

# **Buford City Schools**

## **Request for Proposal (RFP)**

### **Non-Controller Based Enterprise Access Points**

**Inquiries, requests, and submittals regarding this RFP must be directed to:**

Jason Downs  
Technology Director  
Buford City Schools  
2625 Sawnee Avenue  
Buford, GA 30518  
[jason.downs@bufordcityschools.org](mailto:jason.downs@bufordcityschools.org)

**Sealed proposals and bids must be delivered no later than 3:00 PM on February 10, 2017 to:**

Buford City Schools 2625 Sawnee Avenue Buford, GA 30518

Please note that all proposals must be received at the designated location by the stated deadline. Late proposals will be returned unopened and shall be considered void and unacceptable. Please don't assume the proposal was received, please confirm.

Questions can be directed to Jason Downs at [jason.downs@bufordcityschools.org](mailto:jason.downs@bufordcityschools.org). NO phone calls will be accepted.

**BUFORD CITY SCHOOLS RESERVES THE RIGHT TO REJECT ANY AND ALL BIDS AND PROPOSALS AND TO AWARD IN PART OR IN TOTAL WHICHEVER IS DEEMED TO BE IN THE BEST INTEREST OF THE SCHOOL DISTRICT.**

## **SECTION 1—GENERAL INFORMATION**

### **1.1 – Background**

Buford City is located approximately forty miles northeast from Atlanta, GA. This nationally renowned community is an urban community. Parental support for the school system is strong, and the Board of Education is positive and constructive in support of the academic and extra-curricular programs in all Buford City Schools. Our schools continue to lead Georgia in academics, the arts, and athletics.

We have two elementary schools, one middle school, and one high school in our school system. We have two administrative locations - Central Office and Transportation. We enroll approximately 4400 students and employ approximately 550 professional employees. The addresses for the four schools are below:

Buford High School  
2750 Sawnee Ave.  
Buford, GA 30518

Buford Middle School  
2700 Robert Bell Pkwy  
Buford, GA 30518

Buford Academy  
2705 Robert Bell Pkwy  
Buford, GA 30518

Buford Elementary  
2500 Sawnee Ave.  
Buford, GA 30518

BCS invites respondents to submit proposals in accordance with the terms and conditions of this Request for Proposal (RFP). This RFP provides the requirements and evaluative criteria for non-controller based enterprise wireless system APs compatible with Aerohive AP 550s for BCS. Responses from all prospective respondents must address pricing and service descriptions.

### **1.2 – Intent of the RFP**

It is the intent of this Request for Proposal (RFP) to provide bidders with sufficient information to prepare a proposal for the purchase of non-controller based enterprise wireless system APs for BCS. The response must include all equipment (access points, mounting hardware, etc), warranty, and software to meet the RFP's requirements. BCS will provide PoE switches or power injectors to provide power for the wireless access points. Technical specifications and requirements are detailed in Section 3. This project is contingent on E-Rate and Georgia CFC grant funding. All APs proposed would need to be 802.11a/g/n/ac wave 2 compliant.

### **1.3 --Evaluation Criteria**

The interested parties from hereinafter will be referred to as the vendor, respondent, or bidder. Selection will be based upon technical quality, project management, costs of E-Rate eligible goods and services, and system features. The evaluation criteria will consider the following factors:

- 1 Product quality/appropriateness/compatibility/performance consistent with the specs in the RFP
- 2 Bidder's qualifications/experience
- 3 Bidder's total proposed price (Highest Weighted Factor)
- 4 Proximity of bidder to Buford City Schools
- 5 Districts experience with the vendor
- 6 Cost of installation that will be broken out as a separate optional item

BCS reserves the right to seek clarification of any or all bidders in order to assist in the evaluation process. Any interested bidders must meet the following:

- 1 All specification terms and conditions as outlined in the RFP are complied with and met.
- 2 Suitability of proposed solution with respect to the district's needs and objectives
- 3 Bidder participation and responsibility clearly defined
- 4 BCS's participation and responsibilities clearly defined.
- 5 Hardware and peripheral product quality and content including, but not limited to, durability, performance, integration, serviceability, warranty, maintenance, meets or exceeds industry standards, and fulfillment of criteria specified in this RFP.
- 6 Bidder's service and support hours clearly defined.
- 7 Due to technical nature of the equipment, bidder has addressed all applicable future system use, future expansion possibilities, and possible upgrading.
- 8 Price of proposal including, but not limited to, individual system pricing, upgrades/downgrades pricing, installation support, warranty support, training, and any other relevant options with associated pricing.
- 9 Experience and/or references of the company submitting proposal.
- 10 Submission of satisfactory reference checks with proposal submitted on company letterhead.
- 11 Installation procedures clearly defined if applicable.
- 12 Bidder agrees to provide an on-site proof of concept at no cost to BCS if requested.
- 13 Acknowledgement in writing that any software will be properly licensed for BCS.
- 14 Bidders must have or obtain a Valid E-Rate SPIN (Form 498 ID)
- 15 Bidders must have or obtain a Valid SPAC/Form 473 filed with USAC
- 16 All Bids Must be in the format:

