HAWTHORNE SCHOOL DISTRICT

Internet Access and Data Transmission Services

Request for Proposals No. HSD_IA27
E Rate Funding Year 2027

RFP identifier HSD_IA27

Hawthorne School District invites proposals for a complete 10 Gbps Internet access and associated data transmission service beginning July 1, 2027. The procurement seeks reliable service, a coordinated implementation, and flexibility to increase bandwidth if future needs require.

Procurement milestone	Date or information
RFP posting date	November 19, 2026
FCC Form 470 number	270004232
Questions due	December 3, 2026 – 4:00 P.M. PST
Responses and addenda posted	December 8, 2026
Proposals due	December 21, 2026 – 4:00 P.M. PST
Service commencement	July 1, 2027

Contract period

Initial term: July 1, 2027 through June 30, 2030. Two optional one-year extensions may be exercised by the District, ending June 30, 2031 and June 30, 2032, respectively.

Procurement contact and submission

David Goldsmith, E-Rate Consultant
SignalPath Technology Advisors, LLC
david.goldsmith@signalpathtech.com

Submit questions and proposals electronically to the contact above. Proposal email subject: RFP No. HSD_IA27 - Hawthorne School District Internet Access.

1 Purpose and procurement scope

This Request for Proposals is issued with an FCC Form 470 and is subject to applicable Federal Communications Commission (FCC), Universal Service Administrative Company (USAC), and state and local procurement requirements. The District seeks one complete, operational 10 Gbps Internet access solution, including transport to the specified District demarcation. Replacement of the District's existing intersite WAN is outside this solicitation.

The District welcomes proposals that continue the existing service arrangement or provide an alternative architecture meeting the functional requirements below. No particular provider, upstream network, manufacturer, or proprietary design is required. There is no predetermined award or preference for the incumbent based solely on its status.

2 Current environment and service location

The District currently receives 10 Gbps Internet access through the Los Angeles County Office of Education (LACOE), with upstream connectivity to the California Research and Education Network (CalREN) and K-12 High Speed Network (K12HSN). The existing arrangement includes transport to the LACOE network, provider-managed network interface equipment, monitoring, routing support, and public IP addressing.

Certain interface equipment is owned and managed by LACOE, and current public IP addressing is associated with the incumbent provider. Bidders shall not assume that this equipment or addressing is transferable. A replacement service may require new equipment, IP renumbering, and routing or configuration changes. This information describes the current environment and does not restrict competition.

Service delivery information	District information
Service address	14120 S Hawthorne Blvd, Hawthorne, CA 90250
Demarcation and equipment room	Network Operations Center
Existing handoff and interface	Fiber LC SFP+
Required public IP allocation	Class C 156.3.153.0/24
Technical coordination contact	Reggie Cancel - Director of Technology

3 Required 10 Gbps service

The base proposal shall provide symmetric Internet access with 10 Gbps committed service capacity in each direction and no usage-based data cap. Identify the capacity of each transport segment and disclose any shared-capacity or oversubscription arrangements. A higher-capacity physical interface may be used, but the priced base service must be 10 Gbps.

Include all necessary circuits, Ethernet or functionally equivalent handoff, provider-managed equipment, licenses, public IP addressing, routing assistance, monitoring, support, installation, configuration, activation, and testing. Identify District-provided facilities, equipment, power, and other dependencies. Identify equipment and support necessary to deliver Category One service; identify components with no separate charge as included without duplicating costs. Separately identify optional items and cost-allocate District LAN management, optional security services, and other components that do not qualify for Category One support. Do not assume every supporting component is E-Rate eligible.

4 Network architecture and addressing

Provide a network diagram and describe the end-to-end service path, transport facilities, demarcation, handoff, equipment ownership, and management responsibilities. Identify upstream providers, Internet backbone capacity, peering, redundancy, potential single points of failure, and any subcontracted services.

Describe IPv4 and IPv6 support, public IP allocations and related charges, routing options, and any included DNS services. Explain how the solution supports access to instructional and administrative resources. The District has a preference for connectivity through the California Research and Education Network (CalREN/K12HSN) due to the educational resources, statewide network connectivity, and operational benefits available through that infrastructure. Proposals utilizing CalREN/K12HSN will be considered favorably in the evaluation of network architecture and technical capabilities. Alternative solutions are encouraged and will be evaluated on their ability to provide comparable functionality, performance, reliability, and educational connectivity.

