River Springs Charter School

REQUEST FOR PROPOSAL (RFP)

POE Switches, Wireless AP, Layer 7 Security Appliance

E-RATE Year 18 2015/2016

802.3af/at Gigabit Managed Ethernet Switches, 802.11ac 2.4/5 GHz Wireless Access Points, Layer 7 Security Appliance Version 2.1

Issuing Date: 2/12/2015
Revised 3/17/14
Due Date and Time: Thursday 4/3/2015 by 5:00 PM PST

River Springs Charter School
Facilities & IT Department
43174 Business Park Drive, Suite 101
Temecula, California 92590
951-252-8860
philip.hermsmeyer@springscs.org

CHANGES SINCE VERSION 1

- "RSCS SCHOOL SITE IDF SPECIFICATION" was changed to "RSCS SITE IDF SPECIFICATION"

- The following was removed from pg. 10:

  "RSCS SMALL SCHOOL SITE IDF SPECIFICATION

Part Number	**Quantity**
ES-48-500W Ubiquiti 48 Port 802.3af/at POE Switch 2 SFP/SFP+ 500W, or equivalent	3
SFPCMM1M StarTech SFP+ 10 Gigabit Ethernet Passive Twinax Cable, or equivalent	3
UAP-AC Ubiquiti 802.11ac Access Point, or equivalent	15
SMT2200RM2U APC SMART-UPS 2200VA 120V Rack Mountable, or equivalent	1
CAT6 3FT BLUE RJ45 M/M PATCH CABLE (for APs), or equivalent	15
CAT6 3FT YELLOW RJ45 M/M PATCH CABLE (for VoIP telephones), or equivalent	15"

The changes are due to the fact that all sites have the same size IDF, and that there is no longer a small school or large school IDF.

2015 POE Switches, Wireless AP, Firewall E-RATE

River Springs Charter School

E-RATE YEAR 18 (2015/2016)

Service Provider Criteria and Contract Requirements

RFP UPDATES AND Q&A POSTED TO SCHOOL WEBSITE

If it becomes necessary to revise any part of this RFP, an addendum to the RFP will be provided in writing to all Proposers as posted on the River Springs Charter School (RSCS) website. It shall be the responsibility of the potential contractors to check the website frequently for any addenda issued at

http://springscs.org/erate-rfp

All addenda and changes shall be made in writing and posted by River Springs Charter School. No oral statements by any River Springs Charter School employee shall constitute a change or addenda to this RFP, the Project documents, or any project requirement.

E-RATE SUPPLEMENTAL TERMS AND CONDITIONS

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.

- The project herein may be contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate.

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

- 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.

- 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/sp/about/obtain-spin/default.aspx
- 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://apps.fcc.gov/coresWeb/publicHome.do
- 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 will be disqualified from participation in the bidding process and will be considered non-responsive. More information about FCC Red and Green Light Status may be found at this website:
    - http://www.fcc.gov/encyclopedia/debt-collection-improvement-act-implementation
- Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2015.

- 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).

- 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). RSCS 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 RSCS 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. Alternatively, should RSCS decide that it is in the best interest of RSCS to file a Form 472, RSCS will inform the Service Provider of its intent.

- 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, RSCS will only be responsible for paying its non-discounted share.

- Service provider shall retain all documentation related to the purchase, payment, delivery and/or installation, including Forms 474 and receipt of payment from USAC, for all products and services provided to the applicant. Related documentation must be retained for a period of 10 years from the last date of service.

- Even after award of contract(s) and/or e-rate funding approval is obtained, RSCS 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 RSCS.

- Within one (1) week of award, the awarded Service Provider will provide RSCS with a bill of materials suitable for the Form 471 Item 21 Attachment. Approval for any deviation from the Item 21 Attachment must be obtained from RSCS. Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions.

- 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.

- No change in the products and/or services specified in this document orders will be allowed without prior written approval from RSCS and a USAC service substitution approval with the exception of a Global Service Substitutions.

- 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).

- 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.

- 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.

- The awarded Service Provider is required to send copies of all forms and invoices to the RSCS prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the RSCS placing the vendor on an "Invoice Check" with the USAC:

    - http://www.usac.org/sl/applicants/step02/free-services-advisory.aspx
- 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

Prospective Service Providers will be required to submit the following:

Three (3) references describing Service Provider's portfolio experience with comparable projects within a K-12 customer market; Service Provider's SPIN number; and Service Provider's FCC Registration Number (FRN). Failure by Service Provider to supply these documents shall be considered grounds for disqualification.

