

**PALO VERDE UNIFIED SCHOOL DISTRICT
187 North 7th Street
Blythe CA, 92225
PHONE: (760) 922-3242**

**RFQ: E-rate Category 2 Equipment
RFQ NO: 01 (2017/2018)
Posting Date: Wednesday December 7, 2016**

PLEASE RESPOND ON THE FOLLOWING FORM(S), BY ENTERING YOUR PRICES FOR THE ITEMS LISTED. WHERE APPLICABLE, INDICATE ALTERNATE BRAND, MODEL, ETC. DISTRICT RESERVES THE RIGHT TO AWARD BY LOT OR ITEM. PLEASE DIRECT QUESTIONS TO THE DISTRICT REPRESENTATIVE CONTACT LISTED BELOW VIA EMAIL. DELIVERY IS 187 N 7th St. Blythe CA 92225. PAYMENT TERMS NET 30 DAYS.

**RESPONSE REQUIRED BY 2:00 PM PST ON FRIDAY JANUARY 13, 2017 TO ADDRESS LISTED ABOVE.
SEE ADDITIONAL SUBMISSION REQUIREMENTS ON PAGE 7.**

**BID DUE DATE: Friday January 13, 2017 by 2:00 PM PST
RFQ NO: 01 (2017/2018)**

**CONTACT: Steve Currier
PHONE: 760-922-3242 Ext. 1602
EMAIL: Steve.Currier@PVUSD.US**

IMPORTANT NOTE: PLEASE INCLUDE SUB-TOTAL, APPLICABLE DISCOUNTS, SHIPPING & HANDLING, SALES TAX AND TOTAL COST ON YOUR QUOTATION.

QUOTATIONS MUST BE AS SPECIFIED OR EQUAL. ALL EQUIVALENT OR ALTERNATE ITEMS MUST INCLUDE SPECIFICATIONS DEMONSTRATING EQUIVALENCY. THE DISTRICT RESERVES THE RIGHT TO REQUIRE SAMPLES OR WORKING DEMO EQUIPMENT ON-SITE FOR TESTING, PRIOR TO AWARD AND FINAL SELECTION OF BRAND AND/OR MODEL, BASED ON REQUIREMENTS AND INFORMATION SUPPLIED BY VENDOR. THE DISTRICT IS UNDER NO OBLIGATION TO PROCURE ANY ITEMS OR SERVICES, OR TO PROCURE ANY ITEMS OR SERVICES FROM ANY PARTICULAR SOURCE OR UPON ANY PARTICULAR BASIS. ALL SAMPLES OR DEMO UNITS WILL BE RETURNED AFTER TESTING IS COMPLETE.

RFQ CMAS/WSCA Requirements

For the purposes of this RFQ, the term “Service Provider” and “Vendor” may be used interchangeably and have the same meaning, whether stated or not.

All Service Providers/vendors responding to the posted Form 470 are to be listed as California Multiple Awards Schedule (CMAS) and/or WSCA-NASPO Service Providers. 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.

FOR CMAS: In addition to the requirements outlined in this RFQ, 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>

For WSCA-NASPO: All proposals must be submitted by WSCA-NASPO Authorized Resellers that have been approved by the State Contract Administrator.

Public Contract Code sections 10298-10299 allow the Department of General Services, Procurement Division (DGS-PD) to enter into cooperative purchasing agreements with other states. Cooperative agreements are available to all State of California governmental entities (State departments, agencies, cities, counties, school districts, universities, etc.) that expend public funds for the acquisition of both goods and services.

The DGS-PD has elected to participate in the following multi-state cooperative agreements established by other states participating in the NASPO ValuePoint Cooperative Program and other cooperative programs as specified in the link below.

<http://www.dgs.ca.gov/pd/Programs/Leveraged/wscs.aspx>

It is the responsibility for service providers to familiarize themselves with CMAS and/or WSCA-NASPO requirements.

E-rate Supplemental Terms and Conditions

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/si/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/si/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.

Evaluation Criteria

The selection process for the vendor(s) will include the following evaluation and point assignment/rating criteria:

Category	Points
Cost of E-rate Eligible Services	45
Cost of E-rate Ineligible Services	5
Scope of Work and Specification Compliance - Proposal meets or exceeds all technical requirements - Compatibility with existing systems - Ease of interoperability with existing systems	30
Bidders Capabilities - Ability to deliver services	20
<i>Total Possible Points</i>	100

Submission Instructions

All offers must be submitted to the contact below by the deadline indicated on page 1.

