2027 KING GEORGE C2 SPECIFICATIONS

Applicant:	**King George County Public Schools ("KGCS")**
BEN:	**126445**
Form 470 #:	**270004869**
Procurement Contacts:	**Jen Brody - jbrody@kgcs.k12.va.us** **Melissa Zaruba - mzaruba@e-ratecentral.com**

Procurement Schedule

Milestone	Due Date
Issue Date	Wednesday, November 18, 2026
Deadline to Submit Questions	Friday, December 4, 2026, 2:00 PM ET
Posting of Questions/Clarifications	Tuesday, December 8, 2026
Proposal Submission Deadline	Thursday, January 7, 2027, 2:00 PM ET

KGCS may, at its sole discretion, extend the due date for the submission of proposals and any extensions shall be done via an addendum posted in the E-Rate Productivity Center (EPC).

Communications and Questions

All vendor requests for clarification from KGCS regarding this solicitation **must** be emailed and received by the "Deadline to Submit Questions" noted in the "Procurement Schedule." Questions should be directed to all "Procurement Contacts" listed above, with the Form 470 Number included in the subject line. Failure to include all "Procurement Contacts" could result in questions going unanswered. Verbal inquiries are not allowed. Clarifications, when applicable, will be posted as an attachment/addendum to the Form 470. Each Offeror is responsible for downloading the current version of the Form 470 and attachments, including any addenda. KGCS reserves the right to ask vendors clarifying questions during the proposal review process.

Contact initiated by an Offeror concerning this solicitation with any other KGCS representative other than those listed as Procurement Contacts is prohibited. Unauthorized contact may result in the Offeror's disqualification from this solicitation.

Site Visit

For this solicitation, a site visit is not offered.

Proposal Instructions

Proposals **must** be submitted via email by the Proposal Submission Deadline in the Procurement Schedule. Proposals are to be submitted to jbrody@kgcs.k12.va.us **and** mzaruba@e-ratecentral.com.

Offerors are solely responsible for reviewing the solicitation and complying with all proposal submission requirements, including the designated submission method, deadline, and required documentation.

KGCS has no obligation to respond to requests for alternative submission instructions, provide individualized guidance, or invite resubmission when the solicitation already establishes the required submission procedures.

Statements in a proposal indicating that the Offeror is willing to resubmit through another method, upon request, do not constitute compliance with the solicitation's submission requirements and do not obligate KGCS to contact the Offeror or provide an opportunity to resubmit.

Proposals submitted through a method other than that specified in the solicitation will be deemed nonresponsive, consistent with the solicitation and applicable procurement requirements.

Proposals must include the following:

- Applicant name (King George County Schools)
- Form 470 number (270004869)
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions
- Quote including unit pricing for each offered product or service
- Manufacturer product specifications for alternative solutions (if applicable)
- Cooperative contract details for offers totaling more than $200,000

Proposals **must** include all costs associated with providing the requested products/services to KGCS including but not limited to shipping fees, licenses, and any component needed for the proposed equipment to function properly. Offerors **must** include all costs associated with the installation of the equipment and components, including but not limited to, configuration, travel, per diem, shipping, labor, etc.

Pricing for each proposed product or service should:

- be shown as unit pricing with separate line-item charges for each SKU,
- identify the percentage of each SKU that is eligible for E-Rate support as agreed upon by USAC and the manufacturer; and
- be categorized as Internal Connections (IC), Basic Maintenance of Internal Connections (BMIC), and/or Managed Internal Broadband Services (MIBS).

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.

