EL RANCHO UNIFIED SCHOOL DISTRICT
PURCHASING DEPARTMENT
9333 LOCH LOMOND DR.
PICO RIVERA, CA, 90660
PHONE: (562) 801-7360

RFQ: **E-rate Category 2 Equipment**
RFQ NO: **01 (E-Rate Yr 2027/2028)**
Posting Date: **November 17, 2026**

PLEASE RESPOND ON THE FOLLOWING FORM(S), BY ENTERING YOUR PRICES FOR THE ITEMS LISTED. WHERE APPLICABLE, INDICATE ALTERNATE BRAND, MODEL, ETC. DISTRICT RESERVES THE RIGHT TO AWARD BY LOT OR ITEM. PLEASE DIRECT QUESTIONS TO THE DISTRICT VIA INSTRUCTIONS LISTED BELOW.
DELIVERY LOCATION: EL RANCHO UNIFIED SCHOOL DISTRICT, 9333 LOCH LOMOND DRIVE, PICO RIVERA, CA, 90660. PAYMENT TERMS NET 30 DAYS.

RESPONSE REQUIRED BY 10:00 AM PST ON DUE DATE VIA THE DISTRICT'S BID PORTAL
https://www.bidnetdirect.com/california/erusd

SEE ADDITIONAL SUBMISSION REQUIREMENTS ON PAGE 6.

DUE DATE: **January 14, 2027 at 10:00 AM**
RFQ NO: **RFQ 01 (E-Rate Yr 2027/2028)**

CONTACT: Jeff Fitchett, Purchasing Director
EMAIL: jfitchett@erusd.org

IMPORTANT NOTE: PLEASE INCLUDE SUB-TOTAL, APPLICABLE DISCOUNTS, SHIPPING & HANDLING, SALES TAX AND TOTAL COST ON YOUR QUOTATION.

QUOTATIONS MUST BE AS SPECIFIED OR EQUAL. ALL EQUIVALENT OR ALTERNATE ITEMS MUST INCLUDE SPECIFICATIONS DEMONSTRATING EQUIVALENCY. THE DISTRICT RESERVES THE RIGHT TO REQUIRE SAMPLES OR WORKING DEMO EQUIPMENT ON-SITE FOR TESTING, PRIOR TO AWARD AND FINAL SELECTION OF BRAND AND/OR MODEL, BASED ON REQUIREMENTS AND INFORMATION SUPPLIED BY VENDOR. THE DISTRICT IS UNDER NO OBLIGATION TO PROCURE ANY ITEMS OR SERVICES, OR TO PROCURE ANY ITEMS OR SERVICES FROM ANY PARTICULAR SOURCE OR UPON ANY PARTICULAR BASIS. ALL SAMPLES OR DEMO UNITS WILL BE RETURNED AFTER TESTING IS COMPLETE.

RFQ CMAS/NASPO Requirements

For the purposes of this RFQ, the term "Service Provider" and "Vendor" may be used interchangeably and have the same meaning, whether stated or not.

All Service Providers/vendors responding to the posted Form 470 are to be listed as California Multiple Awards Schedule (CMAS) and/or NASPO VALUEPOINT Service Providers. Public Contract Code (PCC) Sections 10290 et seq. and 12101.5 include approval for local government agencies to use CMAS for acquisition of information technology and non-information technology products and services.

A local government agency is any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds.

FOR CMAS: In addition to the requirements outlined in this RFQ, service providers may be subject to additional requirements as outlined in the CMAS Program:

https://www.documents.dgs.ca.gov/pd/cmas/LocalGovtAgencyPacket(122017).pdf

For WSCA-NASPO VALUEPOINT: All proposals must be submitted by WSCA-NASPO VALUEPOINT Authorized Resellers that have been approved by the State Contract Administrator.

Public Contract Code sections 10298-10299 allow the Department of General Services, Procurement Division (DGS-PD) to enter into cooperative purchasing agreements with other states. Cooperative agreements are available to all State of California governmental entities (State departments, agencies, cities, counties, school districts, universities, etc.) that expend public funds for the acquisition of both goods and services.

