Request for Proposal for New Wireless Infrastructure and Equipment for the Darlington School District, Darlington, Wisconsin

The Darlington School District with its district office located at 11630 Center Hill Road, WI 53530 is seeking proposals in conjunction with the federal Universal Services E-rate Program for new Category 2 data infrastructure to be installed throughout its listed school sites.

The Darlington School District presently has older data Internet infrastructure and equipment that needs to be replaced in order to access the Internet and to exchange information between/among its locations.

The Darlington School District participates in the E-rate program and is reimbursed in the 70% discount level overall. We are seeking firm, cost proposals from qualified Enterprise level vendors offering mainstream equipment that is proven and operable in ample numbers of schools in the immediate local area.

Implementation of the following equipment list is fully dependent on E-rate approval and the Darlington School District Board of Education approval.

Vendors must provide the Lowest Corresponding Price, or LCP, for all of their service and equipment offerings per E-rate rules.

**Scope of Work for Category 2 Wireless Access Infrastructure Including:** Wireless Access Points, WAP Controller, Power over Ethernet LAN switches, UPS units, and Cat 6 Wiring, related Cat6 patch panels, and the Installation and Support of all Eligible Services

The Darlington School District is seeking proposals for eligible Wireless Access Points, or WAPs, Wireless Controllers, new Cat 6 cabling, redeployment of Cat 6 cabling connections of all wiring to the WAPs, connection hardware to connect the WAP and connection to the new Cat6 patch panels.

The selected service provider or contractor is to provide the necessary hardware and labor including: design; installation, configuration and maintenance support for all proposed C2 hardware.

In order to provide a manageable district-wide wireless Ethernet solution, this new wireless access system is to provide a throughput of enterprise quality 2.4GHz to 5GHz 802.11 AC standard specifications.

Cat6 patch panels are also E-rate eligible and will be included in the overall bid.

All networks are to be segmented and centrally managed, configured for VLAN's, to provide security between the student, administrative, voice and wireless networks. It will be the responsibility of the contractor to document and re-create all existing port mappings. Implementation will include project management, design, configuration and physical installation of all solutions. All materials needed or required will be the responsibility of the selected contractor.

**Darlington School District Scope of Work**

- Darlington School District seeks Wireless Access Point solutions from leading manufacturers with an Enterprise level experience and track record.
- Provide a related Wireless Access Point Controller for the 82 Wireless Access Points.
- Provide Power over Ethernet LAN switches for the Wireless Infrastructure per detail to follow in this RFP.
- Provide LAN switches for the Wireless Infrastructure per detail to follow in this RFP.
- Supply labor and equipment to install, configure, mount and test 82 Wireless Access Points at the school.
• Supply labor and equipment to install, configure, mount and test the LAN switches at the school.

• Supply labor and materials to wire listed areas with eighty-two (82) brand new Category 6 cables from the wiring access point in the classroom to the cat6 patch panel in the nearest Intermediate Distribution Frame or IDF Wiring closet and Main Distribution Frame or MDF in each school.

• The vendor must have a valid E-rate SPIN number.

• The Darlington School District requires vendor certifications that the vendor is qualified to install and support the bid equipment.

• Alternative bids or substitutions are allowed, but must be clearly identified and detailed as different from the specification.

• Subcontractors are permitted with permission. Vendor must identify the subcontractor AND the Darlington School District has the right to reject a subcontract.

• Vendor will bid separately and allocate out all non E-rate eligible hardware and software.

• Vendor must have at least three (3) school references of the same size or larger than the Darlington School District.

• Vendor must possess and prove/certify that it has certifications on all hardware and software included in bid.

• The Darlington School District reserves the right to reject any and all proposals.

• This bid is based on E-rate funding and the Darlington School District Board of Education approval and in no way binds the Darlington School District into a contract or purchase.

• Equipment must be purchased and provided directly from the manufacturer or the manufacturer’s authorized distributor.

• All bids are required to have line item pricing and manufacturers part numbers included in the bid document.

• Qualifications and certifications of local installation and service personnel are required.

