

## CATEGORY 2 EQUIPMENT SERVICE SPECIFICATIONS

**Applicant:** WEST BABYLON UN FREE SCH DIST  
**BEN:** 123885  
**Form 470 #:** 270000320  
**Form 470 Contacts:** Leonard Wright: [lewright@wbschools.org](mailto:lewright@wbschools.org)  
Karen Horoszewski: [khoroszewski@wbschools.org](mailto:khoroszewski@wbschools.org)  
Alex Majewski: [amajewski@e-ratecentral.com](mailto:amajewski@e-ratecentral.com)  
Julie Nardella: [jnardella@e-ratecentral.com](mailto:jnardella@e-ratecentral.com)

### **Purpose**

FCC Form 470# 270000320 and this Service Specification document are requesting proposals for two Category Two projects for West Babylon UFSD. Project One is for network equipment, and Project Two is for structured cabling. It should be noted that Project Two has two parts: Part A, cabling drops for existing Access Points in school buildings (E-Rate eligible), and Part B, cabling for outdoor facility extensions and bleacher cabling (not E-Rate eligible).

Vendors are encouraged to submit pricing for all projects and parts described in this document. However, vendors may submit a proposal for any individual project without bidding on the others.

For E-Rate purposes, the District will conduct two separate bid evaluations and make two separate awards. Project One (network equipment) will be evaluated and awarded on its own. Project Two, Part A (Access Point cabling drops) will be evaluated and awarded on its own. Project Two, Part B pricing will not be considered in either evaluation, and the cost of E-Rate eligible products and services will be the primary factor in each, as described in the Evaluation Criteria section.

Project Two, Part B (outdoor facility and bleacher cabling) is included in this document solely to obtain pricing. Part B costs will not be included in any E-Rate bid evaluation. Vendors should assume that any award for Part B will be made separately by the District, outside of the E-Rate program, and independent of the E-Rate awards described above. Vendors should not expect that Parts A and B will be awarded together as a single cabling project.

To support this structure, vendors that choose to price Part B must price it separately and clearly itemize it apart from Part A. Pricing for Project One and Project Two, Part A must not include any Part B costs, and must not be contingent on the vendor receiving an award for Part B or any other project.

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## **Procurement Timeline**

| <b>Task</b>                         | <b>Due By</b>                                                                                        |
|-------------------------------------|------------------------------------------------------------------------------------------------------|
| Issue Date                          | See Form 470 Certification Date                                                                      |
| Pre-Proposal Meeting / Site Visit   | October 19, 2026. 9:00 AM EST. Senior High School – 500 Great East Neck Road, West Babylon, NY 11704 |
| Deadline to Submit Questions        | November 2, 2026                                                                                     |
| Posting of Questions/Clarifications | November 5, 2026                                                                                     |
| Proposal Submission Deadline        | December 4, 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: ☒ Optional

The pre-proposal site visit will be held on October 19, 2026 at 9:00AM EST. The site visit will be held at the Senior High School: 500 Great East Neck Road, West Babylon, NY 11704.

No additional information will be provided at the site visit. Submit questions by email as instructed above; answers to clarifying questions will be posted as attachments to the Form 470.

Offerors who intend to submit a proposal for Project Two, Part A, are strongly encouraged to attend so they can review existing conditions, pathways, and Access Point locations before pricing the work. Attendance is not mandatory, and a proposal will not be rejected because the Offeror did not attend.

## **Proposal Instructions**

West Babylon UFSD anticipates that this FCC Form 470 will result in a multiple-award schedule. It is the intention of the district to issue separate awards for Project 1 (Network Equipment) and Project 2 Part A

(Access Point Cabling Drops); any award for Project 2 Part B will be made separately, outside of the E-Rate program. Offerors can bid on Project 1 only, Project 2 Part A only, or both, and may optionally price Project 2 Part B; however, partial bids will NOT be accepted for individual project components. For example, if an offeror is bidding Project 2 Part A, they must provide a response to ALL requested items under that part. Declining to price Project 2 Part B will not affect the responsiveness or evaluation of a proposal for Project 1 or Project 2 Part A. If an offeror does not provide pricing for ALL requested items under Project 1 or Project 2 Part A, their proposal for that project will be deemed non-responsive and disqualified. Pricing proposed by offerors MUST NOT be contingent on an award of more than one project.

