2027 KING GEORGE C1 SPECIFICATIONS

Applicant:	**King George County Public Schools ("KGCS")**
BEN:	**126445**
Form 470 #:	**270000672**
Procurement Contacts:	**Jen Brody - jbrody@kgcs.k12.va.us** **Melissa Zaruba - mzaruba@e-ratecentral.com**

Procurement Schedule

Milestone	Due Date
Issue Date	Wednesday, November 18, 2026
Deadline to Submit Questions	Friday, December 4, 2026, 2:00 PM ET
Posting of Questions/Clarifications	Tuesday, December 8, 2026
Proposal Submission Deadline	Thursday, January 7, 2027, 2:00 PM ET

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

Communications and Questions

All vendor requests for clarification from KGCS regarding this solicitation **must** be emailed and received by the "Deadline to Submit Questions" noted in the "Procurement Schedule." Questions should be directed to all "Procurement Contacts" listed above, with the Form 470 Number included in the subject line. Failure to include all "Procurement 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. KGCS reserves the right to ask vendors clarifying questions during the proposal review process.

Contact initiated by an Offeror concerning this solicitation with any other KGCS representative other than those listed as Procurement Contacts is prohibited. Unauthorized contact may result in the Offeror's disqualification from this solicitation.

Proposal Instructions

Proposals **must** be submitted via email by the Proposal Submission Deadline in the Procurement Schedule. Proposals are to be submitted to jbrody@kgcs.k12.va.us **and** mzaruba@e-ratecentral.com.

Offerors are solely responsible for reviewing the solicitation and complying with all proposal submission requirements, including the designated submission method, deadline, and required documentation.

Applicant has no obligation to respond to requests for alternative submission instructions, provide individualized guidance, or invite resubmission when the solicitation already establishes the required submission procedures.

Statements in a proposal indicating that the Offeror is willing to resubmit through another method, upon request, do not constitute compliance with the solicitation's submission requirements and do not obligate the Applicant to contact the Offeror or provide an opportunity to resubmit.

Proposals submitted through a method other than that specified in the solicitation will be deemed nonresponsive, consistent with the solicitation and applicable procurement requirements.

Proposals **must** include the following:

- Applicant name (King George County Schools)
- Form 470 number (270000672)
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions
- Completed Pricing Attachment in xlsx format

Proposals **must** include **all** costs associated with providing service, including but not limited to:

- Monthly recurring charges (MRC) include any recurring charge related to delivering the services, such as monthly charges for Internet access, IP addresses, basic terminating equipment, etc.
- Non-Recurring Charges (NRC) include any one-time fee other than special construction charges. This includes but is not limited to installation charges, connection charges, and/or basic terminating equipment charges. If no charges apply, this must be noted.
- Special Construction Charges (SPC) include one-time costs for deploying new fiber or upgrading network facilities for eligible entities. These charges are non-recurring and include the following components: construction of network facilities, design and engineering, and project management. Offerors should provide special construction details sufficient to support E-Rate review, including route feet, cost per foot, and plant mix where applicable. If no charges apply, this must be noted.
- Failure to identify the monthly recurring, non-recurring, and special construction charges will result in the disqualification of the proposal. Any MRC, NRC, or SPC not included in the proposal and Pricing Attachment is the sole responsibility of the Offeror, and KGCS will not be responsible for paying it. Submissions indicating that there may be additional MRC, NRC, or SPC related to delivering the services WILL be disqualified. Respondents are encouraged to provide estimated taxes and surcharges associated with the service. Estimated taxes and surcharges are not considered additional MRC, NRC, or SPC, will not be considered in the evaluation, and will not result in disqualification.

Submission of the completed Pricing Attachment provided with this solicitation is **required**.

When submitting the Pricing Attachment, offerors shall provide it as a Microsoft Excel-compatible file (.xlsx). Offerors may use any spreadsheet application capable of saving in .xlsx format (e.g., Microsoft Excel, Google Sheets, LibreOffice Calc).

