Notice of Request for Proposal

Network Cabling

NOTICE IS HEREBY GIVEN to request proposals for network electronics and cabling from qualified providers according to the requirements of this document. This procurement is governed by E-rate, Public Contract Code § 22020 and Public Contract Code § 22032, as well as local regulations.

E-rate Category 2 Services - Cabling & Equipment

RFP #LESD-270002885-Cabling and Equipment

Lucerne Elementary School District,
hereinafter referred to as the Agency

Address:	3351 Country Club Dr Lucerne, CA 95458
Date RFP published:	November 16, 2026
Proposals are due by:	December 17, 2026 by 1:00 p.m. PST
FCC Form 470#:	270002885

General Information

Proposals will be emailed according to the following:

1. Rachel White - rachel@erateadvisors.com
2. Subject line: Response RFP #-LESD-270002885-C2 Cabling and Equipment
3. Attach the proposal and all documents as PDF document(s). The pricing document must be stand-alone, separate from all other information.

Please include all components above to avoid disqualification. SPAM and robotic responses will not be considered valid bid responses and will be disqualified from consideration.

Proposals submitted in response to this RFP shall become the property of the Agency and be considered public documents under applicable state law.

The AGENCY depends on E-rate and local funding to acquire the services identified in this RFP. Failure to obtain the requisite E-rate or local funding in any contractual year will make the contract resulting from this RFP voidable at the option of the AGENCY. Each proposal must conform and be responsive to the requirements of this RFP.

The AGENCY reserves the right to waive any informalities or irregularities in received submittals. Also, the AGENCY reserves the right to reject all submittals and negotiate contract terms with one or more proposers for one or more work items. The AGENCY retains the sole discretion to determine compliance issues and whether a proposer is responsive, responsible, and qualified.

Schedule of Events

EVENT	DATE
Post FCC Form 470 and RFP	November 16, 2026
Mandatory Site Walk	December 1, 2026, 9:30 a.m. 3351 Country Club Dr Lucerne CA 95458 Point of Contact: Megan Grant
Deadline to submit questions	December 7, 2027
Deadline to submit proposals	December 17, 2026 by 1:00 p.m. PST
Contract begins	April 1, 2027

Questions

Interested proposers should direct questions in writing to Rachel White at rachel@erateadvisors.com **no later than December 7, 2027**. Answers to questions and any addenda, as needed, will be posted in the E-rate Productivity Center website no later than December 9, 2026.

E-rate Requirements

1. **E-rate Proficiency:** The agency expects the Proposal to be thoroughly familiar with its responsibilities as a Service Provider in the e-rate program.

2. **Service Provider Identification Number:** Proposers must possess and provide a valid E-rate Service Provider Identification Number (SPIN).

3. **FCC Registration Number:** Proposers must provide a valid Federal Communications Commission Registration Number (FCCRN) and evidence of "Green Light" status with the Federal Communications Commission (FCC).

4. **FCC Form 473:** The proposer awarded the services based on this RFP agrees to promptly submit the Service Provider Annual Certification (SPAC) form every year.

5. **FCC Form 474:** The Agency prefers to pay only its discounted share of the services' cost; therefore, the Service Provider should be able to offer discounted billing and invoice the Universal Service Administrative Company (USAC) using FCC Form 474.

6. **Invoicing:** Invoicing will begin on or after April 1, 2027 or at the completion of the project, depending on the contract.

7. **Lowest Corresponding Price:** Proposer acknowledges that all pricing in the proposal submitted as a result of this RFP is considered the Lowest Corresponding Price (LCP). Any deviation from the LCP must be fully explained in the proposal.

8. **Contingency:** The services/project procured using this RFP may be contingent upon the approval of E-rate funding as requested. Services/Products should not be delivered to the Agency until a Notice to Proceed has been issued by the Agency to the Service Provider. The Agency reserves the right to cancel the services/project regardless of the status of E-rate funding.

9. **Right to cancel: Program Integrity Assurance review:** The winning proposer agrees to respond to inquiries from the Universal Services Administrative Company (USAC) or the FCC within five (5) business days.

