

CMAS REQUEST FOR OFFER (RFO)
SOUTH PASADENA UNIFIED SCHOOL DISTRICT
E-RATE YEAR 20 (2017/2018)

PROCUREMENT TIMELINE	
470 NUMBER	170058998
RFO ISSUED AND POSTED:	1/11/2017
REQUESTS FOR INFORMATION DEADLINE	1/20/2017
RESPONSE TO QUESTIONS POSTED	1/24/2017
PROPOSALS DEADLINE:	2/09/2017 BY 2:00 PM PST
VENDOR SELECTION:	2/10/2017
PROJECT START DATE:	PENDING FUNDING APPROVAL
PROJECT END DATE:	9-30-18 +USAC APPROVED EXTENSIONS

Service Provider Criteria and Contract Requirements

CMAS Requirements

All Service Providers responding to the posted Form 470 are to be listed as California Multiple Awards Schedule (CMAS) Service Providers unless expressly noted otherwise in the quote or Applicant's Scope of Work (SOW).

Public Contract Code (PCC) Sections 10290 et seq. and 12101.5 include approval for local government agencies to use CMAS for acquisition of information technology and non-information technology products and services.

A local government agency is any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds.

In addition to the requirements outlined in this RFO, service providers may be subject to additional requirements as outlined in the CMAS Local Government Agency Guide (March 2010 edition) located at:

<http://www.documents.dgs.ca.gov/pd/cmas/LocalGovtAgencyPacketMarch10.pdf>

It is the responsibility for service providers to familiarize themselves with CMAS requirements.

E-rate Requirements

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.

1) E-RATE CONTINGENCY

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. Even after award of contract(s) and/or E-rate funding approval is obtained, the District 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 the District.

2) SERVICE PROVIDER REQUIREMENTS

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

- a. 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 RFQ.
- b. 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/sl/service-providers/step01/default.aspx>
- c. 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://fjallfoss.fcc.gov/coresWeb/publicHome.do>
- d. 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/debt_collection/welcome.html
- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2017.
- f. 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).

- g. Goods and services provided shall be clearly designated as “E-rate Eligible”. Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be “cost allocated” to show the percentage of eligible costs per SLD guidelines.
- h. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC “Item 21 Template”. Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions. A summary sheet must also be provided to provide the cumulative amount for all sites.**
- i. 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 three (3) days to questions associated with its proposal.
- j. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an “Invoice Check” with the USAC
<http://www.usac.org/sl/applicants/step07/invoice-check.aspx>
- k. 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>

3) SERVICE PROVIDER ACKNOWLEDGEMENTS

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
- b. 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).
- c. 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.
- d. 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.

4) STARTING SERVICES/ADVANCE INSTALLATION


The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract “effective date”, E-rate eligible goods and/or services requested in this RFQ shall be delivered no earlier than the start of the 2017 funding year (July 1, 2017). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1.

EARLY FUNDING CONDITIONS

Category 1

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year.

- *Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six (6) months prior to July 1 of the funding year.*
- *The Category 1 service must depend on the installation of the infrastructure.*
- *The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services ([DA 02-3365](#) , released December 6, 2002). This FCC decision only applies to Priority 1 services (telecommunications services and Internet access).


The complete text can be found at the following URL:

<http://www.usac.org/sl/applicants/step05/installation.aspx>

Category 2

There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

- *We also amend our rules for category two non-recurring services to permit applicants to seek support for category two eligible services purchased on or after April 1, three months prior to the start of funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.*

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#) , released July 23, 2014). This FCC decision only applies to Category 2 services (Internal Connections).

5) INVOICING

- a. 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). The District 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 the District 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. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission and certification of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.
- b. 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, the District will only be responsible for paying its non-discounted share.

6) FCC/SLD AUDITABILITY

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. Respondent hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFQ for ten (10) years after final payment. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Respondent and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

7) PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS EXPIRATION

During the term of any Agreement resulting from this RFQ, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The District shall not enter into a separate Agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

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.

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 District, 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. Without such documentation, the District cannot accept the argument on functionality equivalent or better based on cost alone. Products must be compatible with existing systems. 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.

