects, panel failures, touch sensor failures, and component failures under normal classroom use conditions.
- On-site warranty response time must not exceed five (5) business days for non-emergency failures. Vendors must describe their advanced replacement or loaner program for failures requiring extended repair.
- Vendors must disclose the warranty service provider, whether in-house, authorized third party, or manufacturer depot and the escalation process for unresolved warranty claims.

Training Requirements

The District expects vendors to propose a comprehensive training model as part of their response. Training will be evaluated on depth, flexibility, and sustainability for ongoing staff turnover.

- Vendors must describe their complete training offering, including onsite, virtual, and self-paced options
- Training must be provided at the time of deployment at each school site, at minimum covering basic operation, screen sharing, annotation, document camera use (where applicable), and MDM management tasks
- Vendors must describe how training will be delivered to new staff hired after initial deployment (e.g., on-demand video library, annual onsite refresh, train-the-trainer model)
- Training materials must be provided in a format the District can retain, distribute internally, and customize
- Vendors should identify any Google Workspace or Google for Education certifications held by their training staff
- Vendors must include training costs as separate line items in their pricing; per-school, per-session, or per-unit as applicable to their model

Pricing Structure

This contract will be awarded on a unit-price basis. Unit prices must remain firm for the duration of the three-year contract term, except as provided below. This three-year term and firm-pricing structure allow the District to order units and services at consistent, locked-in rates throughout the deployment period without re-bidding for each year's purchases.

Price Adjustments. The vendor may request a price adjustment during the contract term, including the initial three-year period, if the vendor can demonstrate a documented change in market pricing for the underlying equipment (e.g., manufacturer price increases, component or supply chain cost changes). Any such request must be submitted in writing with supporting documentation. The District, at its sole discretion, may accept or reject the requested adjustment. There is no cap on the size of a documented adjustment; however, if the District does not agree to the adjustment, the District may, at its sole discretion, terminate the contract without penalty.

The District estimates approximately 800 total units over three years (approximately 267 per year) but makes no guarantee of minimum or maximum annual quantities. The District reserves the right to order more or fewer units in any given year at the contracted unit prices without re-bidding.

Vendors must provide unit pricing for each of the following line items below, organized by screen size, touch capability and on-board OS availability. Vendors are strongly encouraged to propose a standard model configuration wherever possible across these variants (e.g., the same base chassis offered with and without touch, and with and without on-board OS) rather than distinct product lines for every combination. Where a vendor's proposed line-up does not offer a given combination, mark the line item "Not Offered" rather than leaving it blank. For stylus/pen line items, vendors must specify in the Notes column how many pens are included per touch panel at no additional cost; pricing below that line item applies only to pens beyond the included quantity.

All line items in this pricing schedule are quoted and ordered *à la carte*. The District may order any quantity, including zero, of any individual line item independently of the others — for example, ordering panels without vendor-provided e-waste disposal, or ordering installation labor for some sites and not others. Vendors must price each line item on a standalone per-unit basis; no line item may be contingent on the purchase of another.

Future Purchases via Cooperative Contract. If the awarded vendor holds an active purchasing cooperative contract (e.g., Sourcewell, OMNIA Partners, PurchasePros, or similar) that is eligible for use by Kentucky K-12 districts, the District reserves the right, at its sole discretion, to purchase additional units, accessories, or services outside the scope of this contract, including after the expiration of this contract's three-year term, directly under that cooperative contract, in lieu of issuing a new competitive solicitation, subject to applicable Kentucky procurement law and Board Policy 03.23251. This right applies independently of, and does not modify, the pricing and terms established under this RFP for the initial three-year deployment.

Required Pricing Line Items

Line Item	Unit Price	3-Year Warranty Included?	Notes / Model
Interactive Display 65"			
65" display Touch, On-board OS		Y / N	

Line Item	Unit Price	3-Year Warranty Included?	Notes / Model
65" display Touch, No On-board OS (external device input)		Y / N	
65" display Non-Touch, On-board OS		Y / N	
65" display Non-Touch, No On-board OS (external device input)		Y / N	
Interactive Display 75"			
75" display Touch, On-board OS		Y / N	
75" display Touch, No On-board OS (external device input)		Y / N	
75" display Non-Touch, On-board OS		Y / N	
75" display Non-Touch, No On-board OS (external device input)		Y / N	
Interactive Display 86"			
86" display Touch, On-board OS		Y / N	
86" display Touch, No On-board OS (external device input)		Y / N	
86" display Non-Touch, On-board OS		Y / N	
86" display Non-Touch, No On-board OS (external device input)		Y / N	
Interactive Display Larger than 86" (Common Areas, specify size)			
Larger than 86" display (specify size) Non-Touch, On-board OS		Y / N	
Larger than 86" display (specify size) Non-Touch, No On-board OS (external device input)		Y / N	
Accessories and Services			
Document camera (standalone, if not integrated)		Y / N	
Stylus / pen included quantity per touch panel (specify quantity in Notes)		N/A	
Stylus / pen additional / replacement (per unit, beyond included quantity)		N/A	
Height Adjustable wall mount		N/A	
Over the whiteboard mount		N/A	

