REQUEST FOR PROPOSALS

E-Rate Eligible Category 1 Products and Services

Funding Year 2027: 7/1/2027 – 6/30/2028

PART 2 – SPECIFIC INFORMATION

TULARE CITY School District	**Applicant**	**Tulare City School District**
	Billed Entity Number	**143910**
	Establishing Form 470	**270004435** (Nickname: tcsd_2027_470_c1)
	RFP ID number	**27-28-C1-WAN**

Submit QUESTIONS about this RFP or associated Form 470 by email to:

erate.tcsd@learningtech.org

Unless indicated elsewhere (e.g., by amendment to this RFP),
the deadline for submission of **QUESTIONS** is **12pm PST,**
20 calendar days from the Certified Date
shown on the associated Form 470.

SEALED BIDS ARE REQUIRED

Submit SEALED PROPOSALS, including Signature Page and Pricing Form, to:

Attn: Gerardo Lemus, Chief Business Officer
Tulare City School District
600 N. Cherry Street Tulare, CA 93274
Delivery Days/Hours: Mon-Fri 7:30 AM – 4 PM PST

Unless indicated elsewhere (e.g., by amendment to this RFP),
the deadline for submission of PROPOSALS is **12pm local time,**
28 calendar days from the Certified Date
shown on the associated Form 470.

All documents for SEALED BIDS must be provided on a USB drive as well.

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PART 2 – SPECIFIC INFORMATION

This REQUEST FOR PROPOSALS consists of TWO (2) sections:

1. GENERAL INFORMATION, TERMS AND CONDITIONS
2. SPECIFIC INFORMATION, TERMS AND CONDITIONS

Together, the GENERAL and SPECIFIC sections constitute the full REQUEST FOR PROPOSALS.

PLEASE NOTE (per https://www.usac.org/e-rate/applicant-process/competitive-bidding/):

> **Requests for Proposal**
> The entity filing an FCC Form 470 can issue a request for proposal (RFP) in addition to the FCC Form 470. In general, an RFP is a formal bidding document that describes the project and requested services in sufficient detail so that potential bidders understand the scope, location, and any other requirements. However, we use "RFP" or "RFP document" generically to refer to any bidding document that describes your project and requested services in more detail than in the fields provided on the FCC Form 470.

Thus, a formal response to each paragraph of this RFP is neither required nor desired.

The GENERAL INFORMATION, TERMS, AND CONDITIONS section is uploaded to the Universal Service Administrative Company [USAC] E-Rate Productivity Center [EPC] for the associated Form 470 and is included with this SPECIFIC INFORMATION, TERMS AND CONDITIONS document by reference. The GENERAL section instructs the respondent about general information, and general terms and conditions.

This SPECIFIC section provides:

- Applicant-specific details (e.g., Name, Billed Entity Number [BEN], entity address(es), Form 470 number, background about the current situation and desired solutions)
- Proposal submission details:
  - Questions email and deadline[1]
  - Submission mechanism and deadline
  - Vendor meeting dates and times (if applicable)
- Description of Products and Services Sought, with minimum requirements for:
  - Relevant technical specifications
  - Quantities of products/services sought
- Evaluation criteria
- Other specifics (if applicable)

If a conflict exists between the SPECIFIC and GENERAL sections of this REQUEST FOR PROPOSALS, the SPECIFIC section overrides the GENERAL document.

All critical dates (e.g., the deadline for submission of questions, site walks (if any), and deadline for submission of proposals) **are noted on the first page of the SPECIFIC document.**

[1] An RFP Amendment will be published after Form 470 certification with the proposal due date expressed as an exact calendar date.

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SPECIFIC INFORMATION, TERMS AND CONDITIONS

A. Applicant Background

The following background information about the Applicant may be helpful in preparing a responsive bid.

