# FY2027 RFP Category 2 – Sergeant Bluff-Luton Comm School District

E-rate BEN: 132290 · Form 470 # 270002648

## 1. Project Summary

The purpose of this Request for Proposal (RFP) is to solicit bids for Sergeant Bluff-Luton Comm School District ("Applicant"). Applicant is seeking proposals for a new firewall and new uninterruptible power supply (UPS) units and associated licensing, software licenses and subscriptions for existing network equipment and managed internal broadband services. This project is being requested under E-rate Category Two Internal Connections and Managed Internal Broadband Services for E-rate Funding Year 2027.

## 2. Timeline

| Task | To | Due Date |
|---|---|---|
| Form 470 & RFP Posted | EPC Portal | 11/4/2026 |
| Clarifying Questions Due | erate@sblschools.com and cc to erate@eratecomplete.com | 11/18/2026 9:00 am Applicant time |
| Q&A RFP Addendum Posted | EPC Portal | 11/23/2026 |
| Site Visit – None required | — | Not applicable |
| Bids Due | Bids2027@eratecomplete.com | 12/3/2026 9:00 am Applicant time |

These are the only dates for this RFP. Any change will be issued as an addendum posted to the Form 470 in EPC.

## 3. Bidder Communication & Submission Requirements

To ensure fairness, transparency, and proper documentation, all bidder communication must adhere to the following requirements:

- **Email Only:** No phone calls or texts are permitted. All communication must occur via email to the contacts specified above for documentation purposes.
- **Adherence to RFP Instructions:** Failure to comply with any RFP instructions may result in disqualification or point deductions during bid evaluation.
- **Point of Contact:** All communication regarding this RFP must be directed to the designated contact/s listed above. Communication with any other individual, department, or board member may result in disqualification.
- **Scope of Inquiries:** Questions or suggestions involving products or services not included in the Form 470 or RFP will not be considered legitimate inquiries or proposals. Questions requesting information already contained within the Form 470 or RFP will not receive a response.
- **Incomplete or Non-Responsive Proposals:** A response will be disqualified if it does not include itemized pricing for the requested items, only asks the Applicant to contact the vendor, or does not address the scope of the Form 470. Spam, robotic, generic, or encyclopedic


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submissions will not be considered valid and will be disqualified. The reason for each disqualification will be documented in the bid evaluation file.

- **Late Submissions:** The applicant reserves the right to reject any bids submitted after the published deadline.
- **Addenda:** It is the bidder's responsibility to follow the Form 470 in the E-rate EPC portal to receive any updates and addenda. A Q&A addendum will be posted by the date in the Timeline, even if no questions are received. Vendor questions and responses, as well as any clarifications or other addenda, will be posted to ensure equal access to information. Bidders are responsible for monitoring the EPC Form 470 for updates. Proposals submitted after an addendum is posted must acknowledge it.

Clarifying Questions are due from vendors ***to erate@sblschools.com and cc to erate@eratecomplete.com*** by the date and time in the Timeline above. Questions received after that deadline may not be answered.

***Bids must be submitted via email to Bids2027@eratecomplete.com*** and received by the date and time in the Timeline above. Applicant reserves the right to reject late submissions. Bidders who submitted a bid before the Q&A addendum was posted may submit a revised bid based on the addendum by the bid due date. A revised bid must acknowledge the addendum and should clarify if it replaces that bidder's earlier bid.

All responses must be labeled **ATTN: ERATE Category 2 FY2027 Response – C2 Sergeant Bluff-Luton**

## 4. Description of Proposal

Respondent will provide a description of their proposal for all services and solutions. Description will include an overview of the proposal, any deviations from the requested architecture, design or requirements, assumptions made, other detail the Applicant may find useful or necessary (or could differentiate the solution from a competing proposal).

## 5. References

For each response, the respondent must provide 3 references from current or recent customers (preferably K-12 schools) with projects equivalent to the size of the applicant.

