DAVIDSON
COUNTY SCHOOLS

Davidson County Board of Education Davidson County Schools

Wide Area Network (WAN)

Request for Proposals (RFP)

Friday, November 20, 2026

FCC Form 470: 270002949

Table of Contents

Overview....4
Statement of Purpose....4
Read & Review....4
E-Rate....4
Contract Terms....5
Vendor Responsibility....5
Insufficiency of References to Other Data....5
Conflict of Interest....5
RFP Details....6
Proposal Timeline....6
Table 1....6
Nondiscrimination....6
Questions & Clarifications....7
Oral Explanations....7
Proposal Submittal....7
Proposal Submission Address:....7
Proposal Preparation Cost....7
Proposal Withdrawal....7
Proposal Amendment....7
Proposal Errors....7
Incorrect Proposal Information....7
Assignment & Subcontracting....8
Right to Refuse Personnel....8
Public Bid Opening....8
Bid Evaluation....8
Supplemental Information & Cancellation....8
Right of Rejection....8
Vendor Selection....9
Table 2....9
Disclosure of Proposal Contents....9
Interviews & Presentations....10
Best and Final Offers (BAFO)....10
Award of Contract....10
Protest Procedures....11
Severability....11
Proposal Format & Content....11
General Proposal Requirements....11
Proposal Sections....11
Proposal Transmittal Letter....11

Mandatory Proposer Qualifications..... 12
General Proposer Qualifications and Experience..... 13
Contract Sample..... 13
Cost Proposal..... 13
Contract Provision..... 14
Appendix A..... 15
Appendix B..... 16
Appendix C..... 18
Wide Area Network (WAN) Scope of Work:..... 18
C1 - Service Scope..... 18
C2 - Bandwidth and Aggregation..... 18
Table 3..... 18
C3 - Ethernet Handoffs..... 19
C4 - Infrastructure and Installation Responsibilities..... 19
C5 - Implementation and transition..... 20
C6 - Testing and Acceptance..... 20
C7 - Service Levels..... 20
Table 4..... 21
C8 - Service Credits and Chronic Failures..... 21
Table 5..... 22
C9 - Contract term and service changes..... 22
C10 - Pricing and E Rate administration..... 23
C11 - Required technical response..... 23
Appendix D..... 24
Cost Proposal..... 24
D1 - Instructions and evaluation basis..... 24
D2 - Site and shared charge schedule..... 25
D3 - Additional Costs..... 26
D4 - Additions, relocations and other charges..... 27
D5 - Vendor certification..... 27

Overview

Statement of Purpose

The purpose of this Request for Proposals is to establish the Davidson County School District's (hereinafter referred to as "District" or "DCS") minimum requirements, solicit proposals, and obtain sufficient information to evaluate the services offered by prospective vendors. The vendor awarded the resulting contract (hereinafter referred to as the " Vendor") shall comply with the requirements of this solicitation and the resulting contract.

The District intends to secure a contract for the provision, installation, operation, and maintenance of a provider-owned, operated, and maintained Wide Area Network (WAN) infrastructure for all locations listed in *Appendix B*. The funding for this contract comes from state and local funds and the Federal Communications Commission's (FCC) Education Rate (E-Rate) program. E- Rate funding for the District will continue to be an overriding factor in determining what kind of technology and service offerings can be deployed throughout the school system.

Given the current level of functionality and service, it is imperative that creativity, flexibility, and adaptability be given serious attention as fluctuations and/or the ability to obtain E-Rate Funds in continuing years is pursued. E-Rate discounts available to the District are expected to remain available for multiple years. The expansion and continuation of the District network must provide fair and equitable access to the Internet for all public K-12 schools and their students, no matter where that school is geographically located. Reliable Internet access is of significant importance to allow teachers to use the Internet for instructional purposes in the classroom.

Through the District's budgetary constraints and discounts provided through the FCC E-Rate Universal Service order and classroom computer limitations, our purpose is to provide as much functionality and Internet accessibility as possible.

Read & Review

It shall be the responsibility of the Vendor to read this document in its entirety, review all attached appendices, and comply with both FCC E-Rate and DCS requirements as specified herein. If a vendor discovers an inconsistency, error, or omission in this solicitation, the vendor should request clarification from the contact person listed within the *Questions and Clarifications* section of this solicitation.

E-Rate

All aspects of this project must comply with the FCC's competitive bidding requirement for Universal Service Fund (USF) support and services and with any applicable local or state bidding requirements. The successful vendor must be a provider as defined by E-Rate guidelines and provide documentation of the vendor's E-Rate SPIN number. Vendors should be aware that an E-Rate Form 470 is posted within the USAC portal. The District may execute an agreement before receiving an E-Rate funding commitment. Authorization to commence services and the District's payment obligations shall be subject to the funding and appropriation provisions of the executed agreement for each applicable contract year. The District shall establish a legally binding agreement before certifying the associated FCC Form 471. Service providers must have a SPAC (Service Provider Annual Certification), FCC Form 473, before invoicing USAC for that funding year.

Vendors are required to provide a cost allocation to DCS for any ineligible service included in vendors' proposal. The cost allocation for ineligible services will be provided to Universal Service Administrative Company (USAC) for review upon submission of Form 471.

Contract Terms

Service is to coincide with the 2027 E-Rate Funding Year (FY27) for Category One data transmission service beginning on July 1, 2027. The initial term of the contract shall be for five (5) years ending on June 30, 2032. Additionally, the contract will contain five (5) 1-year extension options, which the District may execute at its discretion.

Additionally, any additional contracts, goods, or services rendered by the awarded vendor must be invoiced separately from any contracts awarded as a result of this RFP.

Vendor Responsibility

The vendor shall be responsible for investigating and recommending the most effective and efficient technical WAN configuration. Consideration shall be given to the stability of the proposed configuration and the future direction of technology, confirming to the best of their ability that the recommended approach is not short-lived. Several approaches may exist for hardware configurations, other products and services. The vendor must justify their proposed hardware, product and service solution(s) along with costs thereof. Vendors are encouraged to present explanations of benefits and merits of their proposed solutions together with any accompanying services, maintenance, warranties, value-added services or other criteria identified herein.

