BRYAN INDEPENDENT SCHOOL DISTRICT REQUEST FOR PROPOSAL #27-009

Category 2: E-Rate Application Internal Connections

801 SOUTH ENNIS

BRYAN, TEXAS 77803

The undersigned hereby agrees to all terms and conditions set forth in the Request for Proposal unless specific exceptions are taken and identified in writing.

Name	
Signature	
Company	
Address	
City / State / Zip Code	
Phone Number	
Fax Number	
Email Address	
USAC/SLC Service Provider ID (SPIN)	
Date	

1. GENERAL INFORMATION AND PROPOSAL SUBMISSION

1.1. Important Dates

Posting Date:	**October 29, 2026**
Question & Answer Deadline:	**November 18, 2026 5:00 PM CST**
Questions & Answers Posted:	**November 20 2026 5:00 PM CST**
Proposal Response Due Date & Time:	**January 6, 2027 2:30 PM CST**
Public Opening:	**January 6, 2027 2:30 PM CST**
Board Meeting:	**February 15, 2027 6:00 PM CST**

2. Purpose and Scope of Work

Bryan ISD is soliciting competitive, sealed proposals to obtain category-two-eligible internal connections for the district. Bryan ISD is seeking bids in the following area: internal connectivity equipment consisting of cloud-managed network equipment with a minimum of 5 years of device licensing or equivalent subscription/agreement model. Equivalent equipment must be compatible with the district's current Cisco/Meraki wireless access points and switches and can be bid as a minimum of 5 years of device licensing or equivalent subscription/agreement model.

This RFP is designed to solicit competitive offerings for Internal Connections. Vendors must quote the specified equipment or equivalent.

Bryan ISD reserves the right to reject and/or all responses, to award contracts for individual products or services as may appear advantageous, and to negotiate separately in any manner necessary to serve the best interests of the School District. BISD further reserves the right to accept, reject, or negotiate modifications in any terms of a proposed vendor's response or any parts thereof. BISD further reserves the right to waive any formalities or technicalities if deemed in the best interest of the School District.

BISD also reserves the right as sole judge of quality and equality. BISD reserves the right to reject any/all bids, to award by individual line items or category, to award on an "all or none" basis, and to make awards based on-line item groupings. Bryan ISD reserves the right to adjust quantities upwards or downwards based on availability of local and E-RATE funds. For multi-year agreements, this adjustment may be made annually upon the receipt of the E-RATE Funding Commitment Decision Letter for each subsequent year, to align with approved funding levels.

3. Background Information

The district is currently running a largely Cisco Meraki network. The goal of the requested hardware and services is to provide faster and more reliable wireless connectivity by replacing aging (5+ year old) equipment. The equipment requested as part of this RFP would be purchased with wireless and 10GB connectivity in mind.

3.1. **Universal Service Fund Program Compliance**

It is vital that the vendor qualify for the Federal Universal Service Fund (E-Rate) program. If you are unfamiliar with that program, it allows schools to receive a discounted rate on network systems and services. Please ensure that your offer complies with the requirements of that program.

To qualify the vendor must have an SLD authorized "Service Provider Identification Number" (SPIN) and "Service Provider Annual Certification" (SPAC) prior to contract signing.

3.2. **Requirements Due to E-Rate Funding**

1. Services are being sought in conjunction with Schools & Libraries E-Rate funding.
2. All services are for the timeframe that coincides with E-Rate calendar (April 1, 2027 through September 30th 2028 for Category 2.)
3. BISD reserves the right to base purchases on availability of E-Rate and local district funding.
4. Proposers must meet the vendor qualifications of the E-Rate program and comply with all State of Texas purchasing laws and regulations.
5. Proposers must be in good financial standing with the FCC in accordance with the Red Light Rule. (https://www.usac.org/service-providers/making-payments/late-payments-dcia-red-light/#red)
6. Proposers must agree to comply with all E-Rate payment processing rules.
7. All bids must be in accordance with the Lowest Corresponding Price Rule.
8. Proposers should separate the cost of eligible services/products from non-eligible services/products and clearly indicate this separation on the proposal.

3.3. **E-Rate Payment Method**

BISD requires that the Provider bill USAC-SLD directly, via SPI, for allowable E-Rate

services. This preference is reflected in the Evaluation Point Scoring.

3.4. Texas Department of Information Resources (DIR) Status

Vendors who have DIR contracts in place may denote that in their response and indicate whether they are offering the DIR process or a direct contract.

