Fountain • Fort Carson
SCHOOL DISTRICT EIGHT

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November 9, 2026

Request For Proposals 27-FFC8-WiFi

DATE DUE: January 8, 2027 11:59 PM MST

WiFi Access Points for El Paso County School District 8

General Information

Fountain-Fort Carson School District 8 is a public K-12 district in Fountain, CO, serving approximately 7200 students and employing over 1200 staff members across multiple schools and administrative sites. Vendors with a demonstrated track record in K-12 education, including statewide contracts and multi-district deployments, are preferred. Experience working with districts of similar size and complexity should be highlighted.

Purpose of Request

The purpose of this solicitation is to provide qualified vendors with sufficient information regarding the District's needs in order to adequately prepare and submit a proposal to provide WiFi access points in twelve locations.

El Paso County School District No. 8 is requesting quotes for the purchase and installation of access points for **the following locations:**

1. District Administrative Office, 10665 Jimmy Camp Rd., Fountain, CO 80817
2. Conrad ELC - 10605 Jimmy Camp Rd., Fountain, CO 80817
3. AIM Education Center - 10705 Trojan Point, Fountain, CO 80817
4. Jordahl Elementary - 800 Progress Dr., Fountain, CO 80817
5. Support Services - 11355 Old Pueblo Rd., Fountain, CO 80817
6. Aragon Elementary - 211 S. Main St., Fountain, CO 80817
7. Technology Services Center 425 Alabama Ave., Fountain, CO 80817
8. Fountain Middle School - 515 N. Santa Fe Ave., Fountain, CO 80817
9. Carson Middle School - 6200 Prussman Blvd., Colorado Springs, CO 80902 (on Fort Carson)
10. Patriot Elementary - 7010 Harr Ave., Colorado Springs, CO 80902 (on Fort Carson)
11. Weikel Elementary – 6565 Lindstrom Ave., Colorado Springs, CO 80902 (on Fort Carson)
12. Mountainside Elementary - 5506 Harr Ave., Colorado Springs, CO 80902 (on Fort Carson)

Additional information can be found here: 2027-2028 WiFi RFP Support Documents (Building Maps)

We will conduct a visit to all sites on December 4, 2026. All vendors are required to have a representative attend this visit in order to be considered. The site visits will start at 7am and conclude when visits to all facilities are complete. There will be a 45 minute lunch break. Confirm your attendance via email by December 2, 2026 at 4pm to rfp@ffc8.org.

Vendors are responsible for securing access to Fort Carson ahead of time. Information can be found here: https://home.army.mil/carson/contact/visitor-information

Timeline

November 9, 2026	Distribute Request for Proposal
December 2, 2026, 4pm MST	RSVP due for site visit
December 4, 2026	Site visit (all list locations), start at 7am
December 16, 2026	Deadline for Emailed Questions to rfp@ffc8.org
January 8, 2027 11:59pm MST	**Proposal Due Date**
January 9 - February 8, 2027	Proposals evaluated by committee
February 9, 2027	Notice of Intent to Award
May 13, 2027	Official Notice of Award (subject to School Board approval)