The DGS-PD has elected to participate in the following multi-state cooperative agreements established by other states participating in the NASPO ValuePoint Cooperative Program and other cooperative programs as specified in the link below.

http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO.aspx

It is the responsibility for service providers to familiarize themselves with CMAS and/or NASPO VALUEPOINT requirements.

E-RATE SUPPLEMENTAL TERMS AND CONDITIONS

Signed copy to be returned with proposal and/or bid response ("Proposal') in response to this Solicitation ("RFP/RFB/RFQ").

The Telecommunications Act of 1996 established a fund by which Schools and Libraries ("Applicant" or "Applicants") across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-Rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission ("FCC"). Funding is made available upon application approval by the Universal Service Administrative Company ("USAC"), which was established by the Act. The amount of the discount is based on the number of students eligible to receive free and reduced-price meals.

1) E-RATE CONTINGENCY

The project herein may be contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-Rate. Even after award of Agreement(s) and/or E-Rate funding approval is approved, the Applicant may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the Applicant.

2) SERVICE PROVIDER REQUIREMENTS

The Applicant expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-Rate program.

a. Service Providers are required to be in full compliance with all current rules and requirements and future rules and requirements issued by the FCC and USAC throughout the agreement period of any Agreement entered as a result of this RFP/RFB/RFQ.

b. Service Providers are responsible for providing a valid Service Provider Identification Number ("SPIN"). More information about obtaining a SPIN may be found at this website: https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/

c. Service Providers are responsible for providing a valid Federal Communications Commission Registration Number ("FRN") at the time the Proposal is submitted. More information about obtaining an FRN may be found at this website: https://www.fcc.gov/licensing-databases/commission-registration-system-fcc?utm_source

d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the proposal is submitted. Any potential Service Provider found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed from Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red Light Status may be grounds for termination of the Agreement as it could prohibit the Service Provider from providing E-Rate discounts in a timely manner which would cause harm to the Applicant. More information about FCC Red and Green Light Status may be found at this website: http://www.fcc.gov/debt_collection/welcome.html

e. Products and services must be delivered before billing and E-Rate discounting can commence. At no time may the Service Provider invoice before July 1, 2027.

f. Prices must be held firm for the duration of the associated E-Rate Funding Year(s) or until all work associated with the project is complete (including any Agreement and USAC-approved extensions).

g. Goods and services provided shall be clearly designated as "E-Rate Eligible." Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per USAC guidelines.

h. **For Category 2 equipment or services, within one (1) week of notification of award, the awarded Service Provider must provide the Applicant a bill of materials using a completed and most current and appropriate version of USACs "Bulk Upload Template" (formerly known as the Item 21 attachment) located at https://www.usac.org/e-rate/applicant-process/applying-for-discounts/fcc-form-471-filing/. Subsequent schedules of values and invoices must match the Bulk Upload Template and approved Funding Request Line Items or subsequent approved service substitutions. If the service provider's proposal consisted of pricing per eligible location, a summary sheet and summary Bulk Upload Template must be provided to describe the cumulative amount for all sites.**

i. In the event of questions during an E-Rate pre-commitment review, post-commitment review, and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.

j. The awarded Service Provider is required to send copies of all forms and invoices to the Applicant prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the Applicant placing the vendor on an "Invoice Check" with the USAC: https://www.usac.org/e-rate/applicant-process/invoicing/invoice-check/.

k. Service providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/.

l. Service providers must not propose any equipment or services produced or provided by companies, their parents, affiliates, and subsidiaries, found to pose a national security threat to the integrity of communications networks or the communications supply chain as required by FCC rules. See https://www.usac.org/about/reports-orders/supply-chain/. Any proposed solution including Covered Equipment or Services as defined by the FCC will be disqualified. If, after award of the project it is found Covered Equipment or Services are included, the award and/or Agreement will be considered to be null and void. See https://www.fcc.gov/supplychain.

m. SPAM and/or robotic responses will not be considered valid Proposals and will be disqualified from consideration.

n. Any Service Provider proposals identifying contingency fees such as allocations for change orders, tariffs, or other speculative fees not specifically called out for in the scope and/or terms of the RFP/RFB/RFQ may be included in the Proposal price and subject to evaluation unless otherwise specified in the RFP/RFB/RFQ. Contingency fees not pre-approved by the Applicant will not be allowed.