Service and price quotes:

Proposed services and equipment and their pricing must be quoted in the format specified on FCC Form 471 Item 21b for Internal Connections. Use the following weblink:

<http://usac.org/res/documents/sl/xls/window-hq/Category-Two-Internal-Connections.xlsm>

Price Quote must be submitted utilizing the above template link! (Opens in Excel). Failure to quote in this format, or omission of any of the data items can lead to rejection of the bid for Internal Connections.

17 All Bids must break down eligible and none eligible E-Rate equipment on a line by line basis for each entity

#### **1.4 --Contract Negotiation**

BCS reserves the right to negotiate with any company/supplier submitting a response to alter, clarify, or further enhance the company's proposals and/or any contract arising out of the acceptance of the response. In the evaluation of the proposal, the pricing submitted will be considered the best

and final pricing.

## **SECTION 2 –SUBMITTAL REQUIREMENTS**

### **2.1 – Company Experience and/or References**

BCS reserves the right to fully investigate the qualifications of any bidder(s) based on references supplied and publicly available information.

Bidder(s) are encouraged to supply evidence of experience on projects of similar nature and/or magnitude listing: customer name, address, contact names, and telephone/fax numbers. The bidder(s) may also supply third party ratings to demonstrate their success in the IT marketplace.

The winning respondent must provide:

- 1 Certificate of Insurance naming Buford City Schools as an additional insured.
- 2 HB 87 Immigration Affidavit (copies available to download).

### **2.2 – Confidential Material**

Any material that is to be considered as confidential in nature must be clearly marked as such and will be treated as confidential by BCS to the extent allowable.

### **2.3 – Supplemental/Supporting Materials**

Please include descriptive literature/brochures, if available, in the proposal. All user/owner/technical reference manuals must be included with and submitted upon delivery of equipment.

### **2.4 – Lowest Corresponding Price (LCP)**

Service provider's bid must be the Lowest Corresponding Price (LCP). The proposed pricing for services and equipment must be the LCP of similarly situated nonresidential customers for similar services. When services and equipment are delivered, and charged, the price billed must be no higher than LCP of similarly situated nonresidential customers for similar services.

### **2.5 – Bundled Services**

Any E-Rate ineligible products, services, or components bundled with eligible products or services must be listed separately from the eligible products or vices. Prices for these ineligible products or services must be allocated out of the price for the eligible services; failure to do so can lead to rejection of the bid. Allocations must comply with USAC rules which specify that the allocation methodology must be based on tangible criteria and reach a realistic result.

If E-Rate funding is not available for any reason, the District reserves the right to defer or cancel any agreements entered into at the District's discretion.

## **SECTION 3 –TECHNICAL REQUIREMENTS**

### **3.1 --General Requirements**

The wireless APs will:

- 1 Be non-controller based enterprise wireless system APs
- 2 Must meet or exceed specifications for the Aerohive AP 550 or equivalent
- 3 Be Wi-Fi certified for data and voice
- 4 Be compatible with 802.11 standards operating in both 2.4 GHz and 5 GHz bands
- 5 Support 802.11a/g/n/ac devices in a mixed mode environment
- 6 Be a AC wave 2 capable AP
- 7 Be capable of handling IPv4 multicast, IPv6, and IPv6 multicast traffic
- 8 Have the ability to perform QoS at the AP level
- 9 Support Clients having the ability to roam between WAPs without the need for a central management device being online. The WAPs will have the ability to communicate with a neighbor WAP to facilitate these changes
- 10 Be able to communicate and be controlled by our existing enterprise wireless management system, Aerohive Hivemanager
- 11 Be able to be managed without a controller

All computer and networking hardware, services, and applications must support IPv6 and must conform to the mandatory components of the “Profile for IPv6 in the U.S. Government – Version 1.0” (USGV6) (or later version at MPHI's option).

