# SURRY COUNTY SCHOOLS

## REQUEST FOR PROPOSALS

**Leased Lit Fiber Network Connecting All Surry County Schools Sites**

**Symmetrical Managed Lit Fiber — 10 Gbps with Priced Upgrade Path to 25 Gbps**

**Surry County Schools**

HUB: 419 North Main Street, Dobson, NC 27017

Procurement Contact: Lucas Gillispie, Director of Technology | 336-386-8211 | gillispiel@surry.k12.nc.us | PO Box 364, Dobson, NC 27017

| Solicitation Item | Draft Information |
|---|---|
| FCC Form 470 | 270000429 |
| RFP Issue / Form 470 Posting Date | August 31, 2026 |
| Questions Due | September 20, 2026 |
| Proposal Due | September 28, 2026 |
| Anticipated Award | December 11, 2026 |
| Required Service Date | July 1, 2027 |
| Contract End Date | June 30, 2032 |

*Surry County Schools ("SCS") may reject any or all proposals, waive informalities, and make no award if doing so is in the best interests of SCS and consistent with applicable law and E-rate requirements.*

## 1. Purpose and Background

Surry County Schools invites proposals for fully managed, dedicated, symmetrical leased lit fiber service connecting all SCS sites listed in Appendix A to the SCS wide area network.

Appendix A reflects the district's official facilities list (Surry County School District Sites export, data refreshed 7/19/2026) and comprises 23 sites: 19 instructional school sites and 4 non-instructional support facilities (Plant Operations, the Surry County Data Center, the SCS District Administration Office, and Transportation Services) — consistent with the 23 locations covered under the existing Surry Communications agreement. The SCS District Administration Office is priced as a site like every other

location. The Data Center at 419 North Main Street, Dobson, NC  27017 serves as the HUB network where all other circuits terminate.

Respondents must propose an appropriate SCS network connection point for each site and clearly identify all endpoints and demarcation locations. No unauthorized site visit or direct technical contact is permitted.

Service will begin on the Required Service Date shown above. The contract will expire on the Contract End Date shown above.

This solicitation is associated with an FCC Form 470 and is subject to the Federal Communications Commission's E-rate rules and the requirements of the Universal Service Administrative Company ("USAC"). Issuance of the Form 470 or this RFP does not obligate SCS to select a proposal, enter into a contract, or submit an E-rate funding request. Please note the Form 470 number and the accompanying RFP referenced above.

## 2. Procurement Schedule and Communications

| Milestone | Requirement |
|---|---|
| Posting | RFP and FCC Form 470 posted: August 31, 2026. |
| Questions due | September 20, 2026 |
| Bid period | Proposals remain open for an additional 9 calendar days after the question deadline. |
| Proposals due | September 28, 2026, 2:00 PM EST Late proposals will not be considered. |
| Award / notice | December 11, 2026 |

**QUESTIONS MUST BE SUBMITTED ONLY AT: https://forms.gle/PqhttW4TyAQDXdfu7 Emails and telephone calls will not be accepted.**

**BID SUBMISSION: https://www.dropbox.com/request/b27p5p7k2sqaurmk2x9g or b27p5p7k2sqaurmk2x9g@addtodropbox.com AND erate@surry.k12.nc.us**

Communications intended to influence the procurement outside the stated process may be grounds for disqualification. Only written addenda issued through the official posting process modify this RFP.

## 3. Requested Service and Mandatory Bid Options

Respondents may propose one or both of the options below for each site listed in Appendix A. Each option offered must be complete, independently evaluable, and separately priced per site. SCS may award any responsive option and is not required to select the lowest total-price proposal if another proposal receives the highest evaluation score under the published criteria.

| Option | Required Scope |
|---|---|
| A — Leased Lit Fiber WITH Special Construction | Fully managed, dedicated, symmetrical leased lit fiber at 10 Gbps per site with a priced upgrade path to 25 Gbps, including all special construction required to reach each site listed in Appendix A. Separately identify special construction, standard NRC, equipment, and MRC for each site. |

| | |
|---|---|
| B — Leased Lit Fiber WITHOUT Special Construction | Fully managed, dedicated, symmetrical leased lit fiber at 10 Gbps per site with a priced upgrade path to 25 Gbps using existing facilities, with $0 in E-rate special-construction charges. Separately identify standard NRC, equipment, and MRC for each site. |

For an option without special construction, the respondent must expressly state that no E-rate special construction is required and must show $0 for special-construction charges. For an option with special construction, all construction charges and supporting detail must be separately identified, per site.

