All bid deadlines are 11:59pm Pacific Time the date of the bid deadline listed unless otherwise noted.

Midland ISD

IFCB Posted : Oct 30, 2026

Bid Deadline : Friday, Dec 11, 2026

Questions Due By : Sunday, Nov 8, 2026

Applicant Address : Midland, TX 79701

IFCB ID : 270003067

IFCB Requirements :

- Before the listed deadlines, all Questions and Bids must be submitted using the on-line IFCB system. Bids submitted before the bid deadline outside of this system will be disqualified. If the system is down before the deadline, please email your bid to info@crwconsulting.com or fax it to 918.445.0049. Bids or questions submitted in this fashion will be disqualified if the on-line system is active at the time of submission. The applicant reserves the right to request and obtain bids outside of the website system if the bid deadline has passed and zero or one bid is received (the intent for this is to follow USAC guidance on obtaining cost-effective bids).

- For all requested services and/or products listed on this IFCB: proposals that include generic/encyclopedic price lists will be considered non-responsive and will be disqualified. SPAM and/or robotic responses will not be considered valid bid responses and will be disqualified from consideration.

- Bidder must agree to participate in USF Program (AKA “E-rate”) for the corresponding funding year.

- Please include the correct Service Provider Identification Number (SPIN) on your bid.

- By submitting a bid, bidder certifies that the bidder does have a valid (non-red light status) SPIN for the E-rate program at the time of submission. Should the Applicant discover that the bidder is on red light status, or if the FCC classifies the bidder as on red-light status before work is performed and invoices are paid, the contract will be null and void and the applicant will have no payment obligations to the bidder.

- Bidder is expected to provide the lowest corresponding price per E-rate rules. See https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/ for details.

- Contracts must not prohibit SPIN changes.

- Bidder must agree to provide the Applicant the choice of discount methods (SPI or BEAR).

- Bidder will be automatically disqualified if the District determines that the bidding company has offered any employee of the District any individual gift of more than $20 or gifts totaling more than $50 within a 12 month period.

- All contracts awarded will be contingent upon E-rate funding and final board approval. The applicant may choose to do all or part of the project upon funding notification.

- All applicable fees, surcharges, and taxes must be identified on the bid. E-rate rules require the applicants to evaluate the price of eligible goods and services that will be listed on the 471 application during the competitive bidding process. Fees and surcharges that apply but are not listed on the bid will be the responsibility of the bidding company, should their bid be awarded.

- If there is a request to purchase or lease new equipment, either Category Two or Category One, listed on this IFCB the applicant will accept bids for functionally equivalent equipment.

- E-rate rules require applicants to evaluate the cost of eligible goods and services, and to cost-allocate out the amount for ineligible services from their funding request. If your company will be bidding internet access service, please identify the amount to be cost-allocated out for the ineligible services – email service, web hosting, content filtering, or other bundled ineligible services.

- INTERNET ACCESS DISQUALIFICATION FACTOR: Bids submitted for services to an incorrect address will be disqualified.

- INTERNET ACCESS DISQUALIFICATION FACTOR: Your bid must identify the bandwidth you are proposing and associated price or your bid will be disqualified.

- INTERNET ACCESS DISQUALIFICATION FACTOR: Bids that do not include Dedicated Internet Access (guaranteed bandwidth, synchronous speeds) will be disqualified.

- INTERNET ACCESS DISQUALIFICATION FACTOR: Any and all installation charges must be identified on your bid. If you submit a bid indicating that installation charges may apply without listing those charges, we will consider your bid incomplete and disqualify your bid.

- DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: The applicant will not accept bids from manufacturers of equipment deemed a national security threat by the Federal Communications Commission. The list of prohibited equipment is available here: https://www.fcc.gov/supplychain/coveredlist . Vendors that submit bids that includes these manufacturers will have their bid disqualified.

- DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: Vendors must complete and include the C2 Cover Page with their bid. Bids received without the cover page will be disqualified.

- DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: It will be the bidder’s responsibility to provide documentation about the compatibility requirements listed in this IFCB. Vendors that submit bids without documentation demonstrating the required compatibility listed in this IFCB will have their bids disqualified, unless that vendor has bid the preferred make/model number listed.

- DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: Applicant will not accept bids for refurbished equipment. Any bids containing refurbished equipment will be disqualified.

- DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: Service providers are required to bid an entire Project A, Project B, Project C and/or Project D. Bids for individual components, or bids that do not include all of the requested items for the project will be disqualified.

- DISQUALIFICATION FACTOR BMIC: Service providers are required to bid the entire maintenance project. Bids for individual components of the project will be disqualified.

