# Southeastern Greene School District

## Request for Proposals

## School District Internet Access

## 470: 270005176

The Southeastern Greene School District is seeking vendor proposals for Internet access delivered via lit fiber services, including IP addresses. We seek symmetrical bandwidth at 2 GB. Service should be handed off at the high school at 1000 Mapletown Road, Greensboro, PA 15338.

The District intends to apply for discounts on the services listed in this RFP through the federal E-Rate program. Several criteria and restrictions pertinent to the E-Rate program are included herein and must be met by the successful vendor for the proposal to be considered a Qualified Proposal.

Vendor questions must be submitted via e-mail to Mr. Preston Pratt at pratt.preston@segsd.org and Kristin Van Strien at kristin@vanstrien.net. Vendor questions should be submitted with "2027 IA E-Rate" in the line item for easy identification.

All questions must be submitted in writing for record keeping purposes; District will not respond to any phone requests. If necessary, any questions and answers will be posted as an addendum in the EPC portal.

Proposals must be submitted via email to Mr. Preston Pratt at pratt.preston@segsd.org and Kristin Van Strien at kristin@vanstrien.net by December 21, 2026 at 10 AM EST. All required Vendor information, certifications and attachments must be included with the proposal.

**Proposals must include:**

- Pricing for 2 GB symmetrical Internet Access.
- Pricing 10 IP addresses.
- Pricing for 3 years with 3, 1-year optional renewals. Extension terms and pricing must be spelled out in the proposal. Open-ended, automatically renewing, or "evergreen" terms are not acceptable and will not be considered responsive.

- The contract shall be subject to the laws of the state in which services are provided, and any provision to the contrary is void. The applicant will not accept terms requiring it to

indemnify the Service provider against the Service Provider's own negligence or misconduct.

- Bidders are advised that this procurement will be contingent upon the successful obtaining of E-Rate funding, and the contract agreement between the Applicant and the selected vendor must recognize that contingency.

- Proposals must disclose what, if any, taxes, fees and surcharges, will be assessed on the services. If additional charges will be assessed beyond the base monthly recurring fee, the proposal **must** disclose the current cost of those taxes/fees.

- The District is exempt from Pennsylvania Sales and Use Tax and has other federal and state tax exemptions afforded to public school entities and/or similar political subdivisions. This notice shall serve to satisfy any notification required by the provider as to these tax exemptions. Vendors must ensure that their cost proposals specifically include all applicable taxes, fees, and surcharges from which the District is not exempt or that is imposed or assessed by Vendor.

- District wishes to utilize the SPI method for vendor reimbursement. Successful vendor must agree to file SPIs.

- Any solution must be 100% operable by July 1, 2027. Vendors are required to state whether they anticipate being able to meet the July 1, 2027 date for installation of the new service. If unable to meet that deadline, vendors are required to state the date by which they anticipate being able to install the service.

- Proposal must include any service provider owned onsite equipment necessary to hand off service to the Applicant's head-end equipment, and you should describe your proposed hand-off as part of your response. Proposals should provide a description of the pathway from the service provider's point of presence to the Applicant's point of entry, including any third party leased lines. Additional features included or available, such as resiliency, basic firewall service, and DDoS protection, should also be described in your proposal.

- Provision of a 24/7/365 phone number, as well as an additional contact name, in case outage occurs or there is a service impacting incident that district identifies before vendor.

- Prices to remain firm through SLD approval, execution, and duration of the proposed contract and any extensions. In the event of a price decrease for service, said decrease shall be passed on to the School District and documented with new price sheet sent to the District Office.

- Description of service outage reports and method for customer to report service outages, in addition to what technical support is included without additional service fees, and a proposed service level agreement.

- Vendors proposed SLA standards. The following information is required: SLA % uptime, packet loss %, latency. The proposed SLA must include a description of the services provided, and where applicable, describe how these services will be measured. At a minimum, the SLA should describe that the vendor will make all reasonable efforts to ensure 99.99% network availability of each circuit, and it should provide packet/frame loss, network latency, and network jitter commitments. The minimum commitment to be guaranteed is a two-hour diagnosis and a four-hour temporary or permanent repair.

- Description of Vendors monthly usage reports that show what times the connection is hitting peak load and what ratio of that load to available bandwidth.

- Pro-active e-mails when equipment/service goes down as well as e-mails outlining general maintenance of the network.

- Proposals must identify all subcontractors.

- If there are any separate installation or special construction costs necessary to bring a service to our head-end, the cost proposal must clearly describe those costs separately from monthly recurring costs and the service provider must be prepared to assist with any USAC review questions concerning those costs. However, please note that the Applicant prefers a fixed monthly recurring charge with no separate up-front installation or construction costs.

- Number of Tier 1 upstream providers.

- Proposals must disclose whether any services/circuits are being leased from a third party and if so, name that third party.

**District Reserves the Right**

The District reserves the right to amend, modify, cancel this RFP, or not make an award, or reissue this RFP as a new procurement. The District reserves the right to extend the date and time for receipt of bids.

The District reserves the right to negotiate terms and conditions to meet requirements consistent with this RFP, as well as request providers clarify their RFP proposals, and/or conduct best and final contract negotiations or vendor presentations.

The District review of information will be primarily focused on the substance of the details provided in response to the requirements herein including but not limited to pricing and terms, technical details, SLA, experience and references, and compliance with the requirements laid out in this document. Per E-Rate rules, the cost of eligible goods and services will be the most heavily weighted evaluation factor.

**Disqualification reasons**

- Proposal does not provide all the information requested above, including Appendix A.
- Vendor's proposal is received after the proposal deadline.
- Vendor is on Red Light Status with the FCC or is delinquent on a debt to a state or federal government agency or entity.
- Vendor is not authorized to do business in Pennsylvania.
- Vendor has not been in business for at least 5 years performing services or furnishing equipment required in the bid.
- Vendor does not have an e-Rate SPIN number.
- Vendor does not include reference to at least three other school districts of comparable size that receive same kind of service within Pennsylvania.
- Vendor does not confine communication to email.
- Proposal does not guarantee service to begin on July 1, 2027.
- Vendor will not guarantee discounted bills if District so chooses.
- Proposals will not be accepted by resellers where the underlying provider has not been identified.
- All costs must be included and proposals that say additional charges may apply will be disqualified.
- Vendor's proposal includes erroneous or excessive products, services, or equipment that do not pertain to the requirements outlined within the RFP.
- Bids that appear to be AI generated or otherwise non-responsive emails will be disqualified.
- Bids missing substantial information but inviting the applicant to contact the bidder to refine the bid and/or discuss specifics will not be considered valid bid responses and will be disqualified from consideration, including any SPAM and/or robotic responses.

All costs and charges must be disclosed. If unknown, an estimate of current amount must be included with proposal. The District will not honor any non-disclosed costs or charges.

**Submission of Proposals**

**Vendor questions must be submitted via e-mail to Mr. Preston Pratt at pratt.preston@segsd.org and Kristin Van Strien at kristin@vanstrien.net. Vendor questions should be submitted with "2027 IA E-Rate" in the line item for easy identification.**

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Vendors are responsible for logging into EPC for any updates relating to this 470.