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 (Project 1 and Project 2 Part A).
  - No pricing sheet is provided for Project 2 Part B since the products are not E-Rate eligible. Offerors choosing to price Part B must submit it as a separate, itemized quote that is not combined with Project 1 or Project 2 Part A pricing.

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. Offerors **must** include all costs associated with the installation of the cabling, equipment, and components including, but not limited to, configuration, travel, per diem, shipping, installation, etc.

In addition to or in place of a service provider's standard quote format, proposal pricing **must** be included in the provided Pricing Attachment (Project 1 and Project 2 Part A) 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**

This FCC Form 470 and service specification includes two separate projects: (1) Network Equipment and (2) Cabling, which is divided into Part A, Access Point Cabling Drops (E-Rate eligible), and Part B, Outdoor Facility and Bleacher Cabling (not E-Rate eligible). Vendors may submit proposals for Project 1, Project 2 Part A, or both, and may optionally price Project 2 Part B. Project 1 and Project 2 Part A will each be evaluated and awarded independently; any award for Part B will be made separately, outside of the E-Rate program. Please see the 'Proposal instructions' for additional detail.

The applicant requests proposals for new E-Rate eligible Category 2 equipment, structured cabling, and vendor installation services.

### **Equipment Scope of Work**

Proposals are requested for the makes/models specified in the provided Pricing Attachment (Project 1 and Project 2 Part A) (or equivalent). Project 2 Part B is included in the event offerors wish to provide pricing for the district to consider an award outside of E-Rate. 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.

West Babylon UFSD anticipates that this FCC Form 470 will result in a multi-award schedule. Separate awards may be issued for Project One and Project Two, Part A. Partial bids will not be accepted for individual project components. For example, a vendor may choose to submit a proposal for Project One only; however, the proposal must include pricing for all equipment and services listed within that project. If a vendor does not provide pricing for ALL requested items under Project One or Project Two, Part A, their proposal for that project will be deemed non-responsive and disqualified.

### **Installation Scope of Work**

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

New cable drops are needed to support approximately 450 district-owned access points (see Project 2

Part A). This work must be scheduled during off-hours/days to not disrupt daily activities.

#### Installation Locations

| Location Name                   | Street                 | City         | State | Zip   |
|---------------------------------|------------------------|--------------|-------|-------|
| West Babylon Senior High School | 500 Great East Neck Rd | West Babylon | NY    | 11704 |
| West Babylon Junior High School | 200 Old Farmingdale Rd | West Babylon | NY    | 11704 |
| Santapogue Elementary School    | 1130 Herzel Blvd       | West Babylon | NY    | 11704 |
| Tooker Avenue Elementary School | 855 Tooker Ave         | West Babylon | NY    | 11704 |
| South Bay Elementary School     | 666 Albin Ave          | West Babylon | NY    | 11704 |
| Kennedy Elementary School       | 175 Brookvale Ave      | West Babylon | NY    | 11704 |

While the locations listed above are the sites currently planned to receive the listed equipment and services, installation may occur at any E-Rate eligible site based on the Applicant's need at the time of purchase and delivery.