3) SERVICE PROVIDER ACKNOWLEDGEMENTS

a. The Service Provider acknowledges that no change in the products and/or services specified in its proposal will be allowed without prior written approval from the Applicant and a USAC service

substitution approval except for a Global Service Substitutions. See https://www.usac.org/e-rate/applicant-process/before-youre-done/service-substitutions/.

b. The Service Provider acknowledges that all pricing and technology infrastructure information in its Proposal shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).

c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Service Providers found not to be providing Lowest Corresponding Price (LCP) may be required to repay any identified overcharges to USAC. The Service Provider acknowledges that LCP is solely the service provider's responsibility and it will not hold the Applicant liable, or seek reimbursement from any applicant, for any appeals, commitment adjustments or funding recoveries.

d. The Service Provider attests that its offer does not violate the FCC's Supply Chain certifications included in the FCC Form 473. Supply Chain requirements and certifications can be viewed at USAC's Website: https://www.usac.org/about/reports-orders/supply-chain/.

e. This offer is in full compliance with USAC's Free Services Advisory https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The Service Provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

4) STARTING SERVICES/ADVANCE INSTALLATION

Category 1 Services

The annual E-Rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the Agreement's "effective date," E-Rate eligible goods and/or services requested in this RFP/RFB/RFQ shall be delivered no earlier than the start of the 2027 funding year (July 1, 2027). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

Early Funding Conditions

Category 1

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year.

- *Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.*
- *The Category 1 service must depend on the installation of the infrastructure.*
- *The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services (DA 02-3365 , released December 6, 2002). This FCC decision only applies to Priority/ Category 1 services (telecommunications services and Internet access).

https://docs.fcc.gov/public/attachments/DA-02-3365A1_Rcd.pdf

The complete text can be found at the following URL:
https://www.usac.org/e-rate/applicant-process/starting-services/advance-installation/

Category 2
There are two conditions that allow USAC to provide support in a funding year for Category 2 Internal Connections (equipment and services) incurred prior to that funding year.

- *Applicants may seek support for Category 2 eligible services purchased on or after April 1, three months prior to the start of the funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking (FCC 14-99 , released July 23, 2014). https://www.fcc.gov/document/fcc-releases-e-rate-modernization-order

It is important to note NO FCC FORM 474 INVOICING can take place before the Funding Commitment Decision Letter is issued, the FCC Form 486 is approved, and/or prior to July 1 of the funding year.

5) INVOICING

a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the FCC Form 474 Service Provider Invoice (SPI). The Applicant will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (FCC Form 472). The maximum percentage the Applicant will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Funding Request Number ("FRN") and associated FRN Line Items and any identified ineligible costs. Upon successful receipt or posting of a Funding Commitment Decision Letter from USAC and submission, certification and USAC approval of FCC Form 486, the Applicant shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the Applicant decide that it is in the best interest of the Applicant to file an FCC Form 472, the Applicant will inform the Service Provider of its intent.

b. The Service Provider agrees that it will not invoice USAC for equipment or services that have not been delivered to and accepted by the Applicant and installed. If equipment is being drop-shipped to the Applicant and the Applicant is responsible for installing the equipment, the Service Provider may not invoice USAC until equipment is received and accepted by the Applicant.

c. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the Applicant will only be responsible for paying its non-discounted share.

