ROCKINGHAM CO PUBLIC SCHOOLS

TECHNOLOGY SUPPORT DEPARTMENT
REQUEST FOR PROPOSAL
REFERENCE NUMBER: RFP-ER-27-C2
470 #: 270004255

Proposal for Switches, Wireless Access Points and Cables
Sealed Proposals Due: December 11, 2026

REQUEST FOR PROPOSAL

Reference number: RFP-ER-27-C2

The Rockingham County Public School Board, Harrisonburg, Virginia, herein called the Owner, invites sealed proposals from all responsible and responsive companies for:

Proposal for Switches, Wireless Access Points and Cables

Sealed proposals will be received until 3:00 PM (local, prevailing time), December 11, 2026. Proposals shall be sent to Gregory Gillette, Director of Technology, 100 Mount Clinton Pike, Harrisonburg, VA 22802.

Terms, conditions, and specifications for the proposal are open for inspection and available to prospective contractors at the office of Gregory Gillette, Director of Technology, 100 Mount Clinton Pike, Harrisonburg, VA 22802, 540-564-3222, ggillette@rockingham.k12.va.us.

Rockingham County Public Schools reserves the right to reject any and all proposals and to waive informalities and irregularities in the best interest of the school board.

The Rockingham County Public Schools hereby solicits qualified and interested firms (Vendor/Supplier/Contractor) to submit proposals and statements of qualifications.

1. GENERAL TERMS AND CONDITIONS OF THE REQUEST FOR PROPOSAL

1.1. Submittals, in two (2) copies, marked "RFP-ER-27-C2" will be received no later than 3:00 P.M., Local Time Prevailing, on December 11, 2026, in:

Rockingham County School Board
Attn: Gregory Gillette
100 Mount Clinton Pike
Harrisonburg, VA 22802

1.2. Proposals will not be accepted via Fax machine or Internet E-mail.

1.3. Time is of the essence and any proposal or addenda pertaining thereto received after the announced time and date for submittal, whether by mail or otherwise, will be rejected. It is the sole responsibility of the offeror for ensuring that their proposals are received timely. However, nothing in this RFP precludes Rockingham County Public Schools from requesting additional information at any time during the procurement process.

1.4. In the event that Rockingham County Public Schools is closed due to inclement weather and/or emergency situations prior to or at the time set aside for receipt of proposals, the published due date will default to the next open business day at the same time.

1.5. If you are an individual with a disability and require reasonable accommodation, please notify the Technology Support Department at 540-564-3222, three working days prior to need.

1.6. Public Procurement: The bidder/offeror and successful contractor, shall comply with all applicable provisions of the Virginia Public Procurement Act, Virginia Code sections 2.2-4300 through 2.2-4377 and amendments thereto and all other applicable state and federal statutes,

rules and regulations.

1.7. Nothing herein is intended to exclude any responsible firm or in any way restrain or restrict competition. On the contrary, all responsible firms are encouraged to submit proposals. The Rockingham County Public Schools reserves the right to award in part or in whole or to reject any or all proposals.

1.8. Any proposal submitted MUST include the Signature Sheet that has been signed by an individual authorized to bind the offeror. All proposals submitted without such signature may be deemed non-responsive.

1.9. RFP Process: Offerors are to submit written proposals that present the offeror's qualifications and understanding of the work to be performed. The offeror's proposal should be prepared simply and economically and should provide all the information that it considers pertinent to its qualifications for the project and which respond to the Scope of Services and Evaluation Criteria listed herein. Emphasis should be placed on completeness of services offered and clarity of content.

1.10. If you desire not to respond to this proposal, please forward your acknowledgment of NO PROPOSAL SUBMITTED to the above address.

1.11. Trade Secret/Proprietary Information: The firm must designate, in the smallest increments possible, that part of the proposal that is deemed to be proprietary.

1.12. Minority Bidders: The Rockingham County Public Schools encourages all businesses, including minority- and women-owned businesses to respond to all Invitations to Bid and Requests for Proposals, and if not already on the County's mailing list, to request application for inclusion on the list.

