

**E-RATE Year 22 (2019-2020)**  
**CMAS REQUEST FOR Quote (RFQ)**  
**Sulphur Springs Union School District**  
**27000 Weyerhaeuser Way**  
**Santa Clarita, CA 91351**

**Network Electronics Excluding Installation**

<b>PROCUREMENT TIMELINE</b>	
<b>470 NUMBER</b>	<b>190007792</b>
<b>RFO ISSUED AND POSTED</b>	<b>DECEMBER 11, 2018</b>
<b>REQUESTS FOR INFORMATION DEADLINE</b>	<b>DECEMBER 21, 2018 AT 2:00 PM</b>
<b>DISTRICT RESPOND TO RFI</b>	<b>JANUARY 10, 2019</b>
<b>PROPOSALS DEADLINE</b>	<b>JANUARY 17, 2019 AT 2:00 PM</b>
<b>VENDOR SELECTION</b>	<b>PRIOR TO FEBRUARY BOARD MEETING</b>
<b>PROJECT START DATE</b>	<b>PENDING FUNDING APPROVAL</b>

**Service Provider Criteria and Contract Requirements**

**CMAS Requirements**

All Service Providers responding to the posted Form 470 are to be listed as California Multiple Awards Schedule (CMAS) Service Providers unless expressly noted otherwise in the quote or Applicant's Scope of Work (SOW).

Public Contract Code (PCC) Sections 10290 et seq. and 12101.5 include approval for local government agencies to use CMAS for acquisition of information technology and non-information technology products and services.

A local government agency is any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds.

In addition to the requirements outlined in this RFO, service providers may be subject to additional requirements as outlined in the CMAS Local Government Agency Guide (March 2010 edition) located at:

<http://www.documents.dgs.ca.gov/pd/cmas/LocalGovtAgencyPacketMarch10.pdf>

It is the responsibility for service providers to familiarize themselves with CMAS requirements.

## **E-RATE SUPPLEMENTAL TERMS AND CONDITIONS**

Signed copy to be returned with bid response.

The Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced-price meals.

### **1) E-RATE CONTINGENCY**

The project herein is contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate. Even after award of contract(s) and/or E-rate funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.

### **2) SERVICE PROVIDER REQUIREMENTS**

The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

- a. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.
- b. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <http://www.usac.org/sl/service-providers/step01/default.aspx>
- c. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>
- d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed to Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red Light Status may be grounds for contract termination as it could prohibit the Service Provider from providing E-rate discounts in a timely manner which would cause harm to the Applicant. More

information about FCC Red and Green Light Status may be found at this website:  
[http://www.fcc.gov/debt\\_collection/welcome.html](http://www.fcc.gov/debt_collection/welcome.html)

- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2019.
- f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any contract and USAC approved extensions).
- g. Goods and services provided shall be clearly designated as "E-rate Eligible". Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per SLD guidelines.
- h. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC "Item 21 Template". Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions. A summary sheet must also be provided to provide the cumulative amount for all sites.**
- i. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
- j. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an "Invoice Check" with the USAC <http://www.usac.org/sl/applicants/step07/invoice-check.aspx>
- k. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <http://www.usac.org/sl/service-providers/step02/lowest-corresponding-price.aspx>

### **3) SERVICE PROVIDER ACKNOWLEDGEMENTS**

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written

approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.

- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
- c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.
- d. This offer is in full compliance with USAC's Free Services Advisory <http://www.usac.org/sl/applicants/step02/free-services-advisory.aspx>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

#### **4) STARTING SERVICES/ADVANCE INSTALLATION – Category 1 Services**


The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract "effective date", E-rate eligible goods and/or services requested in this RFP shall be delivered no earlier than the start of the 2019 funding year (July 1, 2019). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

#### **EARLY FUNDING CONDITIONS**

##### **Category 1**

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year.

- *Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.*
- *The Category 1 service must depend on the installation of the infrastructure.*
- *The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services (DA 02-3365 , released December 6, 2002). This FCC decision only applies to Priority 1 services (telecommunications services and Internet access).


The complete text can be found at the following URL:

<http://www.usac.org/sl/applicants/step05/installation.aspx>

## **Category 2**

There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

- *We also amend our rules for category two non-recurring services to permit applicants to seek support for category two eligible services purchased on or after April 1, three months prior to the start of funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.*

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#) , released July 23, 2014). This FCC decision only applies to Category 2 services (Internal Connections).

However, NO INVOICING can take place prior to July 1 of the funding year.

## **5) INVOICING**

- a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting

of a Funding Commitment Decision Letter from the SLD and submission, certification and USAC approval of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.

- b. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

**6) FCC/SLD AUDITABILITY**

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. Respondent hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP for ten (10) years after final payment. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Respondent and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

**7) PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS EXPIRATION**

During the term of any Agreement resulting from this RFP, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The District shall not enter into a separate Agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

I, the undersigned, as an authorized agent of \_\_\_\_\_ (Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined above.