Any resulting contract will be with:

Applicant Name	**Tulare City School District**
Applicant Authorized Signer	Gerardo Lemus, Chief Business Officer, 559-685-7206, glemus@tcsdk8.org with cc: erate.tcsd@learningtech.org
Applicant Implementation Contact	Martha Thomas, Technology Services Coordinator, 559-685-6508, mthomas@tcsdk8.org with cc: erate.tcsd@learningtech.org
REMINDER 1	Do NOT contact these individuals directly until an award has been made to your organization
REMINDER 2	**The E-Rate consultant is NOT the Customer**

General Description

Tulare City School District [TCSD] is a district in California with 20 sites: 17 schools (5 middle schools, 10 elementary schools, 1 intermediate middle, 1 day school, 0 annexes, and 3 NIFs. TCSD serves approximately 9200 students.

For E-Rate purposes, TCSD is urban.

Additionally:

- TCSD is a member of the School Project for Utility Rate Reduction (SPURR) consortium

Network Topology

TCSD has a hub-and-spoke topology with burstable bandwidth. The District Office has an “up to” 10 Gbps Internet connection with an AT&T-managed router. Each of the 14 school sites has a “Network on Demand” point-to-point connection from 5-10 Gbps. (Tulare City Community Day School is a small, separate school, with a separate CDS code and BEN, that is currently co-located with Maple Elementary School and does not require a separate WAN connection.) The District Office has a 140 Gbps hub collector consisting of two 100 Gbps transport circuits with one 100 Gbps port and one 40 Gbps port.

The total number of circuits is 17.

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Entities

Applicant has the following Entities. (Note that due to EPC data discrepancies, the Form 470 **Billed Entity** or **Recipients of Service** or **Number of Eligible Entities** sections may differ from those listed below).

#	Site Name Address	BEN
	Tulare City School District 600 N. Cherry Street Tulare, CA 93274	143910
1	**Tulare City School District Office** 600 N. Cherry Street, Tulare, CA 93274	16065415
2	**Heritage Elementary** 895 W Gail Avenue, Tulare, CA 93274	106653
3	**Pleasant Elementary School** 1855 W. Pleasant Avenue, Tulare, CA 93274	106654
4	**Garden Elementary School** 640 E. Pleasant Avenue, Tulare, CA 93274	106655
5	**Live Oak Middle School** 980 N. Laspina Street, Tulare, CA 93274	106656
6	**Maple Elementary School** 640 W. Cross Avenue, Tulare, CA 93274	106660
7	**Cherry Avenue Middle School** 540 N. Cherry Street, Tulare, CA 93274	106662
8	**Wilson Elementary School** 955 E. Tulare Avenue, Tulare, CA 93274	106664
9	**Mulcahy Middle School** 1001 W. Sonora Avenue, Tulare, CA 93274	106667
10	**Roosevelt Elementary School** 365 South Howard St, Tulare, CA 93274	106669
11	**Lincoln Elementary School** 909 E. Cedar Avenue, Tulare, CA 93274	106670
12	**Tulare City Community Day** 1073 W. Sonora, Tulare, CA 93274	16064997
13	**Frank Kohn Elementary School** 500 S. Laspina Street, Tulare, CA 93274	106671
14	**Cypress Elementary School** 1870 S. Laspina Street, Tulare, CA 93274	106673
15	**Los Tules Middle School** 801 West Gail Street, Tulare, CA 93274	16035033
16	**Mission Valley Elementary School** 1695 Bella Oaks, Tulare, CA 93274	16050332
17	**Alpine Vista School K-8** 2975 Alpine Avenue, Tulare, CA 93274	16076879
18	**Tulare Support** 1073 W. Sonora, Tulare, CA 93274	16073330
19	**Outdoor Education Complex** 2890 S. Foster Drive, Tulare, CA 93274	17049648
20	**Hillman Center** 1909 Hillman Street, Tulare, CA 93274	17050116
21	**Outdoor Education Complex** 2890 S. Foster Dr. Tulare, CA 93274	17049648

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Project Overview

Applicant requires 1 Gbps CIR/10 Gbps Port for the new TCSD Performing Arts Center.

The following are the preferred specifications. Quantities identified in the RFP are estimates only and may be adjusted +/-20% based on the final needs of the Applicant, available funding, and budget considerations. If pricing varies based on quantity, the vendor must clearly identify all applicable pricing tiers and the corresponding quantity or service level required for each price point. Installation services, if applicable, should be separately itemized. The applicant reserves the right to determine, after review of pricing and available budget, whether installation services will be awarded or whether equipment will be installed by the Applicant.