Insufficiency of References to Other Data

Only information that is a part of a vendor's response to this RFP will be considered. Reference to information previously submitted will not suffice as a response to this solicitation and shall not be considered.

Conflict of Interest

The vendor shall comply with applicable North Carolina conflict-of-interest and gift restrictions, including N.C.G.S. §§ 14-234[1] and 133-32[2]. The Vendor shall disclose any actual or potential conflict of interest involving DCS board members, officers, employees, consultants, or contractors in connection with this solicitation or the resulting contract. The Vendor shall not knowingly use personnel whose involvement creates a prohibited conflict of interest or provides an unfair competitive advantage through access to confidential DCS procurement information.

[1]https://www.ncleg.gov/enactedlegislation/statutes/html/bysection/chapter_RFP14/gs_14-234.html
[2] https://www.ncleg.gov/enactedlegislation/statutes/html/bysection/chapter_133/gs_133-32.html

RFP Details

Proposal Timeline

Table 1 outlines the timeline of this RFP. Proposals shall be submitted no later than **4:00 p.m. Eastern Time on Monday, January 4, 2027**. Prospective vendors shall respond to all aspects within this RFP and any exhibits, appendices, or amendments. A prospective vendor's failure to submit a proposal as required before the deadline shall cause the proposal to be disqualified as non-responsive. Prospective vendors assume the risk of the method of dispatch chosen. Late proposals shall not be accepted, nor shall additional time be granted to any prospective vendor unless the proposal submission date is extended to all prospective vendors. Any substantive changes will receive the applicable new 28-day bidding period, and all prospective vendors will be notified of any deadline or timeline changes.

Table 1

RFP Tentative Timeline

Date | Time	Event
Friday, November 20, 2026	RFP Posted & F470 Filed
Thursday, December 10, 2026 | 4:00 PM	Vendor Questions Due
Thursday, December 17, 2026	Questions & Clarifications Released
Monday, January 4, 2027 | 4:00 PM	Vendor Submissions Due
Tuesday, January 5, 2027 | 12:00 PM	Public Bid Opening
Tuesday, January 12, 2027	Vendor Award Date
Monday, February 1, 2027 | 6:30 PM	Board of Education Contract Approval
July 1, 2027	Contract Start Date

Nondiscrimination

No person shall be excluded from participation in, be denied benefits of, be discriminated against in the admission or access to, or be discriminated against in treatment or employment in the District's contracted programs or activities on the grounds of disability, age, race, color, religion, sex, national origin, or any other classification protected by federal or North Carolina State constitutional or statutory law; nor shall they be excluded from participation in, be denied benefits of, or be otherwise subjected to discrimination in the performance of contracts with the District or in the employment practices of the District's contractors. Accordingly, all vendors entering into contracts with the District shall, upon request, be required to show proof of such nondiscrimination and to post in conspicuous places, available to all employees and applicants, notices of nondiscrimination.

Questions & Clarifications
Written questions concerning the RFP will be received until the date listed in Table 1. Questions must be sent via email to erate@davidson.k12.nc.us. All answers to vendor questions will be shared with all potential bidders by uploading to the associated Form 470 in EPC.

Oral Explanations
The District will not be bound by oral explanations or instructions regarding this RFP. Vendors shall direct procurement questions and communications to the contact identified in the Questions & Clarifications section unless otherwise authorized by DCS in writing. This restriction does not prohibit District-authorized interviews, presentations, clarifications, or negotiations. Unauthorized communications that compromise the fairness of the competitive bidding process may result in rejection of a proposal or cancellation of the solicitation, as appropriate.

Proposal Submittal
All vendor submissions shall be submitted to the following address by mail or in person. Proposals submitted via any other means (including email) will not be considered.

Proposal Submission Address:

Davidson County Schools
Technology Department | Attention: Dr. Corey McNeill
2065 East Holly Grove Road Suite A
Lexington, NC 27292

Proposal Preparation Cost
The District shall not pay any cost associated with the preparation, submittal, or presentation of any vendor proposal.

Proposal Withdrawal
To withdraw a proposal, the vendor must submit a request, via email, signed by an authorized representative, to erate@davidson.k12.nc.us. After withdrawing a previously submitted proposal, the vendor may submit another proposal at any time up to the deadline for submitting proposals.

Proposal Amendment
The District shall not accept any amendments, revisions, or alterations to proposals after the deadline for submission unless such is formally requested by the District.

Proposal Errors
Prospective vendors are liable for all errors or omissions contained in their proposals. Prospective vendors shall not be allowed to alter proposal documents after the deadline for submitting a proposal unless expressly requested or authorized by DCS under the published process.

Incorrect Proposal Information
If the District determines that a prospective vendor has provided, for consideration in the evaluation process or contract negotiations, incorrect information which the prospective vendor

knew or should have known was materially incorrect, that proposal shall be determined non-responsive, and the proposal shall be rejected.

Assignment & Subcontracting

The vendor may not subcontract, transfer, or assign any portion of the contract without prior, written approval from the District. Each subcontractor must be approved in writing by the District. The substitution of one subcontractor for another may be made only at the discretion of the District and with prior, written approval from the District. Notwithstanding the use of approved subcontractors, the vendor, if awarded a contract under this RFP, shall be the prime contractor and shall be responsible for all work performed.

Right to Refuse Personnel

The District reserves the right to refuse, upon proper notice, any subcontractors or any personnel provided by the prime contractor or its subcontractors.

Public Bid Opening

The public bid opening will occur on Tuesday, January 5, 2027 at 12:00 PM Eastern Time via Google Meet at the following link:

WAN Public Bid Opening

Tuesday, January 5, 2027 · 12:00 – 1:00 PM

Time zone: America/New_York

Google Meet joining info

Video call link: https://meet.google.com/ncf-jgoi-pjh

Or dial: (US) +1 601-803-2282 PIN: 993 528 159#

More phone numbers: https://tel.meet/ncf-jgoi-pjh?pin=9689754443901

Bid Evaluation

Supplemental Information & Cancellation

The District reserves the unilateral right to amend this RFP in writing at any time. The District also reserves the right to cancel or reissue the RFP at its sole discretion. If an amendment is issued, it shall be provided to all vendors. Prospective vendors shall respond to the final written RFP and any exhibits, appendices, and amendments.

