Applicant: North Salem Central School District
BEN: 123667
Form 470 #: 270002576
Attachment Name: 27_North Salem_C2 Service Spec
Form 470 Contacts: Meredith Dutra at mdutra@northsalemschools.org; Lindsay Eidel at leidel@northsalemschools.org; Kerri Hofmann at bidsny@e-ratecentral.com

Procurement Timeline

Task	Due Date
Optional Site Visit	Wednesday, November 18, 2026
Deadline to Submit Questions	Thursday, November 19, 2026
Posting of Questions/Clarifications	Friday, November 20, 2026
Proposal Submission Deadline	Saturday, December 19, 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.

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 the cabling portion of this solicitation, a site visit is: ☐ Required ☒ Optional ☐ Not Offered

If a *required* site visit is noted, Offeror attendance is mandatory; failure to attend any required pre-proposal site visit will result in disqualification by the Applicant.

The pre-proposal site visit will be held on Wednesday, November 18, 2026. Please RSVP to Meredith Dutra via email by Tuesday, November 17 at 11:00am Eastern for further details.

No additional information will be provided at the site visit. Questions must be submitted via email as instructed above and answers will be posted as an attachment/addendum to the Form 470.

Proposal Instructions

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

Proposals should 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
- Completed Pricing Attachment

Proposals **must** include all costs associated with providing the requested products/services to the applicant including but not limited to shipping fees, licenses, and any component needed for the proposed equipment to function properly. For projects including installation services, offerors **must** include all costs associated with the installation of the cabling, equipment, and components including, but not limited to, configuration, travel, per diem, shipping, installation, etc.

Proposal pricing should be included in the Pricing Attachment and be submitted in xls or xlsx format.

Proposed service fees for each piece of equipment 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) or Basic Maintenance of Internal Connections (BMIC)

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.

Equipment/Service Request

The applicant requests proposals for new E-Rate eligible Category Two equipment and related services. Proposals featuring equipment that is used, open box, refurbished, or categorized in any way other than new will be disqualified.

For this solicitation, vendor installation services are: ☒ Required ☐ Optional ☐ Not Requested

Asset tagging and labeling are required components of installation services for this project.

Proposals are requested for the makes/models specified in the Pricing Attachment (or equivalent). Offers containing alternative makes/models are required to submit product specifications and documentation to establish that the equipment is equivalent to the requested solution. The applicant will be the arbiter of whether the proposed solution is functionally and technically equivalent to the requested solution.

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

Installation Location Information

Location Name	Street	City	State	Zip
North Salem Kr-Sr High School	230 June Rd.	North Salem	NY	10560
Pequenakonck Elementary School	173 June Rd.	North Salem	NY	10560

Installation may occur at any E-Rate eligible site based on the Applicant's need at the time of purchase and install.

Contract Term and Modifications

The applicant prefers a multi-year agreement (term dates April 1, 2027 – September 30, 2029). An initial award term of April 1, 2027 – September 30, 2028, with one optional renewal to align with an extended E-Rate service delivery deadline, if needed, is also acceptable.

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.

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/Information

FCC rules require vendors to offer discounted SPI billing. The applicant **requires** SPI discount method for these services. Vendors that do not offer SPI billing will be disqualified.

This solicitation is not requesting BMIC or MIBS beyond the specified scope.

Per USAC E-Rate rules, "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.

By submitting a proposal on the requested services herein, the vendor certifies its proposed services and/or products comply with Part 47 Section 54.9 and 54.10 of the FCC rules which prohibits 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 Section 54.500(f) of Part 47 of the Code of Federal Regulation all bids in response to this RFP **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

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.

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

The cost of E-Rate eligible services will carry the greatest weight in the evaluation. Other factors that may

be considered include but are not limited to E-Rate ineligible costs, overall/long-term cost to the Applicant, technical merit/capability of the offer, the Applicant's prior experience with the vendor, local preference, meets/understands needs and/or completeness of the vendor's proposal response. The Applicant reserves the right to weigh these criteria as it deems appropriate, or not at all, and may consider additional factors not listed above.