RCSD ROSEVILLE CITY SCHOOL DISTRICT
Est. 1869

Board of Education

Cami Walker Jonathan Zachreson

Rob Baquera Alisa Fong Steve Lesch

Derk Garcia, Superintendent

E-Rate FY2027
YR30

CATEGORY 2
INTERNAL CONNECTIONS
Firewall Services / Equipment

RFP # 27-918

POSTED: November 6, 2026

Deadline for Submittal: December 18, 2026
BEFORE 2:00 P.M.

ATTN: TECHNOLOGY SERVICES

Roseville City School District
1050 Main Street
Roseville, CA 95678

NOTICE INVITING PROPOSALS

Notice is hereby given that the Roseville City School District (RCSD) will accept proposals for the award of contracts for E-rate Funding Year FY2027 up to, but not later than 2:00 P.M., on December 18, 2026 for the following:

RFP 27-911 Telecommunications Services - Wide Area Network / Metropolitan Area Network (WAN/MAN) Winding Creek Elementary (Category 1)
RFP 27-913 Basic Maintenance - Network Equipment (Category 2
RFP 27-914 SD-WAN (Category 2)
RFP 27-915 Ethernet Switches (Category 2)
RFP 27-916 Wireless (Category 2)
RFP 27-917 Uninterruptible Power Supply (Category 2)
RFP 27-918 Firewall Equipment/Services (Category 2)
RFP 27-919 Internal Connections - Infrastructure (Category 2)

Additional information, including documents and questions pertaining to the bid can be located on the District's website: www.rcsdk8.org

Proposals shall be delivered in separate sealed envelopes, or boxes and marked on the outside with the respective RFP number, bidder's company name and contact name to the District Office front desk referencing

Roseville City School District
{INSERT NAME OF RFP}
Attention: Technology Services
1050 Main Street
Roseville, CA 95678

prior to December 18, 2026 @ 2:00 P.M. deadline. Bids will be publicly registered at 2:00 P.M. December 18, 2026 at the District Office:

1050 Main Street
Roseville, CA 95678

No faxed proposals will be accepted. Each bid must conform and be responsive to the bid documents, and include one signed original binder, two (2) additional hard copies, and one (1) electronic copy of the RFP on a portable "thumb-drive" containing all documents, and deliverables as outlined in the RFP.

RCSD reserves the right to reject any or all bids or parts thereof, to be the sole judge of the merits and qualifications of all bids, to waive any informality in a bid, not necessarily accept the lowest of any offered and to extend the bidding period. Design, specifications, service, delivery, and quality may be considered in making selections.

Published: November 6, 2026 and November 13, 2026 - Press Tribune

SUMMARY

The Roseville City School District ("RCSD" or "District") issues this Request for Proposal (RFP) to solicit qualified vendors to provide **enterprise-grade, E-Rate eligible Firewall Services and Equipment Solution** (including all necessary hardware, software, licensing and services) to enhance network reliability, security, and performance for the **District's 22 schools and designated support facilities**.

The resulting agreement will support the District's instructional and operational mission and will be structured to comply with all requirements of the **Federal Communications Commission (FCC) Schools and Libraries Program (E-Rate)** administered by the **Universal Service Administrative Company (USAC)**.

Selection will be based on **E-Rate compliant cost-effectiveness**, of which **price is the most heavily weighted factor**, but not the sole determinant. The District reserves the right to make no award or to negotiate final award terms consistent with E-Rate requirements. All award decisions will be documented with sufficient rationale and contemporaneous records to satisfy E-Rate audit and review obligations.

IMPORTANT DOCUMENTS IN THIS RFP

The following documents are included as part of this Request for Proposal (RFP). Any addenda, clarifications, or modifications issued after the initial posting will be made available on the District's website at www.rcsdk8.org under **"Contracts and Bids"** (found in the "Menu" section).

- **Appendix A:** List of District Addresses, including any site where services might be requested in this RFP
- **Appendix B:** Bid Form (must be completed and submitted by the prospective vendor)
- **Appendix C:** Qualifications and Questions (For Option 3 Responses)
- **Appendix D:** Agreements, Waivers, and Understandings governed by USAC, E-Rate, and applicable Federal, State, and Local regulations

---

BACKGROUND

In 2019, the District deployed a High-Availability (HA) Palo Alto Next-Generation Firewall (NGFW) deployment at Hub Site 1 to secure its primary internet and Metropolitan Area Network (MAN) connections. This infrastructure is approaching End-of-Life (EoL) / End-of-Service (EoS) and can no longer support modern security features, throughput requirements, or the evolving architecture of the District's growing network.

Current Network Architecture

The District operates a traditional BGP-routed, hub-and-spoke network topology. Some remote sites traffic is backhauled through Hub Site 2 and routed back to Hub Site 1 for centralized security filtering and internet egress.

