

REQUEST FOR PROPOSAL (RFP)

E-RATE CATEGORY 2: INTERNAL CONNECTIONS & BASIC MAINTENANCE

FCC FORM 470 NUMBER: [Insert Form 470 ID]

SECTION 1: APPLICANT INFORMATION & OVERVIEW

- **Applicant Name:** Lakeview School District
- **District Office Address:** 2482 Mercer Street, Stoneboro, PA 16153
- **Phone / Fax:** (724) 376-7911 / (724) 376-7910
- **Contact Person:** Technology Director / RFP Contact
- **Contact Email:** Erate2026RFP@docs.lakeview.k12.pa.us
- **Funding Year: 2027–2028 (FY2027)**

Lakeview School District is seeking competitive proposals under the Universal Service Administrative Company (USAC) E-Rate Category 2 program for Funding Year 2027–2028 for the procurement, physical installation, configuration, inline PoE injector power deployment, and dashboard integration of enterprise wireless access points (APs), external outdoor omni-directional antennas, and **5-year cloud management licenses** across two district facilities: Oakview Elementary School and Lakeview Middle-High School.

The district is seeking cloud-managed Wi-Fi 6/6E/7 access points compatible with our existing Cisco Meraki management platform (or an equivalent system that includes full platform migration costs, management controllers, and transition licensing within the vendor proposal).

SECTION 2: SCOPE OF WORK & TECHNICAL SPECIFICATIONS

Vendors must provide hardware, dedicated high-power inline PoE injectors, external antennas, 5-year software licensing, installation, and system integration services. Equipment must match or exceed the technical specifications listed below, operated and centrally managed via the **Cisco Meraki Dashboard**. Equivalent proposals must provide 100% feature parity and include full platform migration costs (including all necessary software, hardware management controllers, licensing, and professional migration services). Existing structured cabling infrastructure will be reused completely; no new cable pulls are required.

2.1 Equipment Breakdown by Location

Location	Address	Hardware Specifications	Qty	Licensing, Antennas, Power & Integration Services
Oakview Elementary School	1387 School Rd, Stoneboro, PA 16153	Wi-Fi 6E / Wi-Fi 7 Enterprise AP (<i>Cisco Catalyst CW9164I-MR, CW9174I-MR or equivalent</i>)	45	• Physical mounting & installation (reusing drops) • 802.3bt / 802.3at

				High-Power Inline PoE Injectors (45 units) • 5-Year Meraki Dashboard License (or equivalent including full platform migration costs) • Full network integration & heatmap testing
Lakeview Middle-High School	2482 Mercer Street, Stoneboro, PA 16153	Ultra-High Density Wi-Fi 6E / Wi-Fi 7 Enterprise AP (<i>Cisco Meraki MR57, Catalyst CW9166I-MR or equivalent</i>)	90	• Physical mounting & installation (reusing drops) • 802.3bt / 802.3at High-Power Inline PoE Injectors (90 units) • 5-Year Meraki Dashboard License (or equivalent including full platform migration costs)

				• Full network integration & heatmap testing
Lakeview Middle-High School	2482 Mercer Street, Stoneboro, PA 16153	Outdoor Ruggedized Wi-Fi 6E Enterprise AP (<i>Cisco Catalyst CW9163E-MR or equivalent</i>)	2	• Physical weatherproof mounting & installation • 802.3bt / 802.3at High-Power Outdoor/Indo or Inline PoE Injectors (2 units) • Dual-Band Outdoor Omni Antennas (N-type, 4-pack per AP) • Exterior surge protection & mounting hardware • 5-Year Meraki Dashboard License (or equivalent including full platform migration costs) • Full network integration & outdoor signal