Existing Network Environment

KGCS's current network environment and/or desired features include, but are not limited to the following:

Current Internet/WAN Connection speeds

- 5 Gbps dedicated fiber internet with 10 Gbps WAN, possibly upgrading to 20 Gbps internet

Current VPN

- Global Protect through the Palo Alto

Required firewall/security inspection throughput

- Wish to implement TLS / SSL decryption between 75-100% rates

Existing security feature and subscriptions

- Currently only Wildfire and Advanced Threat Protection

High-availability configuration

- Currently running a single PA-3430 but open to an HA pair in the future (not this solicitation)

Routing protocols

- Current firewall is not performing any internal routing

Authentication integration

- Currently None

VLAN/zone segmentation requirements

- Currently handled with routers prior to the firewall, but future plans for zero-trust environment may require the capability.

Logging/monitoring integration

- Not a requirement

Equipment/Service Request

KGCS requests proposals for new E-Rate eligible Category 2 equipment and vendor installation services to replace its existing Palo Alto PA-3430 firewall.

Partial offers **will not** be considered. Offers must include all hardware, related components, licensing subscriptions, and vendor installation service (turn-key solution) to be eligible for consideration.

Equipment Scope of Work

Proposals are requested for either of the two firewall models specified below, or a functional equivalent. These models are examples of hardware and licensing that meet the district's needs. The district intends to purchase only one firewall, along with related components and licensing, through this solicitation. Vendors may offer up to two proposed solutions.

Hardware/Bundle Option 1

- Palo Alto PAN-PA-5410-BND-PRECISIONAI-5YR with PAN-SVC-PREM-5410-5YR support (or equivalent)

Hardware/Bundle Option 2

- FortiNet FG-901G-BDL-809-60 (or equivalent)

Related Components

- Offers **must** include all required rails, SFP's, QSFP's, etc. for a standard rack mount solution. The district will provide open rack space up to 8u in a single rack, or 8u in two (2) racks.

Licenses/Subscriptions

- Licenses and subscriptions **must** cover a 5-year term. For the full term, they must include, at a minimum, the following functions: IPS, malware protection, AI-based malware prevention, application control, URL and DNS filtering, and IoT security. Offers that do not provide all these functions for the full five (5) years will be considered not equivalent and will be disqualified.

Offers containing alternative makes/models are required to submit product specifications and documentation to establish that the equipment is equivalent to either of the requested solutions. KGCS will be the arbiter of whether the proposed solution is functionally and technically equivalent to a requested solution.

The quantities requested are KGCS's best estimate and may be adjusted based on the Offeror's recommendations. KGCS reserves the right to increase or reduce quantities and buy some, all, or none of the listed equipment.

Proposals featuring equipment that is used, open box, refurbished, or categorized in any way other than new will be disqualified.

Installation Scope of Work

For this solicitation, vendor installation services are **required**.

Standard installation requirements

- The service provider shall furnish all labor, tools, materials and incidental hardware (mounting kits, patch cables, power cords, connectors and similar items) needed for a complete, working installation of the equipment and services awarded.
- Installation shall be coordinated in advance with the district. Work in occupied school shall be scheduled outside instructional hours, or as approved by KGCS, to limit disruption.
    - Preferably installation will be able to occur in July 2027, during normal business hours.
- The service provider shall give KGCS written notice before any planned outage and shall not interrupt production services without the district's prior approval.

- Service provider personnel shall follow the district's site access, visitor check-in and background screening policies, and all applicable state and local requirements for working in schools.
- All work shall comply with applicable electrical, building and fire codes and with the manufacturer's installation instructions.
- The service provider shall protect existing facilities and shall repair any damage caused by its work at no cost to the district.
- The service provider shall remove packaging and debris daily, leave work areas clean, and remove or return replaced equipment as directed by the district.
- Installed equipment shall be labeled to match a naming convention approved by KGCS.
- At completion, the service provider shall deliver an equipment list showing make, model, serial number and location for each installed item.
- Installation shall be complete by the date stated in the contract, in time to meet the E-Rate service delivery deadline for the funding year.
- Installation is complete only after testing and written acceptance by the district. The service provider shall correct any punch-list items promptly and at no additional cost.
- Manufacturer or industry certifications for installers