2. SELECTED TERMS AND CONDITIONS OF THE CONTRACT

2.1. Choice of Law and Venue: Any disputes under a resulting contract, that cannot be resolved between the Rockingham County Public Schools and the offeror, must be resolved in the Circuit Court of Rockingham County, Virginia. Any resulting contract shall be governed by the laws of the Commonwealth of Virginia.

2.2. Termination: It shall be the sole right of Rockingham County Public Schools to terminate any contract upon written notification to the Contractor.

2.3. Nondiscrimination against Faith-Based Organizations: Rockingham County Public Schools does not discriminate against faith-based organizations as defined in Virginia Code 2.2-4343.1

2.4. Anti-Discrimination: By submitting their bids/proposals/quotes, bidders or offerors certify to the School Board that they will conform to the provisions of Section 2.2-4311 of the Virginia Procurement Act.

2.5. Audit: The contractor hereby agrees to retain all books, records, and other documents relative to this contract for a period of three years after the final payment. The Rockingham County School Board or its authorized agents shall have full access to examine any of said materials

during said period.

2.6. Insurance: The contractor shall purchase and maintain in force, at his own expense, such insurance as will protect him and the County from claims which may arise out of or result from the Contractor's execution of the work, whether such execution be by himself, his employees, agents, subcontractors, or by anyone for whose acts any of them may be liable. The insurance coverage shall be such as to fully protect the Owner, the Engineer (if applicable) and the general public from any and all claims for injury and damage resulting by any actions on the part of the contractor or his forces as enumerated above. The Contractor shall furnish a copy of an original Certificate of Insurance, naming Rockingham County Public Schools as additionally insured. Should any of the policies be canceled before the expiration date, the issuing company will mail 30 days written notice to the certificate holder. The Contractor shall furnish insurance in satisfactory limits, and on forms and of companies that are acceptable to the Owner's Attorney and/or Risk Management and shall require and show evidence of insurance coverages on behalf of any subcontractors (if applicable), before entering into any agreement to sublet any part of the work to be done under this Contract.

2.7. Drug and Tobacco-Free Workplace To Be Maintained by Contractor: All Rockingham County Schools and sites have been declared Drug and tobacco-free zones.

2.7.1. Use, consumption and/or possession of any controlled substance, substances considered to be illegal, and alcohol are strictly prohibited on school property.

2.7.2. Smoking and use of any tobacco products is prohibited on school property.

2.8. Environmental Management: Vendor/Supplier/Contractor will be responsible for complying with all federal, state and local environmental regulations relating to transportation, handling, storage, spillage and any other aspect of providing the services specified herein, as applicable.

2.9. Right to Reject: The Rockingham County School Board reserves the right to reject any and all bids/offers/quotes to waive informalities, and to award the contract to the bidder(s)/offeror(s) who has/have the capability in all respects to perform the contract requirements and the moral business integrity and reliability which will assure good faith performance. The Rockingham County School Board is not required to furnish a statement why a particular solicitation was not deemed to be the most advantageous.

2.10. Sexual/Physical Assault: In order to help protect the safety of Rockingham County Public School employees and students, every contractor or vendor, except for government entities or agencies or unless otherwise specifically excepted in writing by the Superintendent/Designee, shall provide certification that none of its employees engaging in any activity on Rockingham County Public Schools property (1) has been convicted of any offense involving sexual molestation, physical or sexual abuse, sexual or other assault or rape of a child; (2) currently is the subject of charge, complaint or investigation pending regarding such matters or whose name appears on any listing of sexual predators.

2.11. Indemnification: Contractor agrees to indemnify, defend and hold harmless the owners, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the Contractor/any services of any kind or nature furnished by the Contractor, provided that such liability is not attributable to the sole

negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the Contractor on the materials, goods or equipment delivered.