Right of Rejection

Any proposal received that does not meet the requirements of this RFP may be considered to be nonresponsive, and the proposal may be rejected. Prospective vendors must comply with all of the terms of this RFP and all applicable State laws and regulations. The District may reject any proposal that does not comply with all of the terms, conditions, and performance requirements of this RFP.

Prospective vendors may not restrict the rights of the District or otherwise qualify their proposals. If a Proposer does so, the District may determine the proposal to be a nonresponsive counteroffer, and the proposal may be rejected. The District reserves the right, at its sole discretion, to waive variances in technical proposals provided such action is in the best interest of the District. Where the District waives minor variances in proposals, such waiver does not modify the RFP requirements or excuse the prospective vendor from full compliance with the RFP. Notwithstanding any minor variance, the District may hold any proposer to strict compliance with the RFP.

Vendor Selection

Each proposal meeting the RFP requirements will be evaluated by District personnel using the criteria and weights in Table 2, and the pricing basis in *Appendix D*. Selection shall be based on cost-effectiveness in accordance with E-Rate requirements, with the price of eligible products and services receiving the greatest weight.

The District intends to make a single award to one Vendor for the complete WAN scope described in this RFP, including all required locations and shared services. Proposals shall address the complete base scope. The District reserves the right to request clarifications, conduct negotiations, and request Best and Final Offers in accordance with the published evaluation criteria and applicable procurement requirements. The District also reserves the right to reject all proposals and make no award.

Table 2

Bid Evaluation Matrix

Criteria	Total Points	Description
Price	40	Price of eligible products and services.
Cost to DCS	20	Additional costs to DCS beyond what is E-Rate eligible (if applicable).
Prior Experience	20	Experience with K-12 school districts, E-Rate projects, and prior reputation with DCS.
Reliability	15	Documented uptime of the network.
Local/State Vendor	5	Vendor presence in the local community.
Total	**100**	

Disclosure of Proposal Contents

All proposals and supporting materials submitted in response to this RFP shall be retained by the District and shall be subject to the North Carolina Public Records Act and other applicable disclosure requirements. The District shall make records available for public inspection as

required by law, except for information protected from disclosure under applicable law, including qualifying trade secrets under N.C.G.S. §§ 132-1.2[3] and 66-152[4].

A Vendor claiming that any information is protected from disclosure shall clearly identify the specific information at the time it is first submitted to the District. Each claim shall identify the applicable page, section, or portion of the submission; state the legal basis for protection; and explain how the information satisfies the requirements for that protection. Information claimed as a trade secret shall be expressly marked "Confidential—Trade Secret." Vendors claiming another statutory protection shall identify the applicable law.

A Vendor claiming confidentiality shall provide a complete, unredacted submission for District review and a separate proposed public copy with only the claimed protected information redacted. The redacted copy shall identify the location and legal basis of each redaction.

A confidentiality label, blanket designation, or statement that an entire proposal or pricing schedule is proprietary does not, by itself, establish that the information is protected from disclosure. The District shall evaluate confidentiality claims under applicable law and shall not be bound solely by the Vendor's designation or proposed redactions. Nonexempt portions of the submission shall remain subject to disclosure. Nothing in this RFP shall require disclosure of information protected by law or permit withholding of information that the law requires the District to disclose.

Interviews & Presentations

The evaluation committee may request clarifications, an interview with, or a presentation from any or all vendors. However, the District may refuse to accept, in full or partially, the response to a clarification request given by any vendor. Vendors are cautioned that the evaluators are not required to request clarifications; therefore, all offers should be complete and reflect the most favorable terms. Vendors should be prepared to send qualified personnel to DCS to discuss technical and contractual aspects of the proposal. Vendors should also be prepared to submit a WAN topology and proposed route information as part of their submission.

Best and Final Offers (BAFO)

If negotiations or subsequent offers are solicited, the vendors shall provide BAFOs in response. Failure to deliver a BAFO when requested shall disqualify the non-responsive vendor from further consideration. DCS may establish a competitive range based upon evaluations of proposals, and request BAFOs from the Vendors within this range; e.g., "Finalist Vendors". DCS will evaluate BAFOs and select the most cost-effective vendor in accordance with the E-Rate program.

Award of Contract

Qualified proposals will be evaluated in accordance with applicable Best Value procurement requirements (GS §143-135.9[5]), E-Rate requirements, and the evaluation factors published in this RFP. The responsible Vendor submitting the most advantageous proposal under those factors will be recommended for contract award, subject to required District approvals.

[3] https://www.ncleg.gov/EnactedLegislation/Statutes/HTML/BySection/Chapter_132/GS_132-1.2.html?utm_source=chatgpt.com
[4] https://www.ncleg.gov/enactedlegislation/statutes/html/bysection/chapter_66/gs_66-152.html
[5] https://www.ncleg.net/EnactedLegislation/Statutes/HTML/BySection/Chapter_143/GS_143-135.9.html

Any resulting award shall be made to one Vendor for the complete WAN scope. The District will not divide the award among multiple Vendors or award individual sites or components separately. The awarded Vendor shall serve as the prime contractor and remain responsible for all contracted services and end-to-end performance. District-approved subcontractors and underlying carriers may be used in accordance with this RFP, but their involvement shall not relieve the awarded Vendor of its contractual responsibilities.

Protest Procedures

Protests of an award resulting from this RFP must be submitted to DCS at erate@davidson.k12.nc.us. Protests must be received in this office within fifteen (15) calendar days from the date of the contract award and must provide specific reasons and any supporting documentation for the protest. All protests will be governed by applicable state, local, and federal laws and administrative codes.

Severability

If any provision of this RFP is declared by a court to be illegal or in conflict with any law, the validity of the remaining terms and provisions shall not be affected; and the rights and obligations of the District and prospective vendors shall be construed and enforced as if the RFP did not contain the particular provision held to be invalid.