Firewall specific installation requirements

- Install firewalls in the racks or cabinets at the locations listed, with power, grounding and cable management per manufacturer instructions.
    - KGCS will provide open rack space up to 8u in a single rack, or 8u in 2 racks.
- Update firmware to the manufacturer's current recommended stable release, or the version the district specifies, before production use.
- Configure interfaces, zones, addressing, NAT, routing and security policies to the district's requirements, and activate the security features and subscriptions included in the award.
- Configure content filtering consistent with the district's Internet safety policy, if the firewall performs that function.
- Secure the device: replace all default credentials, restrict management access, and enable logging as KGCS specifies.
- Keep the existing firewall available for rollback until the district accepts the new one, and coordinate cutover to limit downtime.
- Test connectivity, policy enforcement and throughput with security features enabled.
- Register licenses and subscriptions in the district's name, and deliver a backup of the final configuration and a summary of the rule set.
- Configure VPN tunnels or authentication integration, as applicable.

Installation Location

Location Name	Street	City	State	Zip
King George Admin Building	9100 St. Anthony's Road	King George	VA	22485

While the location listed above is the site currently planned to receive the listed equipment and

services, installation may occur at any E-Rate eligible site based on KGCS's need at the time of purchase and delivery.

Contract Requirements

For proposals with a total purchase price of $200,000 or less, preference will be given to proposals that provide KGCS the option to purchase the proposed products and/or services through an existing competitively procured cooperative, state, or other governmental contract that the district is legally authorized to utilize.

For proposals with a total purchase price of more than $200,000, the Offeror **must** identify an existing competitively procured cooperative, state, or other governmental contract available for use by KGCS through which the proposed products and/or services may be purchased. Failure to provide an acceptable contract vehicle for offers more than $200,000 will be disqualified.

The Offeror shall identify the contracting entity, contract name and number, effective and expiration dates, and provide sufficient documentation to demonstrate that the contract permits use by KGCS. The district reserves the right to determine whether any identified contract satisfies applicable Virginia procurement requirements and is in the best interests of the School Division.

KGCS intends to complete the purchase and installation of the new hardware in July 2027. If E-Rate funding is delayed, however, the project may be postponed until later in the funding cycle. To accommodate this, the district intends to award an agreement covering equipment and services from July 1, 2027, through September 30, 2028, with one optional renewal to align with an extended E-Rate service delivery deadline, if needed.

The quoted pricing must not assume KGCS will purchase the full quantities listed in the proposal.

KGCS 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.

E-Rate Specific Considerations

KGCS intends to utilize the Service Provider Invoicing (SPI) method for this funding request. Vendors must be willing and able to provide discounted billing and submit FCC Form 474 invoices to USAC. Vendors unable to support SPI billing **will be** disqualified.

Offerors must hold a valid, active nine-digit SPIN (498 ID) issued by USAC as of the proposal submission deadline. The SPIN must belong to the legal entity that will contract with and invoice KGCS. A pending registration, a SPIN assigned to an unrelated entity, or a commitment to obtain one after the deadline will not satisfy this requirement.

Basic Maintenance of Internal Connections and Managed Internal Broadband Services were included on the Form 470 out of an abundance of caution. No separate BMIC or MIBS services should be proposed unless necessary to properly classify an element of the requested products or services under E-Rate rules.

Service providers proposing a temporary equipment loan for product demonstration and/or evaluation purposes are **required** to clearly state that such loans are of limited duration. Product demos extending beyond thirty (30) days must be explicitly authorized by both parties and provided at a fair market rate.

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 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

KGCS is subject to Virginia Public Procurement Act (VPPA) restrictions.

Any potential Offeror shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, sexual orientation, gender identity, national origin, age, disability, status as a service-disabled veteran, status as a military family, or any other basis prohibited by state law relating to discrimination in employment (Code of Virginia § 2.2-4310(A)). The District does not discriminate against faith-based organizations. Faith-based organizations are also protected from discrimination based on religious character as defined by state code (Code of Virginia § 2.2-4343.1).