**Wireless Access Points or WAPs**

• Vendors must provide the latest 802.11AC certified standard wireless access systems and support MIMO and OFDM wireless technology specifications for each bid WAP. Enterprise Level Wireless Access Points are required.

• Each WAP must be able to operate simultaneously between the 2.4GHz and 5GHz wireless spectrum.

• Vendor must provide Enterprise class radios for maximum performance and coverage.

• Costs of configuration, installation and maintenance support must be included in the turnkey proposal.

• Wireless Access Points must be Enterprise quality and manufacturers, including but not limited to: Meraki, Aerohive, Aruba, Cisco, HP, Meru, and Ruckus, are acceptable as are other leading Wireless Access Point manufacturers that can be shown to have at least three (3) school district installations in the Darlington, Wisconsin, area.

**Wiring of WAPS and Connections**

• This application requires new wiring and redeployment or moving and the connections of Cat 6 cabling to new Wireless Access Points or WAPs. Each WAP must be wired directly between it and the nearest IDF.
Vendor is to provide both new wiring runs and connections of WAPs and the redeployment of existing Category 6 cable, the connection of it at both the WAP and onto a Category 6 patch panel.

- The successful vendor must certify the operability of each WAP and each Category 6 or greater cable.
- Wiring installation must include all necessary components to connect to/with but not limited to: Cat6 patch panels, patch cables, needed jacks and mounting equipment.
- Subcontractors for cabling will be allowed, as long as they are under the management and responsibility of the successful service provider and they are experienced, responsible and certified workers and can show at least three references of projects of a similar size.

**Darlington School District Locations Where Infrastructure is Being Installed**

1. **Darlington Elementary School**: 608-776-2006, 11630 Center Hill Road, WI 53530
2. **Darlington High School**: 608-776-2006, 11838 Center Hill Road, WI 53530
3. **Darlington Middle School**: 608-776-2006, 11630 Center Hill Road, WI 53530

**Present LAN and Internet Infrastructure**

Presently, the LAN Internet infrastructure at each school is a Cisco 24/48 port POE switches and routers and Cat 5 and Cat 6 cabling.

Floor plans are available at the District Office with a detail of the classrooms and locations of the Main Distribution Frame, or MDF, and the Intermediate Distribution Frames, or IDFs, in each school.

**Equipment List**: The Darlington School District is seeking discounted proposals for the following E-rate Eligible Internet equipment per school building:

**802.11AC Wireless Access Points and LAN Switches**

1. **Darlington Elementary School**

   IDF ESLab1
   One (1) Layer 2 48 port GB switch
   One (1) Layer 2 48 port GB POE+ switch
   One (1) 10GB SFP modules
   IDF ES417
   One (1) Layer 2 48 port GB switch
   One (1) Layer 2 24 port GB POE+ switch
   One (1) 10GB SFP modules
   Wireless
   Twenty-four (24) 802.11AC Wireless Access Points
   Twenty-one (21) Category 6 Wiring drops between the WAP and the Category 6 patch panels
   Forty-eight (48) Patch Cords
   Two (2) Cat6 patch panels

   All connections, mounting brackets, labor, testing and certification of the project

2. **Darlington High School**

   MDF
   One (1) Layer 3 48 port GB switch
   Three (3) Layer 2 48 port GB switch
One (1) Layer 2 48 port GB POE+ switch
Four (4) 10GB SFP modules
IDF Art
Two (2) Layer 2 48 port GB switch
One (1) Layer 2 48 port GB POE+ switch
Four (4) 10GB SFP modules
IDF Library
Two (2) Layer 2 48 port GB switch
One (1) Layer 2 48 port GB POE+ switch
Four (4) 10GB SFP modules
Wireless
One (1) Wireless Access Controller
Thirty-two (32) 802.11AC Wireless Access Points
Twenty-five (25) Category 6 Wiring drops between the WAP and the Category 6 patch panels
Sixty-four (64) Patch Cords
Three (3) Cat6 patch panels

All connections, mounting brackets, labor, testing and certification of the project