6) FCC/USAC AUDITS

The E-Rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. The Service Provider hereby agrees to retain all books,

records, and other documents relative to any Agreement resulting from this RFP/RFB/RFQ for ten (10) years after final payment. The Applicant, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Service Provider and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

7) PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES AND AGREEMENT TERM

During the term of any Agreement resulting from this RFP/RFB/RFQ, the Applicant may elect to procure additional or like goods and/or services offered by the Service Provider. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the Applicant's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The Applicant shall not enter into a separate Agreement for said goods or services. Service Providers must state in their proposal that they acknowledge, accept and agree with coterminous expiration conditions.

8) TARIFFS

In anticipation of the possible tariff imposed on imported products, Applicant expects that the Service Provider will familiarize themselves with the impact that any unknown tariff(s) on manufacturer's products are appropriately accounted for in the respondent's fee proposal. The Applicant presumes a tariff will be imposed on any manufacturer's networking equipment manufactured abroad and will be applicable at the time of purchase throughout the term of any agreement resulting from this solicitation (including and mutually agreed upon extensions).
THE SERVICE PROVIDER IS TO IDENTIFY ANY TARIFFS WHEN COMPLETING ANY PRICING ATTACHMENTS AS PART OF THIS SOLICITATION AND IDENTIFY THE PRODUCTS' COUNTRY(IES) OF ORIGIN.

It is also the expectation of the Applicant that the presumed tariff should be LESS than what is identified or if it is not ultimately imposed upon the manufacturer's product, the cost saving will be passed along to the Applicant and, in turn, the FCC's E-Rate program. It should also be presumed by respondents that should any tariff imposed upon a particular manufacturer's product be higher than what was identified in the Service Provider's proposal at the time of purchase, the Applicant will appropriately compensate the service provider for the full cost incurred at the time of purchase without regard to E-Rate eligible invoices.

I, the undersigned, as an authorized agent of _____ (Service Provider Name), hereby certify that I have read the E-Rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-Rate process as outlined above.

Signature: _____Title: _____

Phone Number: _____ Email: _____

Service Provider Name: _____

Service Provider FCC Registration Number: _____

Service Provider Identification Number: _____

Prospective Service Providers will be required to submit the following:

1. Three (3) references describing Service Provider's portfolio experience with comparable projects within a K-12 customer market

2. Service Provider's SPIN number

3. Service Provider's FCC Registration Number (FRN).

4. Service Provider's appropriate CMAS/and or WSCA Contract(s) cover page(s)

5. "Equipment List" completely filled in. Failure by Service Provider to supply these documents can/or will be considered grounds for disqualification. Please see "Equipment List" worksheet at the end of this RFQ.

Service Provider must meet the following qualifications to be considered for award. Documentation regarding the following qualifications MUST be included in the Service Provider's proposal. Noninclusion of applicable documents is basis for disqualification.

1. When providing electronic equipment quotes for switches/hubs/routers, Service Provider must have at least 1 Certified Engineer or equivalent on staff.
2. When providing cable work, Service Provider must be RCDD certified.
3. When providing cable work, Service Provider must provide as-built diagrams in electronic and paper copy formats, and cable test results within 45 days of completion of work.
4. If providing cabling work, Service Provider and its subcontractors must have ***C-7 or C-10*** License and maintain compliance with all required State of California Public Works/Prevailing Wage requirements.
5. If requested by the Applicant, Service Provider must be willing to have employees fingerprinted.
6. All product pricing provided for Form 471 purposes must be functional equivalent or better, once the Applicant has received USAC approval for purchase.
7. Service Provider shall provide with its quote the complete CMAS contract pages, including all pages that show the goods and/or services in Service Provider's quotation submittal. Said products shall be clearly highlighted for ease of identification.
8. Service Provider shall provide references for staff to be associated with project work and implementation.
9. Service Provider must submit all bid responses via the district's bid portal here: https://www.bidnetdirect.com/california/erusd

Right to Reject Any and All Quotes

The Applicant reserves the right to reject any or all quotation submittals and to waive any informalities or regularities. The Service Provider's quotation submission is recognition of this right.

In addition, the Applicant reserves the right to fund, (proceed with project or purchase) or not to fund, regardless of E-Rate approval.

