Laredo Independent School District
Procurement Department
2400 San Bernardo Avenue, 3rd Floor, Rm. D322
Laredo, Texas 78040
Tel: 956-273-1080

LAREDO INDEPENDENT SCHOOL DISTRICT

REQUEST FOR PROPOSALS

Laredo Independent School District invites you to submit a Proposal for:

RFP 26-020 E-Rate FY2027 Wireless Infrastructure

REFERENCE NUMBER	RFP #26-020 (the "RFP")
RESPONSE MUST BE DELIVERED BY	**October 6, 2026 at 2:30 p.m.** Central Standard Time (the "Deadline") (Note: Without exception – Proposal must be timely submitted in the District's Bonfire Portal or time and date stamped by the Procurement Department. Proper and complete submission of the Respondent's Proposal in the District's Bonfire Portal is at the risk of the Respondent. Timely physical delivery is at the risk of the respondent.)
RESPONSE MUST BE DELIVERED TO	Laredo Independent School District Procurement Department 2400 San Bernardo Avenue 3rd Floor, Room D322 Laredo, Texas 78040 OR in the District's Bonfire Portal
ESTIMATED CONTRACT PERIOD	**July 1, 2027 to June 30, 2030**. Subject to change based on approval timelines by the LISD Board of Trustees and annual evaluation review.
PRE-PROPOSAL MEETING	N/A
QUESTIONS DUE DATE	N/A
DISTRICT BUYER IN CHARGE OF PROPOSAL	All questions regarding this proposal should be in writing and sent to Margaret Boswell, Buyer at mboswell@laredoisd.org
PROCUREMENT DIRECTOR	Hector M. Mejia

I. PURPOSE:

Laredo Independent School District ("LISD" or the "District") is soliciting proposals from qualified E-Rate service providers, manufacturers, authorized resellers, and network integrators for a district-wide wireless infrastructure refresh. The successful respondent will provide a complete, turnkey solution consisting of wireless access point equipment, required mounting hardware, five-year wireless management licensing, installation, configuration, testing, project documentation, and closeout services.

The District intends to replace existing wireless access points across multiple instructional and support facilities in Laredo, Texas. The base project includes 3,640 new access points: 3,500 indoor access points and 140 outdoor access points. The District requires a solution that is operationally supportable at enterprise scale and that integrates with the District's network environment and centralized wireless management strategy.

All respondents must carefully review and acknowledge each requirement in this RFP. A proposal that omits requested information, materially conditions its response, or does not provide complete and comparable pricing may be deemed non-responsive.

Faxed responses will not be considered. By submitting a response, Responder certifies to the best of his/her knowledge that all information is true and correct. All responses must be received prior to established deadline.

Responses must be submitted via the Laredo Independent School District's online Bonfire e-bid system or physically time and date stamped by the Procurement Department. Proper and complete submission of the Respondent's Proposal in the District's Bonfire Portal is at the risk of the Respondent. Only responses received by the date and time specified will be considered.

II. BACKGROUND INFORMATION:

The Laredo Independent School District (LISD) was established in 1882. LISD is a district sprawling more than 13 square miles. The Laredo Independent School District is made up of 33 educational institutions: 20 elementary schools, four middle schools, and four high schools including Hector Garcia Early College High School located on the campus of Texas A&M International University, the Lara Academy, our alternative education campus, and the Jose Valdez Non-Traditional High School, and four magnet schools. The four magnet schools are the Vidal M. Treviño School of Communications and Fine Arts, located across the street from Nixon High School, Esther G. Buckley Early College High School, located at Martin High School, Sabas Perez School for Engineering and Technology Education, located at Cigarroa High School and the new Business, Industry and Public Service Early College Academy at Nixon High School. The district has a yearly average student enrollment of 19,400 and over 4,000 employees striving for academic excellence.

At LISD, learning is the key to a bright and successful future. By setting high standards, the district plays a crucial role in preparing the students to meet the challenges and demands of today's high-tech and multicultural workplace.

III. PROJECT OBJECTIVES

Laredo Independent School District is a public school district serving the Laredo community in South Texas. Reliable Internet connectivity is a mission-critical service supporting instruction, cloud applications, communications, cybersecurity operations, administrative systems, and District business functions.

