

**E-RATE Year 24 (2021-2022)
REQUEST FOR PROPOSAL**

**RFP #21-0004
470 # 210026894**

**Santa Clara Unified School District
1889 Lawrence Road
Santa Clara, CA 95051**

Network Electronics

PROCUREMENT TIMELINE	
RFP ISSUED:	2/25/2021
PROPOSALS DEADLINE:	3/25/2021 AT 3:00 PM (PST)
PROJECT START DATE:	JULY 1, 2021 - PENDING FUNDING APPROVAL
PROJECT END DATE:	9-30-22 +USAC APPROVED EXTENSIONS

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 eligible for 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: <https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/>
- 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

- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2020.
- 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 quoted 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” for construction of the various Funding Requests. 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.

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). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>. 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. BIDDERS are required to comply with the FCC’s Lowest Corresponding Price (“LCP”) Requirement for all equipment and Services. BIDDER acknowledges that BIDDER is solely responsible to comply with LCP requirements. To the extent that USAC finds an LCP violation and reduces the E-rate Funding, BIDDER agrees that it will not hold the DISTRICT liable for any shortfall in E-rate funding and will be responsible for any ensuing appeals, COMADS and/or RIDFS.**

- e. **The Service Provider attests that its offer does not violate the FCC’s October 29, 2019 Report and Order, Notice of Proposed Rulemaking, and Order ([FCC-CIRC1911-01](#)) addressing issues of “National Security Threats to the Communications Supply Chain Through FCC Programs” which “prohibits the use of USF funds to purchase or obtain any equipment or services produced or provided by a company posing a national security threat to the integrity of communications networks or the communications supply chain.”**
- f. This offer is in full compliance with USAC’s Free Services Advisory <https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/>. 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.

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 products and services (Internal Connections).

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

4) 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.

5) 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.

6) 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.

Award of Contract

The District does not guarantee an award of a contract(s) and it reserves the right to select the firm(s) that it considers to be in the best interest of the District. Award of contract is contingent upon the approval of funding from the Schools and Libraries Universal Service Administrative Company (“USAC”).

The District reserves the right to award none, some, or all of the proposal. For instance, if a response exceeds the E-rate funding limits set by USAC, the district may choose to only award up to the E-rate funding limit, less or more.

The District reserves the right to accept or reject any or all proposals, to negotiate with any or all responsible submitters, and to waive any informality in the Proposal. Firms submitting proposals shall be responsible for any and all expenses that they may incur in preparing proposals.

Request for Proposal Preparation Cost

Costs for preparing responses and any other related material is the responsibility of the VENDOR, and shall not be chargeable in any manner to the DISTRICT. The DISTRICT will not be held liable for any cost incurred by VENDORS in responding to the RFP.

Order Term

District reserves the right to order quantities in any size lot or lots of quantities. Pricing must remain firm for the period of April 1, 2020 thru September 30, 2021. The District reserves the right to extend the intent to purchase for an additional annual term through September 30, 2022.

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.

The District reserves the right to award for some, all, or none of the products and services sought herein.

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:

No.	Factor	Total Points Available
1	Cost of eligible goods and services	25
2	Cost of ineligible goods and services	15
3	Vendor quote meets district's minimum specifications	15
4	Experience with district	15
5	Ability to deliver service at start of funding year	10
6	Ability to deliver service throughout district geographic region	15
7	Financial stability	5
	Total Points	100

REQUESTS FOR INFORMATION

All inquiries must be submitted via e-mail to erate@scusd.net by the deadline on Page 1. Please reference 470# 210026894 in the subject line

All addendum(s), questions and answers will be posted to the district's website at <http://santaclarausd.org> in addition to the E-rate EPC website at <https://portal.usac.org/suite/>

Please "Follow" the Form 470 to receive all EPC updates pertaining to the Form 470.

SUBMISSION INSTRUCTIONS

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

Submission via E-mail ONLY

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

Contact Information:

Joe Ayala
Director of Technology
erate@scusd.net

Proposals must **clearly labeled in the subject line "District Internal Connections Proposal"**

It is the sole responsibility of each respondent to ensure all submittals and attachments are received by the District before the deadline. The District assumes no responsibility for transmission failures.

Verification of receipt can be made by contacting Takiyah Brock at tbrock@scusd.net or phone 408-423-2211

SCOPE OF WORK

1. Introduction

The Santa Clara Unified School District, herein referred to as the District, needs a solution to refresh its aging wireless network infrastructure. The winning solution provider shall be referred to as the vendor. Also increase switching capacity to provide access to new WAPs.

