Kalamazoo Public Schools

Request for Proposal

Allowable Contract Date: December 16, 2026

Address:
1220 Howard St.,
Kalamazoo, MI 49008
Contact Person: Ian Haight
Email: haightij@kalamazoopublicschools.net and jmorgan@elitefund.com

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Important Notes:

- Please **email** all quotations to the above email addresses clearly marked "E-rate bid."
- All quotes must be submitted with the understanding that implementation may be dependent upon:
  - E-rate funding approval by the SLD
  - Enrollments
  - Existing budgetary requirements
- The following specifications are to be used as *guidelines* in quoting a solution. Although specification changes are permitted, *the quality of the product/service requested must be based upon industry standards* ***at time of delivery.***
- The items requested within this RFP may or may not be USF eligible. All non-eligible products and services must be itemized. Please use the 2027 USF Eligible Services List located on the USAC website (https://www.usac.org/e-rate/eligible-services-list/) for guidance. (Note: It is the vendor's responsibility to check for updates and corrections prior to submitting bids/quotations.)
- All bidders must adhere to the Lowest Corresponding Price (LCP) guidelines (as dictated by the SLD).
- All bidders will understand that if the entity closes, contract termination fees will not be incurred by the entity.
- Offerors submitting proposals for anything other than a firm fixed price for the goods and services listed, will not be accepted. Price adjustments after an award will not be accepted by applicant.
- All bidders will understand that the entity may choose more than one provider for one type of service.
- Multi-year contracts may be considered.
- All bidders must have an E-rate SPIN.
- All bidders must have the 2027 Service Provider Annual Certification Form 473 on file with USAC by September 1, 2027 **AND their SAM.gov must be active**.
- The district reserves the right to accept or reject any or all quotations.
- All respondents of this RFP confirm they are not an Iran-linked business.
- Implementation and completion of the services are contingent upon the district receiving approved funding from the Universal Services Fund. The services may be revised or terminated if the funds from the USF discount program are not approved or do not meet the expectations of the entity. If requested, the vendor will complete the SPI (Form 474) application. It is the vendor's responsibility to understand and comply with all rules and procedures required by the Schools and Libraries Corporation and the Universal Services Fund.
- The Board reserves the right to:
  - Reject any or all bids without assigning any reason thereto
  - Be the sole judge of equivalency
  - Waive any bid requirement in accepting or rejecting bids.

Bid Evaluation:

Although the cost of the product/service is of primary concern, the ability to accommodate growth and change and the total cost of operation (TCO) within the district are, in many ways, more important. **Do not assume the lowest bid will be awarded the project.**

To achieve this goal, bids will be evaluated on several factors.

- Prices/charges
- Prior experience
- Understanding of needs
- Personnel qualifications
- Completeness of response and adherence to bid specifications
- Capability of the bidder to successfully complete the installation/service within the required timeframe.

Category 1 Services

NOTE: Any additional services not covered by USF eligibility must be itemized and quoted separately.

- **WAN Circuits**
  - **Minimum of 3 10Gb** point to point circuits to the following locations:
    - Linden Grove Middle School (1220 Howard St., Kalamazoo, MI to 4241 Arboretum Pkwy., Kalamazoo, MI 49006)
    - Kalamazoo Innovative Program (1220 Howard St., Kalamazoo, MI to 3333 S. Westnedge, Kalamazoo, MI)
    - Prairie Ridge Elementary School (1220 Howard St., Kalamazoo, MI to 2294 S. 9th St., Oshtemo, MI.)
      - Provide 99.97% uptime guarantee (preferred)
      - 4-hour maximum service response time (24/7)

- **Fiber Maintenance**
  - The district has a private fiber network between their buildings. The district is looking for fiber maintenance on the district owned fiber.
  - 10Gb to 25Gb

When pricing maintenance, the respondent should include an overview of fiber maintenance practices including:

- Routine maintenance and inspection, including annual tree trimming around any potential obstructions.
- Scheduled maintenance windows and scheduling practices for planned outages
- Marker and handhole inspection and repair
- Handling of unscheduled outages and customer problem reports
- What service level agreement is included, and what alternative service levels may be available at additional cost

- What agreements are in place with applicable utilities and utility contractors
- Read and respond appropriately to Miss Dig and NJuns tickets
- Emergency restoration
- Repair of fiber breaks
- Post repair testing
- Mean time to repair
- Replacement of damaged fiber
- Replacement of fiber which no longer meets specifications
- Repair/replace loose/broken hangars

Category 2 Services:

NOTE: Any additional services not covered by USF eligibility must be itemized and quoted separately.