#### **Project 1: Network Equipment**

Offerors must provide costs for the equipment below (or equivalent), as well as costs for configuration and installation.

| Product Type                              | Function Type | Make  | Model #/SKU (or equivalent) | Quantity | Description                                                                                  |
|-------------------------------------------|---------------|-------|-----------------------------|----------|----------------------------------------------------------------------------------------------|
| Internal Connections                      | Switch        | Aruba | R8Q71A                      | 28       | Aruba 6200M 36G 12SR5 Class6 PoE 4SFP+ Switch                                                |
| Basic Maintenance of Internal Connections | License       | Aruba | H91Z9E                      | 28       | HPE Aruba Networking Foundational Care 3y NBD Exch Hardware Only 6200M 36G PoE SVC           |
| Internal Connections                      | Power Supply  | Aruba | JL086A                      | 56       | Aruba X372 54VDC 680W PS                                                                     |
| Internal Connections                      | Fan Tray      | Aruba | JL669B                      | 28       | Aruba X751 FB Fan Tray                                                                       |
| Internal Connections                      | Cable         | Aruba | J9283D                      | 7        | Aruba 10G SFP+ to SFP+ 3m DAC Cable                                                          |
| Internal Connections                      | Cable         | Aruba | J9281D                      | 67       | Aruba 10G SFP+ to SFP+ 1m DAC Cable                                                          |
| Internal Connections                      | Switch        | Aruba | JL728B                      | 41       | HPE ANW 6200F 48G C4 4SFP+740W Sw                                                            |
| Basic Maintenance of Internal Connections | License       | Aruba | H81Y2E                      | 41       | HPE Aruba Networking Foundational Care 3y NBD Exch Hardware Only 6200F 48G PoE SFP+ 740W SVC |

|                                           |              |       |          |    |                                                                                         |
|-------------------------------------------|--------------|-------|----------|----|-----------------------------------------------------------------------------------------|
| Internal Connections                      | Switch       | Aruba | S3L75A   | 2  | HPE ANW 6300L 24SRX CL6 2L 2Y L2 Sw                                                     |
| Internal Connections                      | Power Supply | Aruba | JL086A   | 4  | Aruba X372 54VDC 680W PS                                                                |
| Internal Connections                      | Switch       | Aruba | JL725B   | 5  | HPE ANW 6200F 24G CL4 4SFP+370W SW US                                                   |
| Basic Maintenance of Internal Connections | License      | Aruba | H73N9E   | 5  | HPE Aruba Networking Foundational Care 3y NBD Exch Hardware Only 6200F 24G PoE SFP+ SVC |
| Internal Connections                      | Switch       | Aruba | JL700C   | 3  | Aruba 8360-32Y4C v2 FB 3F 2AC Bdl US                                                    |
| Internal Connections                      | Connector    | Aruba | JL602A   | 2  | Aruba X412 1U Universal 2-post RM Kit                                                   |
| Internal Connections                      | Connector    | Aruba | J9583B   | 1  | Aruba X414 1U Universal 4-post RM Kit                                                   |
| Internal Connections                      | Switch       | Aruba | R8Q71A   | 1  | Aruba 6200M 36G 12SR5 Class6 PoE 4SFP+ Switch                                           |
| Basic Maintenance of Internal Connections | License      | Aruba | H91Z9E   | 1  | HPE Aruba Networking Foundational Care 3y NBD Exch Hardware Only 6200M 36G PoE SVC      |
| Internal Connections                      | Power Supply | Aruba | JL086A   | 1  | Aruba X372 54VDC 680W PS                                                                |
| Internal Connections                      | License      | Aruba | Q9Y74AAE | 77 | Aruba Central 62xx or 29xx Switch Foundation 3 year Subscription E-STU                  |
| Internal Connections                      | License      | Aruba | R3K04AAE | 3  | Aruba Central Switch Foundation 3 year Subscription E-STU                               |
| Installation of All Equipment             |              |       |          |    |                                                                                         |
| Configuration of All Equipment            |              |       |          |    |                                                                                         |
| Shipping of All Equipment                 |              |       |          |    |                                                                                         |

## **Project 2 Part A: Cabling Drops for 450 WAPS (E-Rate Eligible)**

The selected contractor shall supply, install, terminate, label, and test structured copper cabling drops to support approximately 450 new wireless access point (AP) locations across all district facilities. Note: the Access Points the cabling drops are being connected to are already owned by the district: HPE Aruba AP-635 and AP-655. This project is only for the cabling drops, not physical access points.