BCS is requiring the vendor to propose 84 wireless APs for BHS to be submitted for this RFP. Please only quote the hardware for 64 of the wireless APs and for the other 20 please quote the AP hardware, license, and 3 year software support.

## **3.2 – Technical**

### **3.2.1 Current Network**

BCS has a 10Gb fiber backbone to all school locations. All schools currently have 1Gb switched architecture with a 1Gb backbone.

The Georgia Department of Education has provided our Internet service for the schools through E-Rate. This has been contracted to AT&T under the E-Rate program. This connection has been upgraded through the State E-Rate grant, and our current connection’s bandwidth is currently 400 Mbps.

There are many services provided through the network. Web access (http), file storage, and printing are the dominant services provided on the network. Other services include FTP, multiple multicast applications, computer drive imaging, and streaming video.

BCS utilizes Microsoft Server software and has an Active Directory domain.

Within BCS classrooms there are multiple wireless radio devices: Interwrite wireless slates, eInstruction student response systems, Mimio interactive whiteboards, Ebeam interactive whiteboards, and wireless keyboards and mice.

### **3.2.2 Management**

Only wireless system APs that are capable of being centrally managed without a controller will be considered. Central management of the wireless access system must include, but not be limited to, the

following capabilities:

- 1 Lists of clients connected to each AP
- 2 The ability to make global configuration changes
- 3 Layer 7 Traffic Shaping
- 4 SSID availability
- 5 Network Access Control (NAC)
- 6 Device finger printing
- 7 Generate and view real-time and historical statistics on user and device access
- 8 Provide bandwidth management capabilities
- 9 Provide a real-time health monitor for access points and wireless network
- 10 Allow for dynamic power level adjustment
- 11 Detect and remediate rogue access points without loss of coverage

Wireless Access Point Access Points submitted in this proposal must be compliant with 802.11 standards A, G, N, and AC. All access points must provide the following capabilities as well:

- 1 Be plenum rated or be easily modified for plenum installation (i.e., remove cover)
- 2 4x4 Wave 2 802.11ac and MU-MIMO capable with 4 spatial streams
- 3 Built-in Bluetooth low energy for beacon and other applications
- 4 Automatic or dedicated mesh failover
- 5 Layer 3 Mobility, i.e., seamless roaming between access points
- 6 Software configurable radios allowing either two 5Ghz 802.11a/n/ac radios or concurrent 802.11a/n/ac and 802.11 b/g/n radios
- 7 Dynamically load balance
- 8 Auto provision, i.e., retrieve configuration information from a central location with little or no IT intervention
- 9 Be centrally managed from a single point of administration
- 10 IoT readiness with USB port for other wireless technologies
- 11 PoE redundancy between the 2 Ethernet ports for high availability
- 12 Minimize data rate reduction in a mixed radio environment
- 13 Integrate with Wi-Fi alliance certified wireless NICs
- 14 Support multiple VLANs on single access point
- 15 Support multiple SSID on single access point
- 16 Accept IEEE 802.3af standard Power over Ethernet
- 17 Have an option for outdoor installation
- 18 Comply with the 802.11e & WMM specifications
- 19 Employ considerations for physical security

Information for accessing floor plans and building maps providing the location of the APs will be available for optional installation. Please provide optional installation costs for the APs.

The number of connections is similar to a one to one initiative. Each classroom or room in BCS will need to support 30-60 connections each.

### **3.3 – Financial**

Please provide quotes detailing your solution priced out per school for BCS. The quote must include all

necessary hardware and software needed to complete a full installation. Please provide an optional installation option.

Responses must include a three year price summary. This must include all initial costs and any annual costs for the next three years for hardware and software licenses/support.

### **3.4 – Warranty**

Warranty terms on the hardware and any associated software must be clearly defined as separate line items.

### **3.5 – Delivery and Installation**

Any delivery and installation charges must be clearly defined as separate line items.

All equipment installation will be done after normal school hours of operation or in the summer, so as not to leave any school disabled for any significant amount of time. Removal of existing equipment will include moving equipment to an on-site storage location. This equipment must be inventoried prior to storage and must not leave the premises.

### **3.6 – Training**

Please describe any training included in the proposal. If there are any costs associated with training to use the management system or to install the equipment, they must be clearly defined as separate line items as well.

### **3.7 – Questions and Answers**

Any clarifications needed will be provided by BCS by the way of a Q&A page on the school district's website, [www.bufordcityschools.org](http://www.bufordcityschools.org). Questions can be directed to Jason Downs at [jason.downs@bufordcityschools.org](mailto:jason.downs@bufordcityschools.org). NO phone calls will be accepted.