				validation
TOTAL			137	

2.2 Technical Specifications Standard

A. Oakview Elementary School (45 Access Points + 45 Inline PoE Injectors)

- **Baseline Models:** Cisco Catalyst CW9164I-MR or CW9174I-MR (or equivalent). Seeking cloud-managed access points compatible with our existing Cisco Meraki management platform (or equivalent system that includes full platform migration costs).
- **Wireless Standards:** Wi-Fi 6E / Wi-Fi 7 (802.11ax / 802.11be) with tri-band support (2.4 GHz, 5 GHz, and 6 GHz).
- **MIMO Configuration:** 2x2:2 or 4x4:4 MU-MIMO across 2.4 GHz, 5 GHz, and 6 GHz bands.
- **Throughput:** Minimum aggregate multi-radio frame rate of 3.9 Gbps.
- **Radios:** Tri-band concurrent radios (2.4 GHz, 5 GHz, 6 GHz), dedicated scanning radio for security (WIDS/WIPS/spectrum analysis), and integrated BLE/Zigbee radio.
- **Uplink Port:** At least 1x 2.5 Gbps or 5 Gbps Multigigabit Ethernet port supporting PoE+ (802.3at) and PoE++ (802.3bt).
- **Dedicated Inline Power:** Must include 45 dedicated high-power multi-gigabit inline PoE injectors (802.3at/802.3bt compliant) to ensure unthrottled tri-band radio performance and full power supply to all AP features.
- **Licensing:** Enterprise Cloud Controller License (**Meraki Dashboard** or equivalent system including full platform migration costs) for a duration of **5 Years (60 Months)**.

B. Lakeview Middle-High School (90 Indoor APs + 2 Outdoor APs + 92 Inline PoE Injectors + Antennas)

- **Indoor Baseline Models (90 APs):** Cisco Meraki MR57 or Cisco Catalyst CW9166I-MR (or equivalent). Seeking cloud-managed access points compatible with our existing Cisco Meraki management platform (or equivalent system that includes full platform migration costs).
 - *Wireless Standards:* Wi-Fi 6E / Wi-Fi 7 (802.11ax / 802.11be) featuring tri-band operation (2.4 GHz, 5 GHz, and 6 GHz) or flexible dual-6 GHz radio operation.
 - *Radios & Spatial Streams:* 4x4:4 MU-MIMO across 2.4 GHz, 5 GHz, and 6 GHz bands.
 - *Throughput:* Minimum aggregate multi-radio frame rate of 7.78 Gbps for high-density, high-throughput classroom and auditorium environments.
 - *Uplink Ports:* Dual Multigigabit Ethernet ports (up to 5 Gbps) supporting hitless PoE failover and aggregation.
 - *Auxiliary Features:* Integrated dedicated scanning radio (WIDS/WIPS), environmental sensors, and BLE/IoT radio.
- **Outdoor Baseline Model & Antennas (2 APs):** Cisco Catalyst CW9163E-MR (or equivalent).
 - *Build & Rating:* IP67-rated weather, dust, and extended temperature-hardened chassis for harsh outdoor deployments.

- *Wireless Standards:* Outdoor Wi-Fi 6E (802.11ax) with tri-band support (2.4 GHz, 5 GHz, and 6 GHz bands).
- *Radios & Spatial Streams:* 2x2:2 MU-MIMO across tri-band radios, equipped with 4x N-type external antenna connectors.
- **Mandatory External Antenna Specification:** Bidders **must** quote **dual-band/tri-band outdoor omni-directional antennas** (*Cisco Meraki MA-ANT-20 equivalent*) providing 360-degree horizontal coverage (3.8 dBi at 2.4 GHz / 5.5 dBi at 5 GHz) with N-type connectors, weather-sealing gaskets, and pole/wall mounting hardware. *Directional patch or sector antennas will not be accepted.*
- *Protection & Uplink:* Integrated GPS for Automated Frequency Coordination (AFC) 6 GHz compliance; lightning arrestors/surge protectors included per line drop; 1x 2.5 Gbps Multigigabit Ethernet port supporting PoE+ (802.3at).
- **Dedicated Inline Power:** Must include 92 dedicated high-power multi-gigabit inline PoE injectors (802.3bt / 60W or high-wattage 802.3at compliant) to deliver full power to the ultra-high density indoor APs and outdoor units without feature degradation.
- **Licensing:** Enterprise Cloud Controller Licenses for a duration of **5 Years (60 Months)** for all 92 APs (or equivalent management licensing including full platform migration costs).