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. When providing cable work, Service Provider must be RCDD certified.
3. When providing cable work, Service Provider must provide as-built diagrams in electronic and paper copy formats, and cable test results within 45 days of completion of work.
4. If providing cabling work, Service Provider and its subcontractors must have ***C-7 or C-10*** License and maintain compliance with all required State of California Public Works/Prevailing Wage requirements.
5. If requested by the Applicant, Service Provider must be willing to have employees fingerprinted.
6. All product pricing provided for Form 471 purposes must be functional equivalent or better, once the Applicant has received USAC approval for purchase.
7. Service Provider shall provide references for staff to be associated with project work and implementation.
8. Service Provider shall provide **three (3)** original RFP Responses; and **one (1)** CD of the RFP submittal, including the summary sheet.

Right to Reject Any and All Quotes

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

Evaluation Criteria

River Springs Charter School (RSCS), 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, RSCS 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.

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. If material, process or article offered by service provider is not, in opinion of the RSCS, substantially equal or better in every respect to that specified, then service provider shall furnish material, process or article 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 sealed bid packet at the closing of bids. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time for performance of this contract.

Submission Instructions

Service Provider shall provide **three (3)** original RFP Responses; and **one (1)** CD of the RFP submittal. Any questions regarding RFP shall be submitted in writing to the Form 470 contact below. Email inquiries are acceptable. RSCS will not respond to phone call inquiries.

E-mail inquiries should be sent to the following e-mail address:

philip.hermsmeyer@springscs.org

All RFP responses must be submitted **BY Friday April 3rd, 2015 at 5:00 PM PST** to the contact information on the first page.

REQUEST FOR PROPOSAL (RFP)

River Springs Charter School

E-RATE YEAR 18 (2015/2016)

PROJECT SPECIFICATIONS

POE Switches, Wireless AP, Layer 7 Security Appliance & Firewall

The Goal: To provide qualified vendors with the necessary information and specifications to allow them to respond with a solution that they determine best meets those requirements.

RSCS is seeking to replace obsolete and energy inefficient POE and non-POE 100BaseT Ethernet Switches, obsolete non-802.3af compatible Wireless Access Points (AP), and an inadequate open-source layer 3 firewall/CIPA-compliant security appliance. The project would include replacing the obsolete equipment in existing racks in some cases, and in others providing new racks and mounting hardware. Vendor will be responsible for pulling any required cabling and replacing the obsolete wireless access points.

The proposed solution price must include a complete bill of materials, applicable sales tax, applicable shipping, and installation/professional services.

Vendors are encouraged to attend a non-mandatory job walk on Monday February 23rd, 2015 at 3:30 PM PST sharp. Vendors are to meet at the following location, and ask for Dan Pavia, Dammon Copley or Philip Hermsmeyer:

River Springs Charter School
Temecula Student Center
43040 Margarita Road
Temecula, CA 92591
951-252-8859

Maintenance and Support Costs

Proposals must include detailed pricing for extended warranties, annual maintenance fees or any other costs that RSCS might, at its option, incur after initial manufacturer warranties have expired. Include in the proposal the terms of any such warranties and service agreements.

Installation and Configuration Phases

Deployment of proposed wireless infrastructure will be divided into four major phases: (1) installation of network switches at RSCS school sites; (2) installation of APs and cabling where needed, also at the school sites; (3) installation and configuration of Layer 7 security appliance and firewall at the RSCS data center; (4) verification and documentation.

1. Network Switch Installation and Configuration: Network switch equipment provider will rack network switches in RSCS designated Data Center, MDF, or IDF locations. Switches will be connected to the network and configured to work seamlessly or with little modification of existing RSCS switches, routers and other network devices. Network switch equipment provider will hand off the completed installation by supplying detailed documentation of the

running configuration for all installed equipment and on-site review of these configurations with RSCS technical staff.