Trade Names and Alternatives

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. If material, process or article offered by service provider is not, in opinion of the District, substantially equal or better in every respect to that specified, then service provider shall furnish material, process or article specified. Burden of proof as to equality of any material, process or article shall rest with service provider. Without such documentation, the District cannot accept the argument on functionality equivalent or better based on cost alone. Products must be compatible with existing systems. Service Provider shall submit request together with substantiating data for substitution of any "or equal" item within the sealed bid packet at the closing of bids. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time for performance of this contract.

Evaluation Criteria

The selection process for each section will include the following evaluation and point assignment/rating criteria for vendors:

Category	Points
Cost of E-rate Eligible Services	45
Cost of E-rate Ineligible Services	5
Scope of Work and Specification Compliance - Proposal meets or exceeds all technical requirements - Compatibility with existing systems - Ease of interoperability with existing systems	30
Bidders Capabilities - Ability to deliver services	20
Total Possible Points	100

Submission Instructions

All vendors must submit responses to RFQ via district's bid portal https://www.bidnetdirect.com/california/erusd by the due date and time specified on page 1.

Any questions regarding this RFQ shall be submitted in writing via the district's bid portal https://www.bidnetdirect.com/california/erusd

The District will not respond to email or phone call inquiries.
All inquiries must be submitted by December 14, 2026 10:00AM PST

Responses to inquiries will be posted to USAC's EPC portal and the district bid portal no later than December 16, 2026.

Pricing Instructions

Service Providers may provide pricing for all or any individual sections outlined below. District reserves the right to award both equipment and installation (labor) as a whole, or to award only for equipment.

Order Information

District reserves the right to order quantities in any size lot or lots of quantities. Pricing must remain firm for the period of April 1, 2027 thru September 30, 2028. The District reserves the right to extend the intent to purchase for an additional annual term through September 30, 2029. Vendor must continue to have a valid CMAS contract and/or continue to be a NASPO approved reseller during the term of the purchase agreement.

Scope of Work: 2027–2028 Network Switch Upgrade

1. Project Overview

The District seeks a qualified vendor to furnish, install, configure and test new network switches at 17 District site locations during E-Rate Funding Year 2027 (July 1, 2027 – June 30, 2028), replacing end-of-life access and distribution switches. The project covers 203 switches (18 fiber aggregation and 185 access), power supplies, DAC cabling, removal of existing switches, and handoff of removed equipment to the IT Department.

Objectives:

- Replace aging switches with HPE Aruba CX 6300-series switches, or approved equivalents, fully interoperable with the District's existing HPE Aruba management and support systems.
- Deliver all work in a manner eligible for E-Rate Category 2 reimbursement and compliant with Universal Service Administrative Company (USAC) rules.
- Minimize disruption to instruction by scheduling cutovers outside instructional hours.
- Hand off a fully documented, tested and supportable network to District IT staff.

Responsibilities at a glance:

Task	Vendor	District IT
Supply switches, power supplies, DAC cables	Yes	No
Staging, firmware, configuration	Yes	Reviews and approves
Installation, rack mounting, patching	Yes	Provides site access
Removal of old switches	Yes	No
Asset disposal of removed switches	No	Yes
Testing and acceptance	Performs	Witnesses and signs off
E-Rate documentation and invoicing support	Yes	Files forms with USAC

2. Equipment Requirements

Vendor shall furnish the following new, factory-sealed equipment, sourced through authorized HPE Aruba distribution channels. Brand names establish a performance standard; “or equivalent” products are accepted if they meet Section 3.