3.5. Questions about this RFP

It shall be the Vendor's responsibility to learn all aspects of the RFP requirements. Should any details necessary for a clear and comprehensive understanding be omitted or any error appear in the RFP documents, or should the Vendor note facts or conditions which, in any way, conflict with the letter or spirit of the RFP documents, it shall be the responsibility of the Vendor to obtain clarifications before submitting a proposal. Questions concerning this design/document should be directed in writing, via email, or via fax only (no phones or verbal questions will be accepted) to:

Rob Hayes Bryan ISD
800 South Texas Ave. Bryan, Texas 77803
Email: rob.hayes@bryanisd.org

Obtaining Documents - This document may be obtained on the district's website, http://www.bryanisd.org > Departments > Finance > Competitive Bidding or www.bryanisd.ionwave.net. Please contact Rob Hayes at Bryan ISD (rob.hayes@bryanisd.org) to request documents in Word format via email, and be sure to mention RFP # 27-009. These documents in Word format can also be found at https://bisd.link/erate.

3.6. Addenda

Addenda are any graphic or written instruments issued by Bryan ISD prior to the date for receipt of proposal, which modify or interpret the RFP document by additions, deletions, clarifications, or corrections.

Addenda will be posted at this web address: https://bisd.link/erate, under the **RFP section**, as well as can be found on the Bryan ISD Website, http://www.bryanisd.org > Departments > Finance > Competitive Bidding and www.bryanisd.ionwave.net.

No addenda will be issued later than 28 days prior to the time and date for receipt of bids except an addendum postponing or withdrawing the request for bids.

3.7. RFP Clarifications

Answers to will be posted at this address: https://bisd.link/erate as well as on the district website at www.bryanisd.org > Departments > Finance > Competitive Bidding or www.bryanisd.ionwave.net.

3.8. Proposal Document Submission

All responses must be received by **January 6, 2027, 2:30 PM CST** and must be marked "RFP 27-009 – eRate Application – Internal Connections". Four (4) sealed copies of the proposal (one original, one hard copy, and two digital copy), appropriate proposal forms, and any other documents submitted with the proposal **shall be mailed or submitted to the address listed below (faxed or emailed responses will not be accepted):**

One original, one hard copy and two digital copies to:

Bryan ISD - Purchasing Office
801 South Ennis.
Bryan, Texas 77803
Attn: Melissa Martin
979-209-1048

3.9. **Alternate Proposals**

Vendors who wish to are encouraged to submit alternate proposals. If more than one proposal is submitted, all must be complete (separate) and comply with the instructions set forth within this document. Each proposal will be evaluated on its own merits.

3.10. **Document Discrepancy**

In the event of an inconsistency or discrepancy that may exist in or between parts of this RFP package, the following direction will be followed and govern: The Document, Section, phase, or requirement with better quality, more stringent requirement, or greater amount of quality of work or material shall be provided by the Contractor and installed at no additional cost to the Owner.

3.11. **Exceptions**

Exceptions to any part of the requirements stated in this request must be clearly identified as such. The stated exceptions and any alternatives offered must be included in Section 4 of the Proposer's response (see "Proposal Response Format")

3.12. **Proposal Response Format**

Each vendor must respond with its proposal organized in the following sections. Please submit responses in three-ring binders, with tabs dividing the sections:

Section 1 - Required Documents

1. Proof of required Insurance [certificate] (for Part A)
2. Cover letter - with overall price and any special conditions.

Section 2 - Executive Summary/Overview

a) Technical summary of the system proposed including details about "improvements" over and above the base request, or if an alternate design, the reason for the difference in design and benefits to Owner.
b) Value added by the Proposer.
c) Itemized cost breakdown by campus with the totals for each campus, in Excel format with the columns listed below. Failure to include an Excel formatted document will result in the deduction of points.
   - Campus (As indicated in the appropriate attachment)
   - Manufacturer part number and/or internal part number for items like billed labor hours
   - Quantity
   - Pricing per unit
   - Total Price

Section 3

Include a complete copy (all pages) of this document with relevant sections completed. Incomplete documents may be awarded 0 points in the categories where information is missing or invalid.

