SOLANO COUNTY OFFICE OF EDUCATION

REQUEST FOR PROPOSALS
FOR

Broadband Service to be
Funded by E-Rate Year 30 (2027-2028)
Issued November 17, 2026

1 SUMMARY

The purpose of this Request for Proposal (RFP) is to define the Solano County Office of Education's minimum requirements, solicit proposals and gain adequate information by which Solano County Office of Education may evaluate the services offered by the Proposer.

Solano County Office of Education, herein after referred to as SCOE is a partner to Solano County's six school districts, providing services and oversight that help them serve approximately 64,000 students. While SCOE does not have or create policies directing district behavior, singe each district sets its own policies, SCOE does offer key services and programs including:

- Service and support to help districts meet legal mandates, operate cost-effectively, and raise student achievement.
- Fiscal oversight to districts.
- Schools and services for special education and alternative education who are not enrolled at district sites.
- College and Career Readiness and Workforce Development Services helps districts prepare their students for college and career.
- Professional development for teachers and administrators.

SCOE seeks to evaluate fiber-based service options to provide Broadband Wide-Area Network connectivity from SCOE's Administrative Offices to SCOE's Remote Data Center location and award contract/s following evaluation of responses from potential service providers.

SCOE discourages lengthy and costly proposals. Proposals should be prepared simply, economically and provide a straightforward, concise description of the Proposer's capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.

In order for a proposal to be consider valid, the proposal must address all aspects of desired broadband network service sought by SCOE and be received by SCOE's Consultant no later than 5:00pm, Friday, December 18, 2026.

2 PROPOSAL EVALUATION

All valid proposals will be evaluated using the following scale:

E-Rate Eligible Costs	30%
Completeness/Accuracy of Response	25%
Service Level Agreements	20%
Prior Vendor Performance	15%
Discount Receipt Process	10%

3 GENERAL REQUIREMENTS AND INFORMATION

3.1 SITES

3.1.1 Solano County Office of Education
5100 Business Center Drive, Fairfield, CA. 94534

3.1.2 Solano County Office of Education
1200 Striker Avenue, Sacramento, CA. 95834

3.2 GENERAL INFORMATION

- County Office is Solano County CENIC Node and has multiple dedicated circuits to support this function. (Reference only)

3.3.1 SCOE'S DESIRED BROADBAND SERVICE

- Point-to-point circuit from SCOE Location 3.1.1 to SCOE Location 3.1.2.
    - SCOE prefers Ethernet Point-to-point circuits that provide:
        - 1Gb Non-blocking connectivity from each of Locations 3.1.1 to SCOE Location 3.1.2 upon implementation.
    - Proposed service to be:
        - Eligible for E-Rate Priority One Telecommunications Services discounts
        - Eligible for California Teleconnect Fund discounts.

4 PROPOSER'S REPONSE REQUIREMENTS AND COMMITMENTS

4.1 PROPOSED BROADBAND SERVICE SOLUTION

- **Proposers responses are required in PDF file format and shall be emailed to the SCOE's Consultant: rich@aagjconsulting.com**
    - Hard copy responses are not required.
- Confirm that proposer has completed FCC Form 473 Service Provider Annual Certification Form for Funding Year 2027-2028
- Provide contractual pricing for service, which identifies minimum annual dollar commitment for network service to be provided at both three and five-year terms.
    - Contractual pricing should:
        - Identify recurring and non-recurring rates for bandwidth to be provided at installation, as previously specified by SCOE.
        - Special construction charges,
    - Identify any FCC, CPUC surcharge/fees and taxes to be applied to monthly billing.
        - If proposed service is exempt from any FCC and/or CPUC surcharges/fees and taxes, provide documentation of exemption.
        - Responses that fail to include surcharge/fee information as requested will be considered non-compliant.

- Should proposer elect to identify E-Rate Eligible Special Construction Costs in its proposal,
    - Proposer shall confirm ability of SCOE to amortize non-discounted portion of Special Construction costs over a four-year term.
    - If successful bidder, Proposer agrees to provide the following information to support Special Construction costs:
        - Aerial Build Cost
            - Average Cost per foot for material
            - Average Cost per foot for placement, structure material, structure placement.
        - Direct Buried Build
            - Average Cost per foot for material
            - Average Cost per foot for placement, labor, conduit. Handholes, vaults etc.
    - Any additional information that may be requested during E-Rate Program Integrity Assurance process.
- Submit network design illustration of proposed services to deliver bandwidth and network configuration as outlined by SCOE.
    - Identify design components which contribute to increased bandwidth utilization across the proposed network.
        - If proposed solution is a managed network in which provider will install network equipment to support the solution, provide manufacturer's name, model and SKU number for equipment to be installed at each site.
    - State network latency to which provider will commit to deliver
- Identify implementation plan for Broadband Services
    - Include timeline in business days from receipt of firm order from SCOE to implement Broadband Services.

