

Vashon Island School District

Request for Proposal

ERATE 470# 200022353

VISD 2020 Wireless AP Upgrade

released: February 12th, 2020

Proposal Due Date: 5:00 p.m. March 11th, 2020

Visit <http://rfp.vashonsd.org> for more information and addenda

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Background Information

The Vashon Island School District (VISD) wishes to receive quotes for Aruba wireless Local Area Network (WLAN) Access Points as part of a multi-year refresh of VISD's WLAN. This equipment will enable VISD to provide a solid foundation to offer next-generation network services over our wireless and wired backbone. VISD plans to procure the equipment no later than September 30th 2020. VISD prefers to procure the equipment from vendors who participate in Washington State/NASPO buyers contracts or similar approved cooperative purchasing vehicles. This RFP is issued in conjunction with VISD's Form 470, Category 2, E-Rate submission.

The district has three schools comprised of Chautauqua Elementary School (CES), McMurray Middle School (McM) and Vashon High School (VHS). If applicable the successful vendor will provide a separate quote for the specified equipment at CES, McM, and VHS. Do to USAC requirements bids for each location must be itemized separately and include all applicable taxes, fees, surcharges and shipping.

VISD is seeking one bid:

- **BID ONE "Access-Point Upgrade"**. With this bid VISD is seeking to purchase
- Twenty (20) Aruba AP 325 or modern equivalent high capacity **capable of supporting 100-200 wireless client devices simultaneously.**
- Twenty (20) Aruba AP 315 or modern equivalent **capable of supporting 50 wireless client devices simultaneously.**
- One (1) Aruba AP 377 or modern equivalent at Vashon Island High School (VHS). All access points must be 100% interoperable with our existing 7000 series Aruba Wireless controllers. No installation or configuration services are required. The decision to replace or upgrade the WLAN equipment at VHS will be a cost benefit decision. Refer to the Per building equipment matrix for more information about this bid.

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Per building equipment matrix

Building	BID ONE " Access-Point Upgrade CES"
CES	<ul style="list-style-type: none">● Six (6) Aruba AP 325 or modern equivalent capable of supporting 100-200 wireless client devices simultaneously.● Six (6) Aruba AP 315 or modern equivalent capable of supporting 50 wireless client devices simultaneously.● VISD will handle all installation, configuration, and termination tasks internally

Building	BID ONE “ Access-Point Upgrade McM”
McM	<ul style="list-style-type: none"> • Seven (7) Aruba AP 325 or modern equivalent capable of supporting 100-200 wireless client devices simultaneously. • Seven (7) Aruba AP 315 or modern equivalent capable of supporting 50 wireless client devices simultaneously. • VISD will handle all installation, configuration, and termination tasks internally

Building	BID ONE “ Access-Point Upgrade VHS”
VHS	<ul style="list-style-type: none"> • Seven (7) Aruba AP 325 or modern equivalent capable of supporting 100-200 wireless client devices simultaneously. • Seven (7) Aruba AP 315 or modern equivalent capable of supporting 50 wireless client devices simultaneously. • One (1) Aruba AP 377 or modern equivalent. • VISD will handle all installation, configuration, and termination tasks internally

Vashon Island School District reserves the right to award all, only a portion of the equipment listed in the purchase agreement, or none, to any one vendor. Please be aware of this when providing a price quote for your services. **If the vendor is willing to bill USAC directly for VISD’s subsidized portion (60%) using SPI invoicing please note this in the bid.**

The preferred method of receiving bids is via email: Schedule of events:

Event	Date
RFP Released	February 12th, 2020
Last day for clarifying questions	Feb 22nd, 2020
Bid Due date	March 11th, 2020
Bid award announcement (contingent on USAC award)	No later than June 30, 2020

School Building location information:

Vashon High School

9600 204th St. Vashon, WA 98070

Proposal Due Date: 5:00 p.m. March 11th, 2020

Instructions to Vendors

1. Electronic response packets/proposals shall be submitted to:

John Stanton
Technology Director
Vashon Island School District
rfp@vashonsd.org

2. All responses must be received via email no later than 5:00 p.m. Pacific Time: March 11th, 2020.
3. The Vendor must demonstrate to VISD's satisfaction that both the Vendor and the manufacturer(s) of the proposed equipment/systems/services are financially sound and are to remain strongly committed to the proposed equipment and the Puget Sound area for the next five (5) years.
4. Please provide manufactures EOL dates for hardware and software on equipment being bid.
5. If applicable, Identify and list all intended subcontractors to be used for this project. The selected vendor shall be responsible to VISD for all work performed either by its own personnel or its subcontractors.
6. An individual authorized to legally bind Vendor must sign quotes.
7. Proposals must include a separate, clearly definable quote for each location (VHS) detailing the costs for the equipment and software being proposed for a period of five (5) years.
8. Proposals must include warranty terms for all equipment being proposed. This should include initial warranty, warranty periods, and warranty RMA procedures and costs if any.
9. Proposals will be evaluated based on the following categories in no specific order:
 - Acquisition Price
 - Ability to meet technical specifications
 - Five (5) year support costs
 - Interoperability and Management functionality
 - Installation costs if applicable
 - Warranty