Project objectives include the following:

- Replace aging wireless access points with current-generation enterprise wireless infrastructure.
- Provide consistent indoor and outdoor wireless capability appropriate for campus environments.
- Maintain centralized wireless management, inventory, configuration, monitoring, firmware administration, and reporting.
- Implement the refresh with minimal disruption to instruction and District operations.
- Create a complete asset and installation record for every newly deployed access point.
- Obtain competitive, transparent pricing that clearly separates E-Rate eligible and ineligible products and services.

IV. E-RATE FUNDING AND PROCUREMENT CONDITIONS

This project is anticipated to be submitted for E-Rate Funding Year 2027 Category Two support. The District's participation in the E-Rate program does not guarantee funding or obligate LISD to purchase any specific quantity. The District may proceed with all, part, or none of the project based on E-Rate funding, local budget availability, Board approval, project priorities, and other factors permitted by law and program rules.

- The RFP is intended to be posted with or referenced by LISD's applicable FY2027 FCC Form 470. The competitive bidding period will remain open for the period required by E-Rate rules and applicable state/local procurement requirements.
- All communications during the solicitation period must occur through the official Purchasing Department/Bonfire process. Respondents must not seek non-public project information from District employees, Board members, consultants, or other representatives.
- The price of E-Rate eligible products and services will be the most heavily weighted single factor in the District's E-Rate bid evaluation.
- Any brand or part number identified in this RFP is used to describe the level of quality, compatibility, functionality, and performance required. Each such reference shall be understood to include "or equivalent" unless expressly stated otherwise.
- No product may be ordered and no installation work may begin until LISD issues an authorized purchase order and/or written Notice to Proceed. The District may delay deployment pending a Funding Commitment Decision Letter or other internal approval.
- LISD reserves the right to reject any or all proposals, waive minor informalities when permitted, request clarification or a Best and Final Offer when allowed, reduce quantities, negotiate permitted terms, and cancel or reissue the solicitation.

V. BASE EQUIPMENT AND LICENSING REQUIREMENTS:

The following bill of materials establishes the District's base requested quantities. Respondents must quote the exact reference product or a fully documented equivalent. Quantities are estimates and may be increased or decreased by LISD. Unit pricing shall govern any authorized quantity adjustment.

Line	Part Number	Description / Reference Product	Qty	Notes
1.0	Q9Y60AAE	HPE Aruba Networking Central AP Foundation 5-year Subscription E-STU	3,640	Each subscription must support one deployed AP for the full five-year term.
2.0	S4A25A	HPE Aruba Networking AP-725 (US) Tri Radio 2x2 Wi-Fi 7 Internal Antennas Campus Access Point	3,500	Indoor campus access point.

Line	Part Number	Description / Reference Product	Qty	Notes
2.2	S0J40A	HPE Aruba Networking AP-MNT-MP10-U Campus AP 10-pack Universal Mount Bracket Kit	350	Ten-pack mount kit; quantity supports 3,500 indoor APs.
3.0	S0P50A	HPE Aruba Networking AP-675 (US) Tri Radio 2x2 Wi-Fi 6E Internal Omni-Directional Outdoor AP	120	Outdoor omni-directional access point.
3.2	R6W11A	HPE Aruba Networking AP-270-MNT-H3 Outdoor AP Hanging Dual-Tilt Pole/Wall Mounting Bracket	140	Outdoor mount; quantity supports all 140 outdoor APs.
4.0	S0P55A	HPE Aruba Networking AP-677 (US) Tri Radio 2x2 Wi-Fi 6E Internal Directional Outdoor AP	20	Outdoor directional access point.

Base solution total: 3,640 wireless access points, 3,640 five-year AP management subscriptions, 350 ten-pack indoor mount kits, and 140 outdoor mounting brackets.

VI. EQUIVALENT PRODUCTS AND TECHNICAL COMPLIANCE

Respondents proposing products other than the reference products must provide sufficient information for LISD to determine that the proposed solution meets or exceeds the District's requirements. An alternative manufacturer or model will not be considered equivalent merely because it is marketed in the same general product category.