Proposal Format & Content

General Proposal Requirements

The District discourages lengthy and costly proposals. Proposals should be prepared simply, economically, and provide a straightforward, concise description of the proposer's capabilities to satisfy the requirements of this RFP. Emphasis should be on completeness and clarity of content. Prospective vendors must follow all formats and address all portions of the RFP set forth herein, providing all information requested. Prospective vendors may retype or duplicate any portion of this RFP for use in responding to the RFP, provided that the proposal clearly addresses all of the District's information requirements.

Proposal Sections

The Proposal shall be divided into the following:

I. Proposal Transmittal Letter
II. Mandatory Proposer Qualifications
III. General Proposer Qualifications and Experience
IV. Technical Approach
V. Contract Sample
VI. Cost Proposal

If a proposal fails to detail and address each of the requirements detailed herein, the District may determine the proposal to be nonresponsive and reject it.

Proposal Transmittal Letter

The Technical Proposal must provide a written transmittal and offer of the proposal in the form of a standard business letter. The Proposal Transmittal Letter shall reference and respond to the

following subsections in sequence and attach corresponding documentation as required. The requirements of the Proposal Transmittal Letter section of the proposal are mandatory. Any proposal that does not meet the requirements and provide all required documentation may be considered nonresponsive, and the proposal may be rejected.

The letter shall be signed by a company officer empowered to bind the proposing vendor to the provisions of this RFP and any contract awarded pursuant to it; if said individual is not the company president, the letter shall attach evidence showing authority to bind the company. The letter shall state that the proposal remains valid for one year. The letter shall provide the complete name of the individual or the legal entity name and Vendor Tax Identification Number of the firm making the proposal. The letter shall provide the name, mailing address, e-mail address, and telephone number of the person the District should contact regarding the proposal.

The letter shall state whether the proposer intends to use subcontractors. If so, clearly identify the names of the subcontractors along with complete mailing addresses and the scope and portions of the work the subcontractors shall perform. (Note: The Contractor must obtain written approval from the District before the use of any subcontractors.) The letter shall state whether the proposer or any individual who shall perform work under the contract has a possible conflict of interest (e.g., employment by the District) and, if so, the nature of that conflict.

The District reserves the right to cancel an award if any interest disclosed from any source could either give the appearance of a conflict of interest or cause speculation as to the objectivity of the offer. Such determination regarding any questions of conflict of interest shall be solely within the discretion of the District.

Mandatory Proposer Qualifications

Technical Proposals shall provide responses and documentation, as required, which indicate that the proposer has met the Mandatory Proposer Qualifications requirements. Any proposal that does not meet the mandatory requirements and provide all required documentation may be considered nonresponsive, and the proposal may be rejected. Technical Proposals shall provide the following information (referencing the subsections in sequence):

- Written confirmation that the proposer shall comply with all of the provisions in this RFP. (Note: If the proposal fails to provide said confirmation without exception or qualification, the District, at its sole discretion, may determine the proposal to be a nonresponsive offer, and the proposal may be rejected.)
- Written certification and assurance of the Proposer's compliance with:
    a. The laws of the State of North Carolina;
    b. Title VI of the Civil Rights Act of 1964 and the regulations issued thereunder by the federal government;
    c. the Equal Employment Opportunity Act and the regulations issued thereunder by the federal government;
    d. the Americans with Disabilities Act of 1990 and the regulations issued thereunder by the federal government;
    e. the condition that the submitted proposal was independently arrived at, without collusion, under penalty of perjury; and,
    f. the condition that no amount shall be paid directly or indirectly to an employee or official of the District as wages, compensation, or gifts in exchange for acting

as an officer, agent, employee, subcontractor, or consultant to the Proposer in connection with the procurement under this RFP.

- The vendor must be a certified service provider for these products and have an E-Rate Service Provider Identification Number (SPIN) included with the quote.

General Proposer Qualifications and Experience

Technical Proposals shall provide the following information (referencing the subsections in sequence) to evidence the proposer's experience in delivering services similar to those required by this RFP:

- A brief, descriptive statement indicating the proposer's credentials to deliver the services sought under this RFP.
- A brief description of the proposer's background and organizational history.
- Number of years in business.
- A brief statement of how long the proposer has been performing the services required by this RFP.
- Location of offices.
- A description of the proposer organization's number of employees, longevity, and client base.
- Whether there have been any mergers, acquisitions, or sales of the proposer company within the last ten years (If so, an explanation providing relevant details).
- Form of business (i.e., individual, sole proprietor, corporation, non-profit corporation, partnership, joint venture, Limited Liability Company, et cetera).
- A statement as to whether the proposer or any of the proposer's employees, agents, independent contractors, or subcontractors have been convicted of, pled guilty to, or pled nolo contendere to any felony; and if so, an explanation providing relevant details.
- A statement as to whether there is any pending litigation against the proposer; and if such litigation exists, attach an opinion of counsel as to whether the pending litigation will impair the proposer's performance in a contract under this RFP.
- A statement as to whether, in the last ten years, the proposer has filed (or had filed against it) any bankruptcy or insolvency proceeding, whether voluntary or involuntary, or undergone the appointment of a receiver, trustee, or assignee for the benefit of creditors; and if so, an explanation providing relevant details.

Contract Sample

The vendor shall furnish a complete sample contract that will be the actual proposed contract between the District and the vendor should the vendor be awarded the contract. The contract must contain the initial term dates along with any optional extensions.

Cost Proposal

The Vendor shall submit one consolidated Cost Proposal using the format specified in *Appendix D*, covering all applicable locations listed in *Appendix B* and the complete scope of services described in *Appendix C*. Pricing shall be itemized by site, with shared hub or districtwide charges identified separately and included only once. The Cost Proposal must be signed and dated by an authorized representative.

All prices shall be stated in U.S. dollars before application of any E-Rate discount and shall include all charges necessary to deliver and maintain the proposed service, including equipment,

installation, shipping, permits, maintenance, support, taxes, and surcharges. Eligible and ineligible charges shall be identified separately. Mixed-eligibility charges shall include an allocation and supporting explanation sufficient for the District's E-Rate application and any subsequent USAC review.

The Cost Proposal provided by the Vendor in Appendix D shall cover the initial term and any executed renewals. There shall be no automatic renewal. Vendors shall include the explanations, assumptions, dependencies, and supporting detail required by *Appendix D*. Proposed alternatives shall be clearly labeled and priced separately and shall not replace the required base proposal. Any exception to the required scope or pricing terms shall be expressly identified and is subject to District review and acceptance. Failure to provide complete pricing and the required supporting information may result in the proposal being determined nonresponsive and rejected.