5 Reliability and service levels

Provide the proposed Service Level Agreement (SLA), including measurement methods, reporting intervals, exclusions, and remedies. Describe the commitments for the following:

- Network availability and any planned-maintenance exclusions.
- Latency, packet loss, and jitter, including the network points between which they are measured.
- Outage detection, customer notification, initial response, and restoration targets.
- Maintenance notice, redundancy, failover, and restoration procedures.
- Service credits, claim procedures, and remedies for repeated failures.

Clearly distinguish contractual guarantees from performance objectives. Identify any portion of the service outside the bidder's control and explain how outages involving transport or upstream providers will be coordinated.

6 Monitoring and technical support

Describe network monitoring, availability of a network operations center, normal support hours, and 24-hour emergency support. Include trouble-ticket procedures, escalation contacts and response commitments, network engineering assistance, routing and addressing support, and performance reports available to the District.

Identify support included in recurring charges and all separately priced services. The selected provider shall serve as the District's primary point of contact for its complete proposed solution, including coordination with subcontractors and underlying carriers.

7 Relevant experience

Describe comparable Internet access and data transmission deployments for K-12 districts, county offices of education, public agencies, or organizations with similar requirements. Provide up to three references with organization, contact information, service scope, bandwidth, and implementation date. Comparable experience will be considered regardless of whether the bidder has previously served the District.

8 Implementation and transition

Service must be operational by July 1, 2027. Provide a schedule showing ordering, facility readiness, permits if needed, circuit and equipment installation, configuration, testing, acceptance, and activation. State lead times, dependencies, District responsibilities, and any risks to the required start date.

Transition planning

Each bidder shall identify transition activities applicable to its proposal. A replacement service shall address new circuits and equipment, IP renumbering, routing, DNS, firewall and NAT dependencies, VPN connections, incumbent coordination, and return or removal of provider-owned equipment. Identify all transition charges in the pricing schedule.

Provide a cutover and rollback plan, anticipated interruption, and parallel operation where feasible. Obtain District approval of any service-affecting work. Continuation of existing service must also address any configuration, contract, or equipment changes required at commencement.

Testing and acceptance

Describe tests demonstrating delivery of the contracted bandwidth, stable routing, public Internet reachability, monitoring, and support readiness. Provide results for District review and written acceptance. Identify the proposed billing commencement trigger; recurring service charges shall not commence before July 1, 2027 or before accepted operational service is delivered, whichever is later.

9 Contract term and voluntary extensions

Period	Dates
Initial term	July 1, 2027 through June 30, 2030
First voluntary extension	July 1, 2030 through June 30, 2031
Second voluntary extension	July 1, 2031 through June 30, 2032

The initial term is three years. Each extension is at the District's sole discretion, requires affirmative written exercise, and is not automatic. No extension is guaranteed. The awarded agreement shall expressly state the number and duration of these options and the applicable prices. The District will exercise an extension before the applicable FCC Form 471 filing and within the agreement's notice requirements.

Provide firm pricing for each year of the initial term and each extension year. Disclose all scheduled price changes, notice requirements, early termination provisions, and other proposed conditions. No bandwidth upgrade shall restart, extend, or renew the contract term unless separately approved in writing by the District and permitted by applicable requirements.

10 Pricing and future bandwidth upgrades

Complete service pricing

Complete Attachment A for the required 10 Gbps service. Quote pre-discount prices, before any E-Rate reimbursement. Itemize separately charged components and identify bundled components as included without assigning artificial standalone prices. Show monthly recurring charges, annual totals, non-recurring charges, installation, activation, equipment, licenses, taxes, surcharges, and other required fees. Include all transport and third-party costs needed for the proposed solution.

Separate E-Rate-eligible and ineligible amounts and explain any cost allocation. Identify the eligibility basis for each component under the applicable funding year rules. Show discounts and credits explicitly. State all assumptions, exclusions, and any variable charges with their calculation method. Do not leave required charges undisclosed.

Bandwidth upgrades during the contract term

The District may request additional bandwidth if operational or instructional needs increase. No higher-bandwidth service or separate higher-bandwidth pricing option is required for the initial award. Describe available upgrade increments, maximum supported capacity, whether the existing transport and handoff can be retained, equipment changes, and implementation lead times.

Provide a clear pricing methodology for future upgrades, including the rate basis, applicable discounts or caps, recurring price adjustments, and any one-time charges. Identify whether pricing uses published rates, a contractual formula, or another disclosed method. Incorporate the agreed mechanism into the awarded contract; an upgrade is not an automatic purchase commitment.

