Request for Proposal

Haskell
CONSOLIDATED INDEPENDENT SCHOOL DISTRICT

Table of Contents

1. Overview of the Haskell CISD
2. Background of Network
3. Services Requested
4. ESSER and General Requirements
5. Proposal Process

Haskell CISD Request for a Wireless Network Proposal

Haskell CISD has a wireless network that requires the replacement of aging wireless access points and controller deployed at Haskell CISD. Haskell CISD Request for Proposal Wireless Network requests bids for wireless access points and controller for all Haskell CISD facilities. All Access points need to be replaced at a number of locations at Haskell CISD facilities. The Haskell CISD access points and controller replacement goal is to provide wireless services to Haskell CISD for use of collaborative education serving the needs over the next five years to seven years with the latest wireless technology.

The Haskell CISD provides wireless services for student, faculty, and guest access during district events. The need for wireless services grows in importance with the greater number of online tools and resources, looking towards a 1:1 environment, and having more internally managed mobile devices connecting to a secure wireless network.

1. Overview of the Haskell CISD

Haskell CISD operates and administers technologies, and related support services for education to K-12 students.

The shared technologies and services administered and supported by Haskell CISD include:

- Possible 1:1 initiative in the coming years
- Approximately 535 students and 68 faculty
- Management of 844 Servers, PC's and laptops for students and faculty.
- Electronic collaboration system(s) including Google Apps for Education.
- Local Area Network linking closets connecting a wide variety of devices to the Internet.
- Wireless networking including a guest Wi-Fi network for district events.

2. Background of Network

Haskell CISD maintains and manages the network that interconnects all Haskell CISD facilities. Network responsibilities include:

- Internet access for all faculty and students computers.
- Internet filtering on all faculty and students computers as mandated by CIPA and the E-rate funding.
- Design and ongoing management of high speed and high availability network to link all points of service.

- Haskell CISD has a wireless network that is designed to support secure access.
- Management of network service providers including contract negotiation, billing, service level management, and repair management.
- Design and consulting support for local networks.
- File storage and reliable data backups.

Within the school district all network drops are EIA/TIA 568A (Category 5e) wiring or better.

The current network equipment is Ruckus ICX 7150 POE+ switches.

Haskell CISD utilizes 53 Fortinet AP822e Access Points with 3 Spares. We have an on-precise Fortinet FortiWLC 200D controller.

3. **Services Requested**

The purpose of this RFP is to secure a wireless network to address the following;
   a. Replace older and additional wireless access points to support 802.11ac and 802.11ax.
   b. Implement solutions that enhance management capabilities and support future technologies and services;

Our major goals include:

a. Equipment
   The program should offer products that replace older model wireless access points. There are approximately 56 existing access points, with additional access points for increased capacity possible. The total number of devices will be finalized at time of contract signing, as quantities and locations may change. The new equipment must support the following standard features:

   Wireless Equipment should support Wi-Fi 6 802.11ax and backwards compatible to Wi-Fi 5 802.11g/n/ac and ac wave 2 standard.

   - The system should be only new, not refurbished or reconditioned equipment.
   - The system should be Wi-Fi 6 Certified for 802.11.ax.
   - The system should be Wi-Fi 5 Certified for 802.11g/n/ac. 802.11.ac wave 2.
   - Dual radio, 5-Ghz 802.11n/ac and 2.4 Ghz 802.11g/n
   - Each access point should have at least 1-gigabit Ethernet port.
   - 802.3at Power over Ethernet (POE+)
   - Each access point should support VLAN tagging on individual SSID's.
   - Each access point should have the ability to switch radios from the 2.4 GHz spectrum to the 5 GHz spectrum seamlessly.
   - Local switching
   - Each access point should be able to load balance traffic across all available radios.
   - Mounting brackets

- 3 warranty warranties on equipment bundled
- Software and firmware updates for 5 years bundled

b. Centralized Management

Haskell CISD seeks additional tools and technologies to better support the wireless network purchased through this RFP process.

Centralized management of proposed access points, including:
- Configuration management
- Global configuration changes
- Ability to load floor plans into the centralized management to create heat maps
- Monitoring capabilities for spectrum analysis and wireless intrusion detection/ protection
- Radio management that assigns channels, helps avoid RF interference
- Security options including WPA2, 802.1X with Radius secure authentication and rogue access point detection
- Auditing
- Delegated administration

4. **ESSER and General Requirements**

Haskell CISD intends to use ESSER Funds to purchase the Wi-Fi system. All Bidders must meet the following terms and conditions and all E-rate requirements.

a. Bidders must have an understanding of the E-rate program, and E-rate Category 2 requirements specifically. Although the wireless system is being paid for with ESSER Funds, any expansion or replacment of equipment needs to be E-Ratable.
b. The Bidder must have a valid Service Provider Identification Number (SPIN) and Federal Communications Commission Registration Number (FCCRN) and include this information in the bid. The Haskell CISD will not consider any proposals without a valid SPIN.
c. Bidders must indicate their current status with the FCC and whether they have previously violated any E-rate requirements or have been "red-lighted" and if so, explain why.
d. Bidders must submit their proposed contract with the bid response and must certify understanding that all services and terms of the final contract will be negotiated.
e. Bidders must make known the terms of agreements or those dependencies the bidder has with any third party that could potentially prevent them from providing the products and/or service levels being proposed.
f. Contracts may be dependent on the Haskell CISD's ability to secure funding through the ESSER Funds program.
g. The Bidder must agree to comply with all other requirements of the Federal Universal Service Fund (E-rate) program. Any program violations that are the fault of the Bidder, and not Haskell CISD, will be the responsibility of the Bidder to resolve and the Bidder agrees to be solely responsible for any costs related to such violations.

h. Haskell CISD will not consider any partial bids and reserves the right to unbundle any or all proposals and award multiple contracts based on price, availability,and products when, in Haskell CISD's judgment, it best serves the district. Haskell CISD reserves the right to seek additional or fewer quantities than provided in this RFP.

i. This RFP is made without any previous agreement with any other person, firm or corporation making a bid for the same purpose, and is in all respect fair and without collusion or fraud.

j. Haskell CISD reserves the right to alter or cancel the Haskell CISD Request for a Wireless Network Proposal at any time.

k. Haskell CISD reserves the right to reject any and all proposals for any reason.

l. Proposals submitted in response to this RFP shall become the property of Haskell CISD. Haskell CISD will share all proposals with internal staff and board members. All proposals received shall remain confidential, with the exception of any information disclosed when Haskell CISD is legally required.