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B. Products And Services Sought

Vendors may bid on the entire RFP or any numbered group of this section.

In the event that alternative technologies, topologies, or pathways would improve functionality or reduce cost, bidders are encouraged to propose recommended alternatives *in addition to* estimating as indicated in this RFP.

Category 1 (Data Transmission and/or Internet Access)

On-premise Category One Equipment

Some Category 1 services require vendor-provided equipment at the customer site. To be eligible for Category 1 treatment, these requirements must be met:

1. Is the leased on-premise equipment an integral component of a Telecommunications or Internet Access service? **YES**
2. Will the leased on-premise equipment be provided by the same service provider that provides the associated Telecommunications Service or Internet Access service? **YES**
3. Does responsibility for maintaining the equipment rest with the service provider? **YES**
4. Will ownership of the equipment transfer to the school or library in the future? **NO**
5. Does the relevant contract or lease include an option for the applicant to purchase the equipment? **NO**
6. Will the leased equipment be used at the applicant site for any purpose other than receipt of the eligible Telecommunications Services or Internet Access of which it is a part? **NO**
7. Will the school's/library's internal communication systems (e.g., LAN, video, phone, or other communication system) continue to work if the component is disconnected? **YES**
8. Are there any contractual, technical, or other limitations between you and the service provider that states that the equipment is exclusively for your use and not to be shared with other customers? **NO**

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B.1 Category 1, WAN / Point-to-Point / Telecommunications

Wide Area Network		
Recipients of Service **Service Addresses** **Preferred Bandwidth**	**Handoff**[2]	**CPE**
A: Tulare City School District-District Office 600 N. Cherry Street Tulare, CA 93274 **B: TCSD Performing Arts Center** 1645 E. Tulare Ave. Tulare, CA 93274 *Service to start 7/1/27* **1 Gbps burstable to 5 Gbps Circuit with 10 Gbps Port** **Contracted Service** **Preferred Term = 12 months, with two 1-year renewal options**	Preferred: Multimode fiber (optical) 50 micron	Preferred: Vendor-owned (rented) router or equivalent, may be eligible for C1

[2] If vendor requires different handoff to meet Applicant's bandwidth requirement, Applicant must be prepared to purchase (without discounts) appropriate equipment to adapt the handoff, or Applicant's range of bids may be limited.

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Other Category 1 Technical Specifications:

- Vendor will provide all E-Rate Category 1 eligible services and equipment necessary for the proposed solution to function
- Vendor to provide detailed specifications for any additional equipment required for a complete and working solution (e.g., Customer Premise Equipment [CPE], handoff)
- If the vendor supplies any Customer Premise Equipment [CPE], the Applicant ***strongly prefers*** it meets the E-Rate program requirements for On-Premise Category One Equipment
- If proposed, On-Premise Category One Equipment, must not provide more than a single connection across the point of demarcation
- For Leased Lit Fiber or Leased Dark Fiber solutions, please include a detailed cost breakdown of equipment, labor, Maintenance and Operations, and/or any other fees to light the fiber runs
- Vendors must outline their strategy for maintaining the fiber optic network to ensure maximum uptime, including guaranteed availability metrics and the process for assessing penalties or service credits for failure to meet agreed-upon SLA metrics
- The proposal should explicitly confirm the ***Applicant's preferred handoff***, or clearly describe the handoff to be provided
- Symmetrical bandwidth preferred
- Network availability = 99.99% preferred
- Burstable bandwidth = **Yes**
- Major provider (ideally "tier 1" or "tier 2" or substantial peering arrangements) preferred
- Implementation: to coincide with E-Rate funding year dates, maximize potential E-Rate discounts, and coordinate with expiring contracts, Applicant strongly prefers that activation be on, or within a few days of, **7/1/2027**, with preference of up to 30 days prior to allow for testing.[3] **Please include *commitment date for activation* in your proposal.** Sooner implementation would be acceptable if Early Termination Fees do not apply to existing service
- In the event that service activation occurs after 7/1 of the funding year, regardless of the cause/fault of the delay, the contract will shorten to less than the intended months, such that the Contract Expiration Date is 6/30