2. Cabling and WAP installation: Cabling providers will install Cat 6 level cables (where needed) between each WAP location and the closest IDF. Cables will originate on contractor supplied patch panels in each IDF and will land on a proper Cat 6 level jack within 3 feet of designated WAP locations. Any surface mount cabling must be in conduit or raceway. Exposed wiring or patch cables will not be accepted. Cabling providers will test and certify each cable from IDF to jack, mount the WAP and install a contractor supplied patch cord between the WAP and jack. Any WAP controller, if provided, will be connected to the network and configured to work seamlessly or with little modification of existing RSCS switches, routers and other network devices. All new deployed WAPs will be discovered, joined to the network, and configured to work seamlessly with the existing network. Proper function of each access point will be verified by authenticating to the RSCS LDAP server in network and accessing the Internet. Wireless equipment provider will hand off the completed installation by supplying detailed documentation of the running configuration for all installed equipment and on-site review of these configurations with RSCS technical staff.

3. Controller Installation and Configuration: Wireless Equipment provider will rack controllers in RSCS designated Data Center or MDF location at each school site.

4. Verification and Documentation: Upon completion of all work, the contractor is to provide a complete Visio set of drawings and a complete list of all items installed and tasks completed. The cabling and pathways items shall be presented on separate lists from the network equipment.
   - Specific inspections shall include and not be limited to:
     - Cabling dress in all cabinets and AP's.
     - Labeling of all cabling in compliance with project specifications.
     - Proper operating of Network Equipment.
     - Verification of manufacturer, part number and serial numbers of network equipment.

MINIMUM TECHNICAL REQUIREMENTS

In additions to the requirements listed below, the equipment included in the proposals needs to at least meet the following minimum requirements:

- A minimum of one Access Point (AP) for each classroom, and a sufficient number of AP access points in multipurpose rooms, office spaces, conference rooms and other non-classroom spaces to ensure proper coverage within and directly around the outside of all school buildings
- On-site or cloud-based wireless AP controller with capacity to manage the number of access points as determined
- Web based management (HTTP/HTTPS)
- Interoperable for 802.11bgn/ac

- 802.3af/at POE powered
- Multi-cast Compliant
- IPv4 and IPv6 compliant
- Support Jumbo Packets
- Provide Mean Time Between Failures
- Ability to be centrally managed
- Ability to integrate with LDAP directory
- Ability to integrate with AAA
- Ability to verify a username and password against an LDAP directory using a Linux, FreeBSD or Windows device without having to make manual configurations to the device
- Ability to manage and maintain separate user groups
- Ability to securely manage groups within both a single broadcast domain and within a routed environment

SCHOOL SITE ETHERNET SWITCHES & WIRELESS AP HARDWARE SPECIFICATIONS

RSCS has standardized on Ubiquiti UniFi hardware at several of its existing school locations. RSCS welcomes bids from alternative manufacturers as long as they meet, exceed, or offer equivalent equipment to the current RSCS standard. Please see the section "Trade Names and Alternatives" in this RFP for further information.

RSCS SCHOOL SITE IDF SPECIFICATION

Part Number	Quantity
ES-48-500W Ubiquiti 48 Port 802.3af/at POE Switch 2 SFP/SFP+ 500W, or equivalent	6
SFPCMM1M StarTech SFP+ 10 Gigabit Ethernet Passive Twinax Cable, or equivalent	6
UAP-AC Ubiquiti 802.11ac Wireless Access Point, or equivalent	30
SMT2200RM2U APC SMART-UPS 2200VA 120V Rack Mountable, or equivalent	2
CAT6 3FT BLUE RJ45 M/M PATCH CABLE (for APs), or equivalent	30
CAT6 3FT YELLOW RJ45 M/M PATCH CABLE (for VoIP telephones), or equivalent	30

RSCS SCHOOL SITE MDF SPECIFICATION

Part Number	Quantity
ES-48-500W Ubiquiti 48 Port 802.3af/at POE Switch 2 SFP/SFP+ 500W, or equivalent	2
SFPCMM1M StarTech SFP+ 10 Gigabit Ethernet Passive Twinax Cable, or equivalent	2
UAP-AC Ubiquiti 802.11ac Access Point, or equivalent	6
SMT2200RM2U APC SMART-UPS 2200VA 120V Rack Mountable, or equivalent	1
CAT6 3FT BLUE RJ45 M/M PATCH CABLE (for APs), or equivalent	6
CAT6 3FT YELLOW RJ45 M/M PATCH CABLE (for VoIP telephones), or equivalent	6

RSCS CENTRAL DATA CENTER LAYER 7 SECURITY & FIREWAL HARDWARE SPECIFICATIONS

RSCS has created its own security appliance by combining industry-standard PC server hardware with open source software based on the Linux operating system.