The primary specifications for the two hub sites are as follows:

- **Hub Site 1: Primary Hub**
  - **Function:** Primary internet egress, security processing, and network core.
  - **Current Connections:**
    - 10 Gbps Metropolitan Area Network (MAN) connection to District sites
    - 10 Gbps Primary Internet Access (ISP) connection
    - 1 Gbps Point-to-Point (PtP) connection to the County Office of Education (COE)
  - **Future Upgrades**
    - Upgraded connection to the County Office of Education (COE) with a potential speed of 10Gbps
- **Hub Site 2: Secondary Hub & Carrier Meet Point**
  - **Function:** Carrier meet point, secondary internet egress, and future expansion site for new facilities in expanding provider service territories.
  - **Connections:**
    - 2 Gbps MAN connection to District sites
    - 2 Gbps Internet Access (ISP) connection
    - 1 Gbps PtP connection to neighboring campus (currently connected via BGP transit routers)
  - **Future Upgrades**
    - New Point-to-Point (PtP) connection to the County Office of Education (COE) with a potential speed of 10Gbps
    - Upgraded connection to Internet Access with potential speed of 10Gbps

Project Objectives

The District will evaluate responses to identify and help choose an option that is in the district's best financial and long-term network strategy.

The District will evaluate responses to identify the solution that best satisfies its dual objectives: **fiscal responsibility** and **long-term network security** for district staff and students.

Bidders may submit proposals for **Option 1**, **Option 2** or **both.**

Option 1: Existing Equipment Lifecycle Extension (1-Year)

Extend the operational lifespan of the existing **Palo Alto PA-5220** High Availability pair for **one (1) additional year** to maximize prior capital investment while meeting immediate performance requirements.

Proposals for Option 1 must provide itemized pricing for the following two sub-components:

- **Maintenance:** 1-year software licensing, threat prevention subscriptions, and hardware maintenance (PAN-OS support) to maintain the existing HA deployment at Hub Site 1as currently configured.

Option 2: Full Hardware Refresh & Long-Term Security Modernization

Completely replace the existing firewall infrastructure with new, modern hardware and security services capable of accommodating planned WAN throughput expansion and advanced threat protection.

Proposals for Option 2 must satisfy the following criteria:

- **Hardware Specifications:** High-Availability equipment sized to meet or exceed the throughput, concurrent session, and SSL decryption requirements detailed in this RFP.
- **Flexible Term Licensing:** Itemized, line-item pricing for **3-Year,** with two 1-Year extensions if available**, and 5-Year** terms covering:
    - Hardware appliances
    - Security software subscriptions (IPS/IDS, URL/Content Filtering, Malware/Sandboxing, Advanced Threat Protection)
    - Manufacturer Support & Maintenance SLAs (24/7/365 coverage)
    -
- **Scalability & Architectural Flexibility:** The proposed platform must support modular throughput upgrades or software license expansions without requiring a full hardware replacement ("forklift upgrade") as the district expands its footprint at Hub Site 2.
- **Integration:** All proposed substitutions must deliver full feature parity, meet or exceed specified throughput metrics under active inspection, and seamlessly integrate into the District's existing BGP routing environment.
- **Engineering services and architecture design:** To ensure the district can continue to provide the reliable network it has built, the district is requesting engineering and architecture design be included in any proposal.

Proposed solutions should meet or exceed these goals and the requirements listed throughout this RFP. While specific part numbers may be listed, the District is open to equivalent substitutions that meet all minimum requirements and integrate fully into the existing architecture.

OPTION 2 TECHNICAL REQUIREMENTS:

The proposed solution must deliver a modern, secure, and flexible Enterprise Grade Firewall Solution.

Core Solution Requirements

The proposed platform must be an enterprise-grade solution that should include:

- **Sustained Full-Feature Throughput Performance:** The offered firewall solution must demonstrate a minimum sustained Threat Prevention / Advanced Security throughput of 25 Gbps with all deep-packet inspection engines enabled, including Next-Generation Firewall (NGFW), Intrusion Prevention System (IPS), Application Identification/Control, Antivirus, and URL Filtering.

- **SSL/TLS Decryption at Scale:** The platform must feature dedicated hardware acceleration capable of inspecting SSL/TLS traffic (including TLS 1.3) at the full 25 Gbps threshold without requiring external load balancers or causing latency degradation under peak sessions.
- **Flexible Interface Density:** The appliance hardware must natively support modular or fixed high-density port configurations featuring 1GbE/10GbE RJ45 Ethernet, 10GbE SFP+, 25GbE SFP28, and 40GbE/100GbE QSFP28 interfaces to accommodate legacy internal networks, high-speed core backbones, and carrier handoffs.
- **Unified Threat Intelligence & Advanced Malware Analysis:** The solution must include real-time, cloud-delivered threat intelligence and inline AI/ML sandboxing capable of detecting zero-day malware and evasive exploits before traffic reaches internal segments.
- **Centralized Management & Zero-Touch Provisioning (ZTP):** The proposed solution must include a centralized management platform (e.g., Palo Alto Panorama or Juniper Security Director / Mist AI) providing unified policy orchestration, automated deployment via ZTP, role-based access controls (RBAC), and consolidated log management across all deployed firewalls.
- **High Availability & Carrier-Grade Resiliency:** Architecture supporting Active/Passive and Active/Active High Availability (HA) with sub-second failover, stateful session synchronization, hitless software updates (In-Service Software Upgrade / ISSU), and redundant, hot-swappable power supplies and fan trays.
- **Enterprise Identity & Microsegmentation Controls:** The platform must support dynamic, identity-aware access policies through integration with enterprise identity providers (Active Directory, Clearpass, SAML 2.0) and enforce granular Layer 7 microsegmentation based on application signatures and device profiles rather than static IP/port constructs.

