MVLA
HIGH SCHOOL DISTRICT

MOUNTAIN VIEW LOS ALTOS HIGH SCHOOL DISTRICT

Serving the communities of Mountain View,
Los Altos and Los Altos Hills

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Erate YR 2027 (YR30)
Addendum No. 1 – Questions and Answers
Posted October 28, 2026

RFP 27-107
Wireless Equipment

Questions related to RFP 27-107: Wireless Equipment

1. LIC-CW-E quantity: The Scope of Work table lists 222. The Exhibit D site tabs total 450 (256 for the new APs plus 194 district shared). Which quantity should bidders price?
   Licensing is for 450 total wireless access points and 140 switches (117 @ 48-port, 23 @ 24-port)

2. LIC-SPACES-ADV-S quantity: The Scope of Work lists 117. Exhibit D lists 23 + 117 = 140. Which is correct?
   Licensing is for 450 total wireless access points and 140 switches (117 @ 48-port, 23 @ 24-port)

3. Subscription term: What term (3 or 5 years) should be priced for CISCO-NETWORK-SUB, LIC-CW-E, LIC-SPACES-ESS/ADV-S, LIC-CS-AC1-M-A, LIC-CS-AS1-L-A and LIC-MS-100-S-A? What is the start date?
   5 Year; start date is July 1, 2027. This will replace all current co-term licensing of all network equipment.

4. Installation scope: Is installation limited to mounting and configuring the 256 APs in existing locations with existing cabling? Will the District provide floor plans or a list of AP locations? Is a site walk planned?
   Yes, the installation is limited to removing existing Meraki MR55 APs and mounting the 256 APs with existing cabling. Floor plans will be provided to the winning bidder. A site walk is not planned, nor is it necessary at this time.

5. Submission: May the original, two copies and the flash drive be delivered by overnight courier, as long as they are time-stamped by 3:00 PM on 12/1/2026?
   Yes.

6. The overview on page 5 lists 222 units of LIC-CW-E, while the site-level cost proposal appears to total 450 (228 + 28 + 194 district-shared). Which quantity governs pricing?
   Answered in question #1 above

7. The overview lists 117 LIC-SPACES-ADV-S licenses; the site-level schedule lists 23 + 117 = 140. Please confirm the correct total and required subscription term for all Cisco licenses.
   Answered in question #1 above

8. Does the installation scope assume replacement on existing Ethernet cabling and existing PoE/multi-gig switch ports, or must vendors include new cable runs, switch upgrades, lift access and after-hours labor?
   No, existing cabling will be used. There will not be any switch upgrades. The bidder should not assume after-hours labor, as this work can be completed in the summer when campus is empty.

9. May a certified Cisco reseller serve as prime and list a separately licensed/DIR-registered local installation subcontractor? Please confirm the applicable DIR and contractor-license documentation for each role.
   Not at this time.

10. Is a site walk or existing AP layout/ceiling-height documentation available?
    A site walk is not available nor needed; bidders can assume that lifts are not required, and AP removal and installation can be completed with ladders.

    Existing Equipment: Are these licenses and support subscriptions intended for equipment the district already owns?
    Yes, the licenses and support subscriptions are intended for existing switchgear, wireless access points, and the additional wireless access points in the RFP.

11. Device Identifiers: Could you provide the existing Cisco/Meraki hardware models and, if available, serial numbers or other applicable device identifiers associated with these licensing requirements?
    Existing Cisco/Meraki hardware include:
    - *MR55 APs (being replaced by the items in the RFP)*
    - *MR56 APs*
    - *MR86 APs*
    - *MS-120, MS-130, MS-390 switchgear*

12. Renewal Information: Are these intended as renewals of existing subscriptions or new licenses? If renewals, could you provide the current subscription expiration dates and requested renewal terms?
    We are moving from a co-term agreement to the subscription model; this will renew all of our Cisco licensing, effective July 1, 2027.

13. Licensing Compatibility: If the listed SKUs are not compatible with the existing devices, would the district accept the appropriate Cisco-recommended replacement or equivalent licensing SKUs?
    The SKUs were provided by our Cisco representative.