        - Responses that fail to include timeline as requested will be considered non-compliant.
    - Should proposer's implementation plan include utilization of sub-contractors
        - Identify work to be completed by proposer's personal
        - Identify work to be completed by sub-contractor
    - Identify any external influences which are out of proposer's control which could impact ability to meet stated installation timelines.
    - Provide description of facilities to be installed by provider and handoff at each location, including any rack space or electrical requirements to be provided by SCOE.
    - Confirm ability to provide SCOE with as built documentation of network components including but not limited to circuit identification numbers and network routing information
- Define support resources available to SCOE which will:
    - Identify process for resolution of service interruptions
        - Provide organization chart with contact information for repair/maintenance organization.
            - Identify number of personnel located in Solano County available to support proposed service.
        - If repair/maintenance is to be provided by sub-contractor, so state and:
            - Provide location of sub-contractor's offices and number of personnel available to support proposed service.
        - Define major and minor service interruptions and mean time to resolution
- Provide
    - Minimum of three references for proposed services.
        - Identify reference contact and provide contact information
    - SPIN numbers for services to be provided.
    - Sample Billing Statement
    - Identify process for obtaining approved E-Rate discounts following receipt of Funding Commitment Decision Letter and submission of Form 486
        - Confirm ability to provide E-Rate Service Provider Invoicing billing option.

5 SERVICE LEVEL/MAINTENANCE AGREEMENTS

5.1 SERVICE LEVEL/MAINTENANCE AGREMENTS MUST BE INLCUDED IN PROPOSAL TO BE CONSIDERED A VALID RESPONSE.

- Service Level Agreement should identify support services to be provided, including but not limited to:
    - Performance guarantees
    - Network Monitoring
    - Fault Isolation and Resolution

- Service Level Agreement shall be an industry standard 24/7 agreement to ensure the following objectives are maintained:
    - No other Services Provider's customers will have any physical or logical access to SCOE's traffic/VLAN.
    - Network Availability – 99.00%
    - Packet Delivery – 99.99%
    - Network Latency: As identified and committed to in proposal
    - Mean Time to Repair – 4 Hours – end-to-end, including local loop

6 RFP TERMS

SCOE requires RFP submittals no later than 5:00pm, Friday, December 18,2026. Proposals must be valid through the E-Rate Funding Year 2027-2028 and/or complete implementation of the proposed service.

SCOE requests email responses to this RFP.
Email responses to: rich@aagjconsulting.com

Received response's will be opened and read by SCOE's evaluation team, following the close of the submission window. SCOE reserves the right to make an award without further discussion of any proposal submitted. Therefore, each proposal should be initially submitted on the most favorable terms the vendor can offer.

After the evaluation of proposals and final consideration of all pertinent information available, SCOE shall issue a written notice which shall identify the apparent best evaluated Proposer. The notice shall not create rights, interests or claims of entitlement in the apparent best evaluated Proposer or any vendor.

SCOE reserves the right to reject any or all proposals submitted and waive any formality in the proposals received.

The contract(s), if awarded, will be to the vendor considered to be the best value to District. Best value will be considered based upon the proposal evaluation matrix identified in Section 2 and network requirements identified in Section 3 of this document.

7 CONTRACT TERMS

Contract term, three or five-year, shall be determined following evaluation of proposals.

Contractual agreement shall restate service provider's commitments as identified in Section 4 of this document.

The SCOE requires all contractual agreements to be reviewed by SCOE's legal representative and approval of the Solano County Board of Education.

8 CONTACT INFORMATION

Direct contact with SCOE personnel during RFP process is prohibited and will result in disqualification of potential service providers that ignore this prohibition.

Direct contact between SCOE personnel and existing service providers to discuss ongoing projects initiated prior to the release of this RFP does not constitute a violation of the previously stated prohibition.

Submit questions regarding this RFP via email to the SCOE's Consultant:

Rich Tunheim
Aarrestad-Gjervik Consulting
4763 Saddle Club Lane
Santa Rosa, CA. 95409
rich@aagjconsulting.com

P. 707-228-9357
F. 888-812-8992

Last date to submit questions November 19, 2026.