## 4. Technical and Service Requirements

- Provide a fully managed, dedicated, symmetrical lit fiber connection at 10 Gbps for SCS's exclusive use between each site demarcation listed in Appendix A and the designated SCS network endpoint (HUB), with a priced upgrade path to 25 Gbps.
- Provide an end-to-end solution terminating at the designated demarcation points at every site; a route ending only at a property line is not acceptable.
- Identify the provider handoff, customer-premises equipment, monitoring, and managed-service responsibilities for each site.
- Provide route diversity and resiliency information, including shared conduit, bridge crossings, splice cases, aggregation facilities, and other single points of failure, for each site. Clearly state if a fully diverse route is not offered for any site.
- Provide a route map/network diagram showing the proposed path and every third-party or shared facility used for each site.
- Include all permits, rights-of-way, easements, make-ready work, locates, restoration, testing, documentation, and project management necessary for a complete service at every site.
- Identify the underlying fiber owner and all portions supplied, resold, or subcontracted through another carrier.
- Deliver as-built route drawings, acceptance test results, demarcation labeling, and emergency contact information before acceptance, for each site.
- Internet access must not be bundled with the lit fiber transport service. Any optional or E-rate-ineligible components must be separately identified and priced.
- Identify the process and pricing for upgrading from 10 Gbps to 25 Gbps at each site. The solution must meet the Service Level Agreement requirements in Section 8.
- Maintain the quoted rates through the entire contract term, for every site.

## 5. Contract Term and Implementation

**SERVICE COMMENCEMENT, CONTRACT EXPIRATION, AND TOTAL TERM: 5 years with two (2) 1-year extensions.**

The selected respondent must provide a detailed implementation schedule supporting service commencement across all sites. The schedule must address design, field verification, permits, easements, utility coordination, make-ready work, material lead times, construction, testing, documentation, and cutover/acceptance for each site, and may sequence sites if necessary.

A bandwidth upgrade from 10 Gbps to 25 Gbps at any site will not restart, renew, or extend the contract. The contract will continue to expire on the Contract End Date shown above.

The contract must provide that, if service at any site is not installed, tested, accepted, and operational by the Required Service Date, the selected provider will be responsible for reasonable, documented costs incurred by SCS to maintain or obtain interim connectivity for that site until the contracted service is operational, except to the extent the delay is caused solely by SCS or by a documented force majeure event accepted by SCS.

No work may begin and no charges may accrue until SCS issues a written Notice to Proceed. An E-rate funding commitment alone is not a Notice to Proceed. The contract must permit SCS to decline implementation, in whole or for any individual site, without penalty if sufficient E-rate funding, state matching funds (if applicable), or local funding is not available.

The respondent must identify any early-start construction option and clearly explain which costs would be incurred before funding approval and who bears that risk. SCS will not be responsible for unapproved work.

## 6. Special Construction Requirements — Option A

For E-rate purposes, special construction generally includes upfront, non-recurring costs for construction of network facilities, design and engineering, and project management associated with deploying new fiber to reach a site. Standard installation costs that do not involve new fiber construction must be identified separately as other NRC.

- State, for each site, total route feet and aerial/underground route feet; fiber cable size; total strands installed; strands assigned to SCS; and average outside-plant cost per foot.
- Provide an itemized cost breakdown, per site, for labor, materials, engineering, project management, permits, make-ready, conduit, boring, poles, splicing, testing, restoration, and other construction components.
- Identify every cost allocation, ineligible cost, and cost associated with excess capacity or facilities not used by SCS, per site.
- If installing excess strands for the provider's use or other customers at any site, allocate all incremental costs away from SCS in accordance with FCC/USAC requirements.
- State whether any excess strands are reserved exclusively for SCS future use and provide the cost-effectiveness analysis supporting the proposed cable size, per site.
- Provide a construction payment schedule and indicate whether SCS may pay its non-discount share in equal annual installments over up to four years, as permitted by E-rate rules.
- Provide a plan for regular written progress reports and promptly disclose schedule risks, change conditions, or permitting delays, for each site.
- Agree to provide USAC/PIA all requested route, labor, material, allocation, and construction-cost documentation promptly.

