

## **REQUEST FOR PROPOSALS:**

**Network Switches, Wireless AccessPoints,  
UPS, and Wireless AccessPoints Controller**

**ERATE BID SPECIFICATION PACKAGE**

**For:**

**Jones-Wheat Elementary School**

## **Project Objectives:**

### **1.0 Objective**

Decatur County Schools intends to upgrade wireless network electronics at Jones-Wheat Elementary School, 1401 E. Shotwell St. Bainbridge, GA 39819.

### **1.1 Evaluation Methodology**

Each proposal will be evaluated based on criteria and priorities defined by the Decatur County Schools Board of Education and SLD requirements. The BOE will decide the best submissions that are in the best interest of the long-term technology plan, not necessarily the lowest price. Proposals will first be evaluated based upon the base requirements. The evaluation criteria include, but are not limited to, the following:

- 1) Vendors overall performance record based on available references, reliability, and meeting of the requirements as defined in the Vendor Qualifications described in this RFP.
- 2) Vendor's ability to meet all the requirements detailed in the RFP. All components should be a national brand name and where possible, the BOE technology preferred model.
- 3) Ability to have an engineer for warranty service within four (4) hours of Bainbridge.
- 4) Best overall value and in the best interest of the Decatur County Schools Board of Education
- 5) Vendor agrees to provide a completed Category Two – Internal Connections (V18.1 or greater) USAC approved template for uploading to EPIC. Template and directions can be found at [https://www.usac.org/sl/applicants/step03/form-471.aspx/#bulk\\_upload\\_templates](https://www.usac.org/sl/applicants/step03/form-471.aspx/#bulk_upload_templates)**
- 6) All items will be dropped shipped to: Jones-Wheat Elementary School 1201 Martin Luther King Jr. Drive Bainbridge, GA 39819. Equipment will be installed by the Decatur County Technology Department.**
- 7) Decatur County Schools will only accept discounted billing. Vendor agrees to bill Decatur County School System for the “non-discount amount”.

**TERMS AND CONDITIONS OF REQUEST FOR PROPOSAL (RFP)****Response Submission**

Responses to this RFP must be submitted and delivered to the Decatur County School Board of Education by no later than 2:00 pm on 1/30/2019. The RFP must be submitted to Mr. Steve Dunn, Technology Director, Decatur County Board of Education. It is the sole responsibility of the respondents to ensure that their responses arrive in a timely manner. The Customer reserves the right to reject all late arrivals. Envelopes containing RFP's shall be so marked as to be easily identified as containing RFP proposals. The outside of the envelope shall be identified as follows:

**ERATE 2019 JWE BID**

Mr. Steve Dunn, Technology Director  
Decatur County Schools Board of Education  
100 S. West St.  
Bainbridge, Georgia 39817

**NOTE:**

**Each package submitted must include BOTH a hard copy of the proposal and an electronic copy of the proposal and a completed Category Two – Internal Connections (V18.1 or greater) USAC approved template for uploading to EPIC. The electronic media must be stored on either a CD/DVD or jump drive.**

**Oral, telephone, email, or fax bids** shall not be considered, nor will modifications of proposals by such communication be considered. Delivery of the proposals will be considered authorized by The Vendor to supply SLD approved contract (s) for 471 use, if awarded. Vendor agrees to supply the BOE with all required 471 paperwork in approved format to meet filing deadlines.

**2.1 Bidders' Conference/Site Visit**

Vendors are recommended to view the school location (s) as needed. Appointments may be made by calling Steve Dunn, Technology Department, at the Decatur County Board of Education offices (229-248-2200) between the hours of 10 a.m. and 2:00 p.m. for the purpose of reviewing plans or information requests. Vendors who schedule appointments must be qualified as per vendor qualifications listed in this RFP.

## 2.2 Subcontractors

Subcontractor work **is not acceptable** by the Decatur County BOE for technology projects. We expect The Vendor to perform all service with in-house personnel. Microsoft Engineers, RCDD and Ga. Low Voltage holders must be full time employees. *Each vendor must be contractor certified in their respective hardware (i.e.; cable, patch panels, fiber, etc).* All employees must be insured. Borrowed certifications will result in bid rejection and certification proof will be checked by the Decatur County BOE.

## 2.3 Addenda

Any interpretation, correction, or change of the RFP will be made by updating the RFP on the DCBOE Request for Bids/Proposals web site. It is the responsibility of vendors to check for changes made to the RFP.

## 2.4 Financing

After notification of award, The Vendor will receive purchase order(s) for the products and services for which The Vendor will be responsible as a result of the RFP. This project is projected to be funded through ERATE. The actual installation of this project is totally contingent on ERATE approval. Each vendor must supply a SPIN number on your bid response. Purchase order(s) will show the amount that is the responsibility of the local school system. **The final payment of this project will be made only after an extensive final walk-through at the completion of the installation. The Decatur County BOE will strictly enforce the bid guidelines and the quality of the installation.** Final testing will take place in the presence of a designated technology staff member. The Decatur County Schools Technology Staff will have total discretion to request any needed changes to meet current national, state, or industry standards.