## 6. Required Notice to Proceed and Funding Availability

Applicant will follow the purchasing policies of the Board and requirements and procedures of the FCC’s E-rate program as administered by the Universal Service Administrative Company to be eligible for all available funding. The implementation of any associated contracts resulting from this competitive bid process will be dependent on the applicant’s issuance of a written Notice to Proceed/Purchase Order. E-rate funding notification alone will not signify Notice to Proceed. The Applicant will have the right to allow the contract to expire without implementation if appropriate funding does not come available.

**No Work Without Written Authorization.** Vendor shall not order equipment, schedule labor, perform services, or incur costs on behalf of the Applicant until the Applicant issues a written Purchase Order/Notice to Proceed. Any work performed or costs incurred without written authorization are at the Vendor’s sole risk and expense.


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**Invoicing:** Respondents agree to conform to all E-Rate guidelines for the billing of discounts to the SLD/USAC. Bidders must be willing to provide E-Rate discounted billing (form 474/SPI invoicing) if requested by the applicant.

Prices to remain firm through E-rate approval, execution, and duration of the proposed contract. In the event of a price decrease for service or from the manufacturer, said decrease shall be passed on to the Applicant and documented with new price sheet sent to the contacts listed here.

## 7. Scope of Work

The Applicant is requesting proposals for the following:

- A new firewall and new uninterruptible power supply (UPS) units and associated licensing (see Equipment Details)
- Software licenses and subscriptions for existing, Applicant-owned equipment: Software Support Subscription; Firewall License / Subscription Renewal for Existing Firewall (see Software Licenses and Subscriptions for Existing Equipment)
- Managed internal broadband services (see Managed Internal Broadband Services (MIBS))

This RFP will be posted concurrently with the FCC Form 470 in EPC. All proposals must align with the service type and function(s) listed on the Form 470. Bids must include all charges, including equipment costs itemized by component, shipping, and any anticipated taxes or surcharges.

Vendor must be an authorized E-rate partner of the manufacturer or will agree that no grey market products will be accepted as part of the procurement.

Only quotes for new equipment will be accepted.  No used or refurbished bids will be considered.

If quoting an equivalent, please provide documentation of equivalence.  Equivalent proposals must be comparable in quality and functionality.

The Applicant reserves the right to award none, some, or all of the proposal.

## 8. Equipment Details

Based on the applicant’s experience, knowledge and existing infrastructure, below are the components believed to meet their needs. Actual quantities ordered may vary from initial estimates. Quantities and components are estimates only and the applicant will consider service provider recommendations based on their expertise and industry standards to determine the most cost-effective solution. Applicant would expect products quoted to have a minimum life expectancy of 5 years.

Seeking bids on the following, or equivalents, including any relevant ancillary components needed for a complete, working installation. Each component must be itemized. Items and quantities listed are estimates of need.

Quantities are estimates. Vendor responses must include the full manufacturer part number/SKU for every item. Where a manufacturer or model is named, equivalent products will be considered.

**Sergeant Bluff-Luton Comm School District · E-rate Category 2 – Form 470 #270002648 | Funding Year 2027 (4/1/2027 – 9/30/2028)**


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| Product Type | Manufacturer | Model / SKU | Est. Qty | License / Support Term Options | Installation & Configuration Fees Requested | Specifications / Notes |
|---|---|---|---|---|---|---|
| Firewall Bundled with Licensing/Software (ineligible features to be cost-allocated) | Fortinet or equivalent | Vendor to specify | 1 | 3 or 5 year (quote both) | Yes | Replacement for the existing FortiGate 1000D. Quote a currently orderable model (not announced for end of order) with performance and interfaces at least equal to the 1000D, and an end-of-support date no earlier than the end of the license term. Quote licensing for both 3- and 5-year terms. Only basic firewall functions are eligible; price IPS, antivirus, web filtering and other advanced features separately for cost allocation. |
| UPS / Battery Backup | Any | Vendor to specify | 17 | 5 year | No | 500VA for switch rack locations, term would be for managed access (vendor cloud) |

*Category 2 equipment may be installed beginning 4/1/2027 and must be installed no later than 9/30/2028.

Basic Maintenance (BMIC) and Managed Internal Broadband Services (MIBS) must be delivered between 7/1/2027 and 6/30/2028.

Itemize E-rate eligible and ineligible costs separately, and identify any cost allocation for ineligible license features.