- DISQUALIFICATION FACTOR BMIC: Vendors must complete and include the C2 Cover Page with their bid. Bids received without the cover page will be disqualified.

- DISQUALIFICATION FACTOR BMIC: Maintenance bids listing only an hourly rate and not a monthly or annual total will be disqualified. Vendors quoting an hourly rate are required to also a) confirm that you have the ability/expertise to maintain all of the equipment listed and b) propose a number of hours at a particular rate monthly to properly maintain the entire list of equipment. Bids that contain only hourly rates, without confirmation that the company can service the list of equipment, or without a monthly total will be disqualified.

Services and Equipment Requested :

Category One:

Internet Access – 20 GB bandwidth, this circuit comes into the district at (Admin) 615 W. Missouri Ave, Midland TX 79701.

After the initial term, or after any voluntary renewal terms are executed, the Vendor must offer up to 12 months of a month-to-month service if the Applicant decides to transition to a new service provider. Vendor must list that monthly cost as part of their proposal.

E-rate rules require applicants to evaluate the cost of eligible goods and services, and to cost-allocate out the amount for ineligible services from their funding request. If your company will be bidding internet access service, please identify the amount to be cost-allocated out for the ineligible services – email service, web hosting, content filtering, or other bundled ineligible services.

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Internet Access – 20 GB bandwidth, this circuit comes into the district at (Legacy HS) 3500 Neely Ave, Midland TX 79707.

After the initial term, or after any voluntary renewal terms are executed, the Vendor must offer up to 12 months of a month-to-month service if the Applicant decides to transition to a new service provider. Vendor must list that monthly cost as part of their proposal.

E-rate rules require applicants to evaluate the cost of eligible goods and services, and to cost-allocate out the amount for ineligible services from their funding request. If your company will be bidding internet access service, please identify the amount to be cost-allocated out for the ineligible services – email service, web hosting, content filtering, or other bundled ineligible services.

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Category Two:

VOLUNTARY SITE VISIT

Vendors wishing to bid on C2 can attend a voluntary site visit between the dates of November 2nd 2026 through November 6th, 2026. Vendors should RSVP to James Kenimer at james.kenimer@midlandisd.net to set up a time for a site visit on November 2nd 2026 through November 6th, 2026. Please email with at least 24 hour notice. THIS EMAIL IS TO RSVP ONLY. ALL QUESTIONS AND BIDS MUST STILL BE SUBMITTED VIA THE IFCB. BIDS NOT SUBMITTED VIA THE IFCB WILL BE DISQUALIFIED.

INTERNAL CONNECTIONS

Midland ISD is modernizing its core network infrastructure to support current educational delivery and operational needs. The following projects include deploying managed switches and wireless access points across school facilities and replacing firewalls to maintain the current security posture and scalability.

The existing infrastructure consists of aging equipment nearing the end of its life, which limits bandwidth, management capabilities, and security controls.

The new architecture will provide - Improved connectivity: Modern switching and wireless technology support increased device density and bandwidth requirements for classroom technology and online learning platforms.

Centralized management: Aruba Central and Cisco DNA licensing enable unified configuration, visibility, and troubleshooting across all network assets.
Enhanced security: firewall with advanced threat prevention, URL filtering, and DNS security protects student and staff data.

Operational efficiency: Modern equipment reduces support overhead, enabling IT staff to focus on instructional technology and security.
Replacing aged and non-standard cables and connections.

Installation and configuration services ensure minimal disruption to educational operations through structured deployment and knowledge transfer. This project directly supports the district's technology integration goals and improves the reliability of systems that students and staff depend on daily.

IC PROJECT A – WAPS

Full installation of hardware, and replacement of existing APs in ceiling locations across all buildings, including outdoor bracket installation and external AP deployment where required. Removal and collection of old Aps. Printed hostname Labels and Inventory stickers, and post-installation documentation to include inventory, on the devices prior to installation.

Type of Equipment	Quantity Vendor Should Bid	Preferred Make/Manufacturer
Cabling	500	Slim CAT 6 patch cables
Wireless Access Points	440	Aruba AP-635 no ceiling mounts with 5-year license
Wireless Access Points	25	Aruba AP-675 with bracket with 5-year license

COMPATIBILITY REQUIREMENT:
All Wireless Access Points must be compatible with Aruba Central management and our existing Central group configuration and site architecture.

DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: It will be the bidder’s responsibility to provide documentation about the compatibility requirements listed in this IFCB. Vendors that submit bids without documentation demonstrating the required compatibility listed in this IFCB will have their bids disqualified, unless that vendor has bid the preferred make/model number listed.