Other Category 1 Proposal Specifications:

- Provide a brief summary, in non-technical terms, of what the solution provides
- The Pricing Form attached to the Form 470 is the ***strongly preferred*** form for submission of proposal pricing. **Please return the completed Pricing Form in the original Excel format (do not PDF!)**. To be sure you have provided all the required data elements for your proposal to be favorably considered, please use the Pricing Form. **No deviation may be introduced between the submitted pricing and any resulting contract**
- Provide pre-discount pricing for:
    - E-Rate *eligible* items including taxes, shipping, and installation (if applicable)
    - Items *not eligible* for E-Rate support including taxes, shipping, and installation (if applicable)

[3] Applicant understands that overlapping service is "redundant" and not eligible for E-Rate discounts.

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  - Consistent with **Appendix: Example Detail of Taxes** found in the GENERAL INFORMATION, TERMS AND CONDITIONS of this RFP, provide details of relevant taxes, fees and surcharges, clearly noting E-Rate eligibility of each
  - Other expenses as appropriate
- Provide separate line item subtotals for *eligible* vs. *ineligible* products, taxes, shipping, and initial installation/configuration, if applicable
- Taxes: Include sales taxes based on the tax rate for the site listed in the RFP (explicitly for the zip code of the installation site). If taxes are not being charged, vendors are to indicate the basis for the exemption or no applicability
- Confirm that no products or components from any "covered company," as designated by the FCC, are included in the proposal
- Submission of a proposal acknowledges:
  - Applicant reserves the right to award all, part, or none of the services set forth in this procurement
  - The proposal is valid through the close of the application window and will be honored through the completion of any associated documentation
- Proposals that include generic price lists will be considered non-responsive and will not be included in the evaluation

Other Category 1 Contract Specifications:

- Applicant requests complete contractual documentation indicating prices at different service levels over the contract term, including possible voluntary extensions. If pricing varies by site, please indicate so in a spreadsheet in separate rows by adding additional tabs, or by submitting a separate Pricing Form per site
- Contract with no early termination fees preferred
- All Vendor pricing, including installation, must remain valid through the E-Rate application window, including through necessary extension periods, until all products/services are delivered to the Applicant
- Strongly prefer the proposal, and any resulting contract, to include monthly and installation pricing at each bandwidth level for the full term of the contract, as well as allow optional upgrades during the contract term, without new competitive bidding
- Confirm that no products or components from any "covered company," as designated by the FCC, are included in the proposal
- Service Provider Invoicing [SPI]: unless expressly negotiated otherwise, Applicant selects Service Provider Invoicing via this notice and prior to the submission of the Form 471, consistent with FCC regulation **§54.514 Payment for discounted service**
- **To coincide with the E-Rate funding year, the Applicant strongly prefers that the contract expiration date be exactly and explicitly 6/30** (i.e., not based on the number of months from contract signatures, or service turn-up). Unless explicitly stated otherwise, the preferred contract terms include:
  - Initial term of *approximately* one (1) year, ending on 6/30 of the year that begins the 3rd year of service
  - Two (2) 1-year optional renewals after initial term
  - Option to upgrade bandwidth during the contract term

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Initially, and for each year of a multiyear contract, Applicant reserves the right, without penalty or early termination charges, to:

1) Not proceed with contracted products/services unless approved by Applicant Board, if required, or authorized official of Applicant, if Board approval is not required
2) Not proceed with contracted products/services unless E-Rate funding is approved
3) Not proceed with contracted products/services if E-Rate funding is less than requested
4) Optionally proceed with contracted products/services with a reduced scope of work consistent with the level of funding approved
5) Optionally proceed with contracted products/services with ‘same functionality’ products, as needed (service substitution)

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C. Vendor Conference / Walk Through

Vendor Conference Call and/or Walk Through information follows.

***ONLY* X'd items (☒) apply.**

☒ A Vendor Conference Call will NOT be held. Please do not request a special appointment.

☒ A Vendor Walk Through will NOT be held. Please do not request a special appointment.