2.3 Scope of Integration Services

- Physical mounting of 135 indoor APs on ceiling T-rails/walls and 2 outdoor APs on specified exterior structures using existing cable drops.
- Installation and patch-cable connection of 137 inline high-power PoE injectors in intermediate distribution frame (IDF) closets to supply dedicated power for each AP drop.
- Installation, weather-sealing, and alignment of external outdoor omni-directional antennas for the CW9163E-MR APs.
- Unboxing, asset tagging, labeling, and updating all devices to stable production firmware.
- Provisioning and associating all 137 APs within Lakeview School District's centralized Cisco Meraki Dashboard account (or configuring an equivalent management platform, including all necessary migration engineering, data transfer, and administrative setup costs).
- SSID, VLAN, 802.1X enterprise authentication, PSK, guest portal, and firewall rule configurations.
- Post-installation site validation, signal heatmap verification, and handoff documentation.

2.4 Power over Ethernet (PoE) Inline Injection Requirement

To support the increased power requirements of the new Wi-Fi 6E / Wi-Fi 7 access points operating in full tri-band modes (2.4 GHz, 5 GHz, and 6 GHz) without encountering power throttling or feature disabling, **all proposed access points must be quoted with dedicated inline multi-gigabit Power over Ethernet (PoE) injectors.**

- **Power Delivery & Specification:** Vendors must supply single-port 802.3at (PoE+) or 802.3bt (PoE++ / 60W) high-power inline injectors (or 100% compatible multi-gigabit midspan injection units) matched to the maximum peak power demands of the proposed AP hardware.

- **Deployment Location:** Inline power injectors will be installed directly between existing switch ports in the IDF network racks and the existing horizontal cabling drops feeding each access point location.
- **Compatibility:** All injectors must support multi-gigabit data pass-through (at least 2.5 Gbps / 5 Gbps) to prevent ethernet bottlenecking between the access point and switch.

SECTION 3: E-RATE COMPLIANCE & VENDOR REQUIREMENTS

1. **SPIN Requirement:** Bidders must possess a valid E-Rate Service Provider Identification Number (SPIN) and an active FCC Registration Number (FRN).
2. **Item 21 Itemization:** Winning vendor must submit an Item 21 Attachment itemizing all eligible and ineligible costs.
3. **Ineligible Costs:** Any non-E-Rate eligible hardware, services, or licensing beyond multi-year eligibility limits must be explicitly broken out and priced separately.
4. **Service Delivery Timeline:** Service delivery must align with USAC timelines starting **July 1, 2027**.

3.2 Mandatory Vendor Disqualification Rules

Failure to adhere to any of the mandatory rules listed below **will result in the immediate and automatic disqualification of the vendor's proposal prior to scoring**. Disqualified bids will not be evaluated by the selection committee.

1. **Late Submissions:** Proposals received after **December 3, 2026 at 2:00 PM EST** will be rejected without review.
2. **Improper Delivery Method:** Bids submitted via email, fax, or any format other than the required in-person sealed hard-copy delivery specified in Section 6.1 will be automatically disqualified.
3. **Missing E-Rate Credentials:** Failure to provide a valid E-Rate Service Provider Identification Number (SPIN) or having an inactive/red-light status with the FCC or USAC.
4. **Omission of Required Forms:** Submissions missing the completed **Bank & Credit Reference Form (Section 4.1)** or the signed and notarized **Non-Collusion Affidavit (Section 5)**.
5. **Incomplete Cost & Hardware Detail:** Proposals that fail to quote all required components—including 137 access points, 137 dedicated inline high-power PoE injectors, external outdoor omni-directional antennas (8 units for 2 outdoor APs), and full **5-year cloud management licenses** (or equivalent system with complete migration costs)—will be rejected for non-responsiveness.
6. **Failure to Include Equivalent Migration Costs:** If proposing an equivalent non-Cisco / Meraki platform, failure to include all associated hardware migration controllers, conversion engineering, software, and migration licensing within the bid total will result in immediate disqualification.
7. **Exclusion of Mandatory Site Walkthrough/Q&A Terms:** Bidders who do not agree to the submission timelines, procurement schedule, or required warranty and contract

terms outlined in Section 8.