An upgrade requires District authorization and a written amendment stating the capacity, effective date, charges, and remaining term. It is subject to applicable procurement rules, the scope of the original competition and contract, funding availability, and any necessary E-Rate filings or approvals. This clause does not guarantee that a future upgrade can proceed without a new competitive procurement or that additional E-Rate support will be available.

11 E Rate requirements and funding

The selected provider shall maintain the required Service Provider Identification Number (SPIN/498 ID), registrations, and annual Service Provider Annual Certification (SPAC). It shall assist with applications, review inquiries, eligibility and cost allocation documentation, and applicable invoicing procedures, including the District’s permitted choice of invoicing method.

The provider shall comply with applicable E-Rate rules, including Lowest Corresponding Price, gift restrictions, and document retention requirements, and cooperate with program reviews and audits. Service eligibility is determined under the applicable funding year requirements; listing an item in a proposal does not establish its eligibility.

Award and continuation are subject to required District approvals and available District and E-Rate funding. If anticipated E-Rate funding is denied or reduced, the District may cancel unactivated service or reduce or terminate affected service upon : 30 days’ written notice without early termination charges. The District remains responsible for authorized services delivered before termination, its non-discount share, and authorized ineligible costs. Do not commence chargeable work without written District authorization.

12 Proposal contents and submission

Submit a searchable electronic proposal to the contact on page 1 by the stated deadline. Include a signed cover letter from an authorized representative. Proposals, including all required pricing, shall remain valid for 60 calendar days after the proposal deadline. Identify any exception. Organize the response in the following order:

- Bidder legal name, address, proposal contact, SPIN/498 ID, and authorized signature.
- Proposed 10 Gbps solution, network diagram, addressing, and required components.
- SLA, monitoring, support, and escalation procedures.
- Implementation, acceptance, and transition plans.
- Completed Attachment A and detailed eligible and ineligible cost allocations.
- Bandwidth upgrade capabilities and pricing methodology.
- Relevant experience and references.
- Proposed contract, all incorporated terms, and a clearly labeled list of assumptions, exclusions, and exceptions.
- Acknowledgment of each addendum and any exception to the required proposal validity period.

Questions must be submitted by email by the deadline on page 1. Oral statements do not amend this RFP. Material answers will be published in written addenda available to all prospective bidders. The District will upload this RFP and all bidding addenda to the associated FCC Form 470 in EPC. Bidders are responsible for reviewing addenda before submission.

13 Competitive bidding and award process

The District will maintain an open and fair process and make the same material information available to all bidders. The bidding period shall remain open for at least 28 days after certification of the FCC Form 470 and public availability of the RFP, whichever is later. Substantive changes affecting the competition will restart the applicable 28-day waiting period. The District will adjust the proposal deadline by addendum accordingly and will not select a provider, execute a contract, or certify FCC Form 471 before the applicable waiting period and proposal deadline have passed.

Proposals received after the stated deadline will be rejected. Before scoring, the District will determine whether each timely proposal includes the required 10 Gbps service, complete required pricing, and a commitment to operational service by July 1, 2027. Proposals failing these requirements will be rejected. Minor informalities may be clarified consistently as permitted by applicable procurement requirements. Clarifications will not permit a material change that undermines fair competition.

Responsive proposals will be scored under Section 14. The District will document its evaluation and select the most cost-effective proposal under the stated factors after the required waiting period. The incumbent may compete on the same basis as all other bidders. Award requires an executed agreement and applicable District approvals.

The District reserves the right to reject any or all proposals, cancel this solicitation, or modify the scope by a properly issued addendum, subject to applicable procurement and E-Rate requirements. Issuance of this RFP does not obligate an award or reimbursement of proposal preparation costs.

Protests Procedure

The protest must be filed in writing with Hawthorne School District - Business Services (ikekula@hawthorne.k12.ca.us) not more than three (3) business days following notice of the District's intended award. Protests must be made on the following grounds to be considered.

1. Owner failed to follow the selection procedures and adhere to the requirements specified in this RFP or any amendments hereto, or

2. A Conflict of Interest

3. State and/Federal law has been violated.

- Resolution of Bid Controversy: Once the bid protest is received, the Owner will issue a written decision within fifteen (15) days of receipt of the protest, unless factors beyond the Owner's reasonable control prevent such resolution. The Decision on the Bid Protest will be copied to all parties involved in the protest.

- Finality. The decision concerning the RFP controversy will be final and not subject to any further Appeals.