☐ A Vendor Conference Call will be held at the **date** and **time** to be announced via RFP Amendment. Please RSVP via email to the email address on the cover page above. This will allow us to notify all interested parties of the call-in details, and any unanticipated, last-minute changes in scheduling. Please do not request a special appointment for a different time; all vendors should attend at the same time to help ensure that everyone has the same information.

☐ Attendance is ***optional***. ☐ Attendance is **mandatory**.[4]

☐ A Vendor Walk Through will be held at **date** and **time** and **location** to be announced via RFP Amendment. **Applicant's safety measures must be followed.**

Please RSVP via email to the email address on the cover page above. This will allow us to notify all interested parties of any unanticipated, last-minute changes in scheduling or starting location. Please do not request a special appointment for a different time; all vendors should attend at the same time to help ensure that everyone has the same information.

☐ Attendance is ***optional***. ☐ Attendance is **mandatory**.[5]

Sign-in and a printed business card or similar contact information will be expected upon arrival. Answers to clarifying questions not adequately explained in the existing RFP materials will be posted as RFP Addenda or Amendments on the same web site as this document and available to all vendors. Please note that, depending on the bid evaluation criteria indicated herein, where attendance is optional, non-attendance might still affect scoring on a secondary proposal evaluation factor. Vendors should never offer gifts or favors of any kind, however small, to anyone associated with the Applicant or Applicant's family members. Submission of a proposal constitutes a presumptive certification that there is no conflict of interest.

[4] In the event less than 3 responsive bidders have complied, Applicant, in its sole discretion, reserves the right to waive this requirement if it is deemed in its best interest.
[5] In the event less than 3 responsive bidders have complied, Applicant, in its sole discretion, reserves the right to waive this requirement if it is deemed in its best interest.

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D. Evaluation Criteria

Each responsive proposal meeting the minimum qualifications will be evaluated using weighted criteria including price of the eligible products and services as the highest weighted factor. In the best interest of the Applicant, other secondary factors may be considered, such as, but not limited to:

Category 1 Criteria
Price of eligible products/services[6]
Functionality/completeness/specifications of proposed solution[7]
Unit price of the eligible products/services[8]
Low cost of *in*eligible products and services[9]
Projected implementation timeline[10]
Vendor qualifications[11]
Contract terms and conditions[12]
Extent to which a single-provider, turnkey solution is provided[13]
Quality of proposal document(s)[14]

[6] This criterion is required and must be the most heavily weighted, per E-Rate program rules. Average annual price over the full initial term (not just the first year) will be taken into consideration.
[7] For Category 1, *functionality* could include: whether provider is considered "Tier 1," "Tier 2," or lower; peering arrangements; whether service is symmetrical; speed and latency of connections; whether a sufficient number of public (static) IP addresses are offered; whether public forward and reverse (in-addr.arpa) lookup DNS services are provided; uptime guarantee or Service Level Agreement [SLA]; whether Customer Premise Equipment [CPE] meets the criteria to be treated as Category 1, rather than Internal Connections. Performance characteristics such as scalability of bandwidth are more desirable. Other considerations might include compatibility with existing solutions. Solutions that emphasize safety, privacy, and security are strongly preferred.
[8] For example, price per Mbps.
[9] Such as: Early Termination Fees, Applicant labor to modify existing configurations.
[10] Vendor commitment to install efficiently (on 1st attempt) and timely (7/1 of funding year, unless otherwise specified elsewhere in this RFP).
[11] Factors to be considered include: industry experience, references, credentials, certifications, and E-Rate compliance/experience/track record. Additional considerations: vendor escalation procedures for problems, accuracy of invoicing, ease of discount processing.
[12] Among other considerations as to terms and conditions, Applicant-friendly terms and conditions are preferred. Contracts with relatively onerous termination fees are apt to be scored lower, other things being equal. Flexibility to adapt to changing circumstances, such as moves or school closures, is advantageous. In California, Vendors participating in California Teleconnect Fund may be scored higher. Commitment to SPI invoicing will generally be scored higher. Voluntary renewal options are a plus. Consolidated billing (mapped to Funding Request Numbers [FRNs] and SPINs) is also a plus. Contract expiration date that is exactly 6/30 is strongly preferred for Category 1 services. Commitment to include pricing for scalable bandwidth over time in contract will be more favorable.
[13] *Turnkey* means within a given category, Applicant has a preference, but not a requirement, for a solution wherein a single contract/single vendor mostly/completely addresses all of the organization's requirements.
[14] The extent to which the proposal documents are customized to Applicant's needs, clear, complete, consistent, accurate, and adhere to RFP requirements. Vendor responsiveness during bid evaluation, attendance at any optional walk-through/bidders' conference, are also favorable.