- Provide manufacturer name, exact model/part number, data sheet, warranty, support entitlement, end-of-sale/end-of-support information if published, and all required accessories and licenses.
- Provide a line-by-line equivalency matrix comparing the proposed product to the applicable reference product, including wireless generation, radio architecture, indoor/outdoor rating, antenna type, management capabilities, power/ethernet requirements, mounting approach, and enterprise security/management functions.
- Identify all additional hardware, software, subscriptions, controllers, cloud services, gateways, licenses, professional services, or recurring costs required to deliver functionality equivalent to the reference solution. Costs not disclosed in the proposal will not be assumed to be the District's responsibility.
- If an alternate management platform is proposed, include the full five-year cost necessary to centrally manage all 3,640 access points and describe migration, configuration conversion, training, integration, and operational impacts.
- The District will determine, in its sole reasonable judgment, whether a proposed substitution is equivalent and compatible with LISD requirements. Substitutions after award require prior written approval and any E-Rate approvals that may be applicable.

VII. WIRELESS MANAGEMENT AND LICENSING

- The base proposal must include three-year centralized AP management licensing for all 3,640 access points.
- Licenses/subscriptions must be new, valid for U.S. education/government use as applicable, and registered to LISD or the District-designated tenant/account.
- Respondent must coordinate license assignment and activation with LISD. Subscription terms must not be intentionally activated early in a manner that reduces the usable term before LISD is ready for production deployment.

- The management solution must support centralized configuration, inventory, health/status monitoring, firmware administration, alerts, reporting, role-based administration, and RF/wireless operational management at enterprise scale.
- Respondent must clearly state all renewal requirements, included support entitlements, and any functionality that expires at the end of the subscription term.
- Any support, warranty, or maintenance component that is not fully E-Rate eligible must be separately identified and cost-allocated in the proposal.

VIII. INSTALLATION, CONFIGURATION, AND DEPLOYMENT SCOPE

The successful respondent will provide a turnkey installation and configuration service for the purchased equipment. LISD anticipates replacement of existing access points using existing network cabling and District-provided location information. The District will provide the awarded vendor with the detailed campus deployment schedule and location list during project planning.

8.1 Project Kickoff and Planning

- Conduct a project kickoff meeting with LISD Technology Services and Purchasing representatives.
- Confirm project contacts, escalation paths, communication cadence, staging process, installation sequence, campus access requirements, work hours, safety requirements, and acceptance criteria.
- Submit a detailed implementation schedule showing staging, campus deployment windows, expected daily/weekly production, dependencies, and completion milestones.
- Identify any technical assumptions or prerequisites that could affect deployment, including PoE, ethernet link speed, mounting conditions, or management-platform readiness.

8.2 Staging and Inventory

- Receive, inspect, stage, and securely store equipment until deployment. All equipment must be factory-new and sourced through authorized distribution channels.
- Record manufacturer, model, serial number, radio/base MAC address, subscription/license information where applicable, and LISD asset tag for each device before or at installation.
- Apply LISD-provided asset tags or vendor-produced tags that conform to District requirements. The tagging method must not obstruct manufacturer labels, ventilation, radio performance, or service access.
- Provide an initial inventory file before broad deployment and maintain it throughout the project (Appendix C).

8.3 Removal and Physical Installation

- Coordinate access to each installation location with LISD. Work must be scheduled to minimize disruption to instruction and District operations.
- Remove the existing access point at each authorized replacement location unless LISD directs otherwise. Replaced equipment remains LISD property and must be transported to a District-designated on-site or central storage location in an orderly manner.
- Install the correct new access point and mounting hardware in the approved location using manufacturer-recommended methods. Outdoor installations must use the appropriate weather-rated mounting approach and observe manufacturer grounding/environmental requirements.
- Existing network cabling is expected to be reused. New horizontal cabling is not part of the base scope. If an existing cable or termination prevents successful installation, the vendor must document the issue and obtain written authorization before performing chargeable remediation.

- Vendor is responsible for normal installation tools, ladders/lifts, safety equipment, transportation, supervision, cleanup, and disposal of packing material. The vendor must leave each work area clean and secure.

8.4 Configuration and Integration

- Associate each access point with the District-designated wireless management tenant/site/group and apply LISD-approved configuration standards.
- Coordinate with LISD to preserve or migrate District-defined SSIDs, authentication/security settings, VLAN/network mappings, RF policies, and other required operational settings. LISD will provide sensitive configuration information through an approved secure method after award.
- Install District-approved firmware/software versions and verify that the access point is fully adopted and manageable from the centralized management platform.
- Do not make material changes to routing, switching, firewall, authentication, or other District systems outside the authorized wireless scope without prior written approval.

