

FLAGSTAFF UNIFIED SCHOOL DISTRICT
REQUEST FOR QUOTE – E-RATE ELIGIBLE SERVICES
WIRELESS LAN AND NETWORK INFRASTRUCTURE

DATE: September 26, 2026

DUE DATE: October 26, 2026

The Flagstaff Unified School District is requesting quotes for a Wireless Local Area Network and Network Infrastructure Equipment, as identified in the specifications below. The contract start date is anticipated to be April 1, 2027 or upon notification of approval of E-Rate funding for this project; at the District's discretion. In any case, no work will begin prior to April 1, 2027.

The District is seeking services and pricing through an approved State Master Contract or other Cooperative Purchasing Contract that is acceptable according to the Arizona State Procurement Rules. Please be advised that this is a Request for Quote and not a formal sealed RFP/Bid process. Arizona State Procurement Code requires a formal sealed bidding process; or purchasing from an approved cooperative purchasing contract, or compliant consortium procured contract for any award in excess of \$100,000.00. **Any quote/proposal whose total value exceeds \$100,000.00 and is not linked to a current approved cooperative purchasing contract, or a compliant consortium procured contract will be disqualified by Arizona State Procurement Code.**

Quotes should be delivered electronically to email address erate@fUSD1.org no later than the posted due date. Quotes can be mailed or delivered in person to the District Office. Extensions may be requested up to three days prior to the posted due date. Extensions will be granted at the District's discretion. It is the prospective vendor's responsibility to deliver the requested quote on or prior to the posted due date and time.

The submission of a quote will indicate that the prospective vendor understands the requirements and specifications and that the services and materials requested can be supplied, and the required delivery timeline can be met as specified.

Please direct all questions and requests for information to Troy Harris via email at erate@fUSD1.org.

Additional Instructions:

1. The pricing quoted must be compliant with the prospective vendor's State Master Contract or Cooperative Purchasing Contract pricing structure. A copy of any and all contracts that the district will be expected to sign must accompany the quote provided.
2. Submitted quotes must clearly identify the prospective vendor's State Master Contract or Cooperative Purchasing Contract number, if applicable, and E-Rate SPIN.
3. The original contract offered should not expire prior to September 30, 2028, and should include specifications that allow for extensions at the discretion of the applicant; not to exceed a total of 60 months.
4. This RFQ is for a single contract award. Submitted quotes must include all items on the Required Equipment List in the quantities requested; no partial quotes will be accepted.
5. Submitted quotes must identify the cost for all equipment, supplies, and labor, including any costs for campus assessment, project management, documentation, travel, taxes, etc.
6. All taxes, including sales taxes, must be identified separately. Sales tax will not be included in the

competitive evaluation of the quote but will be included in the E-Rate Funding Application.

7. The products quoted must be eligible for E-Rate under the Category 2 Internal Connections provision compliant with the Schools and Libraries Division Eligible Services List for the current funding year. The costs for services not eligible for E-Rate must be clearly itemized separate from eligible services.
8. The District prefers the Service Provider Invoicing method (SPI). State in your quote whether or not your able to accommodate this method.
9. Any pricing proposed must comply with the FCC Lowest Corresponding Price Rule as required by the Universal Service First Report and Order, and restated in the FCC E-Rate Modernization Report and Order, adopted July 11, 2014. The FCC Lowest Corresponding Price rule prohibits an E-rate services offeror from offering or charging E-rate applicants a price higher than the lowest price that the offeror charges to non-residential customers who are similarly situated to a particular school, library, rural health care provider or consortium that purchase directly from the offeror.
10. Provide a minimum of three references; preferably Arizona school districts. Include the following information: District Name, Contact Person's Name, Title, Phone Number, Email and Years Services Provided.
11. The District will evaluate all compliant quotes received, and reserves the right to select the quote that is the most cost effective, compliant with FCC Fair and Competitive Bidding Rules.

Failure to comply with these general specifications may be grounds for disqualification and award may be made to the next most cost effective provider.