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For any given solution, after the elimination of proposals that are disqualified, the proposal that is deemed to most cost-effectively meet the stated Applicant requirements, and therefore in the best interest of the Applicant, will be selected.

Disqualification factors include:

- Non-compliance with E-Rate program rules or with state or local regulations
- Failure to meet stated required vendor qualifications
- Failure to submit the Pricing Form attached to the Form 470 (or very similar format); Excel spreadsheet format is ***strongly preferred***
- Deviation between the submitted Pricing Form, Products/Services, and any resulting contract form
- Failure to address at least 90% of the stated scope of the section for which the proposal is submitted
- Failure to submit a complete solution to any numbered group of **Products And Services Sought** in section B above. (For example, if Applicant seeks a full complement of Network Components and vendor proposes only the firewall, the firewall proposal will be disqualified unless ***no*** reasonably complete solutions have been received.)
- Failure to meet minimum specifications for key components of the solution (such as port speed of switches)
- "Budgetary" pricing: prices for products and services must be firm commitments; surprise special construction costs are not acceptable

If the Applicant receives less than two (2) responsive bids, the Applicant, at its sole discretion, reserves the right but is not obligated, to waive individual disqualification factors (other than program/legal non-compliance) for any other bids received in an effort to further ensure fair and open competitive bidding.

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E. Other Specifics

STATE AND LOCAL PROCUREMENT REQUIREMENTS
Vendors responding to this solicitation shall comply with all applicable federal, state, and local procurement requirements.
Additional state and local procurement requirements applicable to this procurement are identified within this RFP and/or may be publicly available through the Applicant's procurement policies and procedures located at:
Only publicly available procurement requirements, policies, and procedures made accessible to all interested bidders prior to the proposal due date shall apply to this solicitation.
The applicant reserves the right to include any additional project-specific requirements, procurement procedures, submission instructions, implementation conditions, and provisions within this solicitation as necessary to address the needs of the project and ensure compliance with applicable federal, state, and local procurement requirements.
Vendors are encouraged to review all applicable procurement requirements and submit any questions during the designated question period.

Such requirements may include, but are not limited to:

For SEALED BIDS, the Vendor must include a USB drive containing all documents, including the Signature Page, and the Pricing Form.

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REQUEST FOR PROPOSALS

Proposal Signature Page

TULARE CITY School District	**Applicant**	**Tulare City School District**
	Billed Entity Number	**143910**
	Establishing Form 470	**270004435** (Nickname: tcsd_2027_470_c1)
	RFP ID number	**27-28-C1-WAN**

For the Vendor:

_____

Signature

Printed Name and Title | Vendor Name

Date | SPIN

This proposal is submitted in response to **SPECIFIC INFORMATION,** section B.__ _____.
(for clarity, please provide name of section as well)

CERTIFICATION: Submission of this proposal certifies all equipment and services are compliant with the FCC Order (FCC 19-121) prohibiting the sale, provision, maintenance, modification, or other support of equipment or services provided or manufactured by Huawei, ZTE, or any other "covered company" deemed a national security threat.

Further, I acknowledge that the required Pricing Form supersedes any other documentation submitted with this proposal.

An email acknowledgment will be sent to Vendor after emailed proposal is received; if acknowledgement email has not been received within 3 business days, please send inquiry to erate.tcsd@learningtech.org for confirmation.

Applicant: Tulare City School District
If this proposal is selected for award, Applicant will execute below to confirm acceptance.

Applicant Authorized Signature	mm/dd/yy
Signature	Date
Applicant signer	Applicant title
Printed Name	Title

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