FY2027 RFP Category 1 – Sergeant Bluff-Luton Comm School District

E-rate BEN: 132290 · Form 470 # 270003433

1. Project Summary

The purpose of this Request for Proposal (RFP) is to solicit bids for Sergeant Bluff-Luton Comm School District ("Applicant"). Applicant is seeking proposals for Internet access service, including separate Internet service to East Campus and Indoor batting facility, and options for Transportation Building (Bus Barn) of either its own Internet service or a transport (WAN) circuit to the Applicant's hub. This project is being requested under E-rate Category One (Internet access and data transmission) for E-rate Funding Year 2027.

2. Timeline

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

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

3. Bidder Communication & Submission Requirements

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

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

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

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

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

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

All responses must be labeled **ATTN: ERATE Category 1 FY2027 Response – C1 Sergeant Bluff-Luton**

4. Description of Proposal

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

5. References

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

6. Invoicing and Pricing

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

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

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7. Internet Access

Service Specifications. All bandwidths listed are estimates of need.

- **Internet Service:** Seeking bids on a minimum of 1 Gbps symmetrical or best available transport/Internet bundled service. If bidding a non-fiber solution, please indicate the technology type (e.g., copper, microwave, satellite, etc.).
- Service is to be delivered to the Applicant's hub located at: Sergeant Bluff-Luton Elementary School, 201 Port Neal Road Sergeant Bluff IA 51054.
- Please provide pricing for 1 Gbps, 2 Gbps, 5 Gbps and 10 Gbps, and/or other service offerings within this range. The resulting contract should include pricing for these levels of service and any intermediate options, so the applicant may increase bandwidth during the term of the agreement without re-bidding, if permissible under E-rate rules.
- Proposals must clearly indicate whether the service includes basic firewall service and/or any non-recurring costs or special construction fees. All installation charges must be clearly identified in the bid response.

Scalability and Contract Flexibility. Flexibility for increases in bandwidth and for adding new sites throughout the duration of the contract, due to growth and changing Applicant needs, is desired. Contracts must be inclusive of these differing levels of service and the associated pricing. In the event of a price decrease for service at the time of a contract amendment, the Applicant expects the decreased pricing to be passed on to them.

Term and Service Start Date. The Applicant will consider term options of month-to-month, 1-year, 3-year, and/or 5-year agreements. Contracts with voluntary extensions will also be considered but may not continue in perpetuity.

The service start date will be July 1, 2027. Bidders must confirm they can meet the July 1, 2027 service start date.

The applicant reserves the right to cancel some or all services if E-rate funding is denied, reduced, or delayed, or if local funding is not approved.

Additional Internet Locations

In addition to the service above, the Applicant is seeking bids on Internet service delivered directly to each of the following locations. Price each location separately so it can be awarded and funded separately.

- **East Campus:** minimum 100 Mbps Internet service to 7350 Old Lakeport Road, Sergeant Bluff, IA 51054 (current level 100 Mbps). Please provide pricing for 100 Mbps, 200 Mbps, up to 1 Gbps, and/or other service offerings within this range.
- **Indoor batting facility:** minimum 100 Mbps Internet service to 914 E Topaz Dr, Sergeant Bluff, IA 51054 (current level 100 Mbps). Please provide pricing for 100 Mbps, 200 Mbps, up to 1 Gbps, and/or other service offerings within this range.

Transportation Building (Bus Barn) – Service Options

The Applicant is seeking different options for service to Transportation Building (Bus Barn). Respondents may bid either or both options. The Applicant will evaluate each option on total cost and select one.

- **Option 1 – Transportation Building (Bus Barn) Internet:** Seeking bids on a minimum 1

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Gbps Internet service to Transportation Building (Bus Barn), 207 Bluffs Blvd, Sergeant Bluff, IA 51054. Please provide pricing for 1 Gbps, 2 Gbps, 5 Gbps and 10 Gbps (current level 1 Gbps), and/or other service offerings within this range.