2.12. Debarment Status: By submitting their bids/proposals/quotes, all bidders or offerors certify that they are not currently debarred from submitting bids or proposals on contracts by any public body of the Commonwealth of Virginia, nor are they an agent of any person or entity that is currently debarred from submitting bids on contracts by any public body of the Commonwealth of Virginia.

3. PROJECT DESCRIPTION

Rockingham County Public Schools seeks proposals from qualified vendors to provide **Switches, Wireless Access Points, and Patch Cables**.

4. BACKGROUND AND PURPOSE

4.1. The intent of this Request for Proposal is to establish a discount agreement for switches, access points and patch cables to be installed in eligible E-Rate entities in the District. RCPS will be installing equipment therefore professional installation services are not requested on this RFP. RCPS will consider equipment of equivalent technical specifications and equivalent capabilities if justified in a comparison sheet attached to bid.

5. SCOPE OF SERVICES

5.1. GENERAL REQUIREMENTS

- If items not USF eligible are included in this request, based on the list of items contained herein, they should be separated, itemized, and notated to indicate what is clearly and is not eligible. Vendors should use the USAC website for guidance.
- Proposals **must** include all costs associated with providing the requested products/services to the applicant including but not limited to shipping fees, licenses, and any component needed for the proposed equipment to function properly.
- The attached RFP-ER-27-C2 Pricing Sheet must be fully completed and returned in excel format and include the company name, SPIN, contact information, and logo.
- Equipment should be itemized by E-Rate Category (Internal Connections, BMIC, or MIBS) and E-Rate ineligible costs should be identified.
- Vendors must have a valid E-Rate SPIN number and certified FCC Form 473.
- Vendors must submit a certified FCC Form 473 with the proposal.
- Proposals **must** be in response to the specific requirements of this solicitation. Offers including a generic listing of services beyond the scope of this solicitation and/or encyclopedic price lists will be disqualified. SPAM and/or robotic responses will not be considered valid responses and will be disqualified from consideration.
- RCPS will seek reimbursement with the BEAR method from USAC.
- By submitting a proposal, the vendor certifies that the proposed products and services comply with 47 C.F.R. §§ 54.9 and 54.10, which prohibit the use of Universal Service Fund support to purchase, obtain, maintain, improve, modify, or otherwise support any equipment or services produced or provided by a company on the FCC's Covered List (including Huawei and ZTE) as posing a national security threat to the integrity of communications networks or the communications supply chain. See https://www.usac.org/about/reports-orders/supply-chain/ for more details.

- Pursuant to 47 C.F.R. §§ 54.500(f) and 54.511(b), service providers may not charge applicants a price above the Lowest Corresponding Price (LCP) for supported services. LCP is the lowest price a service provider charges to nonresidential customers similarly situated to a particular school, library, or consortium for similar services. See https://www.usac.org/E-Rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/ for more details.

Additional Considerations/Information:

- Partial bids for the requested equipment will not be accepted
- The quoted pricing must not assume that RCPS will purchase the full quantities listed in the proposal.
- RCPS reserves the right to place orders as needed and is not obligated to order all products or services.
- Substitutions for alternative equipment must be agreed upon in writing by both parties before finalization of any changes/deviations from the original agreed-upon equipment list.
- Offerors proposing equipment whose prices may increase depending upon new U.S. government tariffs imposed on imports are encouraged to (a) identify such products in their offers, and (b) propose an acceptable methodology for limiting price adjustments over the contract term.
- Offers will only be accepted for the purchase of new equipment. Offers for used, refurbished, or demo units will be disqualified.

5.2. TOTAL AND EQUIPMENT COUNTS

Proposals are requested for the makes/models specified in the Pricing Attachment and in the below table (or equivalent). Offers containing alternative makes/models are required to submit product specifications and documentation to establish that the equipment is equivalent to the requested solution. RCPS will be the arbiter of whether the proposed solution is functionally and technically equivalent to the requested solution.