- To ensure all offers are evaluated on an equal basis, Offerors must not alter the Pricing Attachment's structure (rows, columns, line-item descriptions, order, headings, or formulas) and must enter pricing only in the designated cells.
- Offerors may also submit a PDF copy for reference. The .xlsx file will be used for evaluation and will control if there is a discrepancy.

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.

Service Requirements

KGCS seeks the most reliable, efficient, and cost-effective Internet access service for students and staff, delivered in full compliance with USAC Schools and Libraries Division (E-Rate) rules, procedures, and deadlines. The proposal must include a **minimum of 5 Gbps** symmetrical Dedicated Internet Access with Transport service with options to increase bandwidth **up to 20 Gbps**.

Service will be delivered to a single, centralized demarcation point at the King George Administration Building, 9100 St. Anthony's Road, King George, VA, 22485 from which the District distributes access to all locations over its existing WAN. The District's WAN connections between that demarcation point and individual District locations are outside the scope of this solicitation.

The Vendor must provide 30 usable IP addresses for the District's use outside its network; if the Vendor's proposed IP addressing differs from what the District currently uses, the Offeror must include any associated firewall configuration changes (current hardware is Palo Alto).

Vendor's proposal **must** include a written response addressing each of the following, specific to the Internet circuit described in this section:

- The Network Operations Center (NOC) supporting this circuit — location, hours of operation, trouble-ticket software used, and the priority level at which KGCS's support requests (phone, email, or web) are handled relative to other NOC customers;
- The system used for service-change requests and status inquiries;
- Quality of Service (QoS) provisions for the circuit;
- Qualifications of the project manager, engineers, and technicians who will support this contract;
- Router/modem/CPE hardware that is current and vendor-supported (KGCS will not accept end-of-life hardware or software), configurable with KGCS's existing Palo Alto firewall;
- SNMP/TFTP access available to KGCS technical staff for this circuit;
- KGCS's access to current and historical circuit-utilization reports, and monthly reports covering jitter, latency, and packet loss for the circuit;
- A detailed Service Level Agreement for the circuit, including uptime, response-time, and bandwidth-throughput guarantees; and
- Whether the quoted bandwidth is a committed rate, and the burst margin available above it.

Vendors **must** meet the following minimum qualifications and submit proof of each with their proposal.

- Maintain eligibility to participate as an E-Rate service provider, and meet applicable USAC requirements, for the full contract term;
- Maintain "Green Light" status with the FCC for the contract term, and promptly notify KGCS if status changes to "Red Light";
- At least three (3) years' experience designing, implementing, and supporting Internet bandwidth services of comparable scale for K-12 school divisions or other public-sector entities;
- Ability to dispatch qualified on-site technical support to the KGCS Administration Building (9100 St. Anthony's Road, King George, VA 22485) in response to a service-affecting outage, regardless of the Vendor's office location — Offerors must state their guaranteed on-site response time;
- At least two Cisco Certified Network Professionals (CCNP) or equivalent on staff;
- Ability to provide remote support for the entire circuit and to restore any disruption — whether from fiber cuts or equipment failure — within 24 hours;
- Ability to provide on-site maintenance using experienced, qualified personnel;
- A toll-free technical-support number available, at minimum, Monday–Friday 7:00 AM–5:00 PM;
- A transition/implementation plan defining the activities and timeline needed to complete implementation; and
- Name, address, phone, and fax of a Vendor service representative responsible for questions, ordering, and service coordination.

Submissions meeting any of the three (3) numbered criteria **WILL** be disqualified.

1. Solution does **NOT** offer at least the minimum bandwidth.
2. Solution does **NOT** offer bandwidth dedicated to KGCS but instead, the bandwidth is dependent on the number of other customers on the network or some other factor that does not, generally, guarantee the minimum bandwidth as a committed information rate (CIR).
3. Solution includes caps on data usage or slows speeds based on data usage or other factors.

All solutions must terminate service or infrastructure at the demarcation point within the building, generally, the MDF. Solutions that only bring service to the property line but not to the demarcation point will be disqualified. The agreement must terminate service at an MDF designated by KGCS. The Offeror should specify the exact demarcation setup included in the base fees, such as wall-mounted CPE and CAT6a handoff, rack mount patch panel, etc.