The wireless network infrastructure solution the District seeks is using Meraki hardware since it is one that is easy to:

- deploy and setup,
- manage and maintain,
- monitor and troubleshoot

Most importantly, the solution has been tested to be highly reliable, and meets the current and projected bandwidth demands of:

- curricular programs (e.g. STEMscopes, MAP, Odyssey, Imagine Learning)
- mandatory online testing assessment requirements (Smarter Balanced Assessment)
- and other online educational resources (e.g. MS Office 365, Google Apps for Education, YouTube for Education, Khan Academy, etc.)
-

Technological advancement in this field is rapid, and once the District takes on this solution, it will have it for several years. As of this writing, IEEE 802.11ax - WiFi 6 is the mainstream wireless product.

No refurbished equipment is acceptable

Partial bids will not be accepted

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

The scope of the project will be as follows:

- To increase wireless network coverage at school sites
- Standard Manufacturer Warranty

Service Providers 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 the 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. 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’s SPIN number
3. Service Provider’s FCC Registration Number (FRN).
4. “Equipment list” completely filled in

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

This section enumerates the technical requirements for the wireless solution the District seeks. The District seeks a wireless solution, which means that all wireless devices and equipment be delivered by the vendor.

Wireless Solution

A. WAPs

Wireless Standard Support. At a minimum, WAPs shall support 802.11ax (WiFi 6)

Dual-band. WAPs shall be dual band. This is necessary since the District still owns wireless computing devices that only run on 2.4GHz band. WAPs shall support both 2.4Ghz and 5Ghz band channels simultaneously.

All licenses to support and run the WAPs on the controllers are required to be for a minimum of 5 years. (Cisco Meraki Enterprise Cloud Controller - subscription license - 5 years - Mfg. Part# LIC-ENT-5YR)

Total Devices

1164 of CISCO Direct MR46-HW (Mfg.Part: MR46-HW)

1164 of Cisco Meraki MR44/45/46 access point mount kit (Mfg.Part: MA-MNT-MR-15 (MR44/45/46))

87 of CISCO Direct MR56-HW (Mfg.Part: MR56-HW)

87 of Cisco Meraki MR55/56 access point mount kit (Mfg.Part: MA-MNT-MR-14 (MR55/56))

274 of CISCO Meraki Direct MR86-HW (Mfg.Part: MR86-HW)

548 of MA-ANT-25 Meraki Dual-Band Patch Antenna (Mfg.Part: MA-ANT-25)

1,525 of CISCO Meraki Enterprise Cloud Controller License 5 years (Mfg. Part: LIC-ENT-5YR)

11 of Cisco Catalyst 3560CX-12PD-S Switch (Mfg.Part: WS-C3560CX-12PD-S)

9 of Cisco Catalyst 2960X-48FPD-L Switch (Mfg.Part: WS-C2960X-48FPD-L)

6 of Cisco Catalyst 3650-12X48UQ-S Switch (Mfg.Part: WS-C3650-12X48UQ-S)

4 of Cisco Catalyst 3650-8X24UQ-S Switch (Mfg.Part: WS-C3650-8X24UQ-S)

1 of Cisco Catalyst 4500-X Series Fixed 10 (Mfg.Part: WS-C4500X-16SFP+)

By School Site
Access Points

LOCATION NAME	ADDRESS	MERAKI MR46-HW WITH MOUNTING KIT	MERAKI MR56-HW WITH MOUNTING KIT	MERAKI MR86-HW WITH +ANT 20 OR ANT25 (x2 FOR EACH WITH WATERPROOF ENCLOSURE)
AGNEWS ELEMENTARY SCHOOL	3534 ZANKER ROAD, SAN JOSE, CA 95134	59	6	25