8. **Collusion or Conflicts of Interest:** Any evidence of collusion among bidders, contact with school board members or district staff outside the designated RFP contact during the bidding period, or undisclosed conflicts of interest.

SECTION 4: FINANCIAL & VENDOR QUALIFICATION REQUIREMENTS

To verify financial stability and capacity to deliver on this project, vendors must complete and include the following details in their response:

4.1 Bank & Credit Reference Request

VENDOR FINANCIAL REFERENCES FORM

Vendor Legal Name: _____

DBA (if applicable): _____

Tax ID / EIN: _____ E-Rate SPIN: _____

Primary Banking Institution: _____
Bank Address: _____
Account Officer / Contact Person: _____
Contact Phone: _____ Contact Email: _____

Trade / Commercial Credit References (List 2):

1. Company Name: _____ Contact: _____
Phone/Email: _____ Credit Limit: \$ _____
2. Company Name: _____ Contact: _____
Phone/Email: _____ Credit Limit: \$ _____

Authorization Statement:

The undersigned vendor hereby authorizes Lakeview School District to conduct credit and financial reference checks with the financial institutions and commercial references listed above.

Authorized Officer Signature: _____
Printed Name & Title: _____
Date: _____

SECTION 5: MANDATORY NON-COLLUSION AFFIDAVIT

NON-COLLUSION AFFIDAVIT

State of _____)
County of _____) ss.

The undersigned bidder or agent, being duly sworn on oath, says that he/she has not, nor has any other member, representative, or agent of the firm, company, corporation, or partnership represented by him/her, entered into any combination, collusion, or agreement with any person relative to the price to be bid by anyone at such letting, nor to prevent any person from bidding, nor to induce anyone to refrain from bidding, and that this bid is made without any connection and agreement with any other person, firm, or corporation making a bid for the same work, and is in all respects fair and without collusion or fraud.

The bidder further certifies that no officer, employee, or member of Lakeview School District has a financial or personal interest in this proposal, nor has any bribe, gift, gratuity, or favor been offered or accepted in connection with this submission.

Bidder Name (Company): _____

Authorized Representative Name: _____

Title: _____

Signature: _____ Date: _____

Subscribed and sworn to before me this ____ day of _____, 20__.

Notary Public Signature: _____

My Commission Expires: _____ [SEAL]

SECTION 6: PROPOSAL SUBMISSION, EVALUATION & SCHEDULE

6.1 Submission Guidelines & Delivery Method

Proposals must be delivered **in person** in a sealed envelope to the district office address listed below no later than **December 3, 2026 at 2:00 PM EST**. Electronic or faxed submissions will not be accepted.

- **Delivery Address:**

Lakeview School District - District Office

Attn: Technology Department / FY2027 E-Rate RFP Submission

2482 Mercer Street, Stoneboro, PA 16153

- **Questions / Inquiries:** Questions regarding this RFP must be directed via email to

C_heck@docs.lakeview.k12.pa.us.

Required Sealed Submission Envelope Contents:

- Technical & Cost Proposal (Section 7) – Two (2) hard copies and one (1) USB flash drive.
- Completed Bank & Credit Reference Form (Section 4.1).
- Signed and Notarized Non-Collusion Affidavit (Section 5).

6.2 Evaluation Criteria

Evaluation Criteria	Weight
Cost of E-Rate Eligible Goods and Services	30%
Technical Specifications & Meraki Dashboard Parity/Integration (or Migration Feasibility)	25%
Vendor Experience, E-Rate References, and Financial Stability	20%
Implementation Plan, Deployment Timeline, and Scope of Work	15%
Cost of Ineligible Goods and Services	10%
TOTAL	100%

6.3 E-Rate FY2027 Procurement & Milestone Schedule

FCC Form 470 & RFP Release Date

October 15, 2026 - Advertise in Local Paper on or before this date - Release to Website.

