



2027 BEDFORD C2 SERVICE SPECIFICATIONS

Applicant:	Bedford County Public Schools ("Bedford")
BEN:	126634
Form 470 #:	270001647
Form 470 Contacts:	Barry Sexton - bsexton@bedford.k12.va.us Melissa Zaruba - mzaruba@e-ratecentral.com

Procurement Timeline

Task	Due By
Issue Date	See Form 470 Certification Date
Deadline to Submit Questions	October 27, 2026, 5:00 PM ET
Posting of Questions/Clarifications	October 30, 2026
Proposal Submission Deadline	December 2, 2026, 5:00 PM ET

Communications and Questions

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

Contact initiated by an Offeror concerning this solicitation with any other Bedford representative other than those listed as Form 470 contacts is prohibited. Unauthorized contact may result in the Offeror's disqualification from this solicitation.

Neither product demonstration meetings nor site visits will be granted during the competitive bidding period – requests for either will be ignored.

Proposal Instructions

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

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

- Applicant name (Bedford)
- Form 470 number (270001647)
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions
- Completed Pricing Attachment / Itemized Pricing

Proposals **must** include all costs associated with providing the requested products/services to Bedford including but not limited to shipping fees, licenses, and any component needed for the proposed equipment to function properly.

In addition to or in place of a service provider's standard quote format, proposal pricing should be included in the Pricing Attachment provided and be submitted in Excel or equivalent format.

Pricing for each proposed product or service 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.

Existing Network Environment

Bedford intends to procure network infrastructure that integrates effectively with its existing environment while supporting future growth and modernization.

Bedford's current network environment at Liberty High School includes, but is not limited to:

Core and Distribution Infrastructure

Manufacturer: Cisco Systems

Models: Cisco 2960-X and 2960-XR

VLAN architecture/segmentation: Staff VLAN and Student VLAN

Wireless Infrastructure

Manufacturer: Cisco Systems

Wireless management platform: Cisco Meraki Cloud Managed

Number of access points: 108

Current wireless standards supported: Wi-Fi 6

Physical Infrastructure

Fiber optic infrastructure: MMOM4
Copper cabling infrastructure: Cat6
Existing transceiver standards: SFP
Power-over-Ethernet requirements: POE++

Equipment/Service Request

Proposals are requested for hardware and related components with the technical specifications of the makes/models listed below and in the Pricing Attachment provided. Offers containing alternative makes/models will be considered, provided the Offeror has submitted product specifications and documentation to establish that the equipment is equivalent to the requested products. Offers of alternative solutions that do not include documentation to establish equivalency will be disqualified. Bedford will be the arbiter of whether the proposed solution is functionally and technically equivalent to the requested solution.

Vendor installation services **ARE NOT** requested for this project.

Requested Switching Materials (or equivalent)

These items will be replacing existing Cisco 2960-X and 2960-XR switches.

- 20 Cisco Catalyst C9300LM-48U-4Y-EDU or equivalent switches
- 20 Cisco PWR-C6-1KWAC/2 or equivalent secondary power supplies
- 20 Cisco C9300LM-DNA-E-48-5Y or equivalent licenses
- 20 Cisco SFP-10G-SR-S= or equivalent transceiver modules

Requested Wi-Fi Materials (or equivalent)

These items will be replacing existing Cisco Meraki MR46 and MR42 access points.

- 108 Cisco CW9174I-RTG or equivalent Access Points
- Right-to-Use licenses are not required by the district for offers of Cisco products
- Extended support licenses are not requested for any proposed solutions
- If proposing an alternative brand and licensing is sold separately, a 5-year term is requested
- If proposing an alternative brand and mounting brackets are not bundled with the devices, these items must be included

Delivery

All equipment and materials shall be delivered to:

Location Name	Street	City	State	Zip
BCPS IT Warehouse	3096 Forest Road	Bedford	VA	24523

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

Proposals featuring equipment that is used, open box, refurbished, or categorized in any way other than new

will be disqualified.

All purchases are intended to be completed within the eligible purchase and service delivery dates of Fund Year 2027.

Contract Requirements

For proposals with a total purchase price of \$200,000 or less, consideration will be given to proposals that provide Bedford the option to purchase the proposed products and/or services through an existing competitively procured cooperative, state, or other governmental contract that Bedford is legally authorized to utilize.

For proposals with a total purchase price of more than \$200,000, the Offeror **must** identify an existing competitively procured cooperative, state, or other governmental contract available for use by Bedford through which the proposed products and/or services may be purchased. Failure to provide an acceptable contract vehicle for offers more than \$200,000 will be disqualified.

The Offeror shall identify the contracting entity, contract name and number, effective and expiration dates, and provide sufficient documentation to demonstrate that the contract permits use by Bedford. Bedford reserves the right to determine whether any identified contract satisfies applicable Virginia procurement requirements and is in the best interests of the School Division.

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

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

Any substitution from the awarded equipment must receive Bedford's prior written approval and, when applicable, comply with E-Rate service substitution requirements.

Offerors 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 contract term.

E-Rate Specific Considerations

Bedford 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.

Because USAC may classify certain products (e.g., mounting hardware) as racks, cabinets, or connectors, the Racks and Related Components option was selected on Form 470 to ensure accurate classification and compliance.

Basic Maintenance of Internal Connections and Managed Internal Broadband Services were included on the

Form 470 out of an abundance of caution. No separate BMIC or MIBS services should be proposed unless necessary to properly classify an element of the requested products or services under E-Rate rules.

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(f) 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

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

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

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

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

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

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

Bedford 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, equipment, or services when such changes remain within the general scope of the original procurement.

Bedford 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 Bedford that would interfere with fair and open competition or create a conflict of interest.

Evaluation Criteria

The following criteria will be used to evaluate responsive offers. 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	Total cost of E-Rate eligible components, including equipment, licenses, shipping, and any associated eligible services, as applicable.	30%
E-Rate Ineligible Costs	Total cost of E-Rate ineligible components, including equipment, licenses, shipping, and any associated ineligible services, as applicable.	5%
Technical Compliance and Functionality	Degree to which the proposed solution meets or exceeds Bedford's functional requirements, performance needs, and technical specifications.	15%
Compatibility with Existing Network Infrastructure	The extent to which the proposed equipment and associated software can integrate with, interoperate with, and be managed alongside Bedford's existing network environment without requiring significant replacement of existing infrastructure, additional licensing, or substantial operational changes.	14%
Management and Operational Efficiency	Ease of administration, centralized management capabilities, monitoring, reporting, and automation features that reduce operational burden.	13%
Cooperative/ Public Contract Availability	For purchases exceeding \$200,000, compliance with the cooperative/public contract requirement is mandatory and will be evaluated on a pass/fail basis. Offers exceeding \$200,000 that include eligible contract vehicles will receive full points; no or ineligible contract vehicles will be disqualified. For offers with a total cost of \$200,000 or less, points will be awarded based on the availability and applicability of an existing competitively procured cooperative, state, or other governmental contract available for use by Bedford, including the administrative efficiencies, pricing protections, and contractual benefits provided. Offers of \$200,000 or less that include eligible contract vehicles will receive full points; no or ineligible contract vehicles will receive zero points.	12%
Prior Experience	Bedford's own experience with this vendor's performance and service quality, if any	11%