# Lakewood Local School District

## FY2027 Request for Proposals — Wireless Controllers

### 1. Scope

Lakewood Local School District ("District") requests proposals for up to five wireless controllers and the necessary software and licenses, including installation and initial configuration, to support a wireless network of up to 200 access points.

The District has not selected an access point manufacturer. The reference access point in the District's separate Wireless Access Points solicitation is the **Ubiquiti UniFi U7 Pro Max or equivalent**. Proposed controllers must be compatible with the access point solution ultimately selected by the District. Bidders must identify the access point manufacturers and models supported by their proposed controller solution, required licenses, and any hosting or other prerequisites. Physical, virtual, and cloud controller solutions may be proposed.

The District may purchase fewer than five controllers or no separate controllers if the selected wireless solution does not require them. Ongoing managed services will be requested separately.

**Form 470 service request:** Category Two – Internal Connections; Wireless Controllers and Necessary Software and Licenses; quantity up to five controllers; installation and initial configuration: Yes.

### 2. Compatibility and installation

The proposed solution must support the District's existing wireless authentication through FreeRADIUS and Microsoft NPS/Active Directory, existing SSIDs and VLANs, and the District's GoDaddy-issued RADIUS certificates, subject to applicable platform requirements.

Confirm compatibility in writing and identify any required changes, prerequisites, or limitations. A live demonstration is not required.

Include installation, initial configuration, and integration with the selected access point system. Provide the District with administrative credentials and configuration documentation. Installation must be completed by **August 31, 2027**.

No site walkthroughs will be held. Submit questions by email to the contact listed in Section 5.

### 3. Pricing and vendor requirements

Provide itemized pricing for controller hardware, software, licenses, subscriptions, optional support, and installation. List installation costs separately from hardware costs. Show one-time and recurring charges separately.

For required licenses or subscriptions, provide annual costs for five years, renewal conditions, and the five-year total. Clearly state if no recurring licenses or subscriptions are required. Identify E-Rate-eligible and ineligible costs separately.

Bidders must provide two references for comparable K–12 projects, confirm authorization to sell and support the proposed equipment, and confirm the ability to meet the installation deadline.

Bidders must have a valid SPIN/498 ID and confirm in writing their willingness to support Service Provider Invoicing (SPI) discounted billing. The District will pay its required non-discount share.

## 4. Coordinated proposals

Bidders may submit a proposal for the wireless access points solicitation, the wireless controllers solicitation, or both. A bidder submitting a proposal for both may provide one coordinated proposal, but must show separate, itemized pricing for the products and services covered by each solicitation. Identify any bundled pricing and clearly allocate costs between the solicitations. Bidders are not required to submit proposals for both.

## 5. Submission

Email proposals and questions to:

**Phil Jones, Technology Director**
**pjones@lakewoodlocal.k12.oh.us**

Proposals are due by **9:00 a.m. Eastern Time on December 31, 2026**. Late proposals may be rejected.

The District reserves the right to reject any or all proposals. Any purchase is subject to available funding and required District approvals.