- Failure to comply with this RFP Protest Procedure shall constitute a waiver of the right to protest and shall constitute a failure to exhaust the protesting bidder's administrative remedies.

When a single shift is worked a business day shall consist of eight (8) consecutive hours performed between 8:00 a.m. and 4:30 p.m.

14 Evaluation criteria

The District will use the following 100-point matrix. The price of E-Rate-eligible products and services is the single most heavily weighted factor. No ineligible cost will be included in that factor.

Evaluation factor	Points	Basis of evaluation
Price of E-Rate-eligible products and services	35	Total eligible pre-discount cost of the required 10 Gbps service over all five potential contract years, including required eligible one-time charges.
Network architecture and technical solution	25	Completeness of the proposed transport and Internet architecture, addressing, capacity, educational network connectivity (including CalREN/K12HSN or comparable capabilities), and ability to meet the District's functional and operational requirements.
Reliability and technical support	15	SLA commitments, monitoring, redundancy, restoration, escalation, and support.
Implementation and transition	10	Credible start-date schedule, testing, coordination, continuity, and cutover planning.
Scalability and bandwidth upgrade flexibility	10	Upgrade feasibility, capacity, lead time, equipment implications, and clarity of the contractual upgrade mechanism.
Relevant experience and references	5	Demonstrated performance on comparable services and relevant references.
Total	100	

Price scoring

Eligible evaluated cost equals the sum of eligible recurring charges for 60 months plus all required eligible non-recurring charges during that period, counting each charge only once. Both extension years are included solely to compare complete offers; their inclusion does not commit the District to exercise an option. Hypothetical bandwidth upgrades and optional purchases are excluded.

Price points = 40 × (lowest eligible evaluated cost ÷ bidder’s eligible evaluated cost). If the lowest eligible evaluated cost is zero, each zero-cost proposal receives 40 points and each positive-cost proposal receives zero price points. Apply consistent eligibility and allocation treatment across all bidders before scoring.

Other factors and selection

For each non-price factor, the District will assign a rating from 0 to 5: 0 = not addressed; 1 = major deficiencies; 2 = partially meets requirements; 3 = meets requirements; 4 = strong, well-supported response; 5 = exceptional, substantiated benefit. Points equal the rating divided by five, multiplied by the factor’s maximum points.

Ineligible costs will be disclosed for budgeting but will not be scored under this matrix or embedded in technical scores. The highest total score identifies the most cost-effective responsive proposal. Ties will be resolved first by lower eligible evaluated cost, then by the higher technical-solution score. The District will document the basis for its decision.

Attachment A Pricing response for 10 Gbps

Bidder legal name: [BIDDER RESPONSE]
Proposal contact: [NAME AND EMAIL]
SPIN/498 ID: [BIDDER RESPONSE]

Enter amounts in U.S. dollars before E-Rate discounts. Enter zero where no charge applies. Attach an itemized schedule separating eligible and ineligible portions of every charge, including taxes and surcharges. All five years below are for 10 Gbps service.

Service year	Eligible monthly	Ineligible monthly	Total annual recurring
2027–2028 Jul 1–Jun 30	$[ ]	$[ ]	$[ ]
2028–2029 Jul 1–Jun 30	$[ ]	$[ ]	$[ ]
2029–2030 Jul 1–Jun 30	$[ ]	$[ ]	$[ ]
2030–2031 Optional extension	$[ ]	$[ ]	$[ ]
2031–2032 Optional extension	$[ ]	$[ ]	$[ ]

Annual recurring total = 12 × (eligible monthly + ineligible monthly). If monthly amounts vary within a year, attach the complete monthly schedule and use its sum. Include mandatory recurring fees in these figures.

Non-recurring charge and service year	Eligible	Ineligible	Total
Installation and activation	$[ ]	$[ ]	$[ ]
Equipment and configuration	$[ ]	$[ ]	$[ ]
Transition and other required charges Attach itemization and timing	$[ ]	$[ ]	$[ ]

Cost summary	Amount
Initial three-year total including applicable one-time charges	$[ ]
Five-year total including both optional extensions and all one-time charges	$[ ]
Five-year eligible evaluated cost under Section 14	$[ ]
Five-year ineligible total	$[ ]

Attach: eligibility and cost allocation basis; all assumptions and exclusions; any variable-fee calculation; scheduled price changes; upgrade methodology; and proposal validity period. Do not include optional upgrades in the totals above or duplicate bundled charges.

Authorized representative: [NAME AND TITLE]
Signature: _____ Date: _____