

CATEGORY 2 EQUIPMENT SERVICE SPECIFICATIONS

Greenwich Public Schools

Entity No. 122616

Form 470# 270000084

Form 470 Contacts:

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Procurement Timeline

Task	Due By
Issue Date	See Form 470 Certification Date
Deadline to Submit Questions	October 26, 2026
Posting of Questions/Clarifications	October 30, 2026
Proposal Submission Deadline	November 30, 2026

Communications and Questions

All communication with the Applicant regarding this solicitation **must** be emailed and received by the “Deadline to Submit Questions” noted in the “Procurement Timeline.” Questions should be directed to all “Form 470 Contacts” listed above, with the Form 470 Number included in the subject line. Failure to include all “Form 470 Contacts” could result in questions going unanswered. Verbal inquiries are not allowed. Clarifications, when applicable, will be posted as an attachment/addendum to the Form 470. Each Offeror is responsible for downloading the current version of the Form 470 and attachments, including any addenda. Applicant reserves the right to ask vendors clarifying questions during the proposal review process.

Contact initiated by an Offeror concerning this solicitation with any other Applicant representative other than those listed as Form 470 contacts is prohibited. Unauthorized contact may result in the offeror's disqualification from this solicitation.

Product demonstration meetings will not be granted during the competitive bidding period – requests for such will be ignored.

Site Visit

For this solicitation, a site visit is: ☐ Required ☐ Optional ☒ Not Offered

Proposal Instructions

Proposals **must** be submitted by the Proposal Submission Deadline in the Procurement Timeline.

Proposals should be emailed to ALL Form 470 Contacts listed above and include the following:

- Applicant name
- Form 470 number
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions
- Completed Pricing Attachment

Proposals **must** include all costs associated with providing the requested products/services to the applicant including but not limited to shipping fees, licenses, and any component needed for the proposed equipment to function properly.

In addition to or in place of a service provider's standard quote format, proposal pricing **must** be included in the provided Pricing Attachment and be submitted in Excel or equivalent format.

Proposed service fees for each piece of equipment should:

- be shown as unit pricing with separate line-item charges for each SKU,
- identify the percentage of each SKU that is eligible for E-Rate support as agreed upon by USAC and the manufacturer; and
- be categorized as Internal Connections (IC), Basic Maintenance of Internal Connections (BMIC), and/or Managed Internal Broadband Services (MIBS).

Proposals **must** be in response to the specific requirements of this solicitation. Offers including a generic listing of services beyond the scope of this solicitation and/or encyclopedic price lists will be disqualified. SPAM and/or robotic responses will not be considered valid responses and will be disqualified from consideration.

Equipment/Service Request

The applicant requests proposals for new E-Rate eligible Category 2 equipment.

Equipment Scope of Work

Proposals are requested for the makes/models specified in the provided Pricing Attachment (or equivalent). Offers containing alternative makes/models are required to submit product specifications and documentation to establish that the equipment is equivalent to the requested solution. The applicant will be the arbiter of whether the proposed solution is functionally and technically equivalent to the requested solution.

The quantities requested are the applicant's best estimate and may be adjusted based on the offeror's recommendations. The applicant reserves the right to increase or reduce quantities and buy some, all, or none of the listed equipment.

Proposals featuring equipment that is used, open box, refurbished, or categorized in any way other than new will be disqualified.

Partial offers **will not** be considered.

REQUESTED SOLUTION (OR EQUIVALENT)			
Type of Equipment	Make/MFG	Model #/SKU	Quantity
Switch	Aruba	JL660A	6
Module	Aruba	JL087A	12
Transceiver	Aruba	J9150D	12
Switch	Aruba	JL678A	10
Switch	Aruba	R8N87B	12
Switch	Aruba	R8N85B	10
Switch	Aruba	JL658A	2
Switch	Aruba	JL664A	18
Module	Aruba	JL085A	40
Transceiver	Aruba	J4858D	20
Transceiver	Aruba	J8177E	16
Switch	Aruba	JL662A	2
Module	Aruba	JL086A	4
Transceiver	Aruba	J9281D	2
Transceiver	Aruba	J9283D	2
Switch	Aruba	JL676A	10
Switch	Aruba	R8N89A	4
Access Point	Aruba	R7T04A	20
Connectors	Aruba	Q8N54A	20
Connectors	Aruba	R9H97A	20
Connectors	Aruba	R8Q74A	20
Transceiver	Aruba	JL781A	20
Access Point	Aruba	JZ337A	10
Miscellaneous	Shipping/Freight	N/A	1