## 9. Installation/Initial Configuration

Labor/Installation is requested for the new components as identified in the chart above.

## 10. Licenses

Vendor should indicate any applicable cost-allocation needed for ineligible features.

Please include licensing for 5 years.

## 11. Firewall

The Applicant is requesting proposals for a firewall to protect the Applicant’s network. Proposed equipment must meet or exceed the following minimum requirements:

| Requirement | Minimum |
|---|---|
| Firewall throughput | 1 Gbps |
| Internet bandwidth to be supported | 1 Gbps |
| Users/devices supported | 2000 users, 2500 devices |


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| Requirement | Minimum |
|---|---|
| Interfaces | 8 x 1G RJ45 4  x 10G SFP+ |
| Other | Remote access VPN. Internet handoff from provider is Gbps SFP. Replaces existing Fortinet FortiGate 1000D. |

Vendors must state the manufacturer's published performance figures for the model proposed and the conditions under which they were measured.

Only the firewall hardware and the software needed for basic firewall functionality are E-rate eligible. Advanced or next-generation security services, such as intrusion prevention, deep packet inspection, and spam filtering, are not eligible. Vendors must list each license, subscription or bundle by SKU with its own price, and identify the eligible and ineligible portions so the Applicant can cost-allocate as required.

## 12. Uninterruptible Power Supply (UPS)

UPS units are requested to provide battery backup for the eligible network equipment listed below.

| Building / Closet | Eligible Equipment Supported | UPS Qty | Est. Load (watts, if known) | Form Factor | Ineligible Devices on This UPS |
|---|---|---|---|---|---|
| Middle School MDF | 1 48-port POE Switch | 1 | | Rach Mount | |
| Middle School Office IDF | 1 48-port POE Switch | 1 | | Rach Mount | |
| Middle School Tech IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Middle School 7th Grade IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Middle School 8th Grade IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Primary School MDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Primary School Library IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Primary School Blue Wing IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Elementary School Library IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Elementary School 3rd IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Elementary School 4th IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Elementary School 5th IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| High School Library IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| High School West IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| High School North IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| High School Weight Room IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| High School Field IDF | 1 48-port POE Switch | 1 | | Rack mount | |
| Supported equipment (short description) | network switch in each closet | | | | |
| Minimum runtime at listed load | 10 minutes | | | | |
| Replacing existing UPS units? | Yes | | | | |
| Existing UPS make/model (if replacing) | APC  Smart-UPS 500 | | | | |
| Installation needed? | No | | | | |

Vendors must size each unit for the equipment listed and state its expected runtime at that load. If a UPS will also power equipment that is not E-rate eligible, the Applicant will cost-allocate the ineligible portion; vendors must provide the information needed to do so (for example, the load of each connected device).


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## 13. Software Licenses and Subscriptions for Existing Equipment

The Applicant is requesting proposals for software licenses and subscriptions for the existing, Applicant-owned network equipment listed below. Licenses must be compatible with this equipment. Where a manufacturer, model or license SKU is named, equivalent licensing that provides the same functionality on the existing equipment will be considered.

Licenses are requested for a term of 1 year.

- List every license or subscription by SKU, with quantity, term, start and end dates, unit price and extended price.
- Identify any license, subscription or bundle that includes features that are not E-rate eligible (for example, advanced security services) and show the eligible and ineligible portions so the Applicant can cost-allocate as required.
- If licenses must be co-termed, state the co-term end date and how pricing was prorated.
- Do not include hardware, separately priced warranties, or on-site services. If offered, price each separately.

