POINT ARENA JOINT UNION HIGH SCHOOL DISTRICT
REQUEST FOR PROPOSALS
FOR
Broadband Network Service to be
Funded by E-Rate Year 30 (2027-2028)
Released November 5, 2026

1 SUMMARY

The purpose of this Request for Proposal (RFP) is to define Point Arena Joint Union High School District's minimum requirements, solicit proposals and gain adequate information by which the District may evaluate the services offered by the Proposer.

Point Arena is located 140 miles north of San Francisco on the beautiful coastline of southern Mendocino County. Gray whales migrate along the shore, and the majestic coastal ridge range is covered with redwood and Douglas Fir. Local industry includes fishing, dairy and beef farming, tourism and agriculture. Point Arena and adjacent communities are home to many artists, poets and musicians, and offer high quality art shows, concerts and community activities that draw locals and a regular stream of visitors from the Bay Area and beyond.

The Point Arena Schools District is one of 10 Common Districts in the State, with a separate elementary school district (Arena Union Elementary SD) and high school district (Point Arena Joint Union HSD), with a common district office, superintendent, board of trustees and budget.

A New Tech Network school (NTN), Point Arena High School serves students from northern Sonoma County and southern Mendocino County, and as far inland as the Kashia Rancheria.

Point Arena Joint Union High School District, herein after referred to as the Point Areana seeks broadband connectivity between Mendocino County Office of Education and South Coast Continuation High School.

Point Arena 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 the RFP. Emphasis should be on completeness and clarity of content.

For a proposal to be considered valid, it must address all aspects of desired equipment/services and be received by Point Arena's representative no later than 5:00pm, Friday, December 4, 2026.

2 PROPOSAL EVALUATION

All valid proposals will be evaluated using the following scale:

E-Rate Eligible Costs	30%
Implementation Commitment	25%
Service Level Agreements	15%
Post Implementation Support Structure	10%
Vendor E-Rate and CTF Experience/Eligibility	10%
References	10%

3 GENERAL REQUIREMENTS AND INFORMATION

3.1 SITE

3.1.1 Point Arena Joint Union High School (Informational for Billing Purposes Only)
PO Box 87, Point Arena, CA. 95468

3.1.2 South Coast Continuation School
185 Lake Street, Point Arena 95468

3.1.3 Mendocino County Office of Education
2240 Old River Road, Ukiah, CA. 95482

3.2 GENERAL INFORMATION

Point Arena's existing Broadband service agreement will expire on June 30, 2027. Point Arena anticipates that implementation of proposed Broadband solution to begin in Spring of 2027 and complete prior to June 30, 2027.

3.3 DISTRICT DESIRED BROADBAND SERVICE

- Fiber based Ethernet Service fully compliant with IEE 802.3 Ethernet Standards
    - Proposed service shall comply with IEEE Standards:
        - 1GB Point to Point Circuit
            - Site 3.1.2 South Coast Continuation School to Site 3.1.3 Mendocino County Office of Education
    - Three-year contractual agreement with 2 available one-year extensions
    - Eligible for E-Rate Priority One Telecommunications Services and California Teleconnect Fund discounts
    - Installed and available to the District on July 1, 2027.

4 PROPOSER'S REPONSE REQUIREMENTS AND COMMITMENTS

4.1 PROPOSER'S RESPONSE REQUIREMENTS AND COMMITMENTS

- **Proposer responses are required in PDF file format and shall be emailed to the District's Consultant: rich@aagjconsulting.com**
    - Hard copy responses are not required.
- Provide confirmation or commitment to complete FCC Form 473 Service Provider Annual Certification Form for Funding Year 2027-2028.
- Provide contractual pricing for services, which identifies minimum annual dollar commitment for broadband services to be provided under three-year term agreement that includes 2 available one-year extensions.
    - Contractual pricing should:
        - Identify recurring and non-recurring rates for bandwidth to be provided at installation, as previously specified by the District
        - Special construction charges,
    - Identify any contingencies for implementation of proposed service or the impact on proposed contract pricing should the District elect to remove location/s from inclusion the proposed Lit Fiber Network.
    - Confirm that services are eligible for E-Rate and California Teleconnect Fund discounts.
- Should proposer elect to identify E-Rate Eligible Special Construction Costs in its proposal,
    - Proposer shall confirm ability of the District to amortize non-discounted portion of Special Construction costs over a four-year term.
    - If successful bidder, Proposer agrees to provide the following information to support Special Construction costs:
        - Aerial Build Cost
            - Average Cost per foot for material
            - Average Cost per foot for placement, structure material, structure placement.
        - Direct Buried Build
            - Average Cost per foot for material
            - Average Cost per foot for placement, labor, conduit. Handholes, vaults etc.
    - Any additional information that may be requested during E-Rate Program Integrity Assurance process.
- Submit network design illustration of proposed services to deliver bandwidth and network configuration as outlined by the District.
    - Identify design components which contribute to increased bandwidth utilization across the proposed network.
        - If proposed solution is a managed network in which provider will install network equipment to support the solution, provide manufacturer's name, model and SKU number for equipment to be installed at each site.
    - State network latency to which provider will commit to deliver