10. **Service Substitutions:** Service Substitutions must be approved by USAC before installing equipment or starting services.

11. **National Security Risk:** The FCC prohibits the use of Universal Service funding, including E-rate funds, to purchase equipment and services from companies deemed a national security risk. Bids that include any of the companies cited on the Federal Communications Commission's webpage at https://www.fcc.gov/supplychain/coveredlist will not be considered.

Length of Contract

By providing a proposal according to this RFP, the proposer agrees to extend pricing according to the proposal until the project is completed, to be at most September 30, 2028. The proposer will not pass on any increase in industry pricing to the Agency.

Submittal Requirements

1. BUSINESS INFORMATION

    a. Company name.

    b. Address.

    c. Telephone.

    d. Fax.

    e. Website.

    f. Name and email of the main contact.

    g. Federal Tax I.D. Number.

    h. License or Registration Number, if applicable.

    i. FCC Registration Number.

    j. E-rate Service Provider Identification Number.

    k. Type of organization (i.e., corporation, partnership, etc.). If a joint venture, describe the division of responsibilities between participating companies, offices (location) that would be the primary participants, and the percentage interest of each firm.

    l. The Proposer must maintain a business office within 100 miles (driving distance) of the AGENCY's administrative office.

2. **RELEVANT PROJECT EXPERIENCE**

    a. Provide information about prior services furnished by your firm in the last five (5) years on a minimum of five (5) K-12 educational projects, and list the following for each project:
        i. District name and name of contact person, title, telephone number, and email address to be contacted for a reference.
        ii. Project name and location.
        iii. Was the project E-rate funded?
        iv. Briefly state the relevance of projects included for consideration in this RFP.

Review and Evaluation Process

Proposals will be evaluated and selected. The first stage will begin with a review of the response to the RFP. To be considered, a proposal must meet all mandatory modules/functions. The Agency retains the sole discretion to determine compliance issues and whether a proposer is responsive, responsible, and qualified.

Proposals must meet mandatory requirements or be completed to be considered. The Agency may disqualify any proposer for any reason without explanation.

1. The Agency may ask clarification questions in writing and include the additional information gathered in this process.

2. The quality of the response(s) will be evaluated using the following criteria:

a. Completeness
b. Thoroughness
c. Accuracy
d. Compliance with proposal instructions
e. Organization and conciseness of descriptive text material

3. RFP proposals will be evaluated on the following:

a. Pricing (40%)
b. Compliance with RFP and District needs (20%)
c. Prior Experience with Proposer (20%)
d. References (10%)
e. Prior E-Rate Experience (10%)

WE THANK YOU FOR YOUR INTEREST IN THIS PROJECT!

Background

The Lucerne Elementary School District is a small rural school district in Lake County, CA. It serves approximately 300 students. The Agency intends to approve a contractor-installed CAT6 remediation and wireless refresh project for the legacy modular classroom row C10-C14. The immediate scope is ten new classroom data drops: two drops in each of C14, C13, C12, C11, and C10, plus five Ubiquiti UniFi U7 Pro access points. AP placement is intentionally not shown on the map; final AP locations should be confirmed by Technology during the contractor site walk or wireless validation.

The current cabling is over 22 years old, is CAT5-era infrastructure, and has been compromised by rodent damage, age, and weather exposure. It is no longer appropriate to carry the current 1 GB classroom traffic reliably. Replacing the damaged copper with certified CAT6 home runs will remove a LAN bottleneck and reduce link errors, retransmissions, speed downgrades, and congestion symptoms affecting the Agency.

Existing Condition and Network Impact

Item	Plan note
Affected rooms	C14, C13, C12, C11, and C10 - five legacy modular classrooms on the northwest side of campus.
Current condition	Existing copper cabling is older CAT5-era infrastructure that has been damaged by rodents, time, and weather. It is not a reliable path for current daily 1 GB LAN use.
Network symptoms	The cabling can cause link speed negotiation issues, CRC/input errors, retransmissions, packet loss, intermittent classroom drops, and congestion symptoms that can affect the broader Lucerne LAN.
Local aggregation point	The MDF/IDF for this classroom row is in the right upper corner of C10.
Backbone	The existing 10 GB fiber backbone runs from C10 back to the Main Data Center in the District/School Office box. No fiber replacement is proposed in this phase.
Wireless AP add-on	Add five Ubiquiti UniFi U7 Pro access points to the project. AP locations are not shown on the maps; final mounting locations will be field-verified based on coverage, mounting surface, pathway, and PoE+ switch availability.