### Equipment Covered

| Product Type | Manufacturer | Model / SKU | Est. Qty | License / Support Term Options | Installation & Configuration Fees Requested | Specifications / Notes |
|---|---|---|---|---|---|---|
| Software Support Subscription (bug fixes, security patches, remote technical support and configuration) | APC or equivalent | Vendor to specify | 17 | 5 year | No | Web management subscription renewal for 17 existing APC UPS units at network switch rack locations (no new hardware). Needed to adjust input/power sensitivity and other settings. Quote 1-, 3- and 5-year terms. |
| Firewall License / Subscription Renewal for Existing Firewall (basic firewall functionality; ineligible features to be cost-allocated) | Fortinet or equivalent | FortiGate 1000D (existing) or equivalent | 1 | 1 year | No | 1-year extension of the existing FortiCare/FortiGuard contract on the FortiGate 1000D. Per Fortinet, the last date to extend an existing contract is 4/16/2027 and support ends 4/16/2028; quote coverage that does not extend past end of support. |

## 14. Managed Internal Broadband Services (MIBS)

### 1. Service Requested

The Applicant is requesting proposals for Managed Internal Broadband Services (MIBS), defined as third-party operation, management, and monitoring of the Applicant’s eligible broadband internal connections using Applicant-owned (existing) equipment.

The managed service covers 5 buildings serving approximately 2000 users.


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The managed service must use and support the Applicant's existing Aruba Central management platform.

### 2. Scope of MIBS (Applicant-Owned Environment)

The Offeror must include, at minimum, the following services for the equipment listed below:

- Monitoring and alerting of managed components, 24x7
- Incident response and troubleshooting, including fault isolation and restoration coordination (24x7 coverage)
- Operational management and configuration management (performed at Applicant direction and subject to Applicant change control)
- Performance management and optimization of the managed components
- Documentation and reporting, including ticket summaries and service activity reporting (quarterly)
- Software Support Subscription (bug fixes, security patches, remote technical support and configuration) APC or equivalent Vendor to specify 17 5 year No Web management subscription renewal for 17 existing APC UPS units at network switch rack locations (no new hardware). Needed to adjust input/power sensitivity and other settings. Quote 1-, 3- and 5-year terms.

Installation and configuration of new equipment are not requested under the managed service.

Any items that resemble warranty, support subscription, software upgrades/patches, or other potentially mixed-eligibility services must be clearly described and separately priced to support E-Rate eligibility review and any required cost allocation.

### Components Covered by MIBS Agreement (existing or future planned)

| Component Type | Qty | Manufacturer | Model Number | Location | Existing or Planned | Equipment Owner |
|---|---|---|---|---|---|---|
| Access Point | 1 | Aruba | AP-365 | Primary School | Existing | Applicant |
| Access Point | 11 | Aruba | AP-515 | Primary School | Existing | Applicant |
| Access Point | 1 | Aruba | AP-615 | Primary School | Existing | Applicant |
| Access Point | 28 | Aruba | AP-515 | Elementary School | Existing | Applicant |
| Access Point | 2 | Aruba | AP-365 | Elementary School | Existing | Applicant |
| Access Point | 3 | Aruba | AP-535 | Elementary School | Existing | Applicant |
| Access Point | 28 | Aruba | AP-515 | Middle School | Existing | Applicant |
| Access Point | 1 | Aruba | AP-615 | Middle School | Existing | Applicant |
| Access Point | 3 | Aruba | AP-535 | Middle School | Existing | Applicant |
| Access Point | 36 | Aruba | AP-515 | High School | Existing | Applicant |
| Access Point | 1 | Aruba | AP-615 | High School | Existing | Applicant |
| Access Point | 5 | Aruba | AP-535 | High School | Existing | Applicant |
| Access Point | 2 | Aruba | AP-515 | Bus Barn | Existing | Applicant |
| Switch | 3 | Aruba | 2930F | Primary School | Existing | Applicant |
| Switch | 4 | Aruba | 2930F | Elementary School | Existing | Applicant |
| Switch | 5 | Aruba | 2930F | Middle School | Existing | Applicant |
| Switch | 4 | Aruba | 2930F | High School | Existing | Applicant |
| Switch | 1 | Aruba | 3810M | High School | Existing | Applicant |


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| Component Type | Qty | Manufacturer | Model Number | Location | Existing or Planned | Equipment Owner |
|---|---|---|---|---|---|---|
| Switch | 1 | Aruba | 3810M | Elementary School | Existing | Applicant |
| Firewall | 1 | Fortigate | 1000D | Elementary School | Existing | Applicant |
| Firewall | 1 | | | | Planned | Applicant |

## 15. Bidder Acceptance of RFP Terms

Submission of a proposal constitutes the Vendor's agreement to comply with the requirements of this RFP, including the Applicant's contracting process, order of precedence, and written PO/NTP requirement.