14. Support Coverage: Could you clarify which equipment the additional SVS-L0SPT-CN support item is intended to cover?
    Per our Cisco representative:

    SVS-L0SPT-CN stands for Level 0 Support for Cisco Networking Subscriptions. It is the embedded TAC, software maintenance, and cloud dashboard support line tied directly to the CISCO-NETWORK-SUB container. It covers 24x7 Cisco Technical Assistance Center (TAC) support, software updates, bug fixes, firmware releases, and cloud management platform support for all subscription licenses listed under that order, specifically:

- *Wireless AP Cloud Licenses: LIC-CW-E (Cisco Wireless Essentials for the CW9176I / CW9178I APs)*
- *Switching Cloud Management Licenses: LIC-CS-AC1-M-A and LIC-CS-AS1-L-A (Switching Advantage)*
- *Cisco Spaces Subscriptions: LIC-SPACES-ESS and LIC-SPACES-ADV-S*

  What it is NOT: It is not a hardware replacement SmartNet contract for physical switches (which would be CON-SNT- or covered by Cisco's Enhanced Limited Lifetime Warranty / ELLW on APs and switches).*
  It covers the software subscription, cloud dashboard continuity, and TAC assistance for the entire cloud networking suite.

15. Several part numbers end in "-CFG," which can be set up for different management platforms. Which platform do you want these configured for (Meraki dashboard, Catalyst Center or cloud, or an on-site controller)? Is that environment already running? The list has no controllers or management licenses.
    Everything will run on the cloud controller.

16. What are the 194 "District Shared" Wireless Essentials and Spaces licenses for? Are they renewals for existing access points, or new? How do they tie to the 256 new access points?
    Renewals for existing APs.

17. Can you send the model, serial number, and license end date for the switches behind the 23 Medium and 117 Large Switching licenses and the 14 Meraki MS100 licenses? Are these renewals or new?
    The current switches are all Cisco Meraki MS-390s (24-port and 48-port) and MS-120/MS-130s (8 port). Licensing expires June 30, 2027.

18. Are you using Cisco Spaces today? What for (location, occupancy, IoT)? Who will set it up, and is setup part of our scope?
    No.

19. The list has a universal bracket and a T-rail flush mount for every access point (256 of each). Do you want both on every access point, or one or the other depending on the ceiling?
    Both

20. The RFP says equivalent equipment is acceptable. How will the District judge equivalence, and would an alternate need a USAC substitution approval later?
    The District will confirm manufacturer specifications, capabilities and compatibility to current environment for all equivalent bids received. No service substitution is needed.

21. Are switches, cabling, or other network equipment being bought under a different RFP this funding year? If so, who is the vendor, and will we need to coordinate schedules with them?
    No.

22. What wireless system do you have today (manufacturer, models, number of access points, age)? Is this a one-for-one replacement or a larger network?
    We are 100% Cisco Meraki (MR55, MR56, and MR86). The current RFP will replace all MR55 units.

23. Was a site survey or predictive design done for the 256 access points, and by whom? Is the quantity firm, or can we recommend changes? If the count changes after a survey, how should additions and deletions be priced?

The MVLA IT department keeps accurate inventory; we have 256 MR55s that are nearing their end-of-life.

24. Do the locations already have cabling and PoE ports for the new access points? Do the switches have the PoE power and multi-gig ports that Wi-Fi 7 access points need? Should new cable runs or power injectors be in our price?
    Yes; all cabling is in place. Switches are all POE and multi-gig. New cabling and power injectors are not needed.

25. If existing cable fails testing, who pays to replace the run? Do you want us to test and certify the existing cabling first?
    MVLA will deal with this; it is up to the bidder if they wish to test/certify cabling. We know that all existing cabling has been updated, certified, and is working correctly.

26. What are the ceiling types and heights? Will we need lifts or special access?
    Standard heights for classrooms, offices, and common areas. Some rooms have t-bar ceilings. Bidders can assume that lifts are not required, and AP removal and installation can be completed with ladders.