Service providers/vendors shall provide **three (3)** original responses; **three (3)** completed copies of the CMAS/WSCA contract; and **one (1)** Digital copy in the form of CD or USB thumb drive of all submittal documents.

Original RFQ shall be delivered by Friday January 13, 2017 by 2:00 pm PST to:

Palo Verde USD ATTN: STEVE CURRIER
187 N 7th St.
Blythe CA, 92225

Any questions regarding this RFQ shall be submitted in writing via e-mail to the contact contained herein. The District will not respond to phone call inquiries. All email inquiries must include the RFQ number along with the following 470 #170052949 in their subject line and are to be sent by Wednesday January 4, 2017 by 4:00 pm PST to the following:

Steve Currier – Steve.Currier@PVUSD.US

Any questions and answers to this RFQ will be posted on the District's website by Tuesday January 10, 2017 at: <http://www.pvUSD.us/erate> and USAC E-rate Productivity Center (EPC) at: <https://portal.usac.org/suite/>

Pricing Instructions

Service Providers may provide pricing for all or any combination of sections outlined below.

Order Information

District reserves the right to order quantities in any size lot or lots of quantities. Pricing must remain firm for the period of April 1, 2017 thru September 30, 2018. The District reserves the right to extend the intent to purchase for an additional annual term through September 30, 2019. Vendor must continue to have a valid CMAS contract and/or continue to be a WSCA/NASPO approved reseller during the term of the purchase agreement.

PROJECT SPECIFICATIONS

The District is seeking to purchase a school site switching solution.

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

The scope of the project will be as follows:

- All equipment and material should be new. Used, refurbished or repurposed equipment or material will not be acceptable.
- Equipment only.

MINIMUM TECHNICAL REQUIREMENTS

In addition to the requirements listed above, the equipment included in the proposals needs to at least meet the following minimum requirements:

- Web based management and ability to be centrally managed (HTTP/HTTPS)
- 802.3at PoE+ @ 370 Watts
- RJ-45 ports shall be autosensing 10/100/1000 PoE+ or better.
- IPv4, IPv6 and multi-cast compliant
- Support Jumbo Packets
- Support the following features: ACL, VLAN, Flow Control, MSTP, STP, NDP, QoS, OpenFlow V1.3.1
- Support a minimum, of 4 SFP+ Ports
- 10GB uplink compatible
- Physical depth of switch shall not exceed 17"
- No combo ports switches will be accepted.
- Switch must be 100% compatible with existing Aruba 205, 255, and 275 Access Points.
- Switch must not require an annual license fee.
- Fiber patch panel shall not extend from the front of the rack rails by more than 2 inches.
- Standard support

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.

MINIMUM HARDWARE SPECIFICATIONS

The district is willing to accept bids from alternative manufacturers as long as they meet or exceed the current district standard. Please see the section "Trade Names and Alternatives" in this RFQ for further information.

SPECIFICATIONS (Total Quantity)

Part Number	Description	Quantity
JL073A	Aruba 3810M JL073A 24 Port PoE+ Managed Network Switch	32
JL074A	Aruba 3810M JL074A 48 Port PoE+ Managed Network Switch	52
JL075A	Aruba 3810M JL075A 16SFP+ Port Managed Network Switch	1
JL087A	Aruba X372 Power Supply	85
JL083A	Aruba 3810M 4 SFP+ Module	63
J9152A	HP X13210G SFP+ LC LRM Transceiver	73
JL084A	Aruba Network Stacking Module	18
J9665A	HP Stacking Cable 1 Meter	9
N490-016-SCSC	Tripp Lite 16 Port Fiber Patch Panel SC/SC	14
	2 Meter ST to LC Mode Conditioning Fiber Cable	22
	2 Meter SC to LC Mode Conditioning Fiber Cable	51

INDIVIDUAL QUANTITIES:**Felix J Appleby**

Part Number	Description	Quantity
JL073A	Aruba 3810M JL073A 24 Port PoE+ Managed Network Switch	12
JL074A	Aruba 3810M JL074A 48 Port PoE+ Managed Network Switch	10
JL087A	Aruba X372 Power Supply	22
JL083A	Aruba 3810M 4 SFP+ Module	8
J9152A	HP X13210G SFP+ LC LRM Transceiver	8
JL084A	Aruba Network Stacking Module	12
J9665A	HP Stacking Cable 1 Meter	6
	2 Meter SC to LC Mode Conditioning Fiber Cable	8