Respondents may also present an alternate pricing structure in which construction costs are recovered over the contract term, but only in addition to the required separately itemized pricing for the applicable special-construction option. The proposal must explain the E-rate treatment of each charge.

## 7. Pricing Instructions

Pricing must be submitted in an unlocked Excel workbook and may also be included in the proposal PDF. The workbook must contain a separate worksheet, or clearly separated section, for each site listed in Appendix A, and within each site's worksheet, separate pricing for every option offered: A — leased lit fiber with special construction; and B — leased lit fiber without special construction. Each option must include all costs necessary for a complete, operational service at that site. Prices must include all taxes, regulatory fees, surcharges, permits, shipping, travel, and other charges. Enter $0 where no charge applies.

*The table below shows the required price fields; repeat this structure once per site in the pricing workbook.*

| **Required Price Field** | **Option A** | **Option B** |
|---|---|---|
| Special construction (itemized) | $_____ | $0 |
| Other non-recurring installation / equipment charges | $_____ | $_____ |
| Monthly recurring charge | $_____ | $_____ |
| Taxes, fees, and surcharges | $_____ | $_____ |
| Total first-year cost (this site) | $_____ | $_____ |
| Total cost through contract expiration (this site) | $_____ | $_____ |
| E-rate eligible amount | $_____ | $_____ |
| E-rate ineligible amount and explanation | $_____ | $_____ |

SCS will evaluate total cost across all sites over the requested contract period. Pricing conditioned on an unstated minimum term, automatic extension, minimum revenue commitment, or additional service purchase must be conspicuously disclosed. Charges added after proposal submission are the respondent's responsibility unless authorized through a lawful written amendment.

## 8. Service Level Agreement

The proposal must include a service level agreement appropriate for each leased lit fiber option offered, applicable to every site. At a minimum, it must address:

- 24x7x365 network operations and repair contact capability;
- Provide at least 99.99% network availability for each circuit;
- Maintain frame/packet loss of no more than 0.25%;
- Maintain round-trip network latency of no more than 25 milliseconds;
- Maintain network jitter of no more than 10 milliseconds;
- Do not limit or throttle the capacity of any circuit at any time for any reason;
- Response within two hours after SCS reports an outage or fiber impairment at any site;
- Target restoration within four hours and continuous work until restoration;
- Escalation contacts and intervals;

- Planned maintenance notice and emergency-maintenance procedures;
- Fiber locate, damage prevention, and third-party damage response;
- Incident reports within five business days upon request;
- Service credits for outages, per affected site, excluding documented SCS-caused events; and
- Performance and repair records available to SCS upon request.

| **Outage Duration** | **Minimum Service Credit (% of monthly recurring charge for affected circuit)** |
|---|---|
| Less than 2 hours | No credit |
| 2 to less than 4 hours | 5% |
| 4 to less than 8 hours | 10% |
| 8 to less than 12 hours | 15% |
| 12 to less than 16 hours | 20% |
| 16 to less than 24 hours | 35% |
| 24 hours or more | 50% |

## 9. Proposal Content

Organize the response in the order below and clearly identify the option(s) proposed for each site.

1. Cover letter, legal company name, address, contact information, and authorized signature.
2. USAC Service Provider Identification Number (SPIN/498 ID) and confirmation of current E-rate eligibility.
3. Executive summary identifying each option proposed: A and/or B, per site.
4. Technical design, route map, demarcation details, resiliency disclosures, and assumptions, for every site.
5. Implementation schedule and required SCS dependencies, including any proposed sequencing across sites.
6. Completed unlocked pricing workbook (one section per site) and itemized price narrative.
7. Special-construction detail and cost-allocation support, per site, if Option A is proposed.
8. Service level agreement, maintenance plan, escalation matrix, and service-credit schedule.
9. Identification of subcontractors, underlying carriers, and fiber owners; include written evidence of authority to provide the proposed facilities.
10. Three current or recent references for comparable K–12 or public-sector fiber projects.
11. Exceptions to RFP requirements and proposed contract language, clearly identified.
12. Completed compliance checklist in Appendix B and a proposed contract ready for execution or negotiation.