The District chooses to use Service Provider Invoicing (SPI) for the approved E-Rate discounted portion of eligible charges. The District shall be responsible for its required non-discount share of eligible charges and separately authorized ineligible charges, subject to the funding, appropriation, service acceptance, and payment provisions of the resulting agreement.

Contract Provision

By submission of a proposal, the Contractor agrees to comply with the following provisions. Failure to comply with any and all provisions herein may be cause for the contracting agency to issue a cancellation notice to a contractor.

Appendix A

Davidson County Schools
Wide Area Network (WAN) 2027-2032
F470: 270002949
Execution of Proposal Form

OFFER AND ACCEPTANCE: This solicitation advertises DAVIDSON COUNTY SCHOOLS' (DCS) needs for the services and/or goods described herein. DCS seeks proposals comprising competitive bids offering to sell the services and/or goods described in this solicitation. All proposals and responses received shall be treated as offers to contract. The District's acceptance of a proposal shall be documented through a separate written agreement executed by authorized representatives of the District and the awarded Vendor, subject to all required District approvals. Submission of a proposal or a recommendation for award does not, by itself, establish District acceptance. The resulting contract shall incorporate the following documents, listed in descending order of precedence:

I. The terms and conditions specific to this RFP, as amended by written addenda.
II. The specifications contained in this RFP and its appendices, as amended by written addenda.
III. The awarded Vendor's accepted Best and Final Offer, if any.
IV. The awarded Vendor's proposal.

If any provisions conflict, the document listed higher in this order shall control. Written addenda shall take precedence over the provisions they amend.

EXECUTION: In compliance with this RFP, and subject to all the conditions herein, the undersigned offers and agrees to furnish the **complete required base WAN scope**, consistent with the single award. By executing this bid, I certify that this bid is submitted competitively and without collusion and is not otherwise in violation of state, local, or federal procurement and antitrust laws. I furthermore certify that I have read and understand all addenda referencing this RFP. **Failure to execute/sign bid, using this page, prior to submittal shall render bid invalid.**

Vendor Name:	**USAC SPIN:**	
Street Address:	**City, State, & ZIP:**	
Name of Person Submitting:	**Title:**	
Authorized Signature:	**Date:**	**Email:**

Appendix B
Recipients of Service Site Location Addresses:

Entity Number	Site Name	Street Address	City, State	Zip
16021230	Brier Creek Elementary School	175 Watford Rd	Thomasville, NC	27360
27940	Central Davidson High School	2747 NC Highway 47	Lexington, NC	27292
27949	Central Davidson Middle School	2591 NC Highway 47	Lexington, NC	27292
27959	Churchland Elementary School	7571 S NC Highway 150	Lexington, NC	27295
27952	Davidson County High School	2061 E Holly Grove Rd	Lexington, NC	27292
16036841	Davidson County Schools Administrative Office	250 County School Rd	Lexington, NC	27292
16035899	Davidson County Early College	297 DCCC Rd	Thomasville, NC	27360
27951	Davis-Townsend Elementary School	975 Heath Church Rd	Lexington, NC	27292
17053025	DCS Temporary County Office	220 E. 1st Ave. Extension Ste 1	Lexington, NC	27292
27851	Denton Elementary School	305 W Salisbury St	Denton, NC	27239
28060	E Lawson Brown Middle School	1140 Kendall Mill Rd	Thomasville, NC	27360
28054	East Davidson High School	1408 Lake Rd	Thomasville, NC	27360
28061	Fair Grove Elementary School	217 Cedar Lodge Rd	Thomasville, NC	27360
226930	Friedberg Elementary School	1131 Friedberg Church Rd	Winston-Salem, NC	27127
16035897	Friendship Elementary School	1490 Friendship Ledford Rd	Winston-Salem, NC	27107
28064	Hasty Elementary School	325 Hasty School Rd	Thomasville, NC	27360
28063	Ledford Middle School	3954 N NC Highway 109	Thomasville, NC	27360
28062	Ledford Senior High School	140 Jesse Green Rd	Thomasville, NC	27360
27961	Midway Elementary School	318 Midway School Rd	Lexington, NC	27295
149123	North Davidson Middle School	333 Critcher Dr	Lexington, NC	27295
27957	North Davidson Sr High School	7227 Old US Highway 52	Lexington, NC	27295
27958	Northwest Elementary School	400 NW Elementary Rd	Lexington, NC	27295
17002768	Oak Grove High School	3507 Midway School Rd Ste A	Winston-Salem, NC	27107
16064016	Oak Grove Middle School	1771 Hoy Long Rd	Winston-Salem, NC	27107
28055	Pilot Elementary School	145 Pilot School Rd	Thomasville, NC	27360
27954	Reeds Elementary School	791 S NC Highway 150	Lexington, NC	27295

Entity Number	Site Name	Street Address	City, State	Zip
27950	Silver Valley Elem School	11161 E Old US Highway 64	Lexington, NC	27292
27852	South Davidson Middle And High School	14956 S NC Highway 109	Denton, NC	27239
16051306	Southmont Elementary School	398 Owen Rd	Lexington, NC	27292
27948	Southwood Elementary School	5850 NC Highway 8	Lexington, NC	27292
16074930	Stoner-Thomas School	215 County School Rd	Lexington, NC	27292
16047432	Tyro Elementary School	450 Cow Palace Rd	Lexington, NC	27295
27960	Tyro Middle School	2946 Michael Rd	Lexington, NC	27295
27789	Wallburg Elementary School	205 Motsinger Rd	Winston-Salem, NC	27107
27956	Welcome Elementary School	5701 Old US Highway 52	Lexington, NC	27295
27953	West Davidson High School	200 Dragon Dr	Lexington, NC	27295
16074931	Yadkin Valley Regional Career Academy	2065 E Holly Grove Rd	Lexington, NC	27292
17053024	Davidson County Schools Technology Department*	2065 E Holly Grove Rd Suite A	Lexington, NC	27292

*Primary WAN hub/demarcation location (DMARC)

Appendix C

Wide Area Network (WAN) Scope of Work:

C1 - Service Scope

Davidson County Schools (DCS or District) requests proposals for a fully operational, provider-owned and maintained leased lit fiber Wide Area Network (WAN) using Ethernet transport to connect the locations in *Appendix B*. The District will consider offers for a leased lit fiber solution provided over a third-party network. However, proposals for solutions of all modes of transport that meet the requested scope of service requirements will be evaluated. The base proposal shall include all facilities, equipment, installation, configuration, licensing, monitoring, maintenance, and support required to deliver the specified service. This solicitation is for Category One data transmission service. Internet access service and District LAN equipment are outside the base scope.