Terms and Conditions

1. To be considered, submit one digital copy via email to: **rfp@ffc8.org**.
2. By submitting a proposal, the respondent certifies that he/she has fully read and understood the RFP and has full knowledge of the scope, nature, quantity, and quality of the services to be performed; the detailed requirements of the services to be provided; and the terms and conditions under which the services are to be performed.
3. All offers meeting the intent of this request for proposal will be considered for award. Vendors taking exception to the specifications, or offering substitutions, shall clearly state these exceptions in the proposal. Each exception must be individually addressed and the reason for said exception must be clearly defined. The absence of such a list shall indicate that the vendor has not taken exceptions and shall hold the vendor responsible to perform in strict accordance with the specifications of the invitation. The District reserves the right to accept any and all or none of the exception(s)/substitution(s) deemed to be in the best interest of the District.
4. Proposals, once received via email, become the property of the District. The District reserves the right to retain all proposals submitted and to use any ideas in a proposal regardless of whether that proposal is selected.
5. All proposals to this RFP shall be considered confidential and will not be disclosed to unsuccessful bidders.
6. Costs incurred by a respondent in responding to the RFP will be borne by the respondent.
7. Discussion with other school district personnel or officials, board members, members of the RFP evaluation and selection committee, and/or any consultant or advisor of the district in relation to this RFP is strictly prohibited (until the contract is fully executed).
8. The award will be made to the respondent whose proposal is in compliance with the minimum qualifications and the terms and conditions set forth in the RFP and the best proposal taking into consideration all aspects of the respondent's proposal and the District's needs. The District reserves the right to select any proposal that the District believes is in the best interest of the El Paso County School District 8, which may not provide the lowest price(s) submitted.
9. Any financial commitment of the District arising out of the contract is subject to annual appropriation of the Board of Education in addition to E-Rate funding approval. The contract is not intended to create a multiple fiscal year debt or other obligation and the District's obligations hereunder shall be interpreted and limited in such a manner as to avoid creation of a multiple fiscal year debt or other obligation under the terms of Article X, Section 20, and Paragraph 4(b) of the Colorado Constitution.
10. The District may terminate the contract by giving thirty (30) calendar days' written notice. The respondent will not be reimbursed for any anticipated profit after the date of termination.
11. The District may, by written notice to the selected vendor, terminate the contract if the vendor has been found to have failed to perform its service in a manner satisfactory to the District as per specifications, including delivery as specified. The date of termination shall be stated in the notice. The District shall be the sole judge of non-performance.
12. If applicable, El Paso County School District 8 reserves the right to renew the agreement up to three consecutive years with the successful vendor.
13. In the event of any claim by any unsuccessful vendor concerning or relating to the issue of "equal to or better" or "or equal to" the unsuccessful vendor agrees, at their own cost and expense, to defend such claim or claims and agrees to hold the District free and harmless from any loss or damage arising out of this transaction.

14. El Paso County School District 8 reserves the right to negotiate with the submitter of each and every proposal; in order to best meet its needs as defined in the proposal as well as to reject any and all proposals and to waive any "informalities" in the proposal received whenever such action, rejection, or waiver is in its best interests, in all instances where price, service, and quality are determined equal.
15. Should a vendor find discrepancies or errors in the documents, the vendor shall notify the Director of Technology, Landon Finch, at rfp@ffc8.org no later than **December 16, 2026**.
16. Submission of a proposal indicates acceptance by the respondent/vendor of the conditions contained in this request for proposals, unless clearly and specifically noted in the proposal submitted and confirmed in the contract between the District and the vendor selected.

Award

El Paso County School District 8 reserves the right to select the vendor it deems to be most qualified to fulfill the needs of the District. Proposals submitted will be evaluated by an Evaluation Committee selected by the Director of Technology. During the evaluation process, the Evaluation Committee and the District reserve the right, where it may serve the District's best interest, to request additional information or clarifications from proposers, or to allow corrections of errors or omissions. At the discretion of the District or the Evaluation Committee, respondents submitting proposals may be requested to make oral presentations as part of the evaluation process. In all instances, the decision rendered by the Board of Education (if necessary) shall be final and not subject to contest by others.

The successful vendor(s) shall be furnished a Purchase Order with the District's billing instructions. If multiple purchase orders are requested, the total of all purchase orders shall equal the proposal total.

Bidding and Vendor Requirements

1. All bids must be submitted with the understanding that implementation will be dependent on funding. The services and/or products may be revised or terminated if the funds are not approved. It is possible that the District will only have enough funds to complete part of this project or none of it.
2. All bidders must have an E-Rate SPIN (Service Provider Identification Number) at the time of bidding and demonstrate a successful history of participation in the E-Rate program.
3. A site plan will be required in your proposal for each building, including predictive modeling and heat maps. Maps and data closet information will be provided. (Maps and data closet information may not be 100% accurate.)
4. This Request for Proposal includes hardware/software equipment, installation material, and the physical installation of all hardware/software equipment.
5. Proposal shall include all software, hardware, and components to ensure a successful implementation. (Cable management, cabling, patch cables, RJ45 connectors, network jacks, and patch panels, etc.)
6. Specification deviations and/or alternatives should be clearly indicated in the proposal, and indicated by specification, listing what the deviation is, why the deviation is suggested, and what benefit there is to the school district.
7. The vendor will specify the type and brand name of all patch panels, patch cables, and CAT6 cabling in the proposal.
8. El Paso County School District 8 reserves the right to request a change of the type and brand name of all patch panels, patch cables, and CAT 6 cabling to be used in the install.
9. Vendor is responsible for all cleanup of work areas.

