Request for Proposals (RFP) – E-Rate FY2027 Category 2 Wireless Access Point Refresh

Billed Entity: Fort Frye Local School District (BEN: 130071)
Form 470 Number: [To be assigned by Treasurer upon filing]
E-Rate Discount Rate: 80% Category 2
Technical Contact: Dallas Schwendeman - Technology Director

1. Project Overview & Intent

Fort Frye Local School District is soliciting competitive proposals for the purchase, physical mounting, installation, and basic configuration of enterprise-grade wireless access points across district facilities.
Bidders may propose Cisco Meraki solutions or functional equivalents meeting or exceeding all listed technical performance specifications.

Scope Reserve & Phased Award Clause

The District reserves the right to accept or reject any or all bids, to waive any informalities or technicalities, to award the contract in whole or in part, or to phase implementation based on available E-Rate Category 2 budget allocations and local funding availability.
Bidders must provide itemized unit pricing allowing the District to award individual building scopes independently.

2. Procurement Schedule & Walkthrough Rules

RFP Procurement Schedule

Procurement Event	Date / Deadline
FCC Form 470 / RFP Release Date	November 10th
Mandatory Walkthrough Booking Deadline	November 17th at 4:00 PM EST
Mandatory Site Walkthrough Window	November 18th – November 19th (By Appointment)
Written Q&A Submission Deadline	December 1st at 4:00 PM EST
District Consolidated Q&A Addendum Issued	December 4th
Bid Submission Deadline	December 11th at 4:00 PM EST
Bid Evaluation & Contract Review Period	December 14th

Mandatory Site Walkthrough Rules

- **Appointment Requirement:** Mandatory site tours will be conducted by appointment only between November 18th & November 19th. Bidders must request an appointment via email to the technical contact by November 17th at 4:00 PM EST.
- **No Verbal Q&A During Tours:** District escorts will provide physical building access only and are strictly prohibited from answering technical, scope, or procurement questions during tours.
- **Written Inquiries:** All inquiries resulting from site visits must be submitted in writing via email by December 1st at 4:00 PM EST. Consolidated answers will be published as an official RFP Addendum in the USAC EPC portal on December 4th.

3. Technical Specifications & Functional Requirements

All proposed wireless access points and management systems must meet or exceed the following functional specifications:

- **Hardware Performance Tier:** Enterprise-grade Wi-Fi 7 multi-gigabit access points (or equivalent) capable of high-density client handling and seamless roaming across dual-band/tri-band radios.
- **Centralized Cloud Management:** Solutions must feature a centralized, cloud-hosted management dashboard providing zero-touch provisioning, live RF optimization, network telemetry, automated security patching, and remote diagnostics.
- **Physical & Logical Interoperability:** Proposed hardware must interoperate seamlessly with the District's existing Cisco Power-over-Ethernet (PoE++) core infrastructure and existing mounting environments.
- **Installation & Deployment Scope:** Winning vendor will unbox, ceiling/wall mount using manufacturer-approved hardware, connect to existing drops, label APs, and onboard into the management platform.
- **3-Year Multi-Year TCO Pricing Requirement:** All proposals must include all required hardware, mandatory software, and cloud management platform licensing for a full three (3) year term. Proposals missing required management licensing or software support subscriptions over the 3-year term will be deemed non-responsive.

Note on Existing Licensing: Proposals utilizing solutions for which the District already holds active, transferable, and manufacturer-supported management licensing (e.g., existing Cisco Meraki Enterprise licenses active through April 2030) may reflect $0 in additional management license costs for the 3-year TCO calculation.

4. Bill of Materials & Building Options

Option A: Combined High School & Middle School (Primary Scope)

- 31x Enterprise Indoor Wi-Fi 7 Access Points (Cisco CW9166 / Meraki MR46 equivalent or higher)
- 2x Outdoor Weatherproof Wi-Fi 7 Access Points (Cisco CW9163E / Meraki MR86 or equivalent)
- 33x Turnkey Physical Installation, Ceiling/Wall Mounting, and Cloud Onboarding

Option B: Beverly-Center Elementary School

- 20x Enterprise Indoor Wi-Fi 7 Access Points (Cisco CW9166 / Meraki MR46 or equivalent or higher)
- 20x Turnkey Physical Installation, Ceiling/Wall Mounting, and Cloud Onboarding

Option C: Lowell Elementary School

- 13x Enterprise Indoor Wi-Fi 7 Access Points (Cisco CW9166 / Meraki MR46 or equivalent or higher)
- 1x Outdoor Weatherproof Wi-Fi 7 Access Points (Cisco CW9163E / Meraki MR86 or equivalent)
- 14x Turnkey Physical Installation, Ceiling/Wall Mounting, and Cloud Onboarding

Option D: Salem-Liberty Elementary School

- 11x Enterprise Indoor Wi-Fi 7 Access Points (Cisco CW9166 / Meraki MR46 or equivalent or higher)
- 11x Turnkey Physical Installation, Ceiling/Wall Mounting, and Cloud Onboarding

Option E: Bus Garage

- 2x Enterprise Indoor Wi-Fi 7 Access Points (Cisco CW9166 / Meraki MR46 or equivalent or higher)
- 2x Turnkey Physical Installation, Ceiling/Wall Mounting, and Cloud Onboarding

5. Bid Evaluation Matrix (100 Points Total)

Evaluation Category	Points
1. Cost of E-Rate Eligible Goods & Services (Multi-Year TCO) - Evaluates 3-Year Total Cost of Ownership, including hardware, mandatory software, and cloud management subscriptions. - Lowest responsive 3-year TCO receives 65 points; others scored proportionally.	65
2. K-12 Experience & Regional Presence (Ohio Focus) - Verifiable references from Ohio public school districts (10 pts) - Assigned certified technical personnel in region (5 pts) - Demonstrated E-Rate Category 2	20

Evaluation Category	Points
deployment history in Ohio (5 pts)	
3. Technical Compatibility & Architectural Integration - Evaluates physical and logical interoperability with existing core switching infrastructure and environment.	10
4. Project Plan & Supply Chain Management - Manufacturer partner authorization tier & allocation priority - Staging/warehousing, deployment plan, and supply chain strategies	5
TOTAL SCORE	**100**