The primary WAN aggregation location is the Technology Department, 2065 E. Holly Grove Road, Suite A, Lexington, NC 27292. The Vendor shall provide private Ethernet connectivity between the remote locations and this hub and shall show each connection and handoff in its proposed network diagram. The Vendor may choose its underlying carrier architecture provided that the delivered service meets all requirements. Public Internet transport shall not be used as a substitute for the leased lit fiber WAN. The prices for the items contained herein shall remain firm for the period to be stated in the agreement.

C2 - Bandwidth and Aggregation

The base service shall provide committed information rates (in symmetrical and full duplex) for each remote circuit and speed required under Appendix C. The vendor shall identify the committed bandwidth and physical handoff speed separately for each circuit.

The Technology Department shall serve as the WAN demarcation point. The base proposal shall meet the District requirements in Table 3

Table 3

WAN Aggregation Requirements

Requirement	District Specification
Hub connection arrangement	If applicable, shared Ethernet handoffs carrying the remote circuits, with the vendor documenting how each circuit is identified and delivered.
Minimum aggregate committed hub bandwidth	10 Gbps in each direction.
Required physical hub handoffs	One 10 Gigabit Ethernet fiber handoff.

Each remote circuit shall support its contracted committed rate when aggregate traffic remains within the specified hub capacity. The Vendor shall identify any shared capacity limits, oversubscription, or other restrictions affecting performance. Physical port speeds alone shall not be represented as committed service capacity.

The proposed network diagram shall identify each remote circuit, its corresponding hub connection, and all shared facilities or equipment affecting delivery of the service. The Vendor shall describe the service impact and remaining capacity following the failure of a hub handoff, carrier device, or transport path.

For each tier, identify the applicable locations, resulting committed bandwidth, physical handoff requirements, associated hub changes, equipment requirements, implementation lead time, anticipated downtime, and all recurring and nonrecurring charges. Pricing shall state the total monthly charge for the upgraded service and the incremental one-time cost of performing the upgrade.

Upgrade options are excluded from the base service unless authorized by DCS in writing. An upgrade shall not restart or extend the contract term without the District's express written approval.

C3 - Ethernet Handoffs

Each circuit shall terminate in a standards-based 10 Gigabit Ethernet fiber handoff at the remote location, while the hub handoff must meet the specifications outlined in C2. Identify the interface standard, fiber type, connector, optics, and demarcation location. Include the carrier equipment, optics, and patching needed to connect to the District-designated WAN interface, and identify any required District equipment changes and costs. All services shall support IEEE 802.3 Ethernet and transparent transport of District IEEE 802.1Q VLAN tags. State supported MTU, VLAN and MAC limits, QoS capabilities, multicast handling, and any restrictions on Layer 2 control traffic. The proposed demarcation and compatibility shall be confirmed with DCS before installation.

C4 - Infrastructure and Installation Responsibilities

The Vendor shall furnish, install, operate, maintain, repair, and replace the carrier facilities and equipment required to provide the service, including carrier electronics, fiber, necessary pathways, and extensions to the agreed demarcation. Ownership of the leased carrier facilities and equipment shall remain with the Vendor or its underlying carrier. DCS shall retain ownership of its pre-existing facilities and equipment.

The Vendor shall obtain required permits, coordinate rights-of-way and utility locates, protect existing services, comply with applicable codes, and restore disturbed buildings, pavement, landscaping, and grounds to their prior condition or better. Work on District property and final demarcation locations require DCS Operations approval. Include these responsibilities in the proposed price and identify any requested District-provided facilities before award.

Identify any underlying carriers and subcontractors and the portions of the service they will provide. The awarded Vendor shall remain the single point of responsibility for end-to-end performance, including the local loop. Provide equipment specifications, rack space, power, grounding, environmental requirements, and backup power arrangements. DCS-provided

power, space, or other work shall be expressly identified and any associated cost separately disclosed.

The Vendor shall describe physical route diversity, common conduits or entrances, shared carrier facilities, failover behavior, and remaining single points of failure. Any separately priced resilience option shall identify the additional facilities and capacity it provides and shall not be included in base totals.

C5 - Implementation and transition

All base services shall be installed, tested, accepted, and available for use on July 1, 2027. Provide an implementation schedule covering surveys, permitting, construction, equipment procurement, installation, testing, cutover, and dependencies. Identify a project manager, escalation contact, milestones, and any work required of DCS. Provide weekly written status reports during implementation and promptly disclose risks to the required start date.

No chargeable work shall begin without written District authorization. The Vendor shall coordinate all site access and comply with District contractor identification, background-check, student-safety, and access requirements before commencing work. The Vendor shall not disconnect, modify, or interrupt existing service without written DCS approval.

Provide a site-by-site migration plan stating anticipated outage duration, the proposed maintenance window, testing steps, and a rollback procedure. DCS will approve cutovers and may require work outside instructional hours. Vendor-caused delays shall not authorize billing for unavailable service or extend the contract expiration date. DCS may reject unaccepted service and exercise the remedies stated in the resulting contract.

C6 - Testing and Acceptance

Before acceptance, demonstrate the contracted committed rate in both directions, required hub capacity, VLAN transport, latency, packet delivery, and the operation of any required failover features. Submit a test plan using a recognized Ethernet service activation method, such as ITU-T Y.1564 or an equivalent method approved by DCS, and provide results for each circuit and the hub. Identify frame sizes, offered load, test duration, endpoints, instruments, and any limitations of the test.