Lakeview School District posts the FCC Form 470 and publicly issues this Request for Proposal (RFP) document to launch the FY2027 competitive bidding window.

Optional Pre-Bid Vendor Walkthrough (10:00 AM EST)

November 2, 2026

An optional on-site walkthrough will be held at the District Office (2482 Mercer Street, Stoneboro, PA 16153) for prospective bidders to review switch closets, existing cabling infrastructure, and outdoor mounting locations.

Vendor Q&A Inquiry Period Closes (5:00 PM EST)

November 12, 2026

Deadline for vendors to submit technical or administrative questions via email to **C_heck@docs.lakeview.k12.pa.us**. Questions received after this time will not be answered.

Final Addendum Issued

November 16, 2026

The district publishes responses to all vendor inquiries and issues a consolidated Q&A Addendum posted on the USAC EPC portal and district website.

Mandatory 28-Day Bidding Period Ends

November 19, 2026

Fulfills the mandatory USAC USF 28-day competitive bidding requirement prior to contract execution.

MANDATORY PROPOSAL SUBMISSION DEADLINE (2:00 PM EST)

December 3, 2026

In-person sealed proposals must be delivered to the District Office by 2:00 PM EST. Bids will be publicly opened and logged at 2:15 PM EST. Late submissions or electronic/faxed bids will be automatically disqualified.

Proposal Evaluation & Vendor Scoring

December 4 – December 11, 2026

The District Evaluation Committee reviews and scores all submitted proposals using the established E-Rate evaluation criteria matrix (Section 6.2).

School Board Review & Vendor Award Approval

December 17, 2026

The Lakeview School District Board of Directors votes to formally approve the winning vendor contract during its scheduled public board meeting.

Contract Execution & FCC Form 471 Filing Window

January 6, 2027

Execution of the formal service agreement and submission of the Item 21 attachment to prepare for the opening of the USAC FCC Form 471 filing window.

Service Delivery & Deployment Start Date

July 1, 2027

Official start of E-Rate FY2027 funding year; hardware delivery, physical mounting, inline power deployment, and Meraki Dashboard configuration begin on site.

SECTION 7: COST PROPOSAL FORMAT (BIDDER FORM)

[Vendor Name]

[Vendor SPIN]

Site		Part Number & Description		Qty Unit Price Total Price Eligible?	

Oakview Elementary		Catalyst AP (CW9164I-MR / CW9174I-MR Equiv.)		45 \$	\$

- **Unified Licensing:** Centralized cloud control licenses (**Cisco Meraki Enterprise Licenses or equivalent system including full platform migration costs**) must be co-termed and fully active for a duration of **5 Years (60 Months)** from the date of system acceptance. Software updates, security patches, and firmware upgrades released during the 5-year period must be included at no extra cost.

8.2 Contract Cancellation & Termination Terms

- **Termination for Convenience:** The district reserves the right to terminate this agreement, in whole or in part, without penalty, upon thirty (30) days' written notice to the vendor. In such an event, the vendor shall be paid for eligible services/hardware delivered and accepted up to the effective date of termination.
- **Termination for Cause / Non-Performance:** If the vendor fails to perform any provision of this RFP or fails to deliver equipment in compliance with E-Rate guidelines, the district will issue a written Notice of Default giving the vendor ten (10) business days to cure. If uncured, the district may immediately cancel the contract for cause without financial obligation or penalty.
- **Non-Appropriation of Funds / E-Rate Funding Contingency:** Continuation of this contract beyond June 30 of any fiscal year is contingent upon the appropriation of funds by the Lakeview School District Board of Directors and approval of E-Rate funding by USAC/FCC. If USAC denies, reduces, or fails to fund the requested Category 2 E-Rate application, or if district local funding is not appropriated, the district reserves the right to cancel the contract or reduce the scope of work without early termination fees or penalties.