- **Wireless Access Points**
  - Approximately 4 for Loy Norrix
  - Cisco C9120AXI-B-EDU or equivalent
  - Include cabling
  - Installation and configuration

- **Managed Internal Broad Service**
  - The District is seeking a cloud-based WIFI performance management and monitoring solution capable of working alongside WIFI Access Points from any vendor, and providing proactive as well reactive troubleshooting capabilities
    - For Approximately 25 buildings
    - Needed for WIFI monitoring
    - Currently have Cisco access points

- **UPSs**
  - Approximately 100
  - Looking to replace the current fleet of UPS units district-wide with new units that will better meet our current needs as well as provide capacity for continued expansion. With the addition of IP-based phones as well as continuing to add more cameras and wireless Access Points the power demand on our switches has increased. Our current switch model draws approximately 1,100 watts. We would like to use only two or three different sizes of UPS - a small one for the smaller racks of three or fewer switches rated at least 3,500 watts (61 cabinets), a larger size for the bigger racks of four to six switches rated at least 7,000 watts (33 cabinets), and then one very large size for the largest cabinets of up to eleven switches rated at around 15,000 watts (6 cabinets).
  - Our smallest network racks have a depth of 14 inches so the smaller size UPS needs to work in that amount of space at 1-2 rack units of height. The next size racks are at minimum 20 inches in depth (although most are deeper or are open-rack) but still should be in the 2 rack unit range. The largest UPS does not need to be rack mounted, but it would still be preferable to stick with a

rack-sized footprint. All UPSes need to have an ethernet port for management purposes and should not have any functionality restricted by proprietary management software.

Cabinets based on switch count:

# of switches	# of racks
1	14
2	27
3	20
4	18
5	7
6	8
7	3
8	2
9	1
11	1

Total # of racks: 101

Central High School

15,000 watts - 1

7,000 watts - 4

3,500 watts - 4

Loy Norrix

15,000 watts - 0

7,000 watts - 4

3,500 watts - 11

Phoenix

15,000 watts - 0

7,000 watts - 1

3,500 watts - 2

Hillside

15,000 watts - 1

7,000 watts - 0

3,500 watts - 1

Maple

15,000 watts - 0

7,000 watts - 2

3,500 watts - 5

Milwood Magnet

15,000 watts - 1

7,000 watts - 1

3,500 watts - 1

Linden Grove - example

- 15,000 watts - 1
- 7,000 watts - 3
- 3,500 watts – 0

Arcadia

15,000 watts - 0

7,000 watts - 1

3,500 watts - 0

Edison

15,000 watts - 1

7,000 watts - 0

3,500 watts - 1

El Sol (current)

15,000 watts - 0

7,000 watts - 0

3,500 watts - 3

Greenwood

15,000 watts - 0

7,000 watts - 1

3,500 watts - 0

Indian Prairie

15,000 watts - 0

7,000 watts - 0

3,500 watts - 3

King-Westwood

15,000 watts - 1

7,000 watts - 0

3,500 watts - 1

Lincoln

15,000 watts - 0

7,000 watts - 2

3,500 watts - 4

Milwood El

15,000 watts - 0

7,000 watts - 2

3,500 watts - 0

Northeastern

15,000 watts - 0

7,000 watts - 1

3,500 watts - 2

Northglade

15,000 watts - 0

7,000 watts - 21 *MDF will house server for Atlas clocks

3,500 watts - 3

Oakwood

15,000 watts - 0

7,000 watts - 1

3,500 watts - 0

Parkwood-Upjohn

15,000 watts - 0

7,000 watts - 2

3,500 watts - 0

Spring Valley

15,000 watts - 0

7,000 watts - 1

3,500 watts - 2

Washington

15,000 watts - 0

7,000 watts - 2

3,500 watts - 0

Winchell

15,000 watts - 0

7,000 watts - 1

3,500 watts - 3

Woods Lake

15,000 watts - 0

7,000 watts - 1

3,500 watts - 2

Woodward

15,000 watts - 0

7,000 watts - 1

3,500 watts - 2

CEC-KILP/Virtual

- 15,000 watts - 0
- 7,000 watts - 0
- 3,500 watts - 7

TOTALS

- 15,000 watts - 6
- 7,000 watts - 33
- 3,500 watts - 61
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