DCS will identify any failed requirement in writing. The Vendor shall correct deficiencies and repeat the affected tests at no additional charge. Acceptance requires written DCS confirmation; delivery of equipment, initiation of a carrier billing record, or temporary testing use does not constitute acceptance. Recurring billing may begin only on the later of July 1, 2027 or the date the applicable service is accepted and available for production use. No duplicate charge shall be imposed for a shared facility or hub component.

C7 - Service Levels

The following requirements in Table 4 apply end to end between the applicable District-facing demarcations, including the local loop and any underlying carrier segment. The Vendor shall include these commitments in the proposed agreement and explain its monitoring and measurement methods.

Table 4

Service Levels

Metric	Description
Availability	99.99% per calendar month for each circuit and each separately contracted hub service.
Latency	Round-trip latency no greater than 10 ms between a remote demarcation and the hub, measured as five-minute averages at or below the committed rate.
Packet delivery	At least 99.99% of test packets delivered, measured as five-minute averages at or below the committed rate.
Monitoring and support	Network operations center and live technical support available 24 hours per day, 7 days per week, 365 days per year.
Outage notification	Notify designated DCS contacts within 15 minutes after Vendor detection of an outage; open a ticket and begin investigation immediately.
Restoration and updates	Restore a complete service outage within 4 hours after the earlier of Vendor detection or DCS reporting. Provide status updates at least every 30 minutes until restoration.
Planned maintenance	Provide at least 10 business days of written notice and obtain DCS approval for service-affecting work. Schedule outside instructional hours unless DCS agrees otherwise.

Monthly availability equals 100 multiplied by (measurement minutes minus unavailable minutes) divided by measurement minutes. Measurement minutes are all minutes in the month less the permitted exclusions below; excluded minutes are also removed from unavailable minutes. An outage starts at the earlier of Vendor detection or DCS reporting and ends when service is restored and verified. A circuit that cannot pass production traffic is unavailable even if the physical link remains up.

Only the actual duration of DCS-approved planned maintenance, documented District-caused outages, and force majeure events expressly defined in the executed agreement may be excluded. Maintenance overruns and faults within the Vendor or underlying carrier network are not automatically excluded. Emergency maintenance requires prompt notice and remains counted unless DCS approves an exclusion in writing.

C8 - Service Credits and Chronic Failures

The Vendor shall automatically calculate and apply the following availability credit to the affected service's pre-discount monthly recurring charge as outlined in Table 5. Each billed charge shall be credited only once for the same availability calculation. Identify affected hub charges separately when an incident affects the hub.

Table 5

Service Credits

Monthly Availability	Credit
99.90% to less than 99.99%	5%
99.00% to less than 99.90%	10%
95.00% to less than 99.00%	25%
Less than 95.00%	50%

If any continuous outage exceeds four hours during the month, the monthly credit shall be at least 10% of the affected service's monthly recurring charge. Apply the greater of this monthly minimum or the availability credit above, rather than adding both. Credits shall reduce the appropriate pre-discount charges and be reflected in both District and USAC billing as applicable.

DCS may terminate the affected service without an early termination charge if it misses the monthly availability commitment in three months within any rolling six-month period, or experiences three outages exceeding four hours within any rolling 90-day period. DCS may exercise this right by written notice within 60 days after the triggering failure. Credits do not eliminate this termination right or other remedies in the executed agreement.

Provide a monthly report showing uptime, outages, approved exclusions, latency, packet delivery, utilization, tickets, and credits. For each outage exceeding one hour, provide a written cause analysis and corrective-action plan within five business days. Repeated failure of other service commitments shall be addressed under the agreement's default and cure provisions. Provide DCS access to a monitoring portal and current technical escalation contacts.

C9 - Contract term and service changes

The initial service term shall run from July 1, 2027 through June 30, 2032. DCS may exercise up to five additional one-year renewal options, ending no later than June 30, 2037. Renewal is solely at the District's discretion and requires written notice before expiration of the then-current term and must occur before filing E-Rate Form 471 for the funding year when the contract would otherwise expire. There shall be no automatic renewal. The pricing provided by the Vendor in *Appendix D* shall cover the initial term and any executed renewals.

DCS may request bandwidth changes, additions, relocations, or disconnections within the scope of the competitively bid agreement, subject to applicable E-Rate requirements and written authorization. Additional locations shall use the awarded rate structure for comparable service; identify any location-dependent installation or special construction charge separately. This provision does not guarantee that every future change will qualify for E-Rate support or eliminate any requirement for additional competitive bidding.

DCS may discontinue an affected circuit without an early termination fee if a facility closes, is no longer operated by DCS, or its service is relocated. DCS shall provide at least 30 days of written notice when practicable. Any relocation, construction, or installation charge requires a separate

written quote and advance DCS approval. Service changes shall remain coterminous with the agreement unless DCS expressly approves otherwise in writing. No minimum-spend adjustment or repricing of unaffected circuits may be imposed solely because DCS exercises these rights.

C10 - Pricing and E Rate administration

Complete *Appendix D* using undiscounted prices. Include all charges required to deliver and maintain the base service, including carrier equipment, installation, local loops, ports, support, permits, restoration, licenses, taxes, and surcharges. Separately identify eligible and ineligible amounts and explain mixed-eligibility allocations. Identify special construction separately from installation and network equipment. Final eligibility and funding are determined under applicable FCC and USAC requirements.

Base service rates shall remain fixed throughout the initial 60-month term. Separately itemized taxes and mandatory government assessments may change only to reflect an actual change in the applicable law or assessment, without added markup. Carrier-imposed fees are part of the fixed price. Any price reduction shall be passed through to DCS. No unlisted charge may be imposed without prior written District approval. Lowest Corresponding Price requirements apply.

The Vendor shall provide its E-Rate SPIN/498 ID and file the applicable annual FCC Form 473 before invoicing USAC for that funding year. The Vendor shall use Service Provider Invoicing to bill USAC for the approved discounted share and bill DCS for its required non-discount share and separately authorized ineligible charges. Invoices shall identify service dates, locations, circuit references, quantities, unit prices, taxes, eligibility allocations, discounts, and credits.