Item Description	**Item Part Number**	**Quantity**
Juniper EX4100-48MP Switch	B-EX4100-48MP-EDU	27
Juniper Networks - power supply - 920 Watt	JPSU-920-AC-AFO	27
power cords for 2nd PSU	CBL-EX-PWR-C13-US	27
Juniper Software EX Series Standard with Wired Assurance and Virtual Network	S-EX-S-C3-5M2-C-E	27
Juniper EX4000-12P Switch	EX4000-12P	2
JUNIPER 2POST RACKMNTKIT F EX4000-8P	EX4000-2PST-RMK	1
JUNIPER EX4000 WALL MOUNT KIT	EX4000-WMK	1
Juniper Software EX Series Standard with Wired Assurance and Virtual Network	S-EX-S-C1-5M2-C-E	2
Juniper 10GbE SR SFP+ Transceiver	SFPP-10G-SR-C	56

Juniper TwinAx Cable	EX-SFP-10GE-DAC-5M	32
Mist AP36 wifi 7 AP	B-AP36-AI-5Y-E	319
Juniper EX4100 48-Port PoE+ Ethernet Switch	EX4100-48P	14
IPCamPower 24 Port 802.3bt POE++ Extreme Power POE Injector Hub	IPCP-24P10GINJECTOR-BT2	27
3 Meter Fiber Optic Cable: 10Gb Aqua Multimode LC/SC Duplex, 50/125 OM3 patch cable - 3 m - aqua		56

5.3. SOLUTION FUNCTIONALITY REQUIREMENTS

- All switch specification requirements:
  - Layer 3 switches
  - Stacking of switches for virtual chassis and support at least 10 switches
  - management through a unified interface
  - Hot-swappable power supplies, option for redundancy
  - Field-replaceable, hot-swappable fans, option for redundancy
  - AI Driven capabilities to give network insights
  - Cloud managed
- 12 Port switch specification requirements:
  - Expansion module capabilities for future proofing
- 48 Port switch specification requirements:
  - 48 port switches must have at least 4-25GbE Ports
  - POE requirements, POE+ capable
  - capability of adding additional PSU's for reliability and higher POE budgets
- AP specification requirements:
  - Equivalent or better Wi-Fi 7 802.11be Tri-band (Wi-Fi 7) 4x4:4
  - Ethernet port capable of 100/1000/2500/10000Base-T (802.3bz); RJ45; PoE PD
  - 10% to 90% maximum relative humidity, non-condensing
  - AI Driven capabilities to give network insights
  - Cloud managed
- POE++ Power Injectors
  - Rack Mountable
  - 24 port POE++ (802.3bt, 90W per port max)
  - 10 Gig passthrough data capabilities
  - 900 Watt total POE Budget minimum.

5.4. DELIVERY SCHEDULES

5.4.1. RCPS release date of RFP-ER-27-C2: November 13, 2026
5.4.2. Vendor Questions Due: November 30, 2026
5.4.3. Vendor Bids Due: December 11, 2026, by 3pm
5.4.4. RCPS bid opening: December 15, 2026 @ 3pm (anticipated) (one person from the vendor may attend opening at 100 Mt. Clinton Pike., Harrisonburg, VA 22802)
5.4.5. RCPS bid review completion: January 4, 2027 (anticipated)
5.4.6. RCPS School Board action for award recommendation: January 11, 2027 (anticipated)
5.4.7. RCPS Letter of Intent to Purchase to Vendor: January 13, 2027 (anticipated)

5.5. STAFFING AND TRAINING REQUIREMENTS

If submission is not standard equipment as stated above, the contractor must provide training and installation guidance for RCPS staff.