Line	Item (Preferred or Equivalent)	Part No.	Qty	Role
1	HPE Aruba Networking CX 6300M 24-port SFP+ fiber switch	Bidder to specify	18	Building/IDF aggregation
2	Power supply for CX 6300M	JL085A	21	Primary and redundant power
3	HPE Aruba Networking CX 6300L 48-port L2 access switch	Bidder to specify	185	Classroom and office access
4	Power supply	JL087A	33	As specified by District
5	10G SFP+ direct attach copper (DAC) cable	Bidder to specify	17	Switch uplinks and stacking
6	50G SFP56 direct attach copper (DAC) cable	Bidder to specify	52	High-speed uplinks/VSF stacking

General equipment requirements:

- All equipment must be new, not refurbished or gray-market, and carry the full manufacturer warranty registered to the District.
- Bidders must state the exact manufacturer part number, PoE class and budget, and uplink configuration for each line item.
- DAC cable lengths shall be confirmed during the site survey; bidders shall quote 1 m, 3 m and 5 m unit prices.
- Optics and cables must be manufacturer-branded or certified compatible with the proposed switches without disabling vendor support.

3. Compatibility with Current HPE Aruba Support Systems

All proposed switches must integrate with the District's existing HPE Aruba environment without additional licensing, gateways or loss of function. Any equivalent product must meet every requirement below.

- **Operating system:** Run AOS-CX (or a fully compatible equivalent) at a version supported by the District's management platform at time of installation.
- **Cloud/on-premises management:** Onboard to and be fully managed, monitored and configured from the District's current HPE Aruba Networking Central (and/or NetEdit) instance, including templates, firmware compliance and alerting.
- **Access control:** Support 802.1X, MAC authentication and dynamic segmentation with the District's existing HPE Aruba ClearPass Policy Manager.
- **Wireless interoperability:** Provide PoE power and VLAN/tunnel support for existing HPE Aruba access points and gateways.
- **Stacking and redundancy:** Support VSF (6300 series) stacking and LACP uplinks consistent with the existing core design.
- **Protocols:** Support at minimum VLANs (802.1Q), RSTP/MSTP, LLDP, SNMPv3, syslog, NTP, DHCP snooping, IGMP snooping, QoS and RADIUS/TACACS+.
- **Support contracts:** Include manufacturer support (e.g., HPE Aruba Foundation Care or equivalent) for the term specified in pricing, co-termed with existing contracts where possible, with software updates and next-business-day hardware replacement.
- **Licensing:** Include all Central subscriptions/licenses required for each switch for the support term, listed as separate line items.

Equivalency submissions must include manufacturer data sheets and a written statement confirming full management by the District's existing Aruba Central and ClearPass systems. The District alone determines equivalency.

4. E-Rate Compliance

This project will be submitted for E-Rate Category Two (Internal Connections) funding in Funding Year 2027, the second year of the FY2026–2030 Category Two budget cycle (USAC). Award is contingent on an FCC Form 470 posted at least 28 days before vendor selection and on a USAC funding commitment.

Vendor requirements:

- Hold an active Service Provider Identification Number (SPIN / FCC Form 498 ID) and FCC Registration Number (FRN) in good standing; provide both with the bid.
- Not be on the FCC red light list and not be debarred from any federal program.
- Comply with the Lowest Corresponding Price (LCP) rule and gift rules; no gifts or anything of value to District staff during or after the procurement.
- File the FCC Form 473 (Service Provider Annual Certification) for FY2027.
- Agree to bill USAC directly via the Service Provider Invoice (SPI) method, or support District BEAR filings, at the District's choice.
- Not deliver or install equipment before April 1, 2027, the earliest date for FY2027 Category Two installation (LTT Partners), and complete installation by the USAC service delivery deadline (normally September 30 following the funding year).

Pricing and invoicing:

- Itemize pricing per line item, separating E-Rate-eligible from ineligible costs (e.g., extended warranties beyond three years, non-eligible licenses, disposal).
- Include installation, activation and initial configuration as separate, eligible line items.
- Invoices must list manufacturer part numbers, quantities, serial numbers and installed locations matching the Form 471 Item 21 attachment.
- Equipment must be installed at eligible instructional buildings listed on the Form 471.

Documentation and audit:

- Retain all bid, contract, delivery and invoicing records for at least 10 years after the last date of service.
- Cooperate with USAC Program Integrity Assurance (PIA) reviews, Selective Reviews and audits, including providing asset/serial lists and site installation records within requested timeframes.
- Asset inventory delivered at closeout must support the District's E-Rate equipment transfer and disposal records.