Scope of Services

The project specifications attached to this RFP outline the desired scope of services. The make and model numbers in the specifications reflect the equipment most compatible with the existing environment. Alternate makes and models featuring functional equivalence will be considered in accordance with E-rate program requirements. Proposers featuring alternate options must explain how the alternate solution meets functional equivalence and compatibility with the existing network environment.

Install ten new Category 6 copper classroom network drops and add five Ubiquiti UniFi U7 Pro wireless access points. Each classroom drop must be a new, independent home run from the classroom outlet to the C10 MDF/IDF patch panel. Do not splice, daisy-chain, extend, or reuse the existing damaged CAT5 cable for the new classroom drops. AP cabling, if not already present and usable, shall be field-verified and included as dedicated CAT6/PoE+ AP home runs to the appropriate IDF/MDF switch location.

Provide labor, materials, pathway, terminations, labeling, testing, documentation, and as-builts for ten new CAT6 classroom data drops serving Lucerne Elementary School modular classrooms C10-C14, plus five Ubiquiti UniFi U7 Pro access points. Scope includes field verification, protected raceway/conduit as required, sealed penetrations, ten CAT6 classroom home-run cables, CAT6-rated jacks and patch panel terminations, AP mounting and cabling/validation as required, AP adoption/configuration support, labeling at both ends, certification testing for all new copper links, and delivery of test reports and as-built documentation. The contractor must field-verify the pathway, AP placement, patch panel capacity, switch port/PoE availability, and any code or manufacturer requirements before installation.

Proposed design

Use C10 as the local aggregation point. Install a dedicated patch panel or available patch panel positions in the C10 MDF/IDF for D01-D10.

Use new solid-copper CAT6 cabling, keystone jacks, patch panel terminations, and patch cords rated for CAT6. Do not use copper-clad aluminum cabling.

Use protected pathway/raceway suitable for the modular classroom conditions. Exposed or shared pathways should use contractor-selected conduit/raceway and cable types appropriate to the environment, UV/weather exposure, rodent mitigation, and local code.

Seal all penetrations, protect against rodent access, use bushings and strain relief, maintain bend radius, avoid tight staples, and maintain separation from electrical conductors as required by code and manufacturer instructions.

Retain the existing 10 GB fiber backbone from C10 to the District/School Office Main Data Center. This project replaces the damaged horizontal copper drops only.

Provide five Ubiquiti UniFi U7 Pro access points as part of the same project package. APs are not depicted on the map; final installation locations should be selected after a field walk and/or wireless validation to avoid mounting conflicts and to confirm coverage.

Each U7 Pro AP requires PoE+ and uses a 1/2.5 GbE RJ45 network interface. Technology should confirm switch port count, PoE budget, VLAN/SSID configuration, UniFi adoption, and AP naming before cutover.

If any field-verified copper pathway exceeds the applicable CAT6 channel/permanent-link limits, the contractor must stop and propose an alternate design such as a closer IDF or fiber-fed extension rather than installing over-length copper.