Section 4 - Exceptions

a) Bryan ISD has a standard document it uses as a base contract agreement form (a sample is included in Appendix A). The Proposer must include in this section of the response and Supplementary Conditions it would expect to have included in the final contract, or any exceptions it takes to the RFP conditions and/or contract.
b) It will be assumed that the Proposer accepts all conditions and considerations as outlined within this document unless specifically noted in your Exceptions section.

3.13. Confidentiality of Information

Any submitted information that is considered trade secret or confidential to the Proposer, or is rendered via a non-disclosure agreement with Bryan ISD must be so labeled and enclosed separately.

Bryan ISD and its agents will hold the submitted proposal and any related materials in confidence if so, requested by the Proposer, throughout the evaluation process. Any information therein will not be made available to any other party unless precluded by law. No debriefings or scoring sheets will be released before final recommendation.

However, after the award, all contents of the selected proposal will be considered public information.

All proposal material supplied, including supporting material and information disclosed during the proposal process, will become the property of Bryan ISD and will be retained for internal use. Bryan ISD reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether that proposal is selected. Submission of a proposal indicates acceptance by the Proposer of the conditions contained in this request for proposals, unless clearly and specifically noted in the proposal submitted and confirmed in the contract between Bryan ISD and the vendor selected.

Once under contract, the successful vendor will have access to information that is confidential by law. The vendor will be required to maintain confidentiality under the terms of its contract with Bryan ISD.

3.14. Incurring Costs

Bryan ISD is not liable for any cost incurred with replying to this RFP.

3.15. Caution to Proposers

Bryan ISD is not responsible for locating or securing any information that is not identified in the RFP and reasonably available to Bryan ISD. To ensure that sufficient information is available, proposer must furnish as part of its response all descriptive material necessary for Bryan ISD to (1) determine whether the products offered meet the requirements of the Contract Documents and (2) establish exactly what the proposer proposes to furnish as to supplies, materials and services.

3.16. Proposal Withdrawals

All requests to withdraw or resubmit a proposal must be made in writing to Bryan ISD any time prior to the time of the proposal opening.

No Proposer may withdraw a proposal within 60 days after the actual date of the opening thereof.

3.17. Proposal Opening

Proposals received prior to the time of opening will be kept secure and unopened. The office whose duty it is to open proposals shall determine when the specified time has arrived. No proposal received thereafter will be considered and will be returned to the proposer unopened.

No responsibility will attach to Bryan ISD for premature opening of a proposal not properly addressed and identified.

There will be a public opening at 2:30 PM on January 6, 2027, in Business Services of the Bryan ISD Administration Building, 801 S Ennis St, Bryan, TX 77803. Vendors are not required to be present at the proposal opening.

Information revealed about each proposal at that time will include only vendor name, total base cost amount and whether the proposal includes proof of insurance. No further information or details will be made public at that time.

3.18. Proposal Response Clarification Questions

After reviewing all responses to this RFP, Bryan ISD may develop a list of clarification questions to be addressed by the Vendor. Bryan ISD will send these questions to the Vendor for clarification. The Vendor shall provide a response within the timeframe requested.

3.19. Evaluation Criteria

This RFP is not meant to favor any vendor. Instead, it is designed to meet the needs of Bryan ISD. Bryan ISD will weigh the proposals based on the Proposer's reference, qualifications, and support as well as technical merit and cost. In awarding the Contract, Bryan ISD may take into consideration the Proposer's skill, facilities, capacity, experience, responsibility, previous work record, financial standing, or other factors Bryan ISD considers relevant.

Inability of the Proposer to meet these conditions may receive 0 points in that section.

Factor	Possible Score
COST: Total Cost for Eligible Items (Highest pts to low cost - % to others)	35
TECHNICAL MERIT: Quality of proposed system/services	25
E-RATE & RFP COMPLIANCE: Ability for the vendor to follow RFP Guidelines	10
VENDOR:	
References/reputation	10
Similar projects	10
INSTALL/SUPPORT:	
Effort by BISD to implement	5
Support capability	5
TOTAL	**100**

3.20. **Proposal Acceptance**

Proposals will be rejected for not following and/or being in violation of the E-RATE rules as outlined by USAC.

All proposal prices must be valid for 60 days from the proposal due date.

3.21. **Proposal Award**

Unless otherwise indicated in the specification for a proposal, Bryan ISD reserves the right to award the proposal in whole or in part, by item, by group of items where such action serves the best interests of Bryan ISD. Bryan ISD reserves the right to award to multiple vendors. The awarded vendor will be announced at the February 15th board meeting. All responding vendors will also be informed of the results via email on February 15, 2027.