- **Option 2 – Transportation Building (Bus Barn) Transport Circuit:** Seeking bids on a 1 Gbps (minimum) symmetrical transport circuit to connect Transportation Building (Bus Barn) to the Applicant's network, from 207 Bluffs Blvd, Sergeant Bluff, IA 51054 to the Applicant's hub at 201 Port Neal Road Sergeant Bluff IA 51054. Please provide pricing for 1 Gbps, 2 Gbps, 5 Gbps and 10 Gbps (current level 1 Gbps), and/or other service offerings within this range.

8. General Terms for All Proposals

- Failure to include any requested information noted as required by the respondent is grounds for disqualification.
- All costs required to deliver the proposed solution must be included in the bid. By submitting a bid, the respondent certifies that it has engineered a full solution including all monthly recurring charges, all installation charges and all special construction costs. Costs added to the quote after the respondent has submitted their bid are solely the responsibility of the respondent and not the applicant.
- **Description of Proposal:** Respondent's proposal should include all sites for the option bid.
- **Reselling and subcontracting:** Any respondent who intends to resell or subcontract a lit service from a 3rd party must supply proof in writing that said party can provide service at all proposed Applicant locations. If, at any point following the bid submission, any changes from the 3rd party alter the costs or significantly change scope of proposed service then Applicant will not be liable for the cost increase and reserves the right to disqualify the bid and cancel any signed contracts without penalty.
- **Timeline:** For each response, respondents must include a timeline for bringing all sites online. Proposals must be able to bring all sites online by the July 1, 2027; the start of E-rate Funding Year 2027. For solutions requiring special construction, a schedule of bringing sites online must be included with an explanation of how this timeline shifts if the date of the E-rate funding commitment shifts.
- **Demarcation:** All solutions must terminate service or infrastructure in the demarcation point at each address specified above. Solutions bringing service to the property line but not to the demarcation point are not acceptable. Respondent must specify specific demarcation setup included in base fees, e.g. wall mounted CPE and CAT6a handoff, rack mount patch panel, etc.
- **E-rate Program Integrity Assurance (PIA) Review:** If their solution is chosen, respondents are required to promptly provide Applicant with any information being requested as part of PIA review. For all responses that include special construction, the respondent agrees to, by submitting its bid, produce all construction labor, construction materials and other cost information requested during PIA review. All responses must agree, in writing, to this section with a yes or no answer. Answering no or failure to answer at all is grounds for disqualification.

9. Applicant Requirements

Vendor acknowledges the Applicant is a public entity and may be subject to additional requirements related to board approval, appropriation/budget availability, audit/public records, and limitations on indemnification, venue, governing law, and attorney fees. Vendor agrees to execute Applicant-required clauses as a condition of award.

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10. Contractor Requirements

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

11. E-rate Program Compliance

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

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

12. Proposal Submission

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

All proposals must include:

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

13. Evaluation Criteria

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

Criterion	Weight	How it is scored
Price of eligible services	40%	Scored proportionally on total eligible cost over the term, comparing bids for the same term length: 5 × (lowest total eligible cost ÷ the bidder’s total eligible cost). Total eligible cost = monthly recurring cost × months in the term, plus non-recurring charges, plus any special construction. Each cost must be priced separately.
Meets requirements	25%	The bid itself: quotes what the RFP/Form 470 asked for (or a documented equivalent); itemizes eligible vs. ineligible costs; includes installation, SPIN and required documents; follows the bid submission instructions.
Understanding of needs	20%	The solution: fits the applicant’s environment; sound design; addresses the timeline and service start date.

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Criterion	Weight	How it is scored
Prior experience with vendor	10%	The applicant's past experience with this vendor, plus the references requested in this RFP.
Local presence	5%	Office within 150 miles of the applicant.

All criteria other than price are scored 1–5.

14. Contract Terms

The term will be the option selected by the Applicant from those requested in Section 7, beginning July 1, 2027.

The contract is contingent on E-rate funding approval, final approval of next year's fiscal budget, and Board approval, if required.

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

The Applicant reserves the right to reject any and all proposals.

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