

## Request for Quote – E-Rate Eligible Services

### Scope of Work - Wireless LAN and Cabling for Access Points

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**Due Date: Allowable Contract Date from Posted 470**

The Pima Unified School District is requesting quotes for a Wireless Local Area Network as identified in the specifications below. The contract start date is anticipated to be April 1, 2015 or upon notification of approval of E-Rate funding for this project; at the District's discretion. In any case, no work will begin prior to April 1, 2015.

There will be NO vendor walk-through scheduled.

The District is seeking services and pricing through an approved State Master Contract or other Cooperative Purchasing Contract that is acceptable according to the Arizona State Procurement Rules. Please be advised that this is a Request for Quote and not a formal sealed RFP/Bid process. Arizona State Procurement Code requires a formal sealed bidding process; or purchasing from an approved cooperative purchasing contract, or compliant consortium procured contract for any award in excess of \$100,000.00. **Any quote/proposal whose total value exceeds \$100,000.00 and is not linked to a current approved cooperative purchasing contract, or a compliant consortium procured contract will be disqualified by Arizona State Procurement Code.**

If you need further information please contact Jerryd Kieffer via email at [jkieffer@pima.k12.az.us](mailto:jkieffer@pima.k12.az.us).

#### **General Specifications:**

1. The pricing quoted must be compliant with the prospective vendor's State Master Contract or Cooperative Purchasing Contract pricing structure.
2. A copy of any and all contracts that the district will be expected to sign must accompany the quote provided. All original contracts offered should not expire prior to September 30, 2016, and should include specifications that allow for extensions at the discretion of the applicant; not to exceed a total of 60 months.
3. All quotes must clearly identify the prospective vendor's Cooperative Purchasing Contract number, if applicable, and E-Rate SPIN.
4. Please quote the cost for all material, supplies, racks, raceways, brackets, cable trays, J-hooks, conduit, trenching, and labor; including any costs for campus assessment, project management, documentation, contingency, travel, taxes, etc. All items on the Required Equipment List must be quoted; no partial quotes will be accepted.
5. The products quoted must be eligible for E-Rate under the Internal Connections provision compliant with the Schools and Libraries Division Eligible Services List for the current funding year. The costs for services not eligible for E-Rate must be clearly

itemized separate from eligible services.

6. Any pricing proposed must comply with the FCC Lowest Corresponding Price Rule as required by the Universal Service First Report and Order, and restated in the FCC E-Rate Modernization Report and Order, adopted July 11, 2014. The FCC Lowest Corresponding Price rule prohibits an E-rate services offeror from offering or charging E-rate applicants a price higher than the lowest price that the offeror charges to non-residential customers who are similarly situated to a particular school, library, rural health care provider or consortium that purchase directly from the offeror.
7. The District will evaluate all compliant quotes received, and reserves the right to select the quote that is the most cost effective, compliant with FCC Fair and Competitive Bidding Rules.

**Failure to comply with these general specifications may be grounds for disqualification and award may be made to the next most cost effective provider.**

### **Vendor Qualifications:**

1. The vendor must specify the number of years of previous experience with the equipment brands proposed.
2. Please include a statement with your quote indicating the level of partnership your organization has with the original equipment manufacturer being proposed.
3. Provide three references including the name of organization, address, contact person, and phone number for which a comparable installation was successfully completed.

### **Evaluation Criteria:**

Evaluation of the quotes provided will be based on the following criteria in order of priority:

1. **Cost of ELIGIBLE Services** – Primary evaluation factor.
2. **Cost of INELIGIBLE Services**
3. **Equivalence of Technical Design/Meets Scope of Work** – Conformance with general and technical specifications.
4. **Vendor Qualifications/Level of Partnership with OEM** – Vendor’s experience, level of partnership with the original equipment manufacturer, and strength of references.

## **WLAN Equipment Specifications:**

1. It is anticipated, considering the size of each campus that up to 60 access points will be required. There 21 existing wireless access points that will need to be replaced. In order to provide increased coverage density, up to an additional 39 wireless access points may be required. The successful vendor will provide a complete survey and assessment of the campus to determine an accurate number of AP's and placement to provide adequate coverage and bandwidth. Additionally, the successful vendor will provide as-built documentation, including a Heat Map, at the conclusion of the installation.
2. The preferred equipment brand is Cisco. However, equivalent brands can be quoted and will be considered. Please include a statement with your quote indicating the level of partnership your organization has with the original equipment manufacturer being proposed.
3. A wireless network that doesn't use a WLAN controller will be considered if the product provides a central point of management for the AP's.
4. All equipment installed will be labeled by the successful vendor using durable labels. Labels will identify E-Rate year and E-Rate Funding Request Number.
5. **Warranty.** The minimum acceptable warranty period is 3 years. The warranty quoted must include equipment replacement. Specify the bundled warranty period for all equipment quoted. If there is a cost to extend the warranty to meet the minimum requirement, please include this cost in the quote under ineligible for E-Rate support. The District reserves the right to decline to purchase ineligible extended warranties, or selectively purchase ineligible warranties for critical equipment only.

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## **Required Equipment List:**

<b>Make/Model*</b>	<b>Description</b>	<b>Minimum Quantity</b>
<b>Cisco Aironet 1700 Series</b>	802.11ac Access Points	60
<b>Cisco 5500 Series</b>	Wireless Controller	1
<b>Cisco -</b>	Switch Aggregation Switch - minimum 16 ports	1
<b>Cisco</b>	48 Port POE+ Switches	13
<b>Cisco</b>	24 Port POE+ Switches	4
<b>Cisco Aironet 1130</b>	Wireless Controller Licenses for Older APs	5

\*Other brands will be considered if they provide the same functionality.