Offerors must accept responsibility for site delivery, construction, permitting, pathway, and right-of-way costs required to deliver service.

Contract Term and Modifications

Recurring services are needed effective July 1, 2027. If the service cannot be guaranteed by this date, this should be indicated in the proposal, along with an estimated timeline for when the service will be available.

Service providers must quote pricing for a 36-month initial term (July 1, 2027 to June 30, 2030), plus

three (3) optional 12-month renewal terms. Proposals requiring an initial term longer than 36 months will not be considered.

All contracts must permit bandwidth increases during the term. Any such increases, including those during optional renewal periods, will be treated as modifications to the existing agreement rather than new agreements and, therefore, will **NOT** extend the contract's term.

The unit prices quoted for each bandwidth level are fixed for the term of the agreement and optional renewal periods and may not be increased. If the District elects to increase bandwidth, the price will adjust to the quoted unit price for that bandwidth level, which shall not be exceeded.

All contracts should include a clause allowing the cancellation or transfer of the connection to another address within the county without penalty to the district, should the service location close.

Service providers 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 life of the contract.

E-Rate Specific Considerations/Information

KGCS intends to utilize the Service Provider Invoicing (SPI) method for this funding request. Vendors must be willing and able to provide discounted billing and submit FCC Form 474 invoices to USAC. Vendors unable to support SPI billing **will be** disqualified.

Offerors must hold a valid, active nine-digit SPIN (498 ID) issued by USAC as of the proposal submission deadline. The SPIN must belong to the legal entity that will contract with and invoice KGCS. A pending registration, a SPIN assigned to an unrelated entity, or a commitment to obtain one after the deadline will not satisfy this requirement.

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, the vendor certifies that the proposed products and services comply with 47 C.F.R. §§ 54.9 and 54.10, which prohibit the use of Universal Service Fund support to purchase, obtain, maintain, improve, modify, or otherwise support any equipment or services produced or provided by a company on the FCC's Covered List (including Huawei and ZTE) as 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.

Pursuant to 47 C.F.R. §§ 54.500 and 54.511(b), service providers may not charge applicants a price above the Lowest Corresponding Price (LCP) for supported services. LCP is the lowest price a service provider charges to nonresidential customers similarly situated to a particular 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

KGCS is subject to Virginia Public Procurement Act (VPPA) restrictions.

Any potential Offeror shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, status as a service-disabled veteran, status as a military family, or any other basis prohibited by state law relating to discrimination in employment (Code of Virginia § 2.2-4310(A)). The District does not discriminate against faith-based organizations. Faith-based organizations are also protected from discrimination based on religious character as defined by state code (Code of Virginia § 2.2-4343.1).

The language in this solicitation has been standardized: "must," "shall," "mandatory," and "required" indicate mandatory specifications that KGCS 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.

KGCS reserves the right to reject any or all proposals, waive any irregularities or informalities, and award all, part, or none of the services in a manner it determines to be in its best interest. KGCS is not obligated until a valid agreement and/or Purchase Order is executed.

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

KGCS 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, KGCS will evaluate that Offeror based on its originally submitted proposal. If BAFOs are requested, KGCS 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. BAFO requests and negotiations will be conducted in accordance with § 2.2-4302.2, including its requirements for the number of offerors selected for negotiation and applicable exceptions.

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 KGCS

that would interfere with a fair and open competition or is 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	Average E-Rate eligible recurring, non-recurring, and special construction costs for the initial term and optional renewal periods (excluding taxes and surcharges)	**40%**
Technical Merit / Capability	Ability of the proposed solution to meet the scope, specifications, and requirements of this solicitation	**25%**
Prior Experience	KGCS's previous experience with the vendor, including performance history and quality of past service	**15%**
Local Presence	Proximity of vendor offices/staff, availability of local representation, and responsiveness to service calls	**10%**
Proposal Responsiveness	Completeness and clarity of the proposal submission, including all requested information, forms, and attachments	**10%**