In the event that E-Rate discounts are not approved, or only partially approved, the District reserves the right to cancel any or all of the work awarded as a result of this RFP.

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; Provider's appropriate CMAS Contract(s) cover page(s); 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 with its quote the complete CMAS contract pages, including all pages that show the goods and/or services in Service Provider's quotation submittal. Said products shall be clearly highlighted for ease of identification.
8. Service Provider shall provide references for staff to be associated with project work and implementation.
9. Service Provider shall provide **three (3)** original RFP Responses; **three (3)** complete copies of the CMAS Contract; and **one (1)** CD of the RFP submittal, including the summary sheet.

Evaluation Criteria

South Pasadena Unified School District, 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, South Pasadena Unified School District, 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.

Selection Criteria	Criteria Weight*
Cost of E-rate Eligible Service	25
Cost of E-rate Ineligible Service	5
Business Stability & Firm Expertise	15
Prior Experience with School District	20
CA K-12 E-Rate Job Experience	20
Qualified Local Engineers	15
	100

Submission Instructions

Service Provider shall provide **three (3)** original RFP Responses; **three (3)** complete copies of the CMAS Contract; and **one (1)** CD of the RFP submittal, including the summary sheet. Any questions regarding RFP shall be submitted in writing to the Form 470 contact contained herein. Email inquiries are acceptable. The District will not respond to phone call inquiries.

E-mail inquiries are to be sent to the following individual:

Derek Aoki, Director of Technology

daoki@spusd.net

All RFP responses must be submitted **By Thursday, FEBRUARY 9, 2017, NO LATER THAN 2:00 PM (PST)** to the contact information contained herein:

South Pasadena Unified School District

ATTN: Derek Aoki

1020 El Centro St.

South Pasadena, CA 91030

CMAS REQUEST FOR OFFER (RFO)
SOUTH PASADENA UNIFIED SCHOOL DISTRICT
E-RATE YEAR 20 (2017/2018)

PROJECT SPECIFICATIONS

ITEM A: Cisco Catalyst 3650 Switches (9) & Tripplite UPS (3), or equivalent. Installed.

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.

Part Number	Description	Service Duration (Months)	Qty
EDU-C3650-48FD-S	Cisco Catalyst 3650 48 Port Full PoE 2x10G Uplink IPBase K12	---	9
S3650UK9-36E	CAT3650 Universal k9 image	---	9
PWR-C2-1025WAC	1025W AC Config 2 Power Supply	---	9
CAB-TA-NA	North America AC Type A Power Cable	---	9
PWR-C2-BLANK	Config 2 Power Supply Blank	---	9
C3650-STACK-KIT	Cisco Catalyst 3650 Stack Module	---	9
C3650-STACK	Cisco Catalyst 3650 Stack Module	---	18
STACK-T2-50CM	50CM Type 2 Stacking Cable	---	8
SFP-10G-LR-S	Cisco SFP+ Transceiver Module - 10 Gigabit Ethernet	---	3
SMART1500RML2UA	Tripp Lite SmartPro 120V UPS	---	3
BP36V15-2U	Tripp Lite External 36V 2U Rack Battery Pack for Tripp Lite UPS Systems	---	3

The District is seeking a turn-key core switch implementation, to include installation. Vendor will be responsible for pulling any required cabling to complete the installation.

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

The scope of the project will be as follows:

Installation and configuration of Layer 3 Cisco 3650 Edge Switches at three Elementary School MDF(s). This will include the configuration to communicate with our Cisco 6824-X at the South Pasadena District Office over our self-provisioned fiber network at 10g.

Arroyo Vista Elementary School – Stack of two Cisco 3650 and one Tripp Lite UPS with external battery pack.

Marengo Elementary School – Stack of three Cisco 3650 and one Tripp Lite UPS with external battery pack.

Monterey Hills Elementary School – Stack of four Cisco 3650 and one Tripp Lite UPS with external battery pack.

Installation should include removal of existing equipment, as well installation and dressing of CAT6 Cabling (provided by the District).