Management Platform Requirements

The centralized management platform (cloud-hosted or on-premise) must:

- Be 100% web-based and browser-agnostic (HTML5 compliant).
- Support federated authentication via SAML, LDAP, or Active Directory when applicable.
- Provide granular, real-time client visibility (total clients per site and per-session details).
- Include automated network troubleshooting and fault identification, providing detailed resolution suggestions.
- Allow for scheduling of firmware upgrades and provide a simple downgrade path.
- Retain a minimum of 30 days of logs with the ability to export for archival (e.g., to a Syslog server).
- Ensure fully automatic configuration synchronization between appliance pairs.

Hardware & Performance Requirements

All proposed appliances must meet the following minimum specifications. Vendors must clearly identify the proposed model for each site type in their response.

Site Type	Maximum Device Capacity	Maximum Firewall Throughput*	Required Interfaces
Hub Site 1	20,000 Users	25 Gbps	SFP, SFP+, SFP28+, QSFP
Hub Site 2	10,000 clients	10 Gbps	SFP, SFP+, SFP28+, QSFP

**Firewall throughput is defined as measured with SSL Decryption and all security and application identification features enabled.*

SUPPORT AND WARRANTY

- Vendors shall provide detailed warranty information for all proposed hardware. A hardware lifetime warranty is preferred.
- Vendors must certify any proposed hardware is not within 36 months of EoL/EoS.
- Proposals must include pricing for 3 (with two 1-Year extensions if available), and 5-year software licensing, support, and maintenance, itemized as separate line items.

TRAINING

To ensure District staff proficiency, proposals must include certification-level training for two (2) District employees on the proposed vendor platform.

- Training may be delivered as credits, vouchers, or a dedicated class.
- Training credits must be valid for a minimum of 18 months after the project's completion.
- Training must be flexible to accommodate the District's operational schedule.

PROJECT SERVICES AND INSTALLATION

All on-site installation work must be performed outside of regular school operating hours or on weekends to minimize disruption.

Design and Configuration

- Review existing firewall and network architecture and documentation.
- Provide recommendations on any internal network changes required to optimize the firewall solution.
- Build upon and document the final firewall configuration based on District requirements.

Staging and Preparation

- Inventory and affix District-provided asset tags to all equipment.
- Label all equipment per the District’s naming conventions.
- Load and test all District-approved firmware and configuration files.

- Stage all equipment at a vendor or District-designated location prior to deployment.
- Provide complete documentation (equipment list, part numbers, serial numbers, IP addresses, and asset tags) in an agreed-upon electronic format (e.g., CSV, Excel, PDF).

Installation and Cutover

- Transport all staged equipment to the individual sites listed in Appendix A.
- Install and connect new equipment, including rack mounting and cable management.
- Tag or replace existing cables as directed by District staff.
- Remove and palletize any replaced equipment for District surplus.
- Work with District staff (on-site or remotely) to verify network connectivity, test failover, and confirm all services are operational.
- Provide final as-built documentation for District records.

ADDITIONAL TASKS

The District, if it deems valuable, may select up to **three (3)** finalists for oral interviews based on proposal evaluations. These interviews may carry up to **15 additional evaluation points** and will assess company qualifications, expertise, and service quality.

RCSD also reserves the right to request a **Proof-of-Concept (POC)** demonstration of the proposed solution for up to three (3) months, with on-site vendor support for the initial setup.

INTENTIONALLY LEFT BLANK

PRODUCTS BEING REQUESTED IN THIS RFP

Vendors can add any additional items/SKU's that they deem viable to the district or that was an oversight of the district's requests in the RFP.

Alternative Equipment Proposals: While specific manufacturer part numbers may be referenced, the District will consider equivalent 'or-equal' substitutions. However, to ensure seamless interoperability and maintain a homogeneous architecture, any proposed alternative solution must include all necessary replacement equipment, hardware, licenses, and services required to transition from the current environment to a fully operational, single-architecture solution without degradation of existing network functionality or management capabilities.

Any proposal utilizing alternative equipment will be evaluated as a complete, end-to-end solution. The total financial impact of adopting the alternative equipment—including all additional hardware, software, licensing, integration, training, and transition costs necessary to achieve full parity—will be factored into the overall cost evaluation and assessed across all relevant evaluation factors outlined in this RFP.