Equipment Specifications:

1. It is anticipated, considering the size of each campus that up to (39) wireless access points will be required. The awarded vendor will provide a complete survey and assessment of the campus to determine an accurate number of access points and placement to provide adequate coverage and bandwidth. Additionally, the vendor will provide as-built documentation, including a Heat Map, at the conclusion of the installation.
2. The preferred equipment brands are Cisco, Meraki and APC. However, equivalent brands can be quoted and will be considered. Please include a statement with your quote indicating the level of partnership your organization has with the original equipment manufacturer being proposed.
3. All equipment must be new manufacture. Refurbished or used equipment warranted as new will not be acceptable.
4. The new wireless access points will replace existing APs, in place. No new cabling is required.
5. A wireless network that doesn't use a WLAN controller is acceptable and will be considered if the product provides a central point of management for the access points. Cloud Management of the wireless access points is acceptable and will be considered.
6. All equipment installed will be labeled by the successful vendor using durable labels. Labels will identify E-Rate year and E-Rate Funding Request Number.

7. The minimum acceptable warranty period is 3 years. Please specify the warranty period for all equipment quoted. If there is a cost to extend the warranty to meet the minimum requirement, please include this cost in the quote under ineligible for E-Rate support.

The specific equipment list and quantities required are listed below.

Required Equipment

Location	Description – Model/Part Number*	Quantity
Thomas Elementary School	24-port 1/10/25G fiber switch with 4 x 40/100G uplink. Equivalent to Cisco C9500-24Y4C-A. Include dual 650W AC power supplies. Include 3-year license, equivalent to Cisco C9500-DNA-L-A-3Y. Include 1-year support equivalent to Cisco Smartnet	1
	48-port multigigabit PoE+ switch with 2x25G uplink. Equivalent to Cisco C9200L-48PXG2Y. Include 3-year license, equivalent to Cisco C9200L-DNA-E-48-3Y. Include 1-year support equivalent to Cisco Smartnet Include stacking module equivalent to Cisco C9200L-Stack-Kit	7
	24-port multigigabit PoE+ switch with 2x25G uplink. Equivalent to Cisco C9200L-24PXG2Y. Include 3-year license, equivalent to Cisco C9200L-DNA-E-24-3Y. Include 1-year support equivalent to Cisco Smartnet Include stacking module equivalent to Cisco C9200L-Stack-Kit	1
	8-port multigigabit PoE+ switch with 2x10G uplink. Equivalent to Cisco C9200CX-8UXG-2X-E. Include 3-year license, equivalent to Cisco C9200CX-DNAE8-3Y. Include 1-year support equivalent to Cisco Smartnet	11
	1M Type 4 Stacking cable, equivalent to Cisco STACK-T4-1M	1
	Small Router with SD-WAN capability, equivalent to Meraki MX68-HW. Include 3-year enterprise license, equivalent to Meraki LIC-MX68-ENT-3Y.	1
	Gateway router, equivalent to Meraki MG52-HW-NA. Include 3-year enterprise license, equivalent to Meraki LIC-MG52-ENT-3Y	1

Location	Description – Model/Part Number*	Quantity
	Indoor Wi-Fi 7 wireless access point with omnidirectional antenna, equivalent to Cisco CW9176L. Include 3-year essentials license, equivalent to Cisco LIC-CW-E.	37
	Indoor Wi-Fi 7 wireless access point with directional antenna, equivalent to Cisco CW9176D1. Include 3-year essentials license, equivalent to Cisco LIC-CW-E.	2
	Rackmount 3000VA Lithium UPS, equivalent to APC SRTL3KRM1UNC.	1
	Switched PDU, equivalent to APC AP7900B.	2

*Other brands will be considered if they provide the same functionality.

Evaluation Criteria:

Evaluation of the offers will be based on but not limited to the following criteria, in order of priority:

1. **Cost of ELIGIBLE Services** – Primary evaluation factor.
2. **Equivalence of Technical Design/Meets Scope of Work** – Conformance with general and technical specifications.
3. **Vendor Qualifications/Level of Partnership with OEM** – Vendor’s experience, level of partnership with the original equipment manufacturer.
4. **Strength of References** – Including previous experience with the district
5. **Accuracy of Quote**