## 10. General Terms and E-rate Requirements

- SCS may reject proposals that materially deviate from the requested format or omit required information. A catalog or generic rate sheet is not a responsive proposal.
- SCS may award any responsive option, for any or all sites, negotiate with one or more qualified respondents as permitted by North Carolina law, cancel the solicitation, or make no award.
- The selected provider must maintain a valid SPIN/498 ID, file the annual FCC Form 473 (SPAC), and comply with all applicable FCC and USAC rules.
- The selected provider must promptly assist with PIA review, funding requests, service substitutions, audits, invoicing, and other E-rate documentation.
- The provider must retain records for the period required by FCC rules and make them available to SCS, USAC, and the FCC upon request.
- The contract must identify every site by name and address as listed in Appendix A and must include the service endpoint(s), term, quantities, and all pricing for each site.
- Invoices must identify the site, service period, service type and quantity or bandwidth, recurring and non-recurring charges, taxes/fees, and E-rate eligible/ineligible amounts, broken out per site.
- The contract will expire on the Contract End Date shown above. No automatic renewal or voluntary extension is requested.
- The selected provider must supply any FCC Form 471 bulk-upload or line-item data reasonably requested by SCS.

## 11. Public Records, Confidentiality, and Ethics

Proposals and the resulting contract may be public records under the North Carolina Public Records Act, N.C. Gen. Stat. § 132-1 et seq. A respondent claiming that material is proprietary must submit a separate redacted copy, clearly mark the specific protected material, and state the legal basis for withholding it. Marking an entire proposal confidential is discouraged and may not be effective. SCS will make disclosure determinations under applicable law.

Respondents must comply with applicable North Carolina public purchasing statutes (including N.C. Gen. Stat. Chapter 143, Article 8, and Chapter 115C governing local school administrative units), applicable SCS Board of Education policies, conflict-of-interest requirements (including N.C. Gen. Stat. § 14-234), and all other applicable federal, state, and local laws. By submitting a proposal, the respondent certifies that its offer was independently developed without collusion.

## 12. Evaluation and Award

Only responsive proposals from responsible respondents will be evaluated. Price of E-rate eligible services is the most heavily weighted factor. SCS may verify references, request clarifications, conduct negotiations as allowed by law, and consider the full risk and value of the proposed solution across all sites.

| Weight | Criterion |
|---|---|
| 30% | Total E-rate eligible recurring and non-recurring cost |
| 20% | Ability to meet technical, route, demarcation, and implementation requirements for all sites |
| 15% | Special-construction plan, cost detail, and cost allocation (or demonstrated ability to serve without special construction) |
| 10% | Service level agreement, maintenance, restoration, and reliability |
| 10% | Contract terms, exceptions, fixed contract expiration, and implementation schedule |
| 10% | Experience, qualifications, and comparable references |
| 5% | E-rate ineligible cost |

SCS reserves the right to correct arithmetic errors using unit prices, seek clarification without allowing a material change, and determine which proposal provides the best value consistent with the published criteria and applicable law.

## 13. Protest and Reservation of Rights

Bid protests must follow the procurement and protest procedures adopted by the Surry County Board of Education, together with applicable North Carolina General Statutes governing public school unit purchasing and procurement.

SCS reserves all rights available under applicable procurement law, Board of Education policy, FCC rules, and USAC procedures.