Equipment Specifications

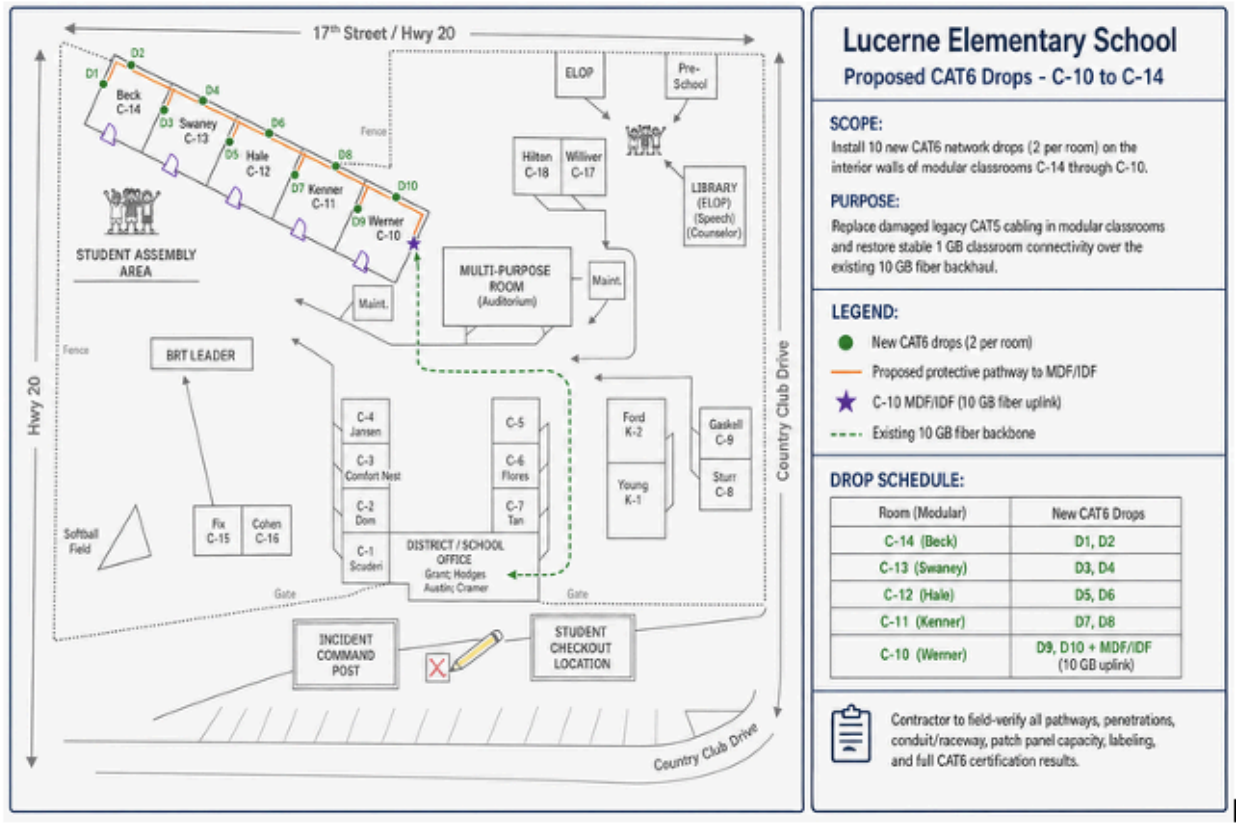
- Functionally equivalent devices may be offered in the proposal. If alternate options are offered, the proposer must also include documentation supporting the alternate solution's viability.
- All proposals must be for new equipment with a standard manufacturer warranty. The Agency will not accept like-new or refurbished equipment.
- ***The proposer must specify E-rate eligibility in the proposal. Partially eligible items must include an eligibility percentage.***
- The quantities listed may increase or decrease to a minor degree to remain within the E-rate Category 2 budget.
- Installation, configuration, and activation services are required.
- The proposed solution price must include a complete bill of materials, applicable sales tax for Lucerne, CA 95458 the Lake County, and applicable shipping.

Item	Qty	Specification	Plan note
Wireless access points	5	Ubiquiti UniFi U7 Pro (model U7-Pro), WiFi 7	Final AP locations are not shown on the maps; field-verify placement during site walk or wireless validation.
AP network connection	5	One CAT6/PoE+ connection per AP	Use existing certified AP cabling where acceptable; otherwise provide new CAT6 home runs to the appropriate MDF/IDF/switch location.
Switch/PoE requirement	5 ports	PoE+ power; 1/2.5 GbE capable uplink preferred	Verify available PoE budget and port capacity before purchase/installation.
Configuration	5	UniFi adoption, firmware update, SSID/VLAN assignment, labeling AP01-AP05	Controller, SSID, VLAN, and naming standards to be confirmed by Technology.