10. Vendor is responsible for ensuring installation is aesthetically pleasing.
11. Vendor will provide a written 1-year warranty of work performed.
12. Vendor will return to sites within 90 days after staff and students return to conduct a survey and make any adjustments necessary.

Density Planning/Installation/Cabling/Equipment Minimum Requirements

Density Planning - Maximum Devices Listed

1. Conrad Early Childhood Center, AIM
    a. Cafeterias: 70 devices
    b. Classrooms: 60 devices
2. Elementary Schools
    a. Gyms, libraries, cafeterias: 90 devices
    b. Classrooms: 60 devices
3. Middle Schools
    a. Gyms, libraries, cafeterias: 200 devices
    b. Classrooms: 60 devices
4. District Administrative Office
    a. Board Room: 120 devices
5. All other locations
    a. Use case will be discussed during the walkthrough on December 4, 2026.

Installation

1. Installation could begin as early as **July 1, 2027**, dependent on funding, and must be completed by **June 30, 2028**.
2. **Evening/after hours work will be required** to complete all work by June 30, 2028 as access to schools is limited during most days (7am-330pm).
3. Installation will include installing/configuring the controllers, access points, mounting hardware, and all other equipment associated for a successful implementation. (Cable management, cabling, patch panels, power supplies, patch cables, RJ45 connectors, Velcro strips, etc…).
4. The proposed solution shall be compatible with our current environment and our network equipment.
5. Installation shall include configuration and programming to ensure that users are granted access to the network solely upon successful authentication.
6. The solution must provide secure access to Internet resources for both non-district devices and guest users, ensuring that individuals who are not affiliated with the district may obtain Internet connectivity, in accordance with district policies and security requirements.
7. Installation will include POE injectors in areas where the network switch does not provide appropriate POE. Our current network switches support class 4 PoE.
8. Installation will include the mounting of all POE injectors (if necessary) on a wall mounted fire rated plywood board to include cable management.

Cabling

1. Installation will include new cabling to support the access points if a cable does not exist.
2. All new cabling will be CAT 6 and installed In accordance with CAT 6 specifications.
3. All new cabling will be tested and verified to comply with CAT 6 specifications and a printed copy of the results given to El Paso County School District 8 personnel upon completion.
4. All new cabling will include a 10-foot service loop on the access point side.

5. All patch cables will be factory made and yellow in color. **No handmade patch cables are allowed**.
6. All cabling will be secured by Velcro strips only. **No zip ties are allowed**.
7. All new cabling must be labeled.

Equipment

1. All equipment must be new, unused. No grey market equipment will be allowed or considered.
2. Any management controller deployed to support the Wi-Fi environment shall be located off-premises as a cloud-based solution, and must provide features that ensure high availability for network operations.
3. The district has implemented Aruba Central for cloud-based management. All proposed solutions must be compatible with Aruba Central. Preference will be given to equipment that does not put undue burden upon our staff to learn and maintain a new system.
4. The WiFi controller and access points must be capable of supporting a high-density environment with users having multiple devices.
5. The proposed solution must support WPA2/WPA3-Enterprise with 802.1X/RADIUS authentication.
6. The proposed solution must comply with the current IEEE 802.11be (Wi-Fi 7) standard and ensure backward compatibility with all preceding Wi-Fi standards.
7. Access points must support multi-user, multi-input multi-output (MU-MIMO) and OFDMA to optimize performance in high-density environments.
8. Signal strength must be at -65db or greater with a SNR greater than 25db in all areas where WiFi will be utilized.
9. Access points shall be powered through switch-provided Power over Ethernet (PoE+) in compliance with the IEEE 802.3at standard unless additional power is required in unique cases.
10. Access points should be able to operate in a “Stand Alone Mode” in the event of a management platform failure.
11. Access points must be backwards compatible with previous 802.11 standards and must support 2.4ghz clients.
12. All access points will be labeled with a labeling convention designated and provided by El Paso County School District 8 IT personnel.
13. List any additional add-ons or features along with associated costs.
14. Provide training of the system after the system is installed and completed.
15. Vendor will provide a spreadsheet that includes the serial number or MAC addresses and location of all access points.
16. Before the winning proposal/contract will be executed by both parties, the provisional winning Vendor will be required to review and potentially visit each site in person to ensure all AP placements are feasible and optimally designed for the physical space and density of anticipated users for each location/room/space.
17. Upon completion of the installation, a site survey will be conducted at each facility to verify that wireless coverage, signal strength, and density requirements align with the predictive design. The survey results will be provided to El Paso County School District 8 IT personnel.