27. None of these access points is rated for outdoors. Is outdoor coverage (fields, courtyards, quads) in scope? If so, who is providing that equipment?
    We are not refreshing our outdoor APs at this time.

28. Do you want us to design the wireless network (SSIDs, VLANs, security, guest access, roaming), or will District IT give us a design? What authentication do you use (RADIUS or network access control, certificates, Chromebook management)?
    No design is necessary. We use radius authentication via HP Aruba ClearPass

29. What does "Installation/Configuration" include? Is the vendor expected to mount, cable, label, and configure all 256 access points, or will District staff do part of it?
    This includes the removal of MR55s and their mounting brackets, and installation of the new APs. The district staff will configure, inventory, and label all new APs.

30. What is the completion date? Does all of it need to be done before school starts in August 2027, or can it run past that? Should we plan to install while students are in the buildings?
    Yes, completion by August 3, 2027. The bidder should not assume after-hours labor, as this work can be completed in the summer when campus is empty.

31. What dates and hours can we work (summer, nights, weekends)? Are there blackout periods such as testing?
    Summer hours 7:00 – 5:00 pm daily. No blackout periods. The bidder should not assume after-hours labor, as this work can be completed in the summer when campus is empty.

32. Which District IT staff will we work with? Will they do any of the work (cable pulls, switch port changes, DHCP or VLAN changes)?
    This level of configuration will be completed by the IT department prior to installation.

33. How does the District accept the work (post-install validation survey, testing)? Who signs off for each site?
    The IT Director and/or Network administrator will sign off on the work.

34. What documents do you want at the end (a list of every access point with serial number and location, floor plans, configuration backups)? Do you want access points labeled to a naming

convention?
We will require a check-off of all installation areas and verify functionality via the Cisco/Meraki Cloud Controller. The district staff will inventory and label all new APs.

35. What should we do with the old access points (remove, dispose, recycle)? Is that part of our price?
The district staff will provide boxes for installers and District will handle disposal.

36. Do you want training, and for how many people?
No

37. Who receives and stores equipment deliveries at each site? Can we stage and configure equipment before installation?
The IT department will receive and store the equipment and put it in an accessible area for the installer.

38. The RFP identifies April 1, 2027 as the project start date but also contains provisions addressing July 1, 2027 delivery and invoicing. Please provide the permitted dates and/or milestones for purchase order issuance, equipment ordering, shipment, delivery, staging, physical installation, configuration, license activation, project acceptance, District invoicing, and Service Provider Invoice (SPI) submissions to USAC.
Purchase order issuance will be no later than April 15 to ensure delivery of all equipment. April 1, 2027 is the first allowable date to receive and begin Erate funded projects. July 1, 2027 is the first date you can invoice USAC, pending application approval and FCDL, to be reimbursed for FY2027 Projects.

39. What are the Form 470 number and posting date, and which funding year applies? Is the Category 2 budget enough for the full list? If it is only partly funded, which sites or items come first?
This information is posted on the USAC website. Form 470 270002293 posted 10/20/2026 for FY2027-28 (Erate YR30)

40. Who sets the E-Rate eligibility percentage and category (Internal Connections or Basic Maintenance) for each line, us or the District? Some lines, such as Cisco Spaces and the Meraki subscriptions, may not be fully eligible. Do you have an E-Rate consultant we should coordinate with?
USAC

41. What is the District's E-Rate discount rate for these sites? How and when do you want to be billed for the District's share, and what payment terms apply (net 30, for example)?
The District Erate discount rate can be found on the USAC website. It is currently 40%.

42. The cost sheets show taxes at 9.75%. Is that the rate you want us to use, and does it apply to subscriptions and licenses? Is shipping a separate line?
Yes, this is the correct rate. Any potential responder should know and apply taxes where necessary. Shipping should be a separate line.