School District Information: All services must be rendered at any designated District site. The District is allowed to modify the location of final installation as long as it is in accordance with e-Rate rule (The district will maintain the initial and moved location as required). Please see **appendix A** for a non-exclusive list of sites.

Equipment and Services: The District requests bids for the Firewall Services and Equipment, including installation for each school site in **Appendix B**. The District has the right to change the quantities listed at any time until an actual order is written. In total, you must provide bids for the following Firewall Services and Equipment hardware (or equivalent):

Physical Equipment & Licenses in this RFP (If listed SKUs below are incorrect or discontinued, please utilize the next best SKU)		
SKU	**QTY**	**Description**
PAN-SVC-PREM-5220-R	2	Premium support renewal, PA-5220
PAN-PA-5220-ATP-HA2-R	2	Advanced Threat Prevention subscription for device in an HA pair renewal, PA-5220
PAN-PA-5220-AWF-R	2	Advanced WildFire subscription renewal, PA-5220
PAN-PA-5220-ADNS-HA2-R	2	Advanced DNS Security subscription for device in an HA pair renewal, PA-5220

INTENTIONALLY LEFT BLANK

GENERAL CONDITIONS

1. The District retains sole discretion to make **one or more awards** under this RFP, including **partial awards** by location, service component, or architecture, or to make no award.

2. Prices shall remain firm through **SLD approval, contract execution**, and for the duration of the proposed contract. In the event of a **price decrease** for service or from the manufacturer or carrier, said decrease shall be passed on to the District and documented with a revised price sheet sent to **RCSD – Technology Department**.

3. The District may utilize pricing of equipment and services for additional projects which may arise but may not be associated with the E-Rate program.

4. All equipment and service costs must be **new** and clearly **itemized**.

5. Contact with District staff or Board members outside the permitted question process will result in **disqualification**.

6. The **Board of Education and/or the District** reserves the right to reject any and all bids/proposals, or any item or component of any bid/proposal, to waive minor informalities or irregularities, and to eliminate from further consideration any response deemed substantially or materially non-responsive.

7. Links to the District's E-Rate bids and RFPs will be posted at www.rcsdk8.org in the **Contracts and Bids** found within the '**Menu**' section of the page. Any **additions or corrections** will be issued as **addenda** posted to that same location.

8. **Questions** regarding this RFP shall be directed to **erate@rcsdk8.org** with the subject line exactly: "ERATE RFP#27-918 INTERNAL CONNECTIONS - Firewall Services / Equipment"

9. The **deadline for questions** will be **12:00 PM**, **November 19, 2026**. **Responses** to all questions will be **posted** to the District website within one business day. It is the responsibility of the prospective bidder to check the website for updates or addenda.

10. **Responses** to all questions will be **posted** to the District website within one business day. It is the responsibility of the prospective bidder to check the website for updates or addenda.

11. The **Vendor must meet or exceed all requirements**. Each response will be reviewed for completeness prior to evaluation. RCSD **reserves the right to eliminate** from further consideration any response that is **incomplete or substantially non-compliant**.

12. Proposals must remain **valid for at least 90 calendar days** from the submission due date, unless extended by written agreement.

13. One **(1) signed original, two (2) hard copies**, and o**ne (1) digital copy (CD or flash drive)** of the proposal shall be submitted. **Hard copies shall not be hardbound** and shall be supplied in a 3-ring binder or other format that can be easily separated.

14. Bidders shall acknowledge and be bound by all addenda issued. Failure to acknowledge addenda may result in rejection of the proposal.

15. Prices must be **independently determined**, free from collusion or consultation with competitors.

16. This procurement and all resulting contracts shall be governed by the **laws of the State of California**. Venue for any action shall lie in **Placer County, California**.

17. Information submitted in response to this RFP may be subject to disclosure under the **California Public Records Act**. The District will not honor blanket confidentiality markings. Vendors asserting confidentiality shall **clearly identify specific portions and provide legal basis**; the District will make no guarantees of withholding and shall have no liability for disclosures required by law.

18. The vendor acknowledges that the District reserves the right, at its sole discretion, to adjust solution quantities, modify deployment schedules, or cancel this project in whole or in part. This right is retained by the District at all times, including subsequent to the bid award.

19. A bid award does not constitute a binding order or notice to proceed, and the District is under no obligation to implement the project or procure any products or services as a result of this award.

INTENTIONALLY LEFT BLANK

SUBMISSION INSTRUCTIONS

Proposals shall be complete, responsive, and organized in a clear and logical format. Each proposal must include a **deployment plan**, detailed billing, and all applicable hardware, labor, installation, shipping, and tax costs.

All E-Rate eligible equipment must be labeled with a **District-issued Asset Tag** identifying the funding year of purchase.