Two servers are configured in High Availability (HA) hot standby with active synchronization and automatic failover.

The servers sit at the center (the hub) of the RSCS network and are connected at 1 Gbps to the public Internet via Time Warner Business Class Fiber. Twelve remote school sites (the spokes) connect to the central hub with 100 Mbps Metropolitan Ethernet connections also with Time Warner Business Class Fiber. Any proposed replacement must support the following:

- Increasing the public Internet connection speed from 1 to 10 Gbps
- Increasing the number of spokes from 12 to 20
- Increasing the speed of each spoke from 100 Mbps to 1 Gbps

A variety of unrelated open source project security tools provide firewall services, intrusion detection, captive portal and a Children's Internet Protection Act (CIPA) compliant content filter. These open source tools include:

- pfSense FreeBSD firewall and router
- Squid proxy & Diladele Web Safety CIPA content filter
- PacketFence network access control (NAC)
- ntopng network performance monitoring

An example of a Layer 7-aware security appliances with CIPA-compliant web filtering that is sized for the school's network is:

Palo Alto Networks:
(1) PAN-PA-7050-AC Palo Alto Networks Firewall Chassis
(1) PA-7000-20G-NPC main board
- Firewall Throughput of 20 Gbps
- Threat Prevention throughput of 10 Gbps
- 120,000 connections per second
- Maximum ip4 or ip6 sessions of 4 million

SCHOOL LOCATIONS AND FURTHER INFORMATION

SCHOOL #1: Temecula Student Center (TK-12)
43040 Margarita Road, Temecula CA 92562
PHONE: (951) 225-7400

- 1 MDF and 2 IDFs

SCHOOL #2: iShine Student Center (TK-8)
42145 Lyndie Lane, Temecula CA 92562
PHONE: (951) 225-7500

- 1 MDF and 2 IDFs

SCHOOL #3: Murrieta Student Center (TK-12)
41862 Kalmia Street, Murrieta CA 92562
PHONE: (951) 225-7250

- 2 MDF and 2 IDFs

SCHOOL #4: Lake Elsinore Student Center (TK-8)
31910 Mission Trail, Lake Elsinore CA 92530
PHONE: (951) 225-7650

- 1 MDF and 1 IDF

SCHOOL #5: Hemet Girard Student Center (TK-12)
105 North Girard Street, Hemet CA 92544
PHONE: (951) 225-7150

- 1 MDF and 1 IDF

SCHOOL #6: Hemet Quest Student Center (TK-8)
790 West Acacia Avenue, Hemet CA 92544
PHONE: (951) 225-7600

- 2 MDF and 2 IDFs

SCHOOL #7: Magnolia Academy (TK-12)
4260 Tequesquite Avenue, Riverside CA 92501
PHONE: (951) 225-7200

- 1 MDF and 2 IDFs

SCHOOL #8: Jefferson Student Center (TK-12)
4020 Jefferson Street, Riverside CA 92504
PHONE: TBD

- 1 MDF and 2 IDFs

SCHOOL #9: Riverside Student Center (TK-8)
3050 Chicago Avenue, Riverside CA 92507
PHONE: 699-9548

- 1 MDF and 1 IDFs

SCHOOL #10: Flabob Preparatory Academy (7-12
4130 Mennes Avenue, Jurupa Valley, CA 92509
PHONE: (951) 225-7100

- 1 MDF and 1 IDFs

SCHOOL #11: Corona Student Center (TK-8)
510 West Second Street, Corona CA 92882
PHONE: (951) 225-7550

- 1 MDF and 1 IDFs

SCHOOL #12: Norco Student Center (TK-12)
3178 Hamner Avenue, Norco CA 92860
PHONE: TBD

- 1 MDF and 2 IDFs

PRICING SUBMISSION INSTRUCTIONS

Please submit quotations by school, as well as a summary page, and include the following:

Part #	Description	Quantity	Unit Price	Extended Price	Sales Tax	Installation	Shipping	Total Cost	E-rate Eligible Y or N

Installation, shipping, and sales tax are to be included in the quotation.