- **Cable Standards:** All proposed horizontal runs must meet a minimum standard of Category 6 (Cat 6) plenum-rated (CMP) cabling. Offerors may provide optional alternate pricing for Category 6A (Cat 6A) or Category 7 (Cat 7) solutions to maximize future bandwidth capabilities.
  - West Babylon UFSD will be the sole arbiter of the final type of cabling purchased, whether it is Cat6, Cat6a, or Cat7. For this reason, offerors are encouraged to propose

multiple options based on what they believe meets the needs of this Service Specification and Form 470.

- **Termination & Racks:** Each cabling run must terminate at the station end in an RJ45 jack/surface box mounted adjacent to the wireless AP, and at the head-end in dedicated patch panels within the respective building's MDF or IDF closet.
- **Support & Pathways:** Cable pathways must utilize existing conduit, J-hooks, or newly installed surface-mount raceway with appropriate backboxes and fittings where open wiring is not permissible. Firestopping materials must be applied to any newly created wall or floor penetrations.
- **Testing & Certification:** Every installed link must undergo end-to-end certification testing (Fluke or equivalent industry standard) verifying 1Gbps/10Gbps operational standards. Printed and digital test results must be delivered upon project completion.

## **Project 2 Part B: Outdoor Facility Extensions & Athletic Bleacher Cabling (Not eligible for E-Rate)**

To expand outdoor network coverage, improve safety monitoring, and enable event broadcasts, structured cabling runs must extend to the outdoor athletic fields and stadium bleachers.

- **Conduit Utilization:** Cabling will utilize dedicated underground conduits and drag lines previously established during district capital projects.
- **Outdoor AP & Camera Drops:** Installation of weather-rated outdoor Cat 6/6A cabling drops to accommodate outdoor wireless APs and high-definition security cameras near the bleacher complex.
- **Live-Stream & Event Support:** Dedicated data drops routed directly to the bleacher press/event area to support high-definition live streaming for athletic contests, outdoor ceremonies, and graduation events.
- **MDF Integration:** All outdoor runs must route back to the nearest MDF/IDF enclosure with appropriate surge protection and grounding.

## **Contract Requirements**

The applicant prefers a multi-year agreement for delivery and installation of equipment in this procurement (term dates April 1, 2027 – September 30, 2030). An initial award term of April 1, 2027 – September 30, 2028, with two optional one-year renewals to align with an extended E-Rate service delivery deadline, if needed, is also acceptable. All pricing must be valid for the full contract term, including any renewals, unless an escalation clause is provided in the offeror's proposal for each additional year.

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.

Because USAC may classify certain cabling products as racks, cabinets, or connectors, the Racks and Related Components option was selected on Form 470 to ensure accurate classification and compliance. Likewise, options for Basic Maintenance of Internal Connections and Managed Internal Broadband Services were selected 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 compliance in the unlikely event that USAC determines that any element of the proposed solution constitutes software or right-to-use licensing that should be treated or supported similarly 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 Sections 54.9 and 54.10 of the FCC rules (47 C.F.R. §§ 54.9 and 54.10), which prohibit 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 preference to NYS OGS Contracted Vendors. Public works and purchase contracts for public schools in New York State are governed by the procurement provisions of the State's General Municipal Law. Public Schools may also purchase equipment and services under publicly bid centralized procurement contracts administered by the State's Office of General Services (OGS). **If the offeror's firm is a NYS OGS contracted vendor, the proposal must state this. In addition, if pricing is based off of NYS OGS contracts, your proposal must state this as well.**

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**

The cost of E-Rate eligible services will carry the greatest weight in the evaluation. Other factors that may be considered include but are not limited to E-Rate ineligible costs, technical compliance/functionality of the offered solution, compatibility with existing network infrastructure, the Applicant’s prior experience with the vendor, and/or completeness of the vendor’s proposal response. The Applicant reserves the right to weigh these criteria as it deems appropriate, or not at all, and may consider additional factors not listed above.