5. Installation, Configuration, Cabling and Removal

Installation covers 17 site locations. Vendor shall perform all work below as a turnkey service at each site; the District will provide site access, IP schema and configuration standards.

5.1 Site Survey and Planning

1. Survey every MDF/IDF to confirm rack space, power (circuit capacity and UPS), cooling and existing patching.
2. Deliver a site-by-site migration plan, port map and cutover schedule for District approval at least 30 days before installation.
3. Identify any rack, power or cabling deficiencies in writing; these are not in scope unless added by change order.

5.2 Staging and Configuration

1. Inventory, label and record serial numbers of all equipment upon receipt.
2. Upgrade to the District-approved AOS-CX firmware and onboard each switch to Aruba Central with assigned groups, templates and licenses.
3. Configure VLANs, uplinks/LACP, VSF stacks, spanning tree, QoS, PoE, 802.1X/ClearPass integration, SNMPv3, syslog, NTP and management access per District standards.
4. Bench-test all switches and power supplies before field deployment.

5.3 Installation and Cabling

1. Rack-mount switches with appropriate hardware, install power supplies and connect to existing UPS/PDU circuits.
2. Install 10G SFP+ and 50G SFP56 DAC cables for uplinks and stacking; route and dress cables with hook-and-loop ties (no zip ties).
3. Re-terminate existing patch cords from old to new switches per the approved port map; replace damaged patch cords at unit price.
4. Label all switches, DAC cables and patch cords per TIA-606 and the District labeling scheme.
5. Perform cutovers after 4:00 p.m., weekends or during school breaks unless otherwise approved.

5.4 Removal of Old Switches

1. After each cutover is verified, power down and remove existing switches, power supplies, transceivers and associated cables no longer in use.
2. Record make, model, serial number and location of every removed device on a removal log.
3. Deliver removed equipment, with the log, to a District-designated secure location; leave sites clean and racks orderly.
4. Vendor shall not resell, keep or dispose of any removed District equipment.

5.5 Asset Disposal (District Responsibility)

The District IT Department is responsible for asset disposal of all removed switches, including data sanitization, inventory updates, E-Rate equipment disposal record-keeping and recycling. Disposal costs are excluded from this scope and from the E-Rate request.

6. Testing, Acceptance and Project Terms

6.1 Testing and Acceptance

- Verify for each site: switch online in Aruba Central, uplink/stack status, PoE delivery to APs and phones, 802.1X authentication via ClearPass, VLAN connectivity and redundant power failover.
- Provide a signed site test report; District IT witnesses testing and signs a site acceptance form.
- Final acceptance occurs when all sites are accepted and closeout documentation is delivered.

6.2 Closeout Documentation

- As-built port maps, updated rack elevations and logical network diagram.
- Final configuration backups for every switch.
- Asset inventory: model, serial number, MAC address, building, room/IDF and rack position.
- Removal log of all decommissioned equipment (Section 5.4).
- Warranty and support contract registrations in the District's name.

6.3 Warranty and Support

- Manufacturer warranty and support registered to the District for the term stated in pricing.
- Vendor workmanship warranty of 12 months from final acceptance.
- Vendor shall respond to installation-related defects within 4 business hours during the warranty period.

6.4 Schedule

Milestone	Target
FCC Form 470 / RFP posted	November 16, 2026
Questions from Vendors	December 14, 2026 at 10:00 am pst
Reponses to questions posted	December 16, 2026
RFQ Bid Responses Due	January 14, 2027 at 10:00 am pst
Vendor selected and contract signed (contingent on E-Rate)	Prior to E-Rate FY2027 Form 471 window close
USAC funding commitment	TBD depending on USAC PIA process
Site surveys and migration plan	Within 30 days of notice to proceed
Installation window	No earlier than April 1, 2027; target summer break 2027
Final acceptance	Before the USAC installation deadline (normally September 30, 2028)

6.5 Vendor Qualifications

- Authorized HPE Aruba Networking partner, with at least one Aruba-certified (ACSP or higher) engineer assigned to the project.
- At least three K-12 or public-sector switch deployments of similar size in the last five years, with references.
- Valid state contractor/low-voltage license as required, proof of insurance and staff background checks/fingerprinting required for work on school sites.