The District **prefers a single-vendor solution**; any deviation must be clearly stated in the proposal.

Each proposal shall include the following components:

1. **Company Profile**
    - Years providing equivalent services
    - Relevant K–12 or public sector experience (California preferred)

2. **References**
    - Three (3) current references using similar solutions (K–12 preferred)
    - Include organization name, contact name, title, email, and phone number

3. **Technical Service Description**
    - Please include a network layout explaining your preferred design based on Appendix B
    - Provided a completed District issued bidsheet with e-Rate eligibility column filled out.
    - Completed the Appendix D - Qualifications & Questions

4. **Pricing and Cost Structure**
    - Itemized costs for installation, non-recurring, and recurring charges
    - Identification of District-borne costs (e.g., power, grounding, space)
    - All discounts clearly listed, especially if submitting on multiple RCSD RFPs

5. **E-Rate Compliance Information**
    - Service Provider Identification Number (SPIN)
    - Identification of E-Rate eligible vs. ineligible components

6. **Contractual Terms**
    - Terms for multi-year agreements, including addition of services without penalty
    - All assumptions, dependencies, and prerequisites

VENDOR / SERVICE REQUIREMENTS

The vendor must meet or exceed minimum qualification requirements.

All submitted proposals must provide at a minimum, all requested information in the proposal document. **Any portion not included can be cause for elimination from the quote process.** The information should be organized as indicated in the proposal requirements. The District reserves the right to eliminate from further consideration any response, which is deemed to be substantially or materially unresponsive to the RFP.

All information submitted is to be considered public knowledge and will be subject to The Public Records Act or any other applicable laws.

a. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.

b. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/

c. Service Providers are responsible for submitting the annual Service Provider Annual Certification (SPAC) form and providing the School proof of completion. More information about submitting the SPAC form may be found at this website: https://www.usac.org/e-rate/service-providers/step-3-winning-the-bid/fcc-form-473-filing/

d. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: https://apps.fcc.gov/coresWeb/publicHome.do

e. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status will be disqualified from participation in the bidding process and will be considered non-responsive. More information about FCC Red and Green Light Status may be found at this website: https://www.usac.org/service-providers/making-payments/late-payments-dcia-red-light/#red

f. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, of the funding year

g. Goods and services provided shall be clearly designated as “E-rate Eligible”. Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be “cost allocated” to show the percentage of eligible costs per SLD guidelines.

h. A summary sheet must also be provided to provide the cumulative amount for all sites.

i. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.

j. Service providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: https://www.usac.org/Erate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/

VENDOR / SERVICE PROVIDER ACKNOWLEDGEMENTS

a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.

b. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of the lowest corresponding price.

c. This offer is in full compliance with USAC's Free Services Advisory http://www.usac.org/sl/applicants/step02/free-services-advisory.aspx. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

STARTING SERVICES / ADVANCE INSTALLATION

The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract "effective date", E-rate eligible goods and/or services requested in this RFP shall be delivered no earlier than the start of the funding year as outlined in the RFP. If Category 1 services (Telecommunication Services and Internet access) begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1.

EARLY FUNDING CONDITIONS

Category 1
There are four conditions that must be met in order for USAC to provide support in a

funding year for Category 1 infrastructure costs incurred prior to that funding year.

- Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.
- The Category 1 service must depend on the installation of the infrastructure.
- The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.
- No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services (DA 02-3365 , released December 6, 2002). This FCC decision only applies to Priority 1 services (telecommunications services and Internet access).

The complete text can be found at the following URL:
https://www.usac.org/e-rate/applicant-process/starting-services/advance-installation/

Additionally, if the service qualifies for California Teleconnect Funds then the service provider will invoice the California PUC.

Category 2
There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

- We also amend our rules for category two non-recurring services to permit applicants to seek support for category two eligible services purchased on or after April 1, three months prior to the start of funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking (FCC 14-99 , released July 23, 2014). This FCC decision only applies to Category 2 services (Internal Connections).

INVOICING

a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission and certification of Form 486, the District shall pay only the discounted amount

beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.

b. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

FCC/SLD AUDITABILITY

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. Respondent hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP for ten (10) years after final payment. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Respondent and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS EXPIRATION

During the term of any Agreement resulting from this RFP, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The District shall not enter into a separate Agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

INTENTIONALLY LEFT BLANK

PROPOSAL EVALUATION

Each proposal will be reviewed prior to evaluation for completeness and adherence to the required format. A response will be considered complete if all requested sections are included, clearly labeled, and fully completed. Vendors may include additional recommendations pertaining to installation, maintenance, support, or design if such recommendations are relevant to the total solution and in the District's best interest.