Performance and payment obligations are subject to the funding and appropriation provisions in the executed agreement. If funding is delayed, reduced, or denied, the Vendor shall obtain written DCS direction before commencing or continuing charges that would require DCS to pay more than its authorized share. No expansion of the District's payment obligation shall arise solely from a funding decision. This does not waive amounts lawfully due for services DCS has expressly authorized and received.

The Vendor shall promptly supply information needed for funding applications, Program Integrity Assurance reviews, invoicing, audits, and investigations. Required records shall be retained for at least ten years after the later of the last day of the applicable funding year or the service delivery deadline for the funding request, and longer when otherwise required. The Vendor shall comply with applicable E-Rate restrictions on covered equipment and services.

C11 - Required technical response

Respond to C1 through C10 in sequence, stating compliance and providing the requested details. Identify every exception by section and explain its effect on price, service, and implementation. An exception is not accepted merely because it is disclosed; DCS will assess responsiveness under the RFP. Include the network diagram, equipment schedule, implementation and acceptance plans, service-level agreement, support escalation procedures, subcontractor information, and at least three references for comparable WAN services. Submit the proposed contract and complete *Appendix D* with the response.

Appendix D

Cost Proposal

Vendor legal name: _____

SPIN: _____ Proposal date: _____

Pricing contact and email: _____

D1 - Instructions and evaluation basis

Submit one consolidated cost proposal covering the complete base WAN described in *Appendix C* and all applicable locations in *Appendix B*. Complete every schedule in this appendix. Provide the signed proposal in PDF and the pricing schedules in an editable spreadsheet with matching totals. Additional rows or continuation sheets may be used if they preserve the required fields and clearly identify the applicable schedule.

All prices shall be in U.S. dollars before application of any E-Rate discount. MRC means monthly recurring charge; NRC means one-time nonrecurring charge. Separate eligible and ineligible amounts. For mixed-eligibility items, use separate allocated lines and explain the allocation basis. Do not assume an E-Rate discount percentage in the evaluated base price.

Enter a dollar amount or an explicit status in every pricing field. Use $0.00 when there is no charge. If a charge is included elsewhere, enter $0.00 and identify the line where it is included. Use N/A only when a field is not applicable and explain why. A blank field, TBD amount, or unspecified future charge does not constitute a complete price.

The base proposal shall include every mandatory item needed to meet *Appendix C*. List each shared hub or districtwide charge once and identify it as shared. Do not charge the same facility, equipment, installation, tax, or service in both a site row and a shared row.

For the published Price factor, DCS will compare the total eligible, undiscounted base cost for the initial 60-month term, including eligible one-time charges and applicable eligible taxes and surcharges at the rates in effect on the proposal date. Required ineligible costs will be considered only under the separate Cost to DCS factor. This pricing basis shall also govern any final rescoring within the published evaluation matrix.

Disclose every location limitation, prerequisite, equipment change, fee, and lead time. DCS is not obligated to purchase an option. Any proposed alternative to the base scope shall be separately labeled and shall not replace the required base price.

D2 - Site and shared charge schedule

Enter monthly and one-time amounts before E-Rate discounts. See *Appendix B* for addresses.

Site Name	Eligible MRC 1Gb	Eligible MRC 2Gb	Eligible MRC 5Gb	Eligible MRC 10Gb	Ineligible MRC
Brier Creek Elementary School					
Central Davidson High School					
Central Davidson Middle School					
Churchland Elementary School					
Davidson County Schools Administrative Office					
Davidson County Early College					
Davis-Townsend Elementary School					
DCS Temporary County Office					
Denton Elementary School					
E Lawson Brown Middle School					
East Davidson High School					
Fair Grove Elementary School					
Friedberg Elementary School					
Friendship Elementary School					
Hasty Elementary School					
Ledford Middle School					
Ledford Senior High School					
Midway Elementary School					
North Davidson Middle School					
North Davidson Sr High School					
Northwest Elementary School					
Oak Grove High School					
Oak Grove Middle School					
Pilot Elementary School					
Reeds Elementary School					
Silver Valley Elem School					

Site Name	Eligible MRC 1Gb	Eligible MRC 2Gb	Eligible MRC 5Gb	Eligible MRC 10Gb	Ineligible MRC
South Davidson Middle And High School					
Southmont Elementary School					
Southwood Elementary School					
Stoner-Thomas School					
Tyro Elementary School					
Tyro Middle School					
Wallburg Elementary School					
Welcome Elementary School					
West Davidson High School					
Totals					

Shared Site Names	Eligible MRC 10Gb	Eligible MRC 15Gb	Eligible MRC 20Gb	Eligible MRC 25Gb	Ineligible MRC
Davidson County High School Yadkin Valley Regional Career Academy Davidson County Schools Technology Department					

D3 - Additional Costs

Provide a line for each separately priced component, non-tax, NRC, or surcharge. Use E for eligible or I for ineligible; split mixed-eligibility items into allocated E and I lines. State whether the unit price is monthly or one-time. Extended MRC and NRC equal quantity multiplied by the corresponding unit price. Add continuation sheets as necessary. The amounts would be costs not associated with the MRC in D2.

Charge Description	E or I	Qty.	Unit Price and Basis	Extended MRC	Extended NRC

If any special construction applies, identify the total cost associated with it. For each tax or surcharge, identify its authority or basis, rate, calculated monthly or one-time charge, and whether it is government-mandated or carrier-imposed. Explain each ineligible component and mixed-eligibility allocation. Attach the supporting schedule.

D4 - Additions, relocations and other charges

Attach the binding rate structure for additional sites at each requested bandwidth, identifying location-dependent construction separately. State the amount or calculation basis for relocation/installation charges, change fees, and any other permitted charge. No early termination charge applies to the closures, qualifying relocations, or chronic failures described in *Appendix C*.

D5 - Vendor certification

The undersigned certifies that this cost proposal includes all Vendor charges necessary for the base service, identifies all exceptions and District-provided dependencies, and reconciles the detailed schedules to the stated totals. Prices remain available for acceptance for one year after the proposal submission deadline and, upon award, are binding for the applicable initial term and quoted renewal periods, subject only to adjustments expressly permitted by the agreement.

Authorized representative and title: _____

Signature: _____ Date: _____