3. Darlington Middle School

MDF
Four (4) Layer 2 48 port GB switch
One (1) Layer 2 48 port GB POE+ switch
Five (5) 10GB SFP modules
IDF MS357
One (1) Layer 2 48 port GB switch
One (1) Layer 2 48 port GB POE+ switch
One (1) 10GB SFP modules
Wireless
Twenty-six (26) 802.11AC Wireless Access Points
Twenty-three (23) Category 6 Wiring drops between the WAP and the Category 6 patch panels
Fifty-two (52) Patch Cords
Two (2) Cat6 patch panels

All connections, mounting brackets, labor, testing and certification of the project

**Wireless Access Point Controller** Enterprise level 802.11 AC standard and licenses. And one (1) Wireless Access Point Controller to support the 82 Wireless Access Points

**Technical Questions and Access Information**: For technical questions and access to the schools, please contact Darlington HelpDesk at helpdesk@Darlington.k12.wi.us, or 608-523-4248.

**E-rate Related Questions** must be directed to Denise Wellnitz at wellnitzd@Darlington.k12.wi.us.

**Project Timetable and Due Date**: The 470 Form and RFP will be released for minimally 28 days. A vendor visit will take place within the 28 days after the release of the RFP and 470 Forms.

Proposals are due by Tuesday, March 6th, 2015 at 12:00 noon via e-mail Denise Wellnitz at wellnitzd@Darlington.k12.wi.us.

**Proposal Criteria**: The Darlington School District is seeking proposals from the most qualified vendors of Wireless Infrastructure and data equipment that can provide: a very cost-effective price (#1 criteria), excellent reliability and proven, fast, effective service, school district experience, Darlington School District experience is a plus, equipment
market share and references, and its point of presence within the Wisconsin/Iowa/Darlington area. The Darlington School District will carefully weigh all of these criteria and make a decision based on the E-rate Decision Matrix as a basis.

**E-rate Participation:** It is imperative that the successful vendor participate in good standing with the Federal E-rate program and that the vendor can show at least three E-rate examples or references in the state of Wisconsin.

Please provide your Service Provider Identification Number (SPIN) ______________________

Vendor must certify that it will annually certify itself with the E-rate program, via a Service Provider Annual Certification, or SPAC, so that the Darlington School District will be assured that it will be able to collect from the program.

**References:** Preference will be given to vendors that have at least three (3) references in the State of Wisconsin.

**Vendor Description:** Please provide an overview of your company with number of support personnel, annual sales and school district success stories.
Financials Purchase Option

Base Proposal Three (3) School Sites: The base proposal includes the turnkey materials, components, deployment, installation, testing, project management and cutover of new wireless access points at the three (3) school sites.

These systems are scheduled to be installed after E-rate approval through a Funding Commitment Decision Letter, or FCDL, and certainly after July 1, 2015 per E-rate rules. Please provide the turnkey purchase, installation, shipping, training, system discount, tax (not applicable) and total system costs for the proposed Eligible Wireless Access Points, POE Switches and related WAP controllers, UPS and wiring as follows:

<table>
<thead>
<tr>
<th>ONE-TIME COSTS</th>
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<tbody>
<tr>
<td>PURCHASE, INSTALLATION OF WIRELESS ACCESS POINTS, WAP CONTROLLER AND RELATED COMPONENTS FOR THREE (3) SCHOOL SITES</td>
<td>$________________</td>
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<tr>
<td>PURCHASE OF NEW POE GIGABIT LAN SWITCHES AND RELATED COMPONENTS FOR THREE (3) SCHOOL SITES</td>
<td>$________________</td>
</tr>
<tr>
<td>PURCHASE, INSTALLATION, TESTING AND CERTIFICATION OF NEW CAT 6 WIRING, REDEPLOYMENT OF EXISTING CAT 6 WIRING, CAT6 PATCH PANELS AND PATCH CORDS FOR THREE (3) SCHOOL SITES</td>
<td>$________________</td>
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| TOTAL ELIGIBLE ONE TIME COSTS | $________________|

| ONE YEAR PARTS AND LABOR ALL BID EQUIPMENT AND SOFTWARE | $________________|

Itemization: Please provide a detailed itemization of the proposal/bid equipment.

Contract: Please provide a copy of your typical sales contract and your maintenance contract.