Proposals will be evaluated using the following criteria (weights are approximate and not listed in order of importance unless noted):

Evaluation Factor	Weight
Total cost of ownership, including installation, recurring charges, scalability, upgradeability, and financial impact	**30%**
Transition, implementation approach, and proposed timelines	**20%**
Flexibility, scalability, manageability, and alignment to District technical strategy	**20%**
Vendor qualifications, including California K-12 references, experience with similar districts, and past performance	**15%**
Quality, clarity, and completeness of the RFP response and required documentation	**15%**

The District may, at its discretion, conduct oral interviews, request clarifications, or require a proof-of-concept (POC). If exercised, an additional scoring component of up to **15 points** may be applied based on interview/POC performance.

The District's evaluation and scoring will conform to E-Rate requirements for cost-effectiveness, with price being the highest-weighted factor.

INTENTIONALLY LEFT BLANK

RFP SCHEDULE

Milestone	Date / Time
RFP Posting:	November 6, 2026
Mandatory Pre-Bid Conference Call	Monday, November 16 · 4:00 – 4:30pm Google Meets Meeting ID: stf-czpa-ysh Passcode: 480 082 554
Deadline for Vendor Questions:	November 19, 2026 at 12:00 PM (final responses posted within one business day)
Proposal Closing (Due Date):	December 18, 2026, at 2:00 PM (Pacific)
Proposal Opening:	Same date as closing (opened and recorded by District)
Evaluation / Selection Window:	Prior to FCC Form 471 filing deadline
Intent to Award:	Contingent upon E-Rate funding commitment and Board approval
Contract / Service Start:	July 1 of the funding year (or later, contingent on funding and District readiness)

INTENTIONALLY LEFT BLANK

SPECIFIC INSTRUCTIONS & INFORMATION TO BIDDERS

1. **PROPOSALS:** Each proposal shall be submitted on forms supplied by the DISTRICT. Each proposal shall conform and be responsive to DISTRICT specifications. Bidder shall furnish complete specifications and rates for all services requested. Additional pricing schedules detailing items listed on the proposal shall be attached to the proposal form.

2. **DEADLINE FOR RECEIPT OF PROPOSAL:** One signed original, two hard copies and one digital copy on USB of the proposal must be submitted in sealed envelope(s) and should be properly identified with the proposal number and **Proposals must arrive in the Roseville City School District – District Office Front Desk, 1050 Main Street, Roseville, CA 95678 before 2:00 p.m. (PST), December 18, 2026.** Telephone, telegraphic facsimile, emailed, and late proposals will not be accepted or considered.

3. **PROPOSAL SUBMISSION REQUIREMENTS:** Proposals shall be submitted to the address listed in #2 above and labeled as follows:

   ATTN: TECHNOLOGY SERVICES
   RFP # 27-918 INTERNAL CONNECTIONS
   Firewall Services / Equipment

   It is the sole responsibility of the bidder so see that the proposal is received in proper time as stated in the Notice to Bidders. Any proposal received after the scheduled closing time for receipt of proposals will be rejected and returned to the bidder.

4. **TYPEWRITTEN/WRITTEN IN INK:** All prices or notations must be typed or written in ink. Proposals written with pencil will not be accepted.

5. **ERASURES:** The proposal submitted must not contain erasures, interlineations, or other corrections unless each such correction is suitably authenticated by affixing in the margin immediately opposite the correction the surname or surnames of the person or person signing the proposal.

6. **QUOTE SEPARATELY:** Quote on each item separately. Prices should be stated based on quantities/units specified on the proposal form.

7. **ALL COSTS INCLUDED:** All costs must be included in the bidder's proposal. The bidder shall deliver, install, and complete an integrated system, which may include use of the District's own existing equipment referenced herein. These specifications are meant to outline the District's functional requirements and are not meant to be an exhaustive list of services required to accomplish these requirements.

8. **TAXES AND INSURANCE:** All insurance that may be required shall be included in all bid response quotations. The District is not exempt from California State sales and use taxes. The District is exempt from paying Federal Excise Taxes. California sales tax shall be included in the bid response quotations as a separate line item.

9. **SIGNATURE:** The proposal must be signed in the name of the bidder and must bear the signature in longhand of the person or persons duly authorized to sign the proposal. In case a proposal is submitted by a corporation, it must be signed in the name of said corporation by a duly authorized officer or agent thereof.

10. **MODIFICATIONS:** Changes in or additions to the proposal form, alternative proposals, or any modifications of the proposal form which is not specifically called for in the contract documents may result in the District's rejection of the proposal as not being responsive to the invitation to proposal. No oral or telephonic (facsimile machine, FAX, inclusive) modifications of any proposal submitted will be considered.

11. **EXAMINATION OF CONTRACT DOCUMENTS:** Bidders shall thoroughly examine and be familiar with the Drawing and Specifications. The failure or omission of any bidder to receive or examine any contract documents, forms, instruments, addenda or other documents or to visit the site and acquaint himself with conditions there existing shall in no way relieve any bidder from obligations with respect to his proposal or the contract. The submission of a proposal shall be taken as "Prime Facie" evidence of compliance with this section.