Proposal Process

a. Proposal Delivery
    I.   **RFPs should be submitted no later than 9:00 AM CT on November 5th, 2021.**
    II. All RFPs should be submitted via email to:

        John Rutkowski
        Haskell CISD
        jrutkowski@haskell.esc14.net

b. For questions or comments regarding this RFP process or the RFP document, please submit your questions or comments in email. You may submit requests for information and/or clarification in writing until 4:00 pm Thursday, October 28th, 2021. If it becomes necessary for Haskell CISD to revise any part of this RFP, or to provide clarification or additional information after the documents are released, Haskell CISD will post addendums to the Haskell CISD district webpage under Wireless RFP.

        Please submit questions via email to:

        John Rutkowski
        Haskell CISD
        jrutkowski@haskell.esc14.net

c. This RFP is referenced by HCISD-Wireless RFP. This reference number should be included in the subject line of all inquiries and RFP submissions. Follow the following guidelines for your proposal format:

I.   **Cover Letter** (maximum 1 page)

II.   **Proposal Summary**
Please summarize your response and your company's qualifications. Additionally, you may use this section at your discretion to explain why your company's products and services are uniquely suited for enterprise wireless networking.

III.   **Services Requested**
Response to the goals outlined under section Services Requested. These include:

- Creation of a program to replace the wireless network at Haskell CISD facilities. This program is currently estimated to replace approximately 56 access points although actual quantities may vary. The number of total APs could potentially grow because of 1:1 initiative and to cover all spaces within the facilities. The total number of access points will be finalized at time of contract signing, as quantities and locations may change.
- A mandatory walk through/site survey is required of the Haskell CISD facilities for determination of quantities and locations of access points. Heat maps are to be provided to the district from the survey. The site survey will not be a cost charged to the Haskell CISD.
- Additional features and functionality of proposed products that enhance the delivery of existing or new services to Haskell CISD. These could include things like centralized management, heat maps, detection of interference devices and rogue access points.
- Monitoring tools and ongoing maintenance should also be included in responses.
- Access points must be engineered to obtain maximum performance using techniques such as installing them below the tile on the ceiling grid, avoiding light fixtures, etc.
- Wireless must be capable of handling 1000-2000 devices. Capacity to include 60 devices per room in multiple adjacent rooms. End to end coverage.
- Replacement of the Cat5e wiring in place with any additional applicable wiring for access points using Cat 6 or 6A cabling. Two cat 6 or 6A drops per access point
- The plan for equipment must include new, not refurbished or remanufactured equipment
- Documentation supporting the estimated life cycle of proposed products and product families, warranties and maintenance contracts, and any other information that would support an ongoing replacement program.
- This particular RFP seeks to replace the approximately 56 Fortinet wireless access points and controller currently deployed at Haskell CISD. Proposals should focus on the estimate of potential access points, and their management.

- Installation, activation and configuration and fine tuning of the access points and controller must be completed by the vendor and configured to Haskell CISD standards.

IV. Cost Proposal

Pricing tables must be included for services as proposed by the vendor. Additionally, the cost proposal should address the following points:

- Vendors should provide separate pricing schedules for each component you are responding to: access points, software, installation, etc. **It is Haskell CISD's expectation that proposed prices will be honored throughout the term of a negotiated agreement.**
- Vendors must propose a complete solutions. Haskell CISD welcomes cost-effective alternatives to products or designs which the vendor deems to be worthy of consideration. In cases where an alternative is being suggested, we request that you provide the rationale for the alternative.
- Please list all one-time charges and fees, such as for installation.
- Please describe your preferred pricing strategy for the products and services you would propose.
- Please list any optional or supplementary products or services you are proposing and the benefit to the Haskell CISD, and how they would be priced.
- Please indicate the assumptions you used to develop the pricing strategy, or any other part of your proposal.

V. Requirements
Response to each of the terms and conditions identified in the section *E-rate and General Requirements*

VI. Client References
Haskell CISD would like 3 references from the vendor. Please supply the following information for each reference:

- Name of educational institution or company.
- Number of employees.
- Contact name and phone number.
- Approximate number of locations.
- Approximate number of access points.
- Vendor products currently in use.

d. **Basis of Award -** Awards will be granted to the most cost-effective solution that best meet the goals of a developing wireless replacement program. In keeping with the guidelines price will be the most heavily weighted factor, but not the sole factor in evaluating proposals. Other factors of consideration may include, but are not limited to service scalability, reliability, management capability, industry position, and flexibility of terms and arrangements. The customer does not guarantee any award of contract by submitting a RFP.

e. The Haskell CISD will not be liable in any way for any costs incurred by Vendors for on-site surveys, preparation of their proposals in response to this RFP nor for the presentation of their proposals and/or participation in any discussions or negotiations.

f. Vendors must submit proposals that are complete, thorough and accurate. Brochures and other similar material may be included, but should be relevant to the RFP.