Installation Scope of Work

For this solicitation, vendor installation services are: ☐ Required ☐ Optional ☒ Not Requested

Delivery

All equipment and/or materials under this solicitation shall be delivered to the following locations:

Entity Name	Address	City	State	Zip
Greenwich High School	10 Hillside Rd	Greenwich	CT	06830
North Mianus Elementary School	309 Palmer Hill Rd	Riverside	CT	06878
Riverside Elementary School	90 Hendrie Ave	Riverside	CT	06878
Old Greenwich Elem School	285 Sound Beach Ave	Old Greenwich	CT	06870
Julian Curtiss Elem School	180 E Elm St	Greenwich	CT	06830
International School Of Dundee	55 Florence Road	Riverside	CT	06878
Windrose Alternative High School	289 Delavan Avenue	Greenwich	CT	06830
Boe Administration	290 Greenwich Avenue	Greenwich	CT	06830
Hamilton Avenue Elem School	184 Hamilton Ave	Greenwich	CT	06830
Parkway Elementary School	141 Lower Cross Rd	Greenwich	CT	06831
Glenville Elementary School	33 Riversville Rd	Greenwich	CT	06831
Cos Cob Elementary School	300 E Putnam Ave	Cos Cob	CT	06807
North Street Elementary School	381 North St	Greenwich	CT	06830
Central Middle School	9 Indian Rock Ln	Greenwich	CT	06830
Western Middle School	1 Western Junior Hwy	Greenwich	CT	06830
Eastern Middle School	51 Hendrie Ave	Riverside	CT	06878
New Lebanon Elementary School	25 Mead Ave	Greenwich	CT	06830

Network Operations Center (NOC): The Administrative Office functions as the School District's centralized Network Operations Center (NOC), providing the core network management, monitoring, and operational functions necessary to support and maintain connectivity to the District's eligible school locations. The network infrastructure and equipment located at this site are integral to the operation of the District's school network and are necessary for eligible school locations to receive and maintain network connectivity. Accordingly, eligible Category 2 equipment and services associated with the NOC may be requested and evaluated for E-Rate funding consistent with applicable FCC and USAC Category 2 eligibility requirements.

Contract Requirements

The applicant prefers a multi-year agreement (term dates July 1, 2027 – September 30, 2029). An initial award term of July 1, 2027 – September 30, 2028, with one optional renewal to align with an extended E-Rate service delivery deadline, if needed, is also acceptable.

The quoted pricing must not assume the applicant will purchase the full quantities listed in the proposal.

The applicant reserves the right to place orders as needed and is not obligated to order all products or services.

Substitutions for alternative equipment must be agreed upon in writing by both parties before finalization of any changes/deviations from the original agreed-upon equipment list.

Offerors proposing equipment whose prices may increase depending upon new U.S. government tariffs imposed on imports are encouraged to (a) identify such products in their offers, and (b) propose an acceptable methodology for limiting price adjustments over the contract term.

E-Rate Specific Considerations

FCC rules require vendors to offer discounted SPI billing. The applicant **requires** SPI discount method for these services. Vendors that do not offer SPI billing will be disqualified.

Basic Maintenance of Internal Connections and Managed Internal Broadband Services were included on the Form 470 out of an abundance of caution. The Applicant is not requesting time-and-materials basic maintenance services and is not requesting managed internal broadband services. These checkboxes were selected solely to ensure E-Rate compliance in the unlikely event that USAC determines that any element of the proposed solution should be treated or supported as such under Category 2 eligibility rules.

Per USAC E-Rate rules, “cost of eligible services” will be the highest valued criterion in the evaluation process; however, other criteria with a lesser value may also be considered.