Award of Alternates, if any - Bryan ISD reserves the right to award alternates in any order which results in the maximum amount of work being accepted writing available funds.

All contracts and/or projectors are contingent upon E-Rate funding.

4. PROPOSER'S QUALIFICATIONS AND SUPPORT CAPABILITIES

Company Name:	
Legal Name (if different):	

Years in Business:	
USAC/SLC Service Provider Identification Number (SPIN):	
Years of experience providing E-Rate eligible services?	
Number of full-time employees:	
Name of Project Manager/Account Representative for this project:	

4.1. **Reference Requirements**

BISD reserves the right to question references and customers about outage history and other relevant issues. Results will be used in evaluation criteria scoring.

1. To be a qualified Proposer, the vendor must include below three references with similar services provided.
2. At least two of these must have included E-Rate purchases or services.
3. Preferences will be given to vendors with references at organizations similar to

Bryan ISD. References will be contacted - please verify information before submitting.

Please inform your contact that a 15–20-minute call may be anticipated.

Reference #1	
Organization Name	
Address	
Type of Business	
Contact Person	
Email Address	
Telephone and Fax Numbers:	
Dates of Installation/Service	
Description of Service(s)	
Is/was an E-Rate approved contract?	Yes / No
Reference #2	
Organization Name	
Address	
Type of Business	
Contact Person	
Email Address	
Telephone and Fax Numbers:	
Dates of Installation/Service	
Description of Service(s)	
Is/was an E-Rate approved contract?	Yes / No
Reference #3	
Organization Name	
Address	
Type of Business	
Contact Person	

Email Address	
Telephone and Fax Numbers:	
Dates of Installation/Service	
Description of Service(s)	
Is/was an E-Rate approved contract?	Yes / No

5. Category 2 Internal Hardware

This RFP requests proposal responses to provide items that will be used for Internal Connections at the entities listed in Attachment 1. These entities are part of the larger Bryan Independent School District.

5.1. **Requirements**

1. Attachment 1, **Internal Connection Hardware**, itemizes the products and services currently identified by BISD to improve and enhance its current network, as well as replace aging hardware. Variations and/or additions in specific products ordered will be negotiated with the awarded vendor in January 2027.
2. All equipment must be quoted with appropriate device licenses or equivalent subscription/agreement-based licensing with a minimum of a 5-year term. Longer terms will be considered.
3. All equipment provided must be new. No used or refurbished equipment will be accepted.
4. Questions related to the internal connectivity equipment must be submitted in writing and should be directed to Rob Hayes via email at rob.hayes@bryanisd.org no later than November 18th, 2026 at 5:00PM CST. Answers to the question will be uploaded as part of the final addenda on November 20th, 2026 by 5:00PM CST.

5.2. **E-Rate and Payment Provisions**

Proposer agrees to comply with all E-Rate payment processing rules:

Yes_____ No_____

Proposer will invoice the Universal Service Administrative Company (USAC) directly, via SPI, for any discounted amounts approved for E-Rate funding:

Yes_____No_____

Attachment 1 Internal Connection Hardware

Required: All Hardware quoted must have appropriate device licenses or equivalent subscription/agreement-based licensing with a minimum of a 5-year term