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

**Phone Number:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Service Provider Name:** \_\_\_\_\_

## **TRADE NAMES AND ALTERNATIVES –**

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. Burden of proof as to equality of any material, process or article shall rest with service provider. **Service Provider shall submit request together with substantiating data for substitution of any "or equal" item within the response by the closing of bids.** Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time of bid response.

*Please note: All "or equal" components must not void and must be supported by corresponding manufacturer warranty.*

The District retains the right to be sole judge as to whether equivalency has been proven and whether alternatives will be accepted.

## **SCOPE OF WORK**

No refurbished equipment is acceptable

The quotes provided must include all materials, equipment and accessories required to furnish a complete data electronics system as indicated on the parts list.

All quotes must be from an HP, Aruba, premier partner or equivalent.

Service Provider must meet the following qualifications to be considered for award. Documentation regarding the following qualifications **MUST** be included in the Service Provider's proposal. Non-inclusion of applicable documents is basis for disqualification.

1. When providing electronic equipment quotes for switches/hubs/routers, Service Provider must have at least 1 Certified Engineer or equivalent on staff.
2. If requested by the Applicant, Service Provider must be willing to have employees fingerprinted.
3. Service Provider shall provide with its quote the complete CMAS contract pages, including all pages that show the goods and/or services in Service Provider's quotation submittal. Said products shall be clearly highlighted for ease of identification.
4. Service Provider shall provide references for staff to be associated with project work and implementation.
5. All proposals need to include tax and shipping as separate items in the response.

**Prospective Service Providers are required to submit the following:**

1. Three (3) references describing Service Provider’s portfolio experience with comparable projects within a K-12 customer market
2. Service Provider shall provide with its quote the complete CMAS contract pages, including all pages that show the goods and/or services in Service Provider’s quotation submittal. Said products shall be clearly highlighted for ease of identification.
3. Service Provider’s SPIN number
4. Service Provider’s FCC Registration Number (FRN).
5. “Equipment list” completely filled in

**Failure by Service Provider to supply these documents shall be considered grounds for disqualification.**

**EVALUATION AND SELECTION CRITERIA**

The District, in compliance with Federal Communications Commission (FCC) rules, will award to the vendor(s) providing the most cost-effective service offering. Per the Sixth Report and Order, FCC 10-175, FCC rules dictate the following:

*§ 54.503 (c)(2)(vii) All bids submitted for eligible products and services will be carefully considered, with price being the primary factor, and the bid selected will be for the most cost-effective service offering consistent with § 54.511.*

*§ 54.511 Ordering Services (a) Selecting a provider of eligible services. In selecting a provider of eligible services, schools, libraries, library consortia, and consortia including any of those entities shall carefully consider all bids submitted and must select the most cost-effective service offering. In determining which service offering is the most cost-effective, entities may consider relevant factors other than the pre-discount prices submitted by providers, but price should be the primary factor considered.*

Therefore, the District may consider factors other than price alone in the consideration of bids; price for E-rate eligible goods and services will be the primary factor considered.

**SELECTION CRITERIA:**

<b>Eligible Price/Charges</b>	50
<b>Non-eligible Price/Charges excluding implementation costs</b>	5
<b>District Experience</b>	10
<b>References</b>	10
<b>E-rate experience</b>	10
<b>Vendor qualifications/certifications</b>	10
<b>Proposal Quality</b>	5
<b>Total</b>	100%



## **REQUESTS FOR INFORMATION**

All inquiries must be submitted via e-mail to [wburcham@sssd.k12.ca.us](mailto:wburcham@sssd.k12.ca.us) by the deadline on Page 1. The District will not respond to phone inquiries.

## **SUBMISSION INSTRUCTIONS**

All offers **must** be submitted to the contact information below by the deadline indicated on Page 1.

Service Provider shall provide **three (3)** original Responses; **three (3)** complete copies of the CMAS Contract; and **one (1)** Thumb Drive of the submittal.

### **Contact Information:**

Sulphur Springs Union School District  
ATTN: Wes Burcham  
Address, 27000 Weyerhaeuser Way  
Santa Clarita, CA 91351  
Phone 661-252-5131 ext. 262

Proposals must be **clearly labeled with the Title of the RFO "CMAS Internal Connections Proposal" on the outside of the envelope.**

Verification of receipt can be made by contacting  
Sharon Murray at 661-252-5131 ext. 262

### **Right to Reject Any and All Quotes**

The District reserves the right to reject any or all quotation submittals and to waive any informalities or regularities. The Service Provider's quotation submission is recognition of this right.

In addition, the District reserves the right to fund, (proceed with project or purchase) or not to fund, regardless of E-Rate approval.

