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Erate Yr 2027 (YR30)

Questions and Answers to

RFP 27-105
Switch Equipment - Erate YR 2027 (YR30)

And

RFP 27-107
Wireless Equipment - Erate YR 2027 (YR30)

Both switch and wireless equipment questions:

1. Start date vs. delivery date. The Requirements section sets a project start of April 1, 2027. The Acknowledgements section says nothing may be delivered before July 1, 2027. The Delivery clause also rejects early shipments without prior approval. Which date governs delivery, and can equipment ship on or after April 1 under the FCC Category 2 early-purchase rule?
   Answer: The district will follow all USAC rules and regulations.

2. Installation scope**.** What should the Installation/Configuration line include? For example: racking, patching, configuration from existing templates, migrating from current equipment, Aruba Central onboarding, testing, documentation, and removing or disposing of old equipment. Is the District doing any of this work itself?
   Answer: These projects request installation to be included with the bid package. For both switches and Wap's.

3. Existing environment. Can the District share its current switch and AP models, controller or Central setup, VLAN/IP design, and IDF/MDF locations at each site? Will there be a site walk, or should vendors propose one?
   Answer: There is no site walk. The requested equipment is replacing end of life existing equipment. Existing equipment is HP-Aruba.

4. Prevailing wage and DIR. Does the District consider the installation labor public work subject to prevailing wage? The RFP mentions a Public Works Contractor Registration Certification form and a Designation of Subcontractors form, but neither is in the package. Will these be issued by addendum?
   Answer: If the project requires a DIR, then the winning bidder will be required to provide it.

5. **"Or equivalent."** The Form 470 lists "Aruba or equivalent" for Internal Connections but plain "Aruba" for Basic Maintenance. Will non-Aruba equivalents be accepted for all lines? If so, what criteria will the District use to judge equivalence, and will samples be required?
   Answer: The district will entertain all bids received.

6. Basic Maintenance**.** The Form 470 requests Basic Maintenance of Internal Connections for switches (16 units, 5 entities) and WAPs (13 units, 4 entities). Neither cost proposal has a BMIC line. Should vendors price BMIC separately, and if so, for what term and service level? The 15% "Recurring Annual Support Costs" criterion depends on this answer.
   Answer: The 470 application list BM to cover invoicing requirements. If a license or warranty is consider BM by USAC the bidder should acknowledge that.

7. Tax rate. Should 7.25% apply to all sites? Or should vendors use the rate for each delivery address (Loomis, Colfax, Foresthill, Auburn)? Should shipping and labor be shown as non-taxable?
   Answer: **The bidder should determine - use the tax rate associated with 13000 New Airport Road.**

8. Delivery point**.** Should equipment ship to each school or to the District Office at 13000 New Airport Road?
   Answer: All equipment should be delivered to 13000 New Airport Road.

9. Award structure**.** Will each RFP be awarded as a whole, or can it be split by site or line item? Can one vendor win both RFPs?
   Answer: The RFP states that the district can award some , all or none of the bid.

10. Evaluation. "Extent of experience with the District" carries 25%. How will this be scored for responders with no prior Placer Union work? Can comparable California K-12 E-Rate experience count?
    Answer: The experience with the district is subject to the individual bid response and will be evaluated by the district for each bidder.

11. References. Must all three references be California schools, libraries, or COEs, or is that only preferred? Must they be for this same equipment type?
    Answer: Each bidder may supply their own references as they see fit.

12. Insurance. The RFP asks for "professional general liability" of $1M per occurrence. Does the District mean Commercial General Liability, Professional Liability (E&O), or both? Are any other coverages required, such as auto or cyber?
    Answer: The winning bidder will be required to provide any needed insurance.

13. Submission package**.** Does each RFP need its own sealed envelope (one original, two copies, one flash drive)? Should the Cost Proposal be submitted both as a completed Exhibit D Excel file and printed in the binder?
Answer: Please follow the instructions in the RFP. Each response should be submitted according to the RFP rules for each RFP.