Ubiquiti lists the U7 Pro as a WiFi 7 access point with a 2.5 GbE uplink, PoE+ power method, ceiling/wall mounting, and 21W maximum power consumption. Use those values for switch/PoE validation and final bill-of-material review.

Final faceplate and AP mounting locations must be confirmed during the contractor site walk with the site administrator, Technology, facilities, and classroom occupants. Classroom drop placement follows the revised site mark-up: one drop on the left wall and one drop on the back wall facing 17th Street / Hwy 20 in each modular classroom. AP locations are not shown on the maps and must be finalized separately based on wireless coverage, mounting constraints, cable pathway, and PoE+ availability.

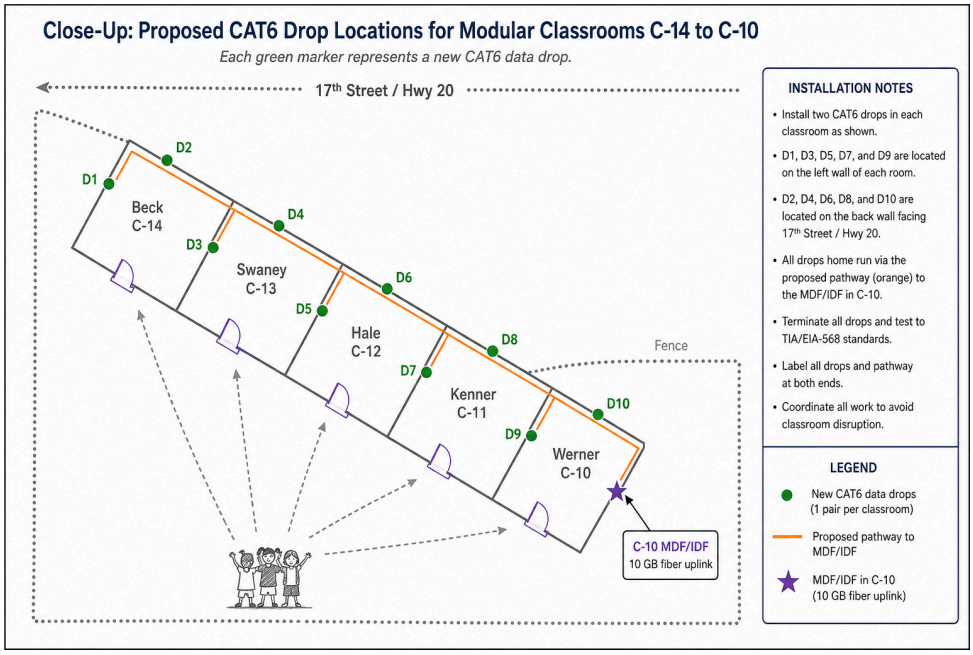
Appendix A: Site Map



Room	Map label	Drop IDs	Proposed outlet locations	Termination
C14	Beck	D01, D02	D01 left wall; D02 back wall facing 17th St / Hwy 20	C10 MDF/IDF patch panel
C13	Swaney	D03, D04	D03 left wall; D04 back wall facing 17th St / Hwy 20	C10 MDF/IDF patch panel
C12	Hale	D05, D06	D05 left wall; D06 back wall facing 17th St / Hwy 20	C10 MDF/IDF patch panel
C11	Kenner	D07, D08	D07 left wall; D08 back wall facing 17th St / Hwy 20	C10 MDF/IDF patch panel
C10	Werner	D09, D10	D09 left wall; D10 back wall near C10 MDF/IDF	C10 MDF/IDF patch panel

Appendix B: Annotated proposed drop map

The maps below identify the ten proposed CAT6 classroom drops, five classroom door locations, the C10 MDF/IDF location, and the existing 10 GB fiber backbone to the District/School Office Main Data Center. The five Ubiquiti U7 Pro AP locations are intentionally not shown on the maps and should be field-verified separately during the site walk or wireless validation. This is a planning diagram; final locations must be field-verified by the contractor before installation.



END OF DOCUMENT