Line Item	Unit Price	3-Year Warranty Included?	Notes / Model
Fixed wall mount		N/A	
Installation labor hourly rate	\$__ / hour	N/A	Rated used for all post-award site-visit estimates
Installation labor estimate hours per panel	___ hours	N/A	Non-binding, for planning only; not evaluated
Pre-installation site survey (per school)		N/A	
Onsite training (per school / per session)		N/A	
Extended warranty upgrade: 3-year to 5-year (per unit)		N/A	
E-waste disposal / removal of existing equipment (per unit)		N/A	
Any additional fees not listed above (describe)		N/A	

Because all line items in the Required Pricing Line Items are ordered à la carte in quantities determined by the District at time of order, vendors are not required to submit a blended or fixed-quantity cost estimate. The District will evaluate Total Cost of Ownership directly from the unit prices submitted in Section 8A.

Contract Term Acknowledgment: The initial contract period is three (3) years, with no optional renewal periods.

Evaluation and Award

OCBE will evaluate timely submitted proposals that provide the best combination of qualifications and value. Proposals that do not meet all mandatory compliance requirements in Section 2 will not be evaluated. Price shall be considered but need not be the sole determining factor.

Criterion	Weight	Notes
Hardware functional requirements compliance (Required Features)	25%	
Total cost of ownership hardware, installation, training, warranty (3-year)	20%	Scored on unit prices submitted in Section 8A (average/representative pricing across the display line items); no fixed-mix estimate required. Excludes installation labor rate, scored separately below.
Installation labor rate hourly rate comparison	10%	Rate only; time estimates not scored
Installation capacity, project management, deployment plan	10%	
Warranty terms and service model	10%	
Training model depth, sustainability, new-staff coverage	10%	
References and K–12 experience	10%	Kentucky references preferred
Optional features	5%	

The District reserves the right to request product demonstrations from any or all respondents prior to award. OCBE reserves the right to cancel this RFP, reject any or all proposals, or waive informalities at any time prior to award. The final contract is subject to negotiation and must be approved by the Board of Education.

Proposal Submission Requirements

- Proposals must be submitted electronically in PDF format to bids@oldham.kyschools.us or mailed to: Oldham County Board of Education, Technology Department, 6165 W. Hwy. 146, Crestwood, KY 40014.
- All proposals must use Attachment C (Vendor Response Template). Proposals not in the required format will be deemed non-responsive.

- Proposals must include completed and signed copies of Attachment A and Attachment B.
- Proposals that do not demonstrate compliance with all items listed in the Required Features will be deemed non-responsive and will not be evaluated.
- All submissions must be valid for 90 days from the proposal submission date.
- The proposing company is fully responsible for all costs associated with responding to this RFP.
- After submission, no complaints regarding misunderstanding of requirements will be entertained. All proposals are final and irrevocable.

Contract Period

The initial contract period will be three (3) years from the date of signing, with no optional renewal periods. Unit prices are firm for the full three-year term, subject only to the documented price adjustment provision above.

Proposal Guidelines

- The company shall at all times observe and comply with all applicable federal, state, and local laws, ordinances, and regulations.
- The selected company shall not discriminate against any worker, employee, applicant, or member of the public on any basis prohibited by law.
- The company must disclose any subcontractors involved in supply, installation, or training delivery.
- The company certifies that its proposal is made without any prior understanding, agreement, or connection with any other company submitting a proposal for the same services, and is in all respects fair, without collusion, fraud, or other illegal action.
- OCBE may cancel, suspend, withdraw, or terminate this RFP at any time prior to award.
- OCBE will carry out negotiations with any and/or all respondents.
- All documentation is to be considered confidential and will not be shared with other parties without the written consent of OCBE.

Questions

Questions must be submitted in writing by the deadline listed in Attachment A. Direct all questions to:

Trey Greenwell, Chief Information Officer
trey.greenwell@oldham.kyschools.us

Answers to all questions will be issued as written addenda. It is the sole responsibility of the vendor to check for any addenda that may be issued.