6.6 Pricing Format

Bidders shall submit unit and extended pricing for each line item in Section 2, plus separate lines for: staging/configuration, installation per switch, DAC cable lengths, support/licensing per year, and removal of old switches. E-Rate-eligible and ineligible costs must be shown separately. Prices are valid through the end of the funding year and any USAC-approved extension.

SCHOOL LOCATIONS

These addresses do not designate address for shipment of materials.

E.R.U.S.D SCHOOLS	SCHOOL ADDRESSES
Birney Tech School	8501 Orange Ave, Pico Rivera, CA 90660
Durfee Elementary	4220 Durfee Ave, Pico Rivera, CA 90660
Magee Academy	8200 Serapis Ave, Pico Rivera, CA 90660
North Ranchito Elementary	8837 Olympic Blvd, Pico Rivera, CA 90660
Rio Vista Elementary	8809 Coffman-Pico Rd, Pico Rivera, CA 90660
Rivera Elementary	7250 Citronell Ave, Pico Rivera, CA 90660
South Ranchito Elementary	5241 Passons Blvd, Pico Rivera, CA 90660
Valencia Elementary	9241 Cosgrove St, Pico Rivera, CA 90660
North Park	4450 Durfee Ave, Pico Rivera, CA 90660
Rivera Middle School	7200 Citronell Ave, Pico Rivera, CA 90660
STEAM Academy @ Burke	8101 Orange Ave, Pico Rivera, CA 90660
El Rancho High School	6501 Passons Blvd, Pico Rivera, CA 90660
Salazar	9115 Balfour St., Pico Rivera, CA 90660
Early Learning	9426 Marjorie St, Pico Rivera, CA 90660
El Rancho Education Center	8110 Paramount Blvd., Pico Rivera, Ca. 90660

DISTRICT OFFICES	DISTRICT OFFICE ADDRESSES
Superintendent's Office	9333 Loch Lomond Dr. Pico Rivera, Ca. 90660 - BLDG. A
Educational Services	9333 Loch Lomond Dr. Pico Rivera, Ca. 90660 - BLDG. J
Human Resource	9333 Loch Lomond Dr. Pico Rivera, Ca. 90660 - BLDG. D
Information Technology	9333 Loch Lomond Dr. Pico Rivera, Ca. 90660 - BLDG. E
Purchasing Dept.	9333 Loch Lomond Dr. Pico Rivera, Ca. 90660 - BLDG. G
District Warehouse	9333 Loch Lomond Dr. Pico Rivera, Ca. 90660 - BLDG. F
Special Education	9333 Loch Lomond Dr. Pico Rivera, Ca. 90660 - BLDG. K
District Office 2	8910 Slauson Ave. Pico Rivera , Ca. 90660

EL RANCHO UNIFIED SCHOOL DISTRICT RFQ NO: 01 (E-Rate Yr 2027/2028) DUE DATE: January 14, 2027 10:00 AM PST
DISTRICT BID PORTAL: https://www.bidnetdirect.com/california/erusd

QTY	UNIT	DESCRIPTION	MODEL	MANUFACTURER	UNIT COST	EXTENDED COST	E-RATE ELIGIBILITY %	TOTAL E-RATE ELIGIBLE COST	TOTAL E-RATE INELIGIBLE COST
Describe Standard Manufacturer Warranty Description and any associated costs:									
					SUB-TOTAL				
					11.25% SALES TAX				
					SHIP/ HANDLING				
					TOTAL COST				

DELIVERY TIME: _____ **PAYMENT TERMS:** _____**DATE:** _____ **E-RATE SPIN #:** _____

COMPANY NAME: _____ **REPRESENTATIVE NAME:** _____

ADDRESS: _____ **PHONE NO.:** _____

EMAIL: _____