(NEW SCHOOL)				
BOWERS ELEMENTARY SCHOOL	2755 BARKLEY AVE, SANTA CLARA, CA 95051-2414	30	2	5
BRACHER ELEMENTARY SCHOOL	2700 CHROMITE DR, SANTA CLARA, CA 95051-0910	29	2	5
BRALY ELEMENTARY SCHOOL	675 GAIL AVE SUNNYVALE, CA 94086	26	2	5
BRIARWOOD ELEMENTARY SCHOOL	1930 TOWNSEND AVE SANTA CLARA,CA 95051	31	2	5
BUCHSER MIDDLE SCHOOL	1111 BELLOMY ST SANTA CLARA, CA 95050	63	5	20
CABRILLO MIDDLE SCHOOL	2550 CABRILLO AVE SANTA CLARA, CA 95051	60	5	20
CENTRAL PARK ELEMENTARY SCHOOL	2720 SONOMA PL SANTA CLARA, CA 95051	31	2	5
DON CALLEJON SCHOOL	4176 LICK MILL BLVD SANTA CLARA, CA 95054	47	5	20
HAMAN ELEMENTARY SCHOOL	865 LOS PADRES BLVD SANTA CLARA, CA 95050	30	2	5
HUERTA MIDDLE SCHOOL	3556 ZANKER ROAD, SAN JOSE, CA 95134	67	8	20
HUGHES ELEMENTARY SCHOOL	4949 CALLE DE ESCUELA SANTA CLARA, CA	31	2	5

	95054			
LAURELWOOD ELEMENTARY SCHOOL	955 TEAL DR SANTA CLARA, CA 95051	40	2	5
MAYNE ELEMENTARY SCHOOL	5030 N FIRST, ALVISO, CA 95002	32	2	5
MILLIKIN ELEMENTARY SCHOOL	615 HOBART TERRACE SANTA CLARA, CA 95051	30	2	5
MONTAGUE ELEMENTARY SCHOOL	750 LAURIE AVE SANTA CLARA, CA 95054	31	2	5
NEW VALLEY HIGH SCHOOL	1875 LAWRENCE ROAD SANTA CLARA, CA 95051	13	0	2
PETERSON MIDDLE SCHOOL	1380 ROSALIA AVE SUNNYVALE, CA 94087	69	5	20
POMEROY ELEMENTARY SCHOOL	1250 POMEROY AVE, SANTA CLARA, CA 95051	33	2	7
PONDEROSA ELEMENTARY SCHOOL	804 PONDEROSA AVE, SUNNYVALE, CA 94086	34	2	7
SANTA CLARA COMMUNITY DAY SCHOOL	3450 BROOKDALE DR. SANTA CLARA, CA 95051	3	0	2
SANTA CLARA HIGH SCHOOL	3000 BENTON ST, SANTA CLARA, CA 95051	113	8	25
SCOTT LANE	1925 SCOTT BLVD,	33	2	5

ELEMENTARY SCHOOL	SANTA CLARA, CA 95050			
SUTTER ELEMENTARY SCHOOL	3200 FORBES AVE, SANTA CLARA, CA 95051-6119	27	2	5
WASHINGTON OPEN ELEMENTARY SCHOOL	270 WASHINGTON ST, SANTA CLARA, CA 95050	23	2	5
WESTWOOD ELEMENTARY SCHOOL	435 SARATOGA AVE, SANTA CLARA, CA 95050	37	2	5
WILSON HIGH SCHOOL	1840 BENTON ST SANTA CLARA, CA 95050	20	3	10
WILCOX HIGH SCHOOL	3250 MONROE ST, SANTA CLARA, CA 95051	122	8	25

SWITCHES

SCHOOL SITE	ADDRESS	CISCO WS-C3560CX-12PD-S	CISCO WS-C2960X-48FPD-L	CISCO WS-C3650-12X48UQ-S	CISCO WS-3650-8X24UQ-S
BUCHSER MIDDLE SCHOOL	1111 BELLOMY ST SANTA CLARA, CA 95050	-	1	-	-
CABRILLO MIDDLE SCHOOL	2550 CABRILLO AVE	1	1	-	-

	SANTA CLARA, CA 9505				
CENTRAL PARK ELEMENTARY SCHOOL	2720 SONOMA PL SANTA CLARA, CA 95051	-	-	6	4
HAMAN ELEMENTARY SCHOOL	865 LOS PADRES BLVD SANTA CLARA, CA 95050	-	1	-	-
WILCOX HIGH SCHOOL	3250 MONROE ST, SANTA CLARA, CA 95051	2	3	-	-
SANTA CLARA HIGH SCHOOL	3000 BENTON ST, SANTA CLARA, CA 95051	3	3	-	-
WILSON HIGH SCHOOL	1840 BENTON ST, SANTA CLARA, CA 95050	4	-	-	-
DON CALLEJON SCHOOL	4176 LICK MILL BLVD SANTA CLARA, CA 95054	1	-	-	-
WILSON HIGH SCHOOL	1840 BENTON ST, SANTA CLARA, CA 95050	1	-	-	-

	Tax			
	Freight/Shipping			
	Grand Total			