8.5 Testing and Acceptance

- Verify power, ethernet link, management connectivity, radio status, and successful operation of District-designated production wireless services for each installed access point.
- Identify and resolve vendor-caused installation/configuration issues before requesting acceptance.
- Provide campus-level or deployment-wave completion reports and obtain LISD acceptance/sign-off as directed.
- Final acceptance requires delivery of all project documentation, resolution of outstanding deficiencies, confirmation that all accepted devices are visible and healthy in centralized management, and completion of required knowledge transfer.

IX. PROJECT DOCUMENTATION AND CLOSEOUT

The respondent must include the following deliverables in the base installation/project services price:

- Approved project schedule and subsequent schedule updates.
- Complete electronic equipment inventory in XLSX or CSV format (Appendix C).
- At minimum, inventory fields must include LISD asset tag, manufacturer, model, serial number, base/radio MAC address when available, campus/facility, building/area/room or location identifier, management site/group, installation date, and installer/crew identifier. Switch/port and IDF information should be included when it is available or captured during installation.
- List of removed/replaced access points and disposition/location when LISD requests this tracking.
- Campus or deployment-wave acceptance records.
- List of open exceptions, cabling deficiencies, or locations not completed, with reason and recommended next action.
- Final license/subscription entitlement record and warranty registration information.
- Final project closeout report and one administrative knowledge-transfer session covering the deployed solution, management inventory, warranty/RMA process, and any configuration changes made by the vendor.

X. DISTRICT AND VENDOR RESPONSIBILITIES

10.1 LISD Responsibilities

- Provide authorized site access during mutually agreed deployment windows.

- Provide or approve the deployment location list, naming standards, management tenant access, and District-specific configuration requirements.
- Provide timely decisions on exceptions, cabling deficiencies, and change requests.
- Provide an authorized purchase order and/or Notice to Proceed before the vendor begins chargeable work.
- Perform or participate in final acceptance and retain authority over production network changes.

10.2 Vendor Responsibilities

- Provide a qualified project manager and sufficient trained/certified personnel to meet the agreed deployment schedule.
- Comply with LISD campus access, identification/badging, background screening/fingerprinting, safety, conduct, and confidentiality requirements applicable to contractors working in school facilities.
- Protect District credentials, configuration information, and operational data; use such information only to perform the contracted work; and return/delete it as directed at project completion.
- Remain responsible for all subcontractors and ensure subcontractors meet the same contractual, safety, security, insurance, and E-Rate requirements.
- Promptly correct defects, damage, misconfiguration, or incomplete work caused by the vendor or its subcontractors.

XI. PROPOSAL RESPONSE FORMAT AND REQUIRED INFORMATION

To support a fair and efficient evaluation, respondents should organize proposals in the following order. LISD may deem materially incomplete responses non-responsive.

1. Cover Page - RFP number/project name, legal company name, address, primary representative, phone, email, SPIN/498 ID, FCC Registration Number if applicable, and cooperative contract information if the respondent wishes to identify it.
2. Executive Summary - brief description of the proposed solution, total base cost, major assumptions, and any alternate solution.
3. Technical Solution - exact manufacturer/model/part numbers; reference-product compliance or equivalency matrix; management architecture; licensing; warranties; and required dependencies.
4. Statement of Work / Implementation Plan - project phases, staffing, staging, installation methodology, testing, schedule assumptions, closeout, and proposed change-order process.
5. Pricing - completed pricing schedules with unit and extended costs, shipping/freight, installation, project services, eligibility allocations, optional items, and total solution cost.
6. Qualifications - company background, manufacturer authorization/certifications, project manager qualifications, installer qualifications, and at least three comparable K-12 or public-sector references for large wireless deployments.
7. E-Rate Compliance - SPIN/498 ID; E-Rate experience; SPAC commitment; Lowest Corresponding Price acknowledgement; SPI support statement; FCC red-light/debarment certification; and USAC audit/PIA cooperation statement.
8. Exceptions - a clearly identified list of every exception, deviation, assumption, or requested change to this RFP or LISD terms. Silence will be interpreted as acceptance of the project requirements, subject to the District's formal contract process.
9. Required District Forms

XII. PRICING REQUIREMENTS

- Pricing must be complete, firm, and transparent. Respondents must provide unit pricing and extended pricing for every equipment, license, accessory, and service line item.