Service providers proposing a temporary equipment loan for product demonstration and/or evaluation purposes are **required** to clearly state that such loans are of limited duration. Product demos extending beyond thirty (30) days must be explicitly authorized by both parties and provided at a fair market rate.

By submitting a proposal on the requested services herein, the vendor certifies its proposed services and/or products comply with Parts 47 Section 54.9 and 54.10 of the FCC rules which prohibits the sale, provision, maintenance, modification, or other support of equipment or services provided or manufactured by Huawei, ZTE, or any other covered company posing a national security threat to the integrity of communications networks or the communications supply chain. See <https://www.usac.org/about/reports-orders/supply-chain/> for more details.

As required by Section 54.500(f) of Part 47 of the Code of Federal Regulations all offers in response to this solicitation **must** offer the lowest corresponding price (LCP) which is defined as the lowest price that a service provider charges to nonresidential customers who are similarly situated to a particular E-Rate applicant (school, library, or consortium) for similar services. See <https://www.usac.org/E-Rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/> for more details.

Additional Considerations/Information

Applicant is subject to Connecticut policy restrictions.

The language in this solicitation has been standardized: "must," "shall," "mandatory," and "required" indicate mandatory specifications that the Applicant expects in the proposed solution. Proposals failing to meet these will be disqualified. "Should" and "may" indicate desirable specifications. A mandatory requirement may be waived if all respondents fail to meet a mandatory requirement.

Applicant reserves the right to request Best and Final Offers (BAFOs) from one or more Offerors. BAFOs must be received by the date and time specified during discussions or negotiations. If an Offeror does not submit a BAFO by the stated deadline, Applicant will evaluate that Offeror based on its originally submitted proposal. If BAFOs are requested, Applicant reserves the right to conduct a subsequent evaluation and scoring of proposals, including any revised pricing and other information submitted in response to the BAFO request, in accordance with the evaluation criteria set forth in this solicitation.

Applicant reserves the right to waive any irregularities or informalities in the proposals received.

Offerors must accept that Applicant obligations are contingent on appropriation and availability of funds and may be reduced or terminated without penalty if funds are unavailable.

Applicant reserves the right to award all, part or none of the services set forth in this procurement. This procurement does not obligate Applicant until a valid agreement and/or valid Purchase Order is executed.

Applicant reserves the right, subject to applicable procurement requirements and E-Rate rules, to make non-material modifications to the awarded contract and to add or remove eligible locations, quantities, equipment, or services when such changes remain within the general scope of the original procurement.

Applicant may, at its sole discretion, extend the due date for the submission of proposals and any extensions shall be made via an addendum posted in the E-Rate Productivity Center (EPC).

The vendor submission is subject to open records requests and, as such, the records will be released in accordance with those policies. Vendors are encouraged to mark pages as "Proprietary" or "Confidential" as appropriate, but the entire submission may not be marked as such. Identifying information as "Proprietary" or "Confidential" does not guarantee that the information will not be released but will be considered in determining whether the information is required to be released in accordance with the open records policies. Generally, pricing is not exempt from being publicly released.

By submitting a proposal, the Offeror certifies that no relationship exists between the Offeror and Applicant that would interfere with fair and open competition or create a conflict of interest.

Evaluation Criteria

These criteria are to be utilized in the evaluation of offers to be considered. Individual criteria have been assigned a weight to reflect relative importance. Vendors are encouraged to provide details in their proposals that address the following criteria.

Criteria	Description	Weight
E-Rate Eligible Costs	Total cost of E-Rate eligible components, including equipment, licenses, installation, shipping, and any associated eligible services, as applicable.	35%
E-Rate Ineligible Costs	Total cost of E-Rate ineligible components, including equipment, licenses, installation, shipping, and any associated eligible services, as applicable.	5%
Meets & Understands Needs	Degree to which the proposed solution meets or exceeds the Applicant's functional requirements, performance needs, and technical specifications.	25%
Compatibility with Existing Network Infrastructure	The extent to which the proposed equipment and associated software can integrate with, interoperate with, and be managed alongside the Applicant's existing network environment without requiring significant replacement of existing infrastructure, additional licensing, or substantial operational changes.	20%
Prior Experience	Applicant's own past experience with this vendor's performance and service quality.	15%