## 2.7 Warranty

The Vendor shall fully warrant with the manufacturer's warranty all items provided under this RFP against defects in material and workmanship for the ERATE funding year. *Primary warranty response is to come from the awarded vendor and should be on a per equipment basis on the RFP and detailed in the Bid Proposal.* The vendor will also be expected to provide on-site service in addition to the manufacture warranty, so please list this service in detail.

## 2.8 Right to Reject

The BOE reserves the right to accept or reject all proposals or sections thereof and when the rejection is in the best interest of the Decatur County School District. The Customer reserves the right to award without further discussion. Therefore, responses should be submitted initially with the most favorable terms that The Vendor can propose.

The BOE reserves the right to reject the proposal of a Vendor whom in the opinion of the Technology Department is not in a position to adequately perform the contract.

Contracts will be awarded to the highest ranked Vendor using an ERATE formula where it is in the best interest of the Decatur County School System.

## 2.9 Discount Billing

Decatur County Schools will only accept discounted billing. Vendor agrees to bill Decatur County School System for the “non-discount amount”.

## 3.0 Bid Scale

In addition to RFP specifications, evaluation of all proposals will be based on the following grid criteria:

Factor	Weight
Price (Alcatel Solution)	35%
Price (Non Alcatel Solution)	30%
Technical Qualifications	10%
In Area Engineer	10%
Prior ERATE experience	10%
Established DCBOE vendor	5%
Total	100%

**STRUCTURED NETWORK SCOPE OF PROJECTED WORK**

*Jones-Wheat Elementary School*

The scope of this project is to update the infrastructure within the school.

As detailed parts list and pricing of ALL items to be installed must be included with the bid. This detailed parts list must be submitted using an approved USAC “Bulk Upload Template” Excel spreadsheet Attachment. Information can be found at [https://www.usac.org/sl/applicants/step03/form-471.aspx/#bulk\\_upload\\_templates](https://www.usac.org/sl/applicants/step03/form-471.aspx/#bulk_upload_templates) .

Listed below is the preferred brand. Bids with models equal to or better will be accepted. Model numbers listed below are listed as a minimum reference only. Vendors may submit bids for equipment equal to or better. Optional models must work within current Alcatel-Lucent switch configuration. All equipment bids must be submitted as complete. If substituted equipment needs optional add on components, these components must be included in bid.

**All items will be shipped to:  
 Jones-Wheat Elementary School  
 1401 E. Shotwell St.  
 Bainbridge, GA 39819**

**The Technology Department of Decatur County School System will install the Access Points and switches. Vendor must install and configure controller.**

Product	Description	Qty.
OAW-AP1221-US	Indoor Mid-end Enterprise 802.11ac MU-MIMO AP, Dual-Radio, 11n 2x2:2 + 11ac 4x4:4, 1x GbE, 1x USB, 1x Console, and integrated antennas, and drop ceiling mounting brackets. Must include connection license for interfacing with wireless controller.	50
OAW-AP1231-US	Indoor High-end Enterprise 802.11ac MU-MIMO AP, Tri-Radio, 11n 4x4:4 + 11ac 4x4:4 + 11ac 4x4:4, 2.5GbE+1GbE, integrated BLE, 1x USB, 1x Console, integrated antennas. Include drop ceiling mounting brackets. Must include connection license for interfacing with wireless controller.	8
OAW-AP1251-US	High performance and rugged supports the IP67 standard for harsh outdoor environments, such as exposure to high and low temperatures, persistent moisture and precipitation, and electrical interfaces include industrial strength surge protection. Supports a maximum concurrent data rate of 1.267 Gb/s (867 Mb/s in 5 GHz and 400 Mb/s in 2.4 GHz), and dual Gigabit Ethernet links, integrated omni-directional antennas, ideal for	7

	medium density outdoor environments. Must include mounting brackets. Must include connection license for interfacing with wireless controller.	
	60 watt POE Injector compatible with OAW-AP1221-US & OAW-AP1231-US	27
OS6450-P48X	OS6450-P48X Gigabit Ethernet 1RU chassis. 48 PoE 10/100/1000 BaseT, 2 fixed SFP+ 1G/10G ports, 1 expansion slot. 10G uplink speed enabled. Includes internal AC PSU, US power cord, user manuals access card, mounting hardware, RJ-45 to DB-9 adaptor.	3
OS6450-P48	OS6450-P48-US OS6450-P48 Gigabit Ethernet 1RU chassis. 48 PoE 10/100/1000 BaseT, 2 SFP+ 1G/10G ports, one expansion slot. Includes an internal 780W PoE PSU, power cord, manuals access card, RJ-45 to DB-9 adaptor	5
OS6450-XNI-U2	10 Gigabit SFP+ stacking module. Supports 2xSFP+ 10 Gigabit ports	16
OS6450S-C60-S	Single packed 60 centimeter long SFP+ direct stacking cable for OS6450 10, 24 and 48 port models	7
OS6450-CBL-3M	3M meter long SFP+ direct stacking cable for OS6450 10, 24 and 48 port models	1
OAW-SOV4-US	Wireless Controller for OmniAccess Stellar Access Points	1
Online 1500 UPS	Uninterruptible Power Supply (UPS)/Battery Backup for Wireless Controller.	1

**NOTE: DCBOE reserves the right to adjust the quantity of products according to individual product cost. This adjustment will be based upon USAC's Allocated Pre-Discount amount.**