IC PROJECT B – SWITCHES
Installation and configuration at replacement locations using existing power distribution. Include fiber connection Jumpers, modules, and network jumpers in the bid. Integration with existing network architecture. Include Stacking cables and power stacking capabilities.

Type of Equipment	Quantity Vendor Should Bid	Preferred Make/Manufacturer
Cabling	50	10 GB DAC cables, 1 meter
Cabling	3000	Slim CAT 6 patch cables
Cabling	60	Aqua MM Fiber Patch LC-LC, 3 meter
Antennas, Connectors and Related Components	30	10 G MM SFP
Switches	74	Cisco 9300-48UN with 5 year licensing
Switches	6	Cisco 9200L-48P-4X w 5 year licensing

COMPATIBILITY REQUIREMENT:
All switches must support our current Cisco-based network ecosystem and integrate with our existing VoIP infrastructure and network management protocols. Include Stacking cables and power stacking capabilities.

DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: It will be the bidder’s responsibility to provide documentation about the compatibility requirements listed in this IFCB. Vendors that submit bids without documentation demonstrating the required compatibility listed in this IFCB will have their bids disqualified, unless that vendor has bid the preferred make/model number listed.

IC PROJECT C – FIREWALL
Installation, configuration, and migration of existing configuration and security policies. Include BGP, VPN, IPSEC, and best-practice configuration. Includes Pro service for initial setup and operational handoff.

Firewall must support policy migration from existing configuration rule sets. And be able to achieve a minimum throughput of 25 Gbps when threat prevention and IPSec are enabled.

Type of Equipment	Quantity Vendor Should Bid	Preferred Make/Manufacturer
Firewall Service and components	2	Palo Alto PA-5430 - Pro service and Education SKU with a 5-year term (60 months). Subscription bundles include, but are not limited to, Advanced Threat Prevention, Advanced URL Filtering, Advanced DNS Security, Advanced SD-WAN, and Device Security. Include training or education for 2 staff members, either virtual, self-paced, or education credits

NOTE: We are requesting firewall licenses on this IFCB, which sometimes may be categorized as BMIC or MIBS by USAC (the BMIC and MIBS boxes on the 470 have been checked to cover this scenario).

COMPATIBILITY REQUIREMENT:
Firewall must support policy migration from existing configuration rule sets.

DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: It will be the bidder’s responsibility to provide documentation about the compatibility requirements listed in this IFCB. Vendors that submit bids without documentation demonstrating the required compatibility listed in this IFCB will have their bids disqualified, unless that vendor has bid the preferred make/model number listed.

IC PROJECT D – WAP LICENSING

Type of Equipment	Quantity Vendor Should Bid	Preferred Make/Manufacturer
Wireless Access Point Licensing	1776	1 year Aruba Central for existing WAPs

COMPATIBILITY REQUIREMENT:
Licensing must be compatible with Aruba Central management and our existing Central group configuration and site architecture.

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DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: Vendors must complete and include the C2 Cover Page with their bid. Bids received without the cover page will be disqualified.

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DISQUALIFICATION FACTOR INTERNAL CONNECTIONS: Service providers are required to bid an entire Project A, Project B, Project C and/or Project D. Bids for individual components, or bids that do not include all of the requested items for the project will be disqualified.

BASIC MAINTENANCE OF INTERNAL CONNECTIONS:
The district would like a manufacturer’s support contract for these items:

Type of Equipment	Quantity Vendor Should Bid	Preferred Make/Manufacturer
Firewall Service and components	2	Palo Alto PA-5430 - Pro service and Education SKU with a 5-year term (60 months). Subscription bundles include, but are not limited to, Advanced Threat Prevention, Advanced URL Filtering, Advanced DNS Security, Advanced SD-WAN, and Device Security. Include training or education for 2 staff members, either virtual, self-paced, or education credits

DISQUALIFICATION FACTOR BMIC: Service providers are required to bid the entire maintenance project. Bids for individual components of the project will be disqualified.

DISQUALIFICATION FACTOR BMIC: Vendors must complete and include the C2 Cover Page with their bid. Bids received without the cover page will be disqualified.

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There is an additional document associated with this IFCB. Please click the buttons to download the document.

2026_C2_Bidding_Instructions71.pdf
MIDLAND_C2_COVER_PAGE6.pdf

Questions Received with Applicant Answers (Ask Questions?)

Related to IC Project C - FIREWALL: • Should transceivers be included within the scope of this proposal? If transceivers are required, please provide the specific transceiver types (e.g., 10G-SR, 10G-LR, 40G/100G optics), connector types, and the required quantities. • Please clarify the intended use case for the two firewalls. Is the secondary hardware required to function in an HA configuration identical to the primary appliance? Or is the requirement for a dedicated smaller form factor appliance for VPN traffic? • What is the estimated concurrent VPN user count and aggregate throughput requirements for VPN traffic? • Is mobile device or Linux support required for VPN? Are Host Information Profile (HIP) checks required?

