

CATEGORY 2 MANAGED FIREWALL SERVICE SPECIFICATIONS

Applicant: Greenwich Public Schools

BEN: 122616

Form 470# 270001501

Form 470 Contacts:

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Procurement Timeline

Task	Due By
Issue Date	See Form 470 Certification Date
Deadline to Submit Questions	October 26, 2026
Posting of Questions/Clarifications	October 30, 2026
Proposal Submission Deadline	November 30, 2026

Communications and Questions

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

This revised Service Specification supersedes all prior versions issued for this procurement. Offerors shall rely only on the information contained in this document, the Form 470, and any addenda posted to the Form 470 in the E-Rate Productivity Center (EPC). Information provided outside the communication process described above is not part of this solicitation and shall not be relied upon.

Contact initiated by an Offeror concerning this solicitation with any other Applicant 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 will not be granted during the competitive bidding period – requests for such will be ignored.

Site Visit

For this solicitation, a site visit is: ☐ Required ☐ Optional ☒ Not Offered

Proposal Instructions

Proposals **must** be submitted by the Proposal Submission Deadline in the Procurement Timeline.

Proposals must be emailed to ALL Form 470 Contacts listed above and include the following:

- Applicant name
- Form 470 number
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions

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

Proposed service fees for each piece of equipment should:

- be categorized as Basic Maintenance of Internal Connections (BMIC), Managed Internal Broadband Services (MIBS), or Internal Connections (IC), and
- include E-Rate eligible and ineligible costs.

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

Greenwich Public Schools ("Greenwich" or "District") is requesting proposals for an E-Rate eligible Managed Firewall solution. The District anticipates this service will qualify as Category Two Managed Internal Broadband Services (MIBS). Offerors shall identify the E-Rate eligibility classification for each proposed service and associated charges, including whether costs are proposed as MIBS, BMIC, Internal Connections, or ineligible.

The District is seeking a fully managed firewall service that provides functionality comparable or equivalent to its existing solution. Equivalent manufacturers and solutions will be considered.

Existing Environment

The District currently utilizes a hosted managed firewall solution, in which all firewall hardware is owned, maintained, and managed by the service provider. The physical firewall appliances are located within the service provider's data center(s); no District-owned or District-hosted firewall appliances currently exist.

The existing firewall inspects and filters north/south traffic between the District network and the Internet only. It does not filter internal east/west traffic between District sites or VLANs.

The existing configuration contains approximately 100 to 250 firewall policies and NAT translations. In addition to general Internet traffic, the following services pass through the existing firewall and must continue to operate during migration and cutover:

- Remote access VPN
- Inbound access to District-hosted VoIP services
- Connections to cloud-hosted services used by the District

The existing solution consists of the following equipment:

Make	Model	Quantity
Fortinet	FortiGate 6301F	2

Existing equipment is provided solely to establish the current operating environment and shall not be construed as a brand preference.

The managed firewall service protects the District's Internet traffic for all seventeen (17) District locations. District traffic reaches the firewall service through 10 Gbps handoffs at two core locations:

- Greenwich High School: 10 Hillside Road, Greenwich, CT 06830 (SFP+ single-mode fiber, connected directly to District equipment)
- Board of Education Administration/Central Office: 290 Greenwich Avenue, Greenwich, CT 06830 (SFP+ multimode fiber, connected through a switch provided by the current service provider)

The District core switches that connect to the firewall service are currently a mix of HPE/Aruba 5400R z12 series and Aruba CX series. Core switches at all schools are Aruba CX series, and the District anticipates standardizing on Aruba CX series at both core locations during the contract term.

The fiber link between the BOE Administration/Central Office and Greenwich High School is leased by the District and managed by the District as part of its internal network. It carries District data traffic and is not available for use as transport for the proposed service.

Required Solution

The proposed solution shall provide a fully managed next-generation firewall service that delivers security, availability, and performance substantially equivalent to or better than the District's existing managed firewall environment.

The solution shall include all hardware, software, licensing, subscriptions, maintenance, updates, monitoring, and management necessary to provide a complete operational service throughout the contract term.

For survivability reasons, the District prefers a hosted solution in which firewall appliances are located within the service provider's data centers. Proposals that place firewall appliances at District locations may be submitted but will receive fewer points under the "Meets/Understands Needs" evaluation criterion, because they do not meet the District's survivability objective of keeping firewall equipment off-site. Connectivity shall be provided between the hosted firewall platform and the District's two core locations listed above. Offerors shall identify whether transport services are included in the proposed solution or must be provided separately by the District. This solicitation does not request Category One data transmission or Internet access services. Any transport circuits or other connectivity required by the proposed architecture shall be described in the proposal and priced as separate line items from the managed firewall service. The District will determine whether any such connectivity requires a separate procurement.

The proposed solution must support at least one DMZ or equivalent segmented security zone (VLAN-based interface, for example) for public-facing services, including inbound NAT and access policies. The vendor will migrate the district's existing DMZ configuration as part of implementation

If the switch provided by the current service provider at the BOE Administration/Central Office would not remain in place under the proposed solution, the Offeror shall identify and price any handoff equipment required at that location.

Proposals which offer equipment only and not a managed solution will be disqualified for consideration.

Installation and Implementation

The selected service provider shall furnish all labor, project management, and technical services necessary to implement the managed firewall solution.

