



2027 Fauquier C2 License Specifications

Buying Entity:	Fauquier County Public Schools
BEN:	126350
Form 470 #:	270001410
Form 470 Contacts:	Tina Ference - tference@FCPS1.ORG Melissa Zaruba - mzaruba@e-ratecentral.com

Procurement Timeline

Task	Due By
Issue Date	See Form 470 Certification Date
Deadline to Submit Questions	October 28, 2026, 2:00 PM ET
Posting of Questions/Clarifications	October 30, 2026
Proposal Submission Deadline	December 4, 2026, 2:00 PM ET

Communications and Questions

All communication with Fauquier 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. Fauquier reserves the right to ask vendors clarifying questions during the proposal review process.

Contact initiated by an Offeror concerning this solicitation with any other Fauquier 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 and/or site visits will not be granted during the competitive bidding period – requests for such will be ignored.

Proposal Instructions

Proposals **must** be received via email by the Proposal Submission Deadline in the Procurement Timeline.

Proposals should be submitted to ALL Form 470 Contacts listed above and include the following:

- Buying entity name (Fauquier)
- Form 470 number (270001410)
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions including cooperative contract details
- Vendor quote/itemized pricing

Proposals **must** include all costs associated with providing the requested products/services to Fauquier.

Proposed service fees for each license 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.

Service Request

Fauquier requests proposals for E-Rate-eligible Category 2 three-year renewal licenses for existing Fortinet switches and firewalls. Partial offers and/or shorter coverage periods **will not** be considered.

Proposals are requested for the Fortinet licenses specified below (or equivalent). Offers containing alternative makes/models are required to submit product specifications and documentation to establish that the licenses are equivalent to the requested solution. Fauquier will be the arbiter of whether the proposed solution is functionally and technically equivalent to the requested solution.

Make	Model	Quantity
Fortinet	FC-10-624FF-247-02-36	1
Fortinet	FC-10-648FF-247-02-36	1
Fortinet	FC-10-FG9H0-928-02-36	2

The quantities requested are Fauquier's best estimate and may be adjusted based on the offeror's recommendations. Fauquier reserves the right to increase or reduce quantities and buy some, all, or none of the listed products.

Contract Requirements

Fauquier prefers, but does not require, that offers be supported by an existing cooperative contract that Fauquier may use under Virginia Public Procurement Act § 2.2-4304. Offers that are not supported by a cooperative contract will be considered and will not be disqualified for that reason.

- If an offer is based on a cooperative contract, the contract may be held by another public body, agency, institution, or locality, the U.S. General Services Administration, the Metropolitan Washington Council of Governments, or the Virginia Sheriffs' Association. Fauquier will determine whether a cited cooperative contract is eligible for its use. Offerors citing a cooperative contract must provide the contract holder's name, the contract number, and the contract dates, including any optional renewal periods.

Fauquier prefers a multi-year agreement, or an agreement that can be extended through at least September 30, 2028. Offerors should state the term of the proposed agreement and any renewal options, whether or not a cooperative contract is cited.

The quoted pricing must not assume Fauquier will purchase the full quantities listed in the proposal.

Fauquier reserves the right to place orders as needed and is not obligated to order all products or services.

Substitutions for alternative products must be agreed upon in writing by both parties before finalization of any changes/deviations from the original agreed-upon product list.

Offerors proposing products 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

Fauquier intends to use the SPI invoicing method for these services. Offerors **must** agree to provide E-Rate discounted billing and submit FCC Form 474 invoices to USAC; vendors unwilling to provide SPI billing will be disqualified.

Basic Maintenance of Internal Connections and Managed Internal Broadband Services were included on the Form 470 out of an abundance of caution. Fauquier is not requesting time-and-materials basic maintenance services and is not requesting managed internal broadband services. These checkboxes were selected solely to ensure E-Rate compliance in the unlikely event that USAC determines that any element of the proposed solution should be treated or supported as such 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.

By submitting a proposal on the requested services herein, the vendor certifies its proposed services

and/or products comply with Parts 47 Section 54.9 and 54.10 of the FCC rules which prohibits 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

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

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

Fauquier reserves the right to request Best and Final Offers (BAFOs). 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, Fauquier will evaluate that Offeror based on its originally submitted proposal. If BAFOs are requested, Fauquier 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.

Fauquier reserves the right to waive any irregularities or informalities in the proposals received.

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

Fauquier reserves the right to award all, part or none of the services set forth in this procurement. This procurement does not obligate Fauquier until a valid agreement and/or valid Purchase Order is executed.

Fauquier 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, products, or services when such changes remain within the general scope of the original procurement.

Fauquier 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 Fauquier that would interfere with fair and open competition or create 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	Weight
Eligible Costs: Total cost of E-Rate eligible products/services. Eligible percentages for products or services with both eligible and ineligible components will be based on the manufacturer’s published guidance or, if none is available, USAC’s guidance.	37%
Ineligible Costs: Total cost of E-Rate ineligible products/services. Ineligible percentages for products or services with both eligible and ineligible components will be based on the manufacturer’s published guidance or, if none is available, USAC’s guidance.	5%
Compatibility: The extent to which the proposed licenses/subscriptions are compatible with and support Fauquier’s existing network environment without requiring significant replacement of existing infrastructure, additional licensing, or substantial operational changes.	18%
Technical Merit: Degree to which the proposed solution meets or exceeds Fauquier’s functional requirements, performance needs, and technical specifications.	18%
Cooperative Purchasing: Full points will be awarded to offers supported by a current cooperative contract that Fauquier is eligible to use, covers the products, services, and prices quoted, and extends through at least September 30, 2028; offers supported by an eligible cooperative contract that ends earlier will receive partial points at Fauquier’s discretion. Offers without a cooperative contract remain eligible for award but will receive no points for this criterion.	12%
Prior Experience: Fauquier’s experience with this vendor's performance and service quality, if any.	10%