12. **ERROR IN PROPOSAL:** Any claim by bidder of error in his proposal must be made before proposals are opened, or the claim shall be deemed waived. Any bidder may withdraw his proposal at any time before the time at which proposals are due and the Request For Proposals is closed and, having done so, no bidder will be permitted to resubmit a proposal.

13. **WITHDRAWAL OF PROPOSAL:** Any bidder may withdraw his proposal by written request. All proposals received by the District shall remain subject to acceptance for a period of ninety (90) calendar days after the date of the proposal opening.

14. **AWARD OF CONTRACT LIMITATION:** No proposal will be accepted from or contract awarded to any party or firm in arrears to the District, or who is a defaulter as surety, contractor or otherwise.

15. **EVIDENCE OF RESPONSIBILITY:** Upon the request of the District, a bidder whose proposal is under consideration for the award of the Contract shall submit promptly to the District satisfactory evidence showing the bidder's financial resources, his experience and organization available for the performance of the contract.

16. **ACCEPTANCE OR REJECTION OF PROPOSALS:** The Board of Education and/or the District reserves the right to reject any and all proposals, or any or all items of any proposal, or waive any irregularity of any proposal. No proposal may be withdrawn for a period of ninety (90) days without written approval of the District.

17. **THE CONTRACT:** The bidder to whom the award is made shall be required to enter into a written contract with the District. These bid specifications and the bidder's proposal will be attached to, and become a part of, the final contract documents.

18. **PREVAILING LAW:** In the event of any conflicts or ambiguities between these specifications and state or federal laws, regulations or rules, then the latter shall prevail.

19. **BRANDS:** When a particular brand or brand and model number are named in connection with any item, it is named as a standard of quality and utility only. A Bidder may submit a bid to furnish an item other than that named, but the item offered by the Bidder must state in the Bid Form the brand with its model number, if any, which he will furnish. The District shall be the sole judge of whether an offered item is the equal of the named item. If the Bidder fails to write in the brand and model number of the item to be furnished, it is understood the bidder will furnish the item named by the District as the standard of quality and utility.

20. **SAMPLES**: Where the Bidder quotes on a brand named as a standard of the quality and utility desired, a sample of the item will not be required unless specifically requested. If the bid submitted is on any other brand or make than that so named, a sample thereof must be furnished, if requested, or the bid on the item will not be considered. The sample submitted shall be the exact item the Bidder proposes to furnish. Samples of items, when requested, must be furnished free of expense to the District.

21. **FEDERAL OR STATE REGULATIONS**: The Bidder's proposal and any contract entered into are subject to all applicable statutes of the United States or of the State of California and all applicable regulations and orders of the Federal or State governments now in effect or which shall be in effect during the period of such contract.

22. **ASSIGNMENT PROHIBITED**: No contract awarded under this proposal shall be assigned without the approval of the Board of Education.

23. **PATENT RIGHTS, COPYRIGHTS, AND TRADEMARKS:** The Bidder shall save, keep, bear harmless, and fully indemnify the District and any of its officers or agents from all damages, or claims for damages, costs, or expenses in law or equity that may at any time arise or be set up for any infringement of the patent rights, copyrights, or trademarks of any person in consequence of the use by the District, or by any of its officers or agents of items to be supplied by the Bidder.

24. **DELIVERY:** All items shall be delivered in quantities specified in the contract F.O.B., at the points within the District as specified in the contract. Deliveries in advance of the time specified in the contract shall not be accepted unless the Bidder has obtained prior approval from the District. Unless otherwise specified, if an item is not delivered as specified in the contract or if the Bidder delivers an item which does not conform to the Specifications, the Board of Trustees may, at its option, annul and set aside the contract, either in whole or in part, and may enter into a new contract in accordance with law for furnishing such item. Any additional cost or expense incurred by the District in the making of such contract or any additional cost of supplying an item by reason of the failure of the Bidder, as described in this paragraph, shall be paid by the Bidder or his surety.

25. **INSPECTION OF ITEMS FURNISHED:** All items furnished shall be subject to inspection and rejection by the District for defects or non-compliance with the specifications. The cost of inspection on deliveries or offers for delivery which do not meet specifications may be deducted from the contract price.

26. **INABILITY TO PERFORM:** In the event that Bidder is prevented from making delivery or otherwise performing on time as specified in the contract by fire, flood, earthquake, labor or transportation problems, war, acts of government, or any other similar cause commonly known as an act of God, which is not the fault of the Bidder, the Bidder shall not be required to deliver or perform, subject to the following requirements:
    a. The Bidder shall send written notice to the District of the Bidder's inability to perform in accordance with the contract. The notice shall contain all facts which show the condition which prevents performance. The Bidder shall send such notice as soon as possible but in no event later than the fifth (5th) day following the date of issuance of a purchase order by the District or no later than the date specified in the contract for delivery or other performance, whichever is applicable.
    b. The District may cancel the contract or purchase order, entirely or in part.
    c. The Bidder shall not make any delivery or otherwise attempt to perform under the contract except on the basis of issuance by the District of a new purchase order or other written instructions.