## Appendix A — Service Locations and Endpoints

*Source: Surry County School District facilities list (data refreshed 7/19/2026). 23 sites: 19 instructional school sites and 4 non-instructional support facilities. The SCS Data Center (Site 21) also serves as the network HUB where all other circuits terminate.*

| Site # | School / Location | Address | Required Service |
|---|---|---|---|
| 1 | Cedar Ridge Elementary School | 734 Flippin Rd, Lowgap, NC 27024 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 2 | Central Middle School | 1990 Zephyr Rd, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 3 | Copeland Elementary School | 948 Copeland School Rd, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 4 | Dobson Elementary School | 400 W Atkins St, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 5 | East Surry High School | 801 W Main St, Pilot Mountain, NC 27041 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 6 | Flat Rock Elementary School | 1539 E Pine St, Mount Airy, NC 27030 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 7 | Franklin Elementary School | 519 S Franklin Rd, Mount Airy, NC 27030 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 8 | J. Sam Gentry Middle School | 1915 W Pine St, Mount Airy, NC 27030 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 9 | Meadowview Middle School | 1282 McKinney Rd, Mount Airy, NC 27030 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 10 | Mountain Park Elementary School | 505 Mountain Park Rd, State Road, NC 28676 | Managed leased lit fiber at required bandwidth (10 |

| | | | |
|---|---|---|---|
| | | | Gbps, upgradeable to 25 Gbps) |
| 11 | North Surry High School | 2440 W Pine St, Mount Airy, NC 27030 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 12 | Pilot Mountain Elementary School | 218 Friends St, Pilot Mountain, NC 27041 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 13 | Pilot Mountain Middle School | 543 Old Westfield Rd, Pilot Mountain, NC 27041 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 14 | Rockford Elementary School | 719 Rockford Rd, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 15 | Shoals Elementary School | 1800 Shoals Rd, Pinnacle, NC 27043 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 16 | Surry Central High School | 716 S Main St, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 17 | Surry Early College High School | 630 S Main St, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 18 | Westfield Elementary School | 273 Jessup Grove Church Rd, Pilot Mountain, NC 27041 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 19 | White Plains Elementary School | 710 Cadle Ford Rd, Mount Airy, NC 27030 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 20 | Plant Operations | 110 Cooper St, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |

| | | | |
|---|---|---|---|
| 21 | Surry County Data Center (also serves as the SCS network HUB) | 419 N Main St, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 22 | Surry County School Dist Admin Office | 209 N Crutchfield Street, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |
| 23 | Transportation Services | 609 E Atkins St, Dobson, NC 27017 | Managed leased lit fiber at required bandwidth (10 Gbps, upgradeable to 25 Gbps) |

## Appendix B — Respondent Compliance Checklist

| Checklist Item | Respondent Confirmation / Proposal Page |
|---|---|
| Proposal option | A and/or B clearly identified |
| Contract end date | June 30, 2032 |
| Unlocked pricing workbook (one tab per option, one row per site) | Included |
| Special construction itemized | Included for A; $0 for B |
| Other NRC / equipment separately priced | Included |
| MRC and all taxes/fees | Included |
| Route map and network diagram (all sites) | Included |
| Demarcation and connector details (all sites) | Included |
| Route diversity disclosed | Included |
| Implementation schedule | Included |
| Permits/easements/make-ready plan | Included / N/A |
| Acceptance testing | Included |
| SLA and escalation matrix | Included for each proposed option |
| Three comparable references | Included for comparable K–12 or public-sector fiber projects |
| Subcontractors/underlying carrier | Disclosed / None |
| USAC SPIN/498 ID | Provided |
| PIA/construction documentation cooperation | Agreed |
| Record-retention requirement | Agreed |
| Proposed contract | Included |
| RFP exceptions | Listed / None |
| Authorized signature | Provided |
| Required bandwidth | 10 Gbps priced, with 25 Gbps upgrade path priced, per site |
| Lit-fiber performance commitments | 99.99% availability; packet loss, latency, and jitter limits confirmed |
| No throttling | Agreed |
| Bandwidth upgrade term protection | Upgrade will not extend the contract expiration date |
| Delayed-service remedy | Agreed / Exceptions identified |

By signing below, the respondent confirms that the proposal is complete, the pricing includes all costs required for the proposed solution at every site, and the respondent agrees to the requirements of this RFP except for expressly identified exceptions.

| Company | Authorized Representative | Signature | Date |
|---|---|---|---|
| | | | |

## Appendix C — References

| Customer / Organization | Contact Name | Email / Phone | Comparable Scope and Dates |
|---|---|---|---|
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