**EQUIPMENT LIST - LEONA COX COMMUNITY SCHOOL**

QTY	Description	Part #	Unit Price	Total Price	E-Rate Eligible% (% of product that is eligible for E-rate Discount)
1	HP/Aruba 5406R zl2, with dual power supplies, 4 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
1	HP/Aruba 5406R zl2, with dual power supplies, 2 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
2	2930 24G POE+ port cat6, 4 port fiber 10gb/1gb ports				
1	HP/Aruba 2930F 8G PoE+ 2SFP+ Switch (JL258A)				
14	SFP(mini-GBIC)Module- 10gb				
5	SFP(mini-GBIC)Module- 1gb				
2	APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card TAA PN: SMX3KRMLVNCUS				

Tax	
Shipping	
<b>TOTAL Project Cost</b>	

**EQUIPMENT LIST - PINETREE COMMUNITY SCHOOL**

QTY	Description	Part #	Unit Price	Total Price	E-Rate Eligible% (% of product that is eligible for E-rate Discount)
1	HP/Aruba 5406R zl2, with dual power supplies, 1 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
10	2930 24G POE+ port cat6, 4 port fiber 10gb/1gb ports				
11	SFP(mini-GBIC)Module- 10gb				
5	SFP(mini-GBIC)Module- 1gb				
2	APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card TAA PN: SMX3KRMLVNCUS				

Tax	
Shipping	
<b>TOTAL Project Cost</b>	

**EQUIPMENT LIST - MITCHELL COMMUNITY SCHOOL**

QTY	Description	Part #	Unit Price	Total Price	E-Rate Eligible% (% of product that is eligible for E-rate Discount)
1	HP/Aruba 5406R z12, with dual power supplies, 2 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
1	HP/Aruba 5406R z12, with dual power supplies, 4 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
5	2930 24G POE+ port cat6, 4 port fiber 10gb/1gb ports				
11	SFP(mini-GBIC)Module- 10gb				
5	SFP(mini-GBIC)Module- 1gb				
2	APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card TAA PN: SMX3KRMLVNCUS				

Tax	
Shipping	
<b>TOTAL Project Cost</b>	

**EQUIPMENT LIST - GOLDEN OAK COMMUNITY SCHOOL**

QTY	Description	Part #	Unit Price	Total Price	E-Rate Eligible% (% of product that is eligible for E-rate Discount)
1	HP/Aruba 5406R zl2, with dual power supplies, 4 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
1	HP/Aruba 5412R zl2, with dual power supplies, 4 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
1	2930 24G POE+ port cat6, 4 port fiber 10gb/1gb ports				
10	SFP(mini-GBIC)Module- 10gb				
10	SFP(mini-GBIC)Module- 1gb				
2	APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card TAA PN: SMX3KRMLVNCUS				

Tax	
Shipping	
<b>TOTAL Project Cost</b>	

**EQUIPMENT LIST - FAIR OAKS RANCH COMMUNITY SCHOOL**

QTY	Description	Part #	Unit Price	Total Price	E-Rate Eligible% (% of product that is eligible for E-rate Discount)
4	HP/Aruba 5406R z12, with dual power supplies, 4 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
4	2930 24G POE+ port cat6, 4 port fiber 10gb/1gb ports				
24	SFP(mini-GBIC)Module- 10gb				
12	SFP(mini-GBIC)Module- 1gb				
1	HP/Aruba 5412R z12, with dual power supplies, 6 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
1	HP/Aruba 2930F 8G PoE+ 2SFP+ Switch (JL258A)				
3	APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card TAA PN: SMX3KRMLVNCUS				

Tax	
Shipping	
<b>TOTAL Project Cost</b>	

**EQUIPMENT LIST – GRAND TOTAL OF ALL SITES**

QTY	Description	Part #	Unit Price	Total Price	E-Rate Eligible% (% of product that is eligible for E-rate Discount)
8	HP/Aruba 5406R zl2, with dual power supplies, 4 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
2	HP/Aruba 5406R zl2, with dual power supplies, 2 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
1	HP/Aruba 5406R zl2, with dual power supplies, 1 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
1	HP/Aruba 5412R zl2, with dual power supplies, 6 – 24G port POE+ modules, 1 module w/ Fiber 8 port 10gb/1gb ports.				
23	2930 24G POE+ port cat6, 4 port fiber 10gb/1gb ports				
2	HP/Aruba 2930F 8G PoE+ 2SFP+ Switch (JL258A)				
70	SFP(mini-GBIC)Module- 10gb				
37	SFP(mini-GBIC)Module- 1gb				
11	APC Smart-UPS X 3000VA Rack/Tower LCD 100-127V with Network Card TAA PN: SMX3KRMLVNCUS				

Tax	
Shipping	
<b>TOTAL Project Cost</b>	