14. Contract term. The RFP mentions annual renewals up to five years and coterminous expiration. Is this a one-time purchase contract? If so, what term should the 3-year and 5-year subscriptions align to?
Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

RFP 27-105 Switch Equipment questions

1. CX 5420 power. The Del Oro core shows one 1800W power supply (S0U53A) but four NEMA 6-20 power cords. With four 20-port Class 4 PoE modules, should the quote include more power supplies for PoE budget and redundancy? Does the MDF already have 208/220V NEMA 6-20 receptacles?
Answer: YES

2. 6200M power. There are 15 JL087A power supplies for 15 switches. Is single-PSU operation intended, or should a redundant second PSU be included?
Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

3. Transceivers. Ten J9151E 10G LR SMF optics are listed. The four S0U64A modules have only 8 SFP28 ports combined, and each 6200M has 4 SFP+ uplinks with no optics listed. Where do the 10 optics go? Are uplink optics needed at Placer, Colfax, Foresthill, and the Adult School? Can the District confirm fiber type and distances (single-mode vs. multimode)?
Answer:* We use single mode fiber. *Please bid what was requested in the RFP and cost sheet or equivalent.

4. Stacking. Will the 6200M switches be stacked (VSF) at sites with several units? If so, should stacking optics or DAC cables be included?
Answer:* We do not need any DAC cables. *Please bid what was requested in the RFP and cost sheet or equivalent.

5. Switch licensing. No Aruba Central or management subscriptions are listed for the switches. Will they be managed in Central, and if so, should those licenses be priced?
***Answer:* We are not requesting any Aruba Central.**

6. 5420 support term. H05QQE is a 3-year Foundation Care NBD service. Should it be classified as Internal Connections bundled with the hardware, or as BMIC? Is three years the intended term?
***Answer:* Per the instruction in the RFP the bidder is to determine if the equipment and or licenses are internal connections or basic maintenance.**

7. Missing sites. Confluence Continuation, Maidu Virtual Charter, and the District Office are on the site list but have no switch allocations. Is that intentional?
Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

8. Is Installation/Configuration required, or may a bidder submit equipment-only pricing with that line left at $0 (or priced as an option)?
   Answer: We will evaluate all bids received. The district has requested installation on this project.

9. Should all equipment ship to the Technology Department at 13000 New Airport Road, or to each school site listed?
   Answer: Yes, all equipment should be delivered to Technology Department at 13000 New Airport Road.

10. The 6200M switches have 4 SFP+ uplinks. Do you want the 10 J9151E LR optics split across specific sites, and are any SFP+ DAC stacking cables needed for the 6200M units?
    Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

RFP 27-107 Wireless Equipment questions

11. Outdoor bracket count. There are 4 outdoor brackets (R6W11A) but 3 outdoor APs (R4W49A). Foresthill gets a bracket with no AP. Is the Foresthill bracket a replacement for an existing AP, or should an AP be added? Clarify total bracket quantity.
    Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

12. Indoor mounts. Will S0J40A fit all 10 indoor locations (ceiling grid, hard lid, or wall)? Are any special mounts or enclosures needed in gyms?
    Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

13. Cabling and power. Are existing Cat6 drops and PoE in place at all 13 AP locations, especially the outdoor field locations? If new cabling, conduit, or surge protection is needed, should it be priced in this RFP?
    Answer: **The WAP's are replacing existing units. Please bid *what was requested in the RFP and cost sheet or equivalent.***

14. Wireless survey. Has a predictive or onsite survey been done? Should vendors include one or rely on the District's placements?
    Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

15. Central subscription. Can the District confirm the subscription tier (Foundation vs. Advanced) and the 5-year term? Should it be shown as a separately itemized Internal Connections license?
    Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

16. Form 470 line items. The Form 470 shows two identical "Wireless Access Points and Necessary Software and Licenses" lines (13 each). Is the total 13 APs, as in Exhibit D?
    Answer: Please bid what was requested in the RFP and cost sheet or equivalent.

17. Cost sheet label. The wireless cost sheet's summary is titled "GRAND TOTAL SWITCH PROJECT." Can the District confirm this is the wireless summary?
    Answer: This is a typographical error. The district is confirming this is for wireless.

18. Missing sites**.** The Adult School, Confluence, Maidu, and the District Office have no wireless allocations. Is that intentional?
    ***Answer: Please bid what was requested in the RFP and cost sheet or equivalent*.**

19. Clarify the model number requested between 500 or 600 series**?** Is a 700 series acceptable?
    ***Answer: Please bid what was requested in the RFP and cost sheet or equivalent*.**