27. **WARRANTY-PRODUCT:** Seller warrants that all articles furnished shall be free from all defects in material and workmanship, that all articles shall be fit and sufficient for the purposes intended, and shall save, keep, bear harmless and fully indemnify the District and any of its officers, employees or agents from all damages, or claims for damages, costs or expenses in law or equity that may at any time arise from Buyers normal use.

28. **EQUAL OPPORTUNITY EMPLOYMENT:** Bidder, in submitting his proposal certifies that he is an Equal Opportunity Employer, and certifies that he is in compliance with the Civil Rights Act of 1964, the State Fair Employment Practice Act, and all other applicable Federal and State laws and regulations relating to equal opportunity employment, including Executive Order No. 11246 of September 24, 1965.

29. **GOVERNING LAW AND VENUE:** In the event of litigation, the bid documents and related matters shall be governed by and construed in accordance with the laws of the State of California. Venue shall be with the appropriate state or federal court located in Placer County.

30. **CONTACT WITH BOARD OF EDUCATION:** No business entity, including any agent of such entity, shall directly or indirectly contact any board member immediately before or during the bidding process of any project on which the business entity intends to or has submitted a bid. Any vendor violating this policy shall be deemed disqualified from bidding. Should such contact come to light after the bid is awarded and the entity was deemed the successful bidder, the Board reserves the right to cancel any contract awarded.

31. **ARBITRATION:** All claims of $375,000 or less which arise between the bidder and the District shall be subject to the settlement and arbitration provisions set forth in the public Contract Code Sections 20104 through 20104.8, which provisions are incorporated hereby by this reference.

32. BID PROTEST. Any bid protest by any Bidder must be submitted in writing to the District before 4:30 p.m. of the **third (3rd)** business day following bid opening.

a. The protest must contain a complete statement of any and all bases for the protest.

b. The protest must refer to the specific portions of all documents that form the bases for the protest.

c. The party filing the protest must have actually submitted a bid. A bidder may not rely on the bid protest submitted by another bidder, but must timely pursue his or her own protest.

d. The protest must include the name, address and telephone number of the person representing the protesting party.

e. The party filing the protest must concurrently transmit a copy of the protest and any attached documentation to all other parties with a direct financial interest that may be adversely affected by the outcome of the protest. Such parties shall include all other bidders or proposers who appear to have a reasonable prospect of receiving an award depending upon the outcome of the protest.

f. The bidder whose bid has been protested may submit a written response to the bid protest. Such response shall be submitted to the District no later than 5:00 p.m., no later than three (3) working days after the deadline for submission of the bid protest, as set forth above, and shall include all supporting documentation. Such response shall also be transmitted concurrently to the protesting bidder and to all other bidders who appear to have a reasonable prospect of receiving and award depending upon the outcome of the protest.

g. The procedure and time limits set forth in this paragraph are mandatory and are each bidder's sole and exclusive remedy in the event of bid protest. Failure to comply with these procedures shall constitute a waiver of any right to further pursue the bid protest, including filing a Government Code Claim or legal proceedings.

h. A “business day”, for purposes of this section, means a weekday during which the District’s office is open and conducting business.

33. E-RATE PARTICIPATION: The District is participating in the Federal Universal Service Discount program for schools and libraries (E-Rate), offered by the Federal Communications Commissions (FCC), via the Schools and Libraries Division (SLD). The proposal and the contract negotiated implementing this proposal, are conditional and subject to full E-Rate funding by the SLD. The District reserves the right to cancel or in any manner reduce the scope of this procurement in the event the SLD does not completely fund the request for funding submitted referencing this proposal.

34. SPIN: Each vendor providing services to the District as part of the E-Rate program must have a Service Provider Identification Number (SPIN). Vendor is responsible to apply to and receive from the Schools and Libraries Division a valid SPIN. Schools and Libraries Division can be reached online at: http://www.usac.org/sl

35. **RIGHT TO TERMINATE**: District reserves the right to terminate this Request for Proposal and all documents associated with the Request for Proposal, including but not limited to a Letter of Intent/Letter of Agreement, in its sole discretion at any time, with or without cause, upon written notice to the other party. In the event of termination, notice shall be deemed served on the date of mailing and shall be effective immediately. The District shall not be responsible for any costs to Bidder/Contractor prior to termination.

36. **CONTRACTOR REGISTRATION SB854:** All contractors and subcontractors intending to bid or perform work on public works projects will be required to meet minimum qualifications and register (and annually renew) online for the program. The cost to register for the program is $300 and is nonrefundable. The DIR will post a list of registered contractors and subcontractors on its website. Duty to notify DIR when awarding a contract for a public works project, using the online PWC-100 form. This requirement, found in Labor Code Section 1773.3, now applies to all public works projects. Previously it applied to projects subject either to apprenticeship or DIR compliance monitoring requirements.