Prevailing Wages Apply: The vendor agrees to pay all of its workers on this project and prevailing wages for Crawford County, Wisconsin. The prevailing wage schedule is available from the Crawford County, Wisconsin courthouse and is on-line.

District’s Rights in Decision Making: The Darlington School District reserves the right to choose any vendor based on its internal criteria and may waive any formality in its selection.

The Darlington School District is not bound by the lowest price, but this will be the highest criteria as mentioned earlier. Each vendor will be weighed equally, according to the criteria of price, service, reliability, incumbency, and point of presence.

No Drugs Policy: The Darlington School District requires each vendor to guarantee that their workers are drug-free, as the Darlington School District is a completely drug-free work place.

No Bid-Rigging: Vendors must certify that they have not been convicted of bid tampering or rigging and they are not compensating any employee or consultant of the Darlington School District on this or any other project.

Non-Discrimination: Vendors shall not discriminate against any of its workers or anyone according to race, creed, gender, or other factors and will provide equal opportunity without discrimination in its business activities.

Insurance Requirements: The successful vendor shall maintain insurance to protect itself and the Darlington School District from claims under the Workers’ Compensation Act, and from any other claim for damages for personal injury, including death, and for damages to property which may arise from operations under this contract, whether such operations be by itself or by any subcontractor or anyone directly employed by either of them. Vendor shall keep at least $1,000,000 each of: Comprehensive, Liability, and Worker’s Compensation insurance.
Vendor shall furnish and pay for insurance in accordance with the conditions stipulated below. Vendor shall file with the Darlington School District, Certificates of Insurance certifying to the insurance coverage specified herein. All Certificates shall contain a clause stating that the policy will not be canceled without thirty (30) days’ prior written notice having first been sent to the Darlington School District. Said Certificate is to name the Darlington School District as “Additionally Insured” in addition to the certificate holder. Designated certificate is to be submitted to the Darlington School District by the vendor upon receiving contract award.

The successful vendor agrees to indemnify, defend and hold harmless the Darlington School District, its officers, agents and employees from any claims, damages, suits, actions, liabilities and costs of any kind or nature, including attorneys’ fees, arising from or caused by the provision of any services, the failure to provide any services or the use of any services or materials furnished (or made available) by the successful vendor.

**Other Requirements:** The vendor must exercise reasonable care to avoid any damage to the Darlington School District property. The vendor shall immediately report any existing damage noted by the vendor, or any damage caused by the vendor. All damage caused by the vendor shall be the direct responsibility of the vendor to repair/replace.

The vendor must clean up after the work and restore the premises to the order in which it was found.

Any contract resulting from this RFP is not assignable without the written consent of the Darlington School District.

**Termination of Contract:** The Darlington School District reserves the right to terminate the contract/purchase order or managed lease immediately in the event that the vendor discontinues or abandons operations; if adjudged bankrupt, or is reorganized under any bankruptcy law; or fails to keep in force any required insurance policies or bonds. Failure of the vendor to comply with any section or part of this contract/purchase order will be considered grounds for immediate termination of the contract/purchase order by the Darlington School District. Notwithstanding anything to the contrary contained in the contract/purchase order between the Darlington School District and the vendor, the Darlington School District may, without prejudice to any other rights it may have, terminate the contract/purchase order for convenience and without cause, by giving thirty (30) days written notice to the vendor.

If the termination clause is used by the Darlington School District, the vendor will be paid by the Darlington School District for all scheduled work completed satisfactorily by the vendor up to the termination date set in the written termination notice.

If the successful vendor is wholly responsible for failure to make delivery or complete implementation and installation, or if the system fails in any way to perform as specified herein, the Darlington School District may consider the successful vendor to be in default. In the event of default, the Darlington School District will provide the successful vendor with written notice of default, and the successful vendor will be provided twenty (20) calendar days to provide a plan to correct said default.

If the successful vendor fails to cure said default within twenty (20) days, the Darlington School District, among other actions, may complete the system through a third party, and the successful vendor shall be responsible for any amount in excess of the agreement price incurred by the Darlington School District in completing the system to a capability equal to that specified in the contract.

Thank you for your participation and interest in this important Darlington School District project.