6. CONTRACT TERM

6.1. April 1st, 2027 - September 30th, 2028.

7. SPECIFIC TERMS AND CONDITIONS OF THE REQUEST FOR PROPOSAL

7.1. EVALUATION CRITERIA

Proposals shall be evaluated by the County of Rockingham using the following criteria:

100 point scale to consist of:

- 35 points: Total E-Rate eligible cost of solution.
- 15 points: Adequacy, experience, previous experience and availability of the firm and their professional level staffing to deliver the proposed solution on the timeline provided and feedback from previous clients.
- 30 points: Ability to meet or exceed all requirements as specifically defined in Scope of Services, General Requirements, Solution Functionality Requirements, and Delivery Schedules of this proposal.
- 20 points: Transition and operational continuity considerations. Proposer provided the additional cost to hire, train, and/or certify staff on new or existing manufacturer's equipment. Minimal change required in the existing environment to accommodate new equipment.

7.2 In addition to all other required information, please address the following issues when responding to this RFP:

- Include a list of clients, with emphasis on K-12 schools, similar in size and scope to Rockingham County Public Schools, for whom similar services have been provided within the last 3 years.
- Provide detailed information about warranty of equipment.

7.3 PRICING SCHEDULE

Provide an itemized pricing schedule for your proposed solution(s) as specified in ATTACHMENTS.

7.4 REFERENCES

- All offerors shall include a list of the following references that could attest to the firm's knowledge, quality of work, timeliness, diligence, flexibility, and ability to meet budget constraints. Include names, contact persons, and phone numbers of all references.
    - References from three K-12 implementations of the offeror's solution. Districts in Virginia, and those from districts of a size similar to RCPS are preferred.

- References may or may not be reviewed or contacted at the discretion of Rockingham County Public Schools. Typically, only references of the top ranked shortlisted offeror or offerors are contacted. Rockingham County Public Schools reserves the right to contact references other than, and/or in addition to, those furnished by an offeror.

7.5 BASIS FOR AWARD

Information and/or factors gathered during interviews, negotiations and any reference checks, in addition to the evaluation criteria stated in the RFP, and any other information or factors deemed relevant by the county, shall be utilized in the final award.

7.6 NO CONTACT POLICY

After the date and time established for receipt of proposals by the Rockingham County Public Schools, any contact initiated by any offeror with any County representative, other than the representative listed herein, concerning this request for proposals is prohibited. Any such unauthorized contact may cause the disqualification of the offeror from this procurement transaction.

7.7 FURTHER INFORMATION

- Questions of terms and of a technical nature which may arise as a result of this Request for Proposal may be directed to ggillette@rockingham.k12.va.us and bids-lwalker@e-ratecentral.com, and the phrase “RFP-ER-27-C2” must be in the subject line.

SIGNATURE SHEET

My signature certifies that the bid as submitted complies with all Terms and Conditions as set forth in RFP-ER-27-C2 as posted publicly on www.rcps.net.

My signature also certifies that the accompanying bid is not the result of, or affected by, any unlawful act of collusion with another person or company engaged in the same line of business or commerce, or any act of fraud punishable under Title 18.2, Chapter 12, 498.4 of the Code of Virginia, 1950 as amended. Furthermore, I understand that fraud and unlawful collusion are crimes under the Virginia Governmental Frauds Act, the Virginia Government Bid Rigging Act, and Virginia Antitrust Act, and Federal Law, and can result in fines, prison sentences, and civil damage awards.

My signature also certifies that this firm has no business or personal relationships with any other companies or persons that could be considered as a conflict of interest or potential conflict of interest to RCPS, and that there are no principals, officers, agents, employees, or representatives of this firm that have any business or personal relationships with any other companies or persons that could be considered as a conflict of interest or a potential conflict of interest to RCPS, pertaining to any and all work or services to be performed as a result of this request and any resulting contract with RCPS.

I hereby certify that I am authorized to sign as a Representative for the Firm:

Complete Legal Name of Firm: _____

Order From Address: _____

Remit To Address: _____

Fed ID No.: _____

Name (Type/Print): _____

Title: _____

Telephone: _____ Fax: _____

Signature: _____ Date: _____

Small, Women-owned, and Minority-owned Business (SWaM): Yes:__ No:___
If Yes: Small:___ Minority :___ Women Owned :___

To receive consideration for award, this signature sheet must be returned to RCPS with bid.