Answer:

1. Transceivers
Yes, include transceivers in the proposal. Required per appliance:

[8] x 10G SFP+ SR, LC duplex, multimode (internal/core uplinks)
[4] x [40G QSFP+], [LC], [MM] (core or WAN handoff)

Proposed optics must be manufacturer-branded or manufacturer-certified compatible with the proposed appliance.

2. Use case for the two firewalls
The two appliances replace our existing primary data center and disaster recovery firewalls. Each is a full-function perimeter firewall at a separate site, not an HA pair at one location, nor a dedicated VPN appliance. Both units should be the same model with identical capabilities, so either site can carry the full district traffic, including remote-access VPN, if the other is down.

3. Concurrent VPN users and throughput

Estimated concurrent remote access users: [normal ~3, peak ~25]
Aggregate VPN throughput: [300 Mbps] sustained
Site-to-site IPsec tunnels: [4], including vendor tunnels (e.g., SIS database connectivity)
Firewall/threat protection throughput sized for [25 Gbps] per internet circuit(s) with [growth headroom 3 to 5 years]

4. VPN client platforms

Clients: Windows and macOS required. iOS/Android not required. Linux is not required.
Authentication: SAML 2.0 integration with Google Workspace is required. The current deployment uses an IPsec client VPN with SAML.
Posture checks (HIP or equivalent): [Not required].

Q&As from the walkthrough are below.

Answer:

Question: How should old APs be handled when removed? Is t
agging and bagging
required?
Response: T
he vendor
s
hould
remove all existing APs and
store
each unit at the time of removal. For each removed AP, the vendor will record the following on a spreadsheet provided to MISD at project completion:
• Building
• Room number or location
• MAC address
• Serial number
• Model
Removed APs will be boxed by building, with each box labeled with the building name and the count of APs inside. Removed mounting hardware will be bagged with its AP or boxed separately by building.
Boxes will be staged at
the Central admin building
for MISD retrieval. Vendor is not responsible for disposal of removed equipment.

Question: Does MISD want the cabling electronically identified?
Response: Yes. Vendor will test each AP cable run with a cable tester
to identify the cable type
and include the results in the post-installation documentation.
For each AP location, documentation will include:
• Building and room number
.

• AP
hostname.

• Patch panel and port number
.

• Cable category identified by testing (Cat5e, Cat6, or Cat6a)
.

• Cable length
.

Question: Should existing patch cables be
replaced with
slim Cat6 cables?
Response: Yes. The bid should include replacement of the closet-side patch cable for every AP being replaced, in the MDF or IDF serving that AP.
Vendor s
hould
:
• Remove the existing patch cable between the patch panel and the switch port for each AP
.

• Install a new slim Cat6 patch cable at the correct length for a clean run
.

• Match the color standard used for AP connections, [B
lue

]
• Maintain the existing patch panel to switch port mapping
.

• Dress and route cables through existing cable management
.

• Box removed patch cables for MISD retrieval with the removed APs
.

The 500 slim patch cables in the bid include spares. Unused cables will be turned over to MISD at project completion.

Question: How high are the AP locations?
Response: Classroom and office AP locations are mounted at approximately 10 feet and are reachable with a standard ladder.
Large spaces such as gymnasiums, cafeterias, auditoriums, and libraries may have AP locations at a height of [10 to 20] feet.
Outdoor AP locations at elementary campuses are mounted at approximately 10 to 16 feet. Outdoor locations at secondary campuses are 10 to 20 feet.
Vendor is responsible for providing all ladders, and safety equipment needed to complete the installation
.

Question: Are ceiling mounts required?
Response: MISD will reuse existing ceiling mounts for indoor AP-635 locations. Vendors will verify existing mounts are compatible with the AP-635 and report any locations where they are not, including hard ceiling or wall-mounted locations, before installation.
Outdoor AP-675 locations require new mounting hardware. Vendors should include the Aruba outdoor mount kit for each AP-675, suitable for wall mounting, along with any anchors, fasteners, and weatherproofing needed for a complete installation.

Question: Are there any new AP locations or new cable runs required?
Response: This project is a one-for-one replacement. Each new AP will be installed at the location of an existing AP, both indoor and outdoor. No new AP locations or new cable runs are included in this scope.
Vendors will reuse existing horizontal cabling. Any drop that fails testing or cannot support the AP uplink will be reported to MISD, as described in the cable testing response. Any repair or new cabling will be handled as a separate change order with MISD approval before work is performed.