43. Prices must stay firm through SLD approval and the contract, but proposals can be withdrawn after 30 days and selection is around March. How long do you want our prices held? Can our quote carry an expiration date, since Cisco prices change?
The SLD approval timeline is anywhere between contract agreements, signatures and completion of the project which is from 4/1/2027 through 9/30/2028.

44. "Recurring Annual Support Costs" is worth 15% of the score. Which lines count as recurring, and over how many years should we show them?

Any/all potential responders should know and include this in their responses based on scope of work and requirement details within the RFP.

45. How will you compare cost: total price with tax, the District's share after the E-Rate discount, or something else? The criteria also mention "labor rates." Do you want hourly rates for adds, moves, and extra work?
    The scoring matrix is outlined in the RFP with price weighted the heaviest for overall project needs and requirements. Bidders should list a cost for each line item listed in the RFP. The District will evaluate total cost.

46. The Cost Proposal says we may propose optional services. How will those be treated in scoring, and should they be priced separately from the base bid?
    Optional services should be their own line item(s)
    The District will use the scoring matrix outlined in the RFP taking all costs and services into consideration.

47. Where can we get the Excel version of Exhibit D? It is not in the PDF we have.
    It is located in the USAC portal as well as the District website.

48. How is "Experience with the District" (25%) scored for a vendor that has not worked with you before? Does work for other districts count?
    Experience with the District will be based on individual bidders experience with the District.

49. References must show service used for three years or more, but Wi-Fi 7 is new. Is it acceptable to reference similar-size Cisco wireless projects with earlier models? Do they need to be K-12 or E-Rate projects?
    Yes, similar size projects are fine. They don't have to be K12/E-rate, but K12 is preferred.

50. What proof do you want that we are a certified reseller (a Cisco partner letter or authorization)?
    A Cisco partner letter is fine.

51. Will the District accept the manufacturer's standard warranty (for example, Cisco's limited lifetime warranty on access points)? Who handles replacements during the contract, and at whose cost?
    We will accept the standard warranty and handle the RMA process as needed.

52. Will the District award everything to one vendor, or could it split hardware, licensing, and installation?
    This will be determined when evaluating the RFPs.

53. The Letter of Agreement says the District can end the agreement at any time, effective immediately, with no cost responsibility. The Terms say 30 days' notice without cause. Which applies? How would equipment already ordered be paid for if the agreement ends?
    RFP page 14 refers to purchase orders and the Letter of Agreement, page 26, refers to signatures prior to purchase orders. District shall not be responsible for any costs to Bidder prior to termination.

54. This RFP asks for one original, two copies, and a digital copy. The data transport RFP (27-100) asks for one original, one copy, and a digital copy. Is each correct? Can we hand-deliver on Dec 1, and until what time?
    Please refer to individual RFP for details for each project.

55. Every page footer says "RFP 26-107 Category Two Wireless Equipment." Is this the correct and final document? Is anything from last year's RFP still in effect?
    This is correct. We did not have an RFP last year.

56. Will the bid opening be open to the public, and when will results be posted?
    The bid opening is not open to the public. Results will be made public at a later date upon request.

57. The insurance section asks for "professional general liability" of $1,000,000. Do you mean commercial general liability? Are there auto, workers' compensation, or umbrella requirements?
    General liability.

58. Venue is listed as Sacramento County. Is that right for a district in Santa Clara County?
    Venue shall be with the appropriate state or federal court.

59. The RFP references a Public Works Contractor Registration Certification and a Designation of Subcontractors Form. Please provide copies of these forms or confirm whether either form is required as part of the proposal submission. If required, please identify where the forms can be obtained and whether they must be submitted at bid time or after award.
    This RFP is not a public works project therefore any potential bidders are not required to be registered with DIR and/or submit any of the above mentioned forms.

60. Our crews may be on campus while students are present. Will District staff supervise them, or do you need fingerprint clearance? How long does clearance take?
    If the company is bonded/insured, it will be fine. There is a Fingerprint Certification within the RFP.

61. After Oct 28, who can we contact with questions? The RFP bars contact with Board members.
    Questions for RFPs will not be considered after the deadline of October 28, 2026.