- The proposal must show a Base Solution Total before any optional alternates. All freight, shipping, travel, overhead, staging, project management, consumables, and other charges necessary to complete the proposed base scope must be disclosed.
- LISD is tax exempt. Do not include sales tax in proposal pricing.
- E-Rate eligible and ineligible amounts must be separately identified. If an item is partially eligible, provide the percentage or dollar cost allocation and a brief explanation.
- Installation pricing must be separately identifiable from equipment and licensing. LISD prefers both a total installation amount and unit installation rates by AP type so quantity changes can be evaluated consistently.
- Respondents may separately quote optional unit pricing for authorized cabling/termination remediation, lift rental for unusual conditions, or other exception work. Optional items must not be included in the evaluated base solution total unless the District expressly requests them.
- Proposal pricing must remain valid for at least 180 days after the proposal deadline unless a longer period is stated by the respondent. Awarded pricing must remain firm for the authorized purchase/project period except for a District-approved change or E-Rate-permitted substitution.

XIII. <u>E-RATE SERVICE PROVIDER REQUIREMENTS</u>

- Respondent must have a valid Service Provider Identification Number (SPIN/498 ID) and be eligible to participate in the E-Rate program.
- The awarded service provider must have the required Service Provider Annual Certification (SPAC/FCC Form 473) on file for the applicable funding year before E-Rate invoices can be paid.
- Respondent must be in good standing with the Federal Communications Commission and must not be subject to FCC Red Light status or federal/state debarment that would make the respondent ineligible for award or payment.
- Respondent must comply with the E-Rate Lowest Corresponding Price requirement and all applicable competitive bidding, gift, free-services, document-retention, invoicing, and audit requirements.
- Respondent must clearly separate E-Rate eligible and ineligible products/services and provide sufficient detail for LISD to prepare FCC Form 471 funding requests and respond to Program Integrity Assurance review.
- LISD prefers the Service Provider Invoice (SPI/FCC Form 474) method. Respondent must state whether it will support SPI discounted billing and identify any administrative requirements. If the respondent will receive USF disbursements, it must maintain any USAC-required FCC Form 498, UEI, and active SAM.gov registration requirements applicable at the time of invoicing.
- The awarded vendor must respond promptly to LISD requests for documentation related to E-Rate application review, invoicing, audit, appeal, or service substitution. Unless a shorter deadline is stated in the request, the vendor should be prepared to respond within three business days.
- The contract and purchase are contingent on applicable E-Rate and District approvals. LISD may cancel, reduce, defer, or partially fund the project without penalty if E-Rate funding is denied, reduced, delayed, or otherwise unavailable, or if District funding is not appropriated.
- No gifts, free equipment, credits, services, or other benefits may be offered or structured in a manner that violates E-Rate rules or distorts the fair and open competitive bidding process.

XIV. <u>EVALUATION AND AWARD</u>

LISD will evaluate responsive proposals using best-value criteria and applicable E-Rate requirements. The price of E-Rate eligible products and services will be the most heavily weighted single factor.

Evaluation Factor	Points
Purchase Price	55 points
Reputation of the vendor and of the vendor's goods or services.	10 points
Quality of the vendor's goods or services	10 points
Extent to which the goods or services meet the District's needs	10 points
Vendor's past relationship with the District	5 points
Impact on the ability of the District to comply with laws and rules relating to historically underutilized businesses	N/A
Total long-term cost to the District to acquire the vendor's goods or services	5 points
For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor's ultimate parent company or majority owner: • Has its principal place of business in this state, or • Employs at least 500 persons in this state	Yes/No Yes/No
Any other relevant factor(s) specifically listed in these specifications: Customer Service	5 points
TOTAL	**100**

14.1 Potential Disqualification / Non-Responsiveness

Subject to LISD Purchasing review and applicable law, the District may reject or disqualify a proposal for one or more of the following reasons when the requirement is clearly stated in the solicitation:

- Proposal received after the published deadline or through an unauthorized submission method.
- Unsigned proposal or proposal submitted by a person without authority to bind the respondent.
- Failure to provide a valid SPIN/498 ID or ineligibility to participate in E-Rate.
- FCC Red Light status, debarment, suspension, or other disqualifying status.
- Failure to provide itemized pricing for the requested products/services or failure to separate eligible/ineligible costs.
- Generic, spam, robotic, or non-project-specific response that does not address the RFP requirements.
- Materially incomplete technical response, undisclosed dependencies, or failure to document equivalency when proposing substitutes.
- Improper contact with District personnel or conduct that compromises the fair and open procurement process.

XV. PROJECT SPECIFIC TERMS AND CONDITIONS

- LISD Standard Terms. All LISD General Terms and Conditions and procurement forms issued with this RFP are incorporated into the solicitation and resulting contract. In the event of a conflict, the final executed contract and District-issued addenda will control as permitted by law.
- Quantities. Quantities are estimates. LISD may increase, decrease, defer, or eliminate quantities based on funding and need. Unit prices will be used for authorized adjustments.

- Change Orders. No additional work or charge is authorized without prior written approval through the District's approved change-order/purchase-order process. The awarded vendor must provide written scope, pricing, E-Rate eligibility impact, schedule impact, and justification before performing changed work.
- Substitutions. Products may not be substituted after award without LISD written approval. Any substitution must be equal or better, must not increase District cost without approval, and must satisfy applicable E-Rate service-substitution requirements.
- Warranty. Vendor must pass through all manufacturer warranties and support entitlements, provide warranty start/registration information, and describe the RMA process and expected replacement timelines.
- Public Information. Proposals may be subject to disclosure under the Texas Public Information Act. Respondents should clearly identify information they contend is confidential or proprietary; LISD cannot guarantee confidentiality beyond what law permits.
- Insurance. The awarded vendor must provide evidence of insurance meeting LISD requirements and name LISD as certificate holder/additional insured when required by District General Terms and Conditions. Required limits and forms will be those issued by LISD Purchasing.
- No Commitment Until Award. This RFP does not obligate LISD to award a contract or reimburse proposal-preparation costs. No respondent may rely on verbal authorization or unofficial communications as a commitment by the District.
- Acceptance and Payment. LISD will pay only for authorized, properly invoiced products and services that are delivered/performed and accepted in accordance with the contract and applicable E-Rate invoicing rules. Final payment may be conditioned on complete project documentation and correction of deficiencies.

Submittal Checklist

Listed below are the required documents and information needed to complete your submission. Failure to properly complete and submit any of the required documents may subject your proposal to disqualification.

1. Signed proposal/ cover letter with authorized representative information, SPIN/ 498 ID and E-Rate compliance information
2. Completed Pricing Tabulation Worksheet (Appendix A)
3. Completed Technical Compliance Matrix (Appendix B)
4. Implementation plan and proposed project schedule
5. Project team qualifications and manufacturer authorizations/ certifications
6. Three comparable references
7. SPI billing support statement
8. Eligibility allocation identifying eligible, partially eligible, and ineligible costs
9. Warranty/ support and lead-time information
10. Exceptions/ deviations list and equivalent alternate product information (if applicable)
11. Federal/ State Certifications
12. Laredo ISD Vendor Packet

Other Information

a) Proposals received via phone, facsimile, email or other medium will not be accepted or considered.
b) Proposals must be timely submitted in the District's Bonfire Portal or received and date stamped in the Procurement Department on or before the time and date stated above.
c) The District reserves the right to reject any or all proposals received, waive any or all irregularities, choose the most advantageous price, discount and warranty for each service, and to award a contract only upon availability of funding.
d) Visitor Badges: Vendor must provide all their workers with a company ID, showing company name, and photograph of employee. Company ID shall be worn visibly at all times while on District property.
e) This RFP is an "all" or "none" proposal.

Estimated Time Schedule

- 1st Advertisement: August 29, 2026
- 2nd Advertisement: August 30, 2026
- RFP Deadline: October 6, 2026 @ 2:30pm Central Standard Time
- Evaluation committee recommendation presented for Board approval on November 12, 2026 (tentatively)