- Identify providers technology plan to provide bandwidth in excess of 40GB

- Identify implementation plan for Broadband Services
  - Include timeline in business days from receipt of firm order from the District to implement Broadband Services.
  - Should proposer's implementation plan include utilization of sub-contractors
    - Identify work to be completed by proposer's personnel
    - Identify work to be completed by sub-contractor
  - Identify any external influences which are out of proposer's control which could impact ability to meet stated installation timelines.
  - Provide description of facilities to be installed by provider and handoff at each location, including any rack space or electrical requirements to be provided by the District.
  - Confirm ability to provide the District with as built documentation of network components including but not limited to circuit identification numbers and network routing information
  - Identify process for resolution of service interruptions
    - Provide organization chart with contact information for repair/maintenance organization.
      - Identify number of personnel located in Sonoma County available to support proposed service.
    - If repair/maintenance is to be provided by sub-contractor, so state and:
      - Provide location of sub-contractor's offices and number of personnel available to support proposed service.
    - Define major and minor service interruptions and mean time to resolution

- Provide
  - Minimum of three references for proposed services.
    - Identify reference contact and provide contact information
  - SPIN numbers for services to be provided.
  - Identify process for obtaining approved E-Rate discounts following receipt of Funding Commitment Decision Letter and submission of Form 486
    - Confirm ability to provide E-Rate and California Teleconnect Fund discounts as credits on monthly billing statement.

5 SERVICE LEVEL/MAINTENANCE AGREEMENTS

5.1 SERVICE LEVEL/MAINTENANCE AGREMENTS MUST BE INLCUDED IN PROPOSAL TO BE CONSIDERED A VALID RESPONSE.

- Service Level Agreement should identify support services to be provided, including but not limited to:
  - Performance guarantees

- Network Monitoring
- Fault Isolation and Resolution

- Service Level Agreement shall be an industry standard 24/7 agreement to ensure the following objectives are maintained:
  - No other Services Provider's customers will have any physical or logical access to SCOE's traffic/VLAN.
  - Network Availability – 99.00%
  - Packet Delivery – 99.99%
  - Network Latency: As identified and committed to in proposal
  - Mean Time to Repair – 4 Hours – end-to-end, including local loop

6 RFP TERMS

District requires RFP submittals no later than 5:00pm, Friday, December 4, 2026. Proposals must be valid through the E-Rate Funding Year 2027-2028.

District requests email responses to this RFP.
Email responses to: rich@aagjconsulting.com

No hard copy response is required.

Received response's will be opened and read by the District's evaluation team, privately, following the close of the submission window.

District reserves the right to make an award without further discussion of any proposal submitted. Therefore, each proposal should be initially submitted on the most favorable terms the vendor can offer.

After the evaluation of proposals and final consideration of all pertinent information available, District shall issue a written email notification that shall identify the apparent best evaluated Proposer. The notice shall not create rights, interests or claims of entitlement in the apparent best evaluated Proposer or any vendor.

District reserves the right to reject any or all proposals submitted and waive any formality in the proposals received.

The contract, if awarded, will be to the vendor considered to be the best value to District. Best value will be considered based upon the proposal evaluation matrix identified in Section 2 of this document

7 CONTRACTS

Contract term shall be three-years with 2 one-year optional extensions and restate provider's commitments as identified in Section 4.1 of this RFP.

District requires all contractual agreements to be reviewed by Point Arena's legal representative and approval of the Point Arena Schools Board of Trustees.

8 CONTACT INFORMATION

Direct communication with District personnel during Form 470/RFP process is prohibited. Prospective service providers that ignore this prohibition are subject to disqualification.

Direct contact between District personnel and existing service providers to discuss ongoing projects initiated prior to the release of this RFP does not constitute a violation of the previously stated prohibition.

Submit questions regarding this RFP via email to District Consultant:

Rich Tunheim
Aarrestad-Gjervik Consulting
4763 Saddle Club Lane
Santa Rosa, CA. 95409
rich@aagjconsulting.com

P. 707-228-9357

Last date to submit questions is November 9, 2026