Cost is the most important category, but not the only decision-making factor. Including cost and other factors, VISD reserves the right to award not to the lowest cost provider, but the most cost-effective vendor based on the highest total amount of points awarded across all categories.

Questions and addenda

10. Questions regarding the Request for Product shall be directed to:

John Stanton
Technology Director
Vashon Island School District
rfp@vashonsd.org

11. All questions must be submitted in writing via email to rfp@vashonsd.org. No questions will be accepted after February 22nd, 2020. VISD will attempt to provide answers to questions within 24 hours of receipt of questions, but cannot guarantee a response to all questions. All answered vendor questions and district responses will be posted to <http://rfp.vashonsd.org>. Vendors are responsible for monitoring their emails and the above website for addendums, changes and questions and answers regarding this RFP.

Requirements for Wireless Local Area Network

To be considered responsive to this request for product, the vendor must provide a WLAN Access points meeting the requirements outlined below:

BID ONE "VISD Access-Point Upgrade - Technical Requirements

- 1.5.1 WiFi Alliance certified for interoperability
- 1.5.2 Concurrent, tri-band 802.11a/n/ac and 802.11b/g/n connectivity with minimum full MIMO 2x2 Operation for 802.11n and 802.11ac with band steering capability minimum.
- 1.5.3 Multiple antennas and remote antenna connections per Access Point
- 1.5.4 Access points should be powered via industry standard POE (802.3af/at) and have optional inline power or AC adapter capabilities as the situation warrants
- 1.5.5 Access Point should support plug and play installation and be controlled/configured by a controller with reliable failover and redundancy capabilities
- 1.5.6 WLAN system should support high-performance mesh technologies to cover hard to wire locations or to provide network resilience in the event of a wired network failure. Mesh configuration failover should be automatic
- 1.5.7 Access point should allow for local user management if desired
- 1.5.8 Access Points should provide both LAN and NAT capability from the access points on a per SSID basis
- 1.5.9 Access points support RF Management, such as automatic channel selection and transmit power controls, with spectrum analysis
- 1.5.10 QoS supported throughout the entire solution proposed by vendor- including the ability to guarantee service to a specific SSID, should there be bandwidth contention

- 1.5.11 Should integrate into existing wired and wireless network infrastructure without significant reconfiguration or resource impact. All access points to be 100% compatible with existing Aruba AP-215 and Aruba AP-225 access points. **Note any exceptions to this standard here.**
- 1.5.12 Supports GUI-based management, list requirements/limitations, especially if browser based
- 1.5.13 Capacity to connect 60 wireless users per AP. Common areas such as libraries and cafeterias should plan for 100+ users
- 1.5.14 AP's should have the ability to mount to a "T-Grid" style drop ceiling
- 1.5.15 Preferred AP color is white

INSURANCE REQUIREMENTS for Bid Winner

If Vendor bid includes line items for installation or on-site configuration:

1. Provide an accurate summary of any claims initiated against your firm in the past five (5) years and any currently pending claims.
2. Provide a copy of your firm's insurance, confirm that your firm will maintain in effect at all times during the performance of work, insurance coverage with limits not less than those set forth below and with insurers and under forms of policies satisfactory to Vashon Island School District:

Workers Compensation: Statutory

Employer's Liability: to extent included under Workers Compensation Insurance Policy

Comprehensive General Liability:

Bodily Injury: \$100,000.00 each person, \$1,000,000.00 each occurrence

Property Damage: \$1,000,000.00 each occurrence

Comprehensive Automobile Liability: (Owned, hired, and co-owned)

Bodily Injury: \$100,000.00 each person, \$1,000,000.00 each occurrence

Property Damage: \$1,000,000.00 each occurrence

Certificates evidencing such coverage must be furnished to Vashon Island School District prior to the start of service. The certificates shall be provided by the Insurance Carrier and name Vashon Island School District as holder and additionally insured. Certificates shall not be cancelable without thirty (30) days prior written notice.

END OF RFP