Margaret White

Part Number	Description	Quantity
JL073A	Aruba 3810M JL073A 24 Port PoE+ Managed Network Switch	6
JL074A	Aruba 3810M JL074A 48 Port PoE+ Managed Network Switch	8
JL087A	Aruba X372 Power Supply	14
JL083A	Aruba 3810M 4 SFP+ Module	6
J9152A	HP X13210G SFP+ LC LRM Transceiver	6
	2 Meter ST to LC Mode Conditioning Fiber Cable	6

Ruth Brown

Part Number	Description	Quantity
JL073A	Aruba 3810M JL073A 24 Port PoE+ Managed Network Switch	4
JL074A	Aruba 3810M JL074A 48 Port PoE+ Managed Network Switch	11
JL075A	Aruba 3810M JL075A 16SFP+ Port Managed Network Switch	1
JL087A	Aruba X372 Power Supply	16
JL083A	Aruba 3810M 4 SFP+ Module	16
J9152A	HP X13210G SFP+ LC LRM Transceiver	16
JL084A	Aruba Network Stacking Module	2
J9665A	HP Stacking Cable 1 Meter	1
	2 Meter SC to LC Mode Conditioning Fiber Cable	16
N490-016-SCSC	Tripp Lite 16 Port Fiber Patch Panel SC/SC	14

Palo Verde High School

JL073A	Aruba 3810M JL073A 24 Port PoE+ Managed Network Switch	7
JL074A	Aruba 3810M JL074A 48 Port PoE+ Managed Network Switch	17
JL087A	Aruba X372 Power Supply	24
JL083A	Aruba 3810M 4 SFP+ Module	24
J9152A	HP X13210G SFP+ LC LRM Transceiver	33
JL084A	Aruba Network Stacking Module	4
J9665A	HP Stacking Cable 1 Meter	2
	2 Meter SC to LC Mode Conditioning Fiber Cable	27
	2 Meter ST to LC Mode Conditioning Fiber Cable	6

Twin Palms High School

JL073A	Aruba 3810M JL073A 24 Port PoE+ Managed Network Switch	3
JL074A	Aruba 3810M JL074A 48 Port PoE+ Managed Network Switch	6
JL087A	Aruba X372 Power Supply	9
JL083A	Aruba 3810M 4 SFP+ Module	9
J9152A	HP X13210G SFP+ LC LRM Transceiver	10
	2 Meter ST to LC Mode Conditioning Fiber Cable	10

SCHOOL LOCATIONS AND FURTHER INFORMATION

**FELIX J. APPLEBY
10321 VERNON AVE.
BLYTHE CA 92225**

**MARGARET WHITE
610 N. BROADWAY
BLYTHE CA 92225**

**RUTH BROWN
241 N 7TH ST.
BLYTHE CA 92225**

**PALO VERDE HIGH SCHOOL
667 N. LOVEKIN BLVD.
BLYTHE CA 92225**

**TWIN PALMS HIGH SCHOOL
811 W. CHANSLORWAY
BLYTHE CA 92225**

These addresses do not designate address for shipment of materials.

PALO VERDE UNIFIED SCHOOL DISTRICT RFQ NO: 01 (2017/2018)
DISTRICT CONTACT: STEVE CURRIER

DUE DATE: Friday January 6, 2017 by 2:00 PM PST
EMAIL: STEVE.CURRIER@PVUSD.US

Please provide pricing in the following format by individual section and site.

QTY	UNIT	DESCRIPTION	MODEL	MANUFACTURER	UNIT COST	EXTENDED COST	E-RATE ELIGIBILITY %	TOTAL E-RATE ELIGIBLE COST	TOTAL E-RATE INELIGIBLE COST
Describe Standard Manufacturer Warranty Description and any associated costs:									
					SUB-TOTAL				
					8% SALES TAX				
					SHIP/ HANDLING				
					TOTAL COST				

DELIVERY TIME: _____ **PAYMENT TERMS:** _____ **DATE:** _____ **E-RATE SPIN #:** _____

COMPANY NAME: _____ **REPRESENTATIVE NAME:** _____

ADDRESS: _____ **PHONE NO.:** _____

EMAIL: _____