At a minimum, implementation shall include, as applicable:

- Provisioning of all required equipment and materials at the service provider's hosting facility.
- Installation of equipment and connection to the District's 10 Gbps handoffs at the BOE Administration/Central Office and Greenwich High School.
- Initial configuration and deployment of the managed firewall solution.
- Migration of existing firewall policies, rules, and applicable configurations, including approximately 100 to 250 firewall policies and NAT translations.
- Continuity of remote access VPN, inbound access to District-hosted VoIP services, and cloud service connections throughout migration and cutover.
- Coordination of implementation activities with the District and the current service provider.
- Testing and validation of the implemented solution.
- Cutover planning and execution designed to minimize disruption to District operations.
- Documentation of the final implemented configuration.
- Final acceptance by the District following successful implementation and verification that the proposed solution is operating as intended.

Offerors shall clearly identify all one-time implementation, installation, onboarding, migration, and other non-recurring charges separately from recurring managed service charges. All costs shall clearly identify

E-Rate eligible and ineligible components, where applicable.

Performance Requirements

The proposed solution shall support:

- Firewall throughput sufficient to support the District's two (2) 10 Gbps Internet connections at full capacity (20 Gbps aggregate), with all proposed security features enabled.
- Growth in the District's Internet bandwidth during the contract term, which the District expects to be modest, without replacement of the proposed architecture. Offerors shall describe how the solution scales and any associated costs.
- Two (2) 10 Gbps handoffs to the District, one at each core location, using SFP+ interfaces (multimode fiber at the BOE Administration/Central Office and single-mode fiber at Greenwich High School).
- Inspection and filtering of north/south traffic between the District network and the Internet. Filtering of internal east/west traffic between District sites or VLANs is not requested.
- Remote access VPN, inbound access to District-hosted VoIP services, and connections to cloud-hosted services.
- No single point of failure within the managed firewall environment.
- Continuous monitoring and management by the service provider.

When submitting proposals, service providers must identify recurring costs vs. non-recurring costs as well as E-Rate eligibility. Proposals should include (if applicable) onboarding and migration costs for the firewall service(s) being offered.

To ensure full consideration of proposals, offers should include the following features which are desired by the applicant: Threat Prevention, Fault Tolerant Architecture, Performance Monitoring, 24x7x365 support. All solutions proposed must include identification and cost allocation of any E-Rate ineligible services.

Consistent with the FCC's Eligible Services List, firewall services and components are eligible in Category Two, including firewall functionality virtualized in the cloud. The FCC has not made advanced or next-generation firewall features eligible. Features such as intrusion prevention, anti-malware, web filtering, sandboxing, and threat intelligence subscriptions shall be identified and cost-allocated as ineligible. Off-campus use is also ineligible, so any remote access VPN licensing or capacity for off-campus users shall be identified and cost-allocated.

Eligibility will be determined under the FY 2027 Eligible Services List as adopted by the FCC. Because the draft FY 2027 Eligible Services List seeks comment on possible changes to Managed Internal Broadband Services, Offerors shall price eligible equipment, management, and maintenance components separately so the District can request funding in the appropriate category.

Equivalent Solutions

Any reference to existing manufacturers or models is provided solely to establish the level of functionality, capacity, and performance currently utilized by the District. Equivalent or superior

solutions will be accepted.

Offerors proposing equivalent solutions shall provide sufficient documentation demonstrating that the proposed solution meets or exceeds the functional and performance requirements described herein.

Contract Requirements

Contract term shall commence July 1, 2027. Service providers are requested to provide 12-month, 24-month, and 36-month pricing. Contracts may include an option for annual voluntary renewals for up to 2 additional years, when agreed to in writing by both parties. Offers requiring an initial term of more than 36 months will not be considered.

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

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

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

Subject to contract restrictions, services may be reevaluated for cost-effectiveness at any time during the life of the agreement including renewal periods.

E-Rate Specific Considerations

FCC rules (47 C.F.R. § 54.514(c)) require service providers to allow applicants to choose the invoicing method. The applicant **requires** SPI discount method for these services. Vendors that do not offer SPI billing will be disqualified.

Per FCC rules (47 C.F.R. § 54.511(a)), “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.

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 on the requested services herein, the vendor certifies its proposed services and/or products comply with 47 C.F.R. §§ 54.9 and 54.10 of the FCC rules, which prohibit 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 47 C.F.R. § 54.511(b), 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

This procurement shall be conducted in accordance with applicable federal E-Rate regulations, Connecticut law, local Board of Education purchasing policies, and any applicable municipal procurement requirements. Vendors are responsible for complying with all applicable federal, state, and local laws governing public contracting.

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

The Applicant 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, the Applicant will evaluate that Offeror based on its originally submitted proposal. If BAFOs are requested, the Applicant 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.

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

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

Applicant 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).

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

Applicant 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: E-Rate eligible recurring costs	30%
Ineligible Costs: E-Rate ineligible costs	5%
Proposal Response: Completeness of proposal submission (including completed Pricing Attachment)	15%
Meets/Understands Needs: Ability to support technical requirements of this solicitation compared with stated requirements in this document.	20%
Vendor Experience: Applicant's previous experience with vendor to evaluate past performance, and references provided in the proposal response.	15%
Compatibility with Existing Network: How the solution integrates with the applicant's current network, including interoperability with existing infrastructure, manageability through current management/monitoring platforms, and continuity with existing support	15%