Campus	Description	Specifications	Qty

BHS	Indoor AP	Management: Cloud management is a required feature Wi-Fi Standard: Wi-Fi 6E (802.11ax) compliant, supporting tri-band operation (6 GHz, 5 GHz, 2.4 GHz) Antenna Configuration: Minimum 4x4 MIMO on all supported bands Power: Requires Power over Ethernet Plus (PoE+ 802.3at) or higher Performance: Capable of multi-gigabit wireless throughput	219
BHS	Outdoor AP	Management: Cloud management is a required feature Wi-Fi Standard: Wi-Fi 6E (802.11ax) compliant, supporting tri-band operation Antenna Configuration: Supports 4x4 MIMO on all bands via external antenna connectors Environmental Rating: Certified for outdoor use (e.g., IP67 rated) with wide operating temperature range Power: Requires Power over Ethernet Plus (PoE+ 802.3at) or higher	9
BHS	Access Switch	Management: Cloud management is a required feature Port Configuration: Minimum 48 10/100/1000BASE-T ports with full PoE+ (802.3at) support (up to 30W/port) PoE Budget: Minimum total PoE budget of 740W Uplink Ports: 4 fixed SFP ports (1GBASE-X capable) Layer 2 Capabilities: Standard Layer 2 features: VLANs, LACP, STP, DHCP Snooping, port security Form Factor: 1 Rack Unit (1RU). Optional: Stacking	81
BHS	Portable Switch	Management: Centralized, cloud-based management platform is a required feature Port Configuration: Minimum 24 PoE+ capable 10/100/1000BASE-T ports. Minimum 4 SFP uplink ports (1GBASE-X capable) Layer 2 Capabilities: Standard Layer 2 functionality (VLANs, port security). No Layer 3 routing required Form Factor: 1 Rack Unit (1RU)	5
BHS	Large Campus Core Switch	Management: Cloud management is a required feature Port Configuration: Minimum 48 SFP+ ports (10G/1G capable). Minimum 2 high-speed QSFP+/QSFP28 uplink ports (40G/100G capable) Layer 2 & 3 Capabilities: Full Layer 2 and Layer 3 functionality, including all features listed for the Campus Core Switch Performance: Switching capacity must be at least 3.2 Tbps and forwarding rate at least 1 Bpps High Availability: Dual, redundant, and hot-swappable power supplies and fans. Optional: Advanced high-speed virtual chassis or stacking technology Form Factor: 1 Rack Unit (1RU)	1
BHS	Distribution Switch	Management: Cloud management is a required feature Port Configuration: Minimum 48 SFP+ ports (10G/1G capable). Minimum 2 high-speed QSFP+/QSFP28 uplink ports (40G/100G capable) Layer 2 & 3 Capabilities: Full Layer 2 and Layer 3 functionality, including all features listed for the Campus Core Switch Performance: Switching capacity must be at least 3.2 Tbps and forwarding rate at least 1 Bpps High Availability: Dual, redundant, and hot-swappable power supplies and fans. Optional: Advanced high-speed virtual chassis or stacking technology Form Factor: 1 Rack Unit (1RU)	2

Neal	Indoor AP	Management: Cloud management is a required feature Wi-Fi Standard: Wi-Fi 6E (802.11ax) compliant, supporting tri-band operation (6 GHz, 5 GHz, 2.4 GHz) Antenna Configuration: Minimum 4x4 MIMO on all supported bands Power: Requires Power over Ethernet Plus (PoE+ 802.3at) or higher Performance: Capable of multi-gigabit wireless throughput	18
Neal	Outdoor AP	Management: Cloud management is a required feature Wi-Fi Standard: Wi-Fi 6E (802.11ax) compliant, supporting tri-band operation Antenna Configuration: Supports 4x4 MIMO on all bands via external antenna connectors Environmental Rating: Certified for outdoor use (e.g., IP67 rated) with wide operating temperature range Power: Requires Power over Ethernet Plus (PoE+ 802.3at) or higher	3
Neal	Access Switch	Management: Cloud management is a required feature Port Configuration: Minimum 48 10/100/1000BASE-T ports with full PoE+ (802.3at) support (up to 30W/port) PoE Budget: Minimum total PoE budget of 740W Uplink Ports: 4 fixed SFP ports (1GBASE-X capable) Layer 2 Capabilities: Standard Layer 2 features: VLANs, LACP, STP, DHCP Snooping, port security Form Factor: 1 Rack Unit (1RU). Optional: Stacking	10
Neal	Portable Switch	Management: Centralized, cloud-based management platform is a required feature Port Configuration: Minimum 24 PoE+ capable 10/100/1000BASE-T ports. Minimum 4 SFP uplink ports (1GBASE-X capable) Layer 2 Capabilities: Standard Layer 2 functionality (VLANs, port security). No Layer 3 routing required Form Factor: 1 Rack Unit (1RU)	2
Neal	Standard Campus Core Switch	Management: Cloud management is a required feature Port Configuration: Minimum 24 SFP+ ports, supporting both 10 Gigabit (10GBASE-X) and 1 Gigabit (1GBASE-X) SFP/SFP+ transceivers Layer 3 Routing: Full Layer 3 functionality, including OSPF, EIGRP, BGP, VRF, PBR, inter-VLAN routing, and multicast High Availability: Redundant, hot-swappable power supplies and fans. Optional: High-speed virtual chassis or stacking technology Form Factor: 1 Rack Unit (1RU)	1