The language in this solicitation has been standardized: "must," "shall," "mandatory," and "required" indicate mandatory specifications that KGCS expects in the proposed solution. Proposals failing to meet these will be disqualified. "Should" and "may" indicate desirable specifications. A mandatory requirement may be waived if all respondents fail to meet a mandatory requirement.

KGCS reserves the right to request Best and Final Offers (BAFOs) from one or more Offerors. BAFOs must be received by the date and time specified during discussions or negotiations. If an Offeror does not submit a BAFO by the stated deadline, KGCS will evaluate that Offeror based on its originally submitted proposal. If BAFOs are requested, KGCS reserves the right to conduct a subsequent evaluation and scoring of proposals, including any revised pricing and other information submitted in response to the BAFO request, in accordance with the evaluation criteria set forth in this solicitation. BAFO requests and negotiations will be conducted in accordance with § 2.2-4302.2, including its requirements for the number of offerors selected for negotiation and applicable exceptions.

KGCS reserves the right to reject any or all proposals, waive any irregularities or informalities, and award all, part, or none of the services in a manner it determines to be in its best interest. KGCS is not obligated until a valid agreement and/or Purchase Order is executed.

Offerors must accept that KGCS obligations are contingent on appropriation and availability of funds and may be reduced or terminated without penalty if funds are unavailable.

KGCS reserves the right, subject to applicable procurement requirements and E-Rate rules, to make non-material modifications to the awarded contract and to add or remove eligible locations, quantities, equipment, or services when such changes remain within the general scope of the original procurement.

KGCS may, at its sole discretion, extend the due date for the submission of proposals and any extensions shall be made via an addendum posted in the E-Rate Productivity Center (EPC).

The vendor submission is subject to open records requests and, as such, the records will be released in accordance with those policies. Vendors are encouraged to mark pages as “Proprietary” or “Confidential” as appropriate, but the entire submission may not be marked as such. Identifying information as “Proprietary” or “Confidential” does not guarantee that the information will not be released but will be considered in determining whether the information is required to be released in accordance with the open records policies. Generally, pricing is not exempt from being publicly released.

By submitting a proposal, the Offeror certifies that no relationship exists between the Offeror and KGCS that would interfere with fair and open competition or create a conflict of interest.

Evaluation Criteria

These criteria are to be utilized in the evaluation of offers to be considered. Individual criteria have been assigned a weight to reflect relative importance. Vendors are encouraged to provide details in their proposals that address the following criteria.

Criteria	Description	Weight
E-Rate Eligible Costs	Total cost of E-Rate eligible components, including equipment, licenses, installation, shipping, and any associated eligible services, as applicable.	**30%**

E-Rate Ineligible Costs	Total cost of E-Rate ineligible components, including equipment, licenses, installation, shipping, and any associated ineligible services, as applicable.	**15%**
Technical Compliance and Functionality	Degree to which the proposed solution meets or exceeds KGCS's functional requirements, performance needs, and technical specifications.	**15%**
Prior Experience	KGCS's own experience with this vendor's performance and service quality, if any	**15%**
Cooperative/ Public Contract Availability	For purchases exceeding $200,000, compliance with the cooperative/public contract requirement is mandatory and will be evaluated on a pass/fail basis. Offers exceeding $200,000 that include eligible contract vehicles will receive full points; no or ineligible contract vehicles will be disqualified. For offers with a total cost of $200,000 or less, points will be awarded based on the availability and applicability of an existing competitively procured cooperative, state, or other governmental contract available for use by KGCS, including the administrative efficiencies, pricing protections, and contractual benefits provided. Offers of $200,000 or less that include eligible contract vehicles will receive full points; no or ineligible contract vehicles will receive zero points.	**15%**
Compliance with Solicitation Requirements	Completeness of proposal, E-Rate compliance, and responsiveness to requested information.	**10%**