Warranty/Support Information

1. Warranty shall cover hardware and software.
2. Technical support and software updates are to be included.

3. Specify any annual or recurring costs.
4. Controller training if needed.

Current WiFi Environment & Upgrade Plan

In 2026-27 the District started the process of converting to an Aruba Central management platform and Aruba AP WiFi solution. Rukus APs with site-based controllers and HP Aruba switches with POE+ are currently in place at all locations listed above.

At this time the plan is to upgrade the WiFi APs at all district facilities over the next 2 years, pending school board appropriation of funds.

Evaluation Criteria

At a minimum, proposals will be evaluated on the following criteria:

1. Cost
2. Experience with Colorado school districts.
3. Warranty
4. Software/firmware updates.
5. System features and capabilities
6. Compatibility with past/current/future WiFi standards.
7. Compatibility with our current network equipment and network configuration.

Proposal Submission

An electronic copy of your proposal may be sent via email to Landon Finch rfp@ffc8.org .
Questions must be emailed to Landon Finch, on or before December 16, 2026. Answers to every question received by email will be posted on this RFP document (see last page). **Proposals are due by 11:59pm MST, January 8, 2027.**

Taxes

Vendor shall not include federal, state, or applicable local excise or sales taxes in proposal prices, as the District is exempt from payment of such taxes. For state sales and use taxes, it shall be the responsibility of the vendor to complete and file an "Application for Exemption Certificate" with the Colorado Department of Revenue.

Warranty

Successful vendor shall warrant that all items/services conform to the proposed specifications and/or warranties as stated in the Uniform Commercial Code and be free from all defects in material, workmanship, and title. Vendor will be responsible for warranty work in the event that manufacturer defaults on obligation.

Non-Collusion

The vendor certifies that this proposal is made without any previous understanding, agreement, or connection with any person, firm, or corporation making a proposal for the same project, and is in all respects fair, without outside control, collusion, fraud, or otherwise illegal action.

Indemnification

The vendor shall save, indemnify, and hold harmless the District against or from all costs, expenses, damages, injury, or loss to which said District may be subjected by reason of any wrongdoing, misconduct, want of care, skill, negligence, or default in the execution or performance of contract and shall save and keep harmless the District against and from all claims and losses to it from any causes whatsoever, including actual or alleged patent infringements in the matter of making, furnishing, and delivering materials/services as called for in proposal document.

The undersigned acknowledges that the governing board of El Paso County School District 8 reserves the right to reject any and all proposals and/or waive any irregularities or information in the proposal process.

The undersigned hereby affirms that (1) he/she is a duly authorized agent of the vendor, (2) he/she has read all terms and conditions and technical specifications which were made available in conjunction with this solicitation and fully understands and accepts them unless specific variations have been expressly listed in his/her offer, (3) that the proposal is being submitted on behalf of the vendor in accordance with any terms and conditions set forth in this document, and (4) that the vendor will accept any awards made to it as a result of the proposal submitted herein for a minimum of ninety calendar days following the date of submission.

PRINT OR TYPE YOUR INFORMATION

Name of Company: _____

Contact Person: _____

Title: _____

Address: _____

City/State: _____ Zip: _____ Phone: _____

Email Address: _____

Authorized Representative's Signature (if different from above): _____

Printed Name: _____

Title: _____ Date: _____

RFP Questions and Answers