## 16. Applicant Requirements

Vendor acknowledges the Applicant is a public entity and may be subject to additional requirements related to board approval, appropriation/budget availability, audit/public records, and limitations on indemnification, venue, governing law, and attorney fees. Vendor agrees to execute Applicant-required clauses as a condition of award. Vendor acknowledges that the Applicant cannot make advance payments, deposits, or prepayments for undelivered goods or services.

## 17. Contractor Requirements

- Must comply with all E-rate program rules
- Must have experience in K–12 environments
- Must provide three K–12 project references
- Must offer the Applicant its lowest corresponding price for the same or similar goods and services, as required by 47 C.F.R. § 54.511(b)
- Must hold a valid SPIN (FCC Form 498 ID), must not be in Red Light status with the FCC, and must file FCC Form 473 (Service Provider Annual Certification) for FY2027. Failure to meet these requirements may result in disqualification.
- By submitting, the Vendor certifies it did not help prepare this RFP or the Form 470, and has offered no gifts to Applicant staff.

## 18. E-rate Program Compliance

Bidder acknowledges their equipment and services are compliant with FCC's Order (FCC 19-121) prohibiting the sale, provision, maintenance, modification, or other support of equipment or services provided or manufactured by Huawei, ZTE or any other "covered company" deemed a national security threat, and that no equipment or service proposed is on the FCC Covered List (47 CFR 54.10).

Service providers are reminded of the E-Rate gift restrictions in 47 CFR 54.503(d).

## 19. Proposal Submission

Deadline: see the Timeline above. Submit to Bids2027@eratecomplete.com

All proposals must include:


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- Itemized pricing separating E-rate eligible and ineligible costs
- Full manufacturer part number/SKU
- Completed Pricing Form (posted with this RFP)
- Vendor SPIN (Service Provider Identification Number / Form 498 ID)

## 20. Evaluation Criteria

Price of eligible goods and services is the primary factor and will be weighted most heavily. Proposals will be scored as follows:

| Criterion | Weight | How it is scored |
|---|---|---|
| Price of eligible goods/services | 40% | Scored proportionally: 5 × (lowest eligible price received ÷ the bidder's eligible price). Eligible items only. |
| Meets requirements | 25% | The bid itself: quotes what the RFP/Form 470 asked for (or a documented equivalent); itemizes eligible vs. ineligible costs; includes part numbers, installation, SPIN and required documents; follows the bid submission instructions. |
| Understanding of needs | 20% | The solution: fits the applicant's environment; compatible with existing equipment and management software; sound design; addresses the timeline / installation window. |
| Prior experience with vendor | 10% | The applicant's past experience with this vendor, plus the references requested in this RFP. |
| Local presence | 5% | Office within 150 miles of the applicant. |

All criteria other than price are scored 1–5.

## 21. Contract Terms

- Equipment, cabling, licenses and installation: an initial term of April 1, 2027 – September 30, 2028, with one optional voluntary extension
- Managed Internal Broadband Services: a service term of July 1, 2027 – June 30, 2028. Bidders should quote a 1-year term. Each term or extension is priced separately so bids can be compared on the same term.

The contract is contingent on:

- E-rate funding approval.
- Final approval of next year's fiscal budget;
- Board approval, if required
- Issuance of PO/Notice to Proceed

The Applicant reserves the right to make reductions or changes based on available budget and/or funding.

## 22. Order of Precedence

Any contract resulting from this RFP will be governed only by: (1) the Applicant's written award/contract document (or board-approved contract), (2) the Applicant's Purchase Order and written Notice to Proceed, (3) this RFP and any published addenda, and (4) the Vendor's proposal/quote only to the extent expressly incorporated by the Applicant in writing. Vendor


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boilerplate terms or template agreements are expressly excluded unless the Applicant affirmatively adopts them in writing. Vendor agrees that any proposed contract or terms submitted with the bid are considered non-binding unless affirmatively adopted by the Applicant.

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