

# Vashon Island School District

**Request for Proposal**

**Access point upgrade**

released: January 8, 2016

**Proposal Due Date: February 12th 2016**

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## 1.0 Background Information

The Vashon Island School District (VISD) wishes to receive quotes for Wireless Local Area Network (WLAN) Access Points and wireless equipment 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 30<sup>th</sup> 2017. VISD prefers to procure the equipment from vendors who participate in Washington State buyers contracts or similar approved cooperative purchasing vehicle. This RFP is issued in conjunction with VISD's 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). The successful vendor will provide a separate quote for the specified WLAN equipment at CES, McM and VHS. Each bid for each location must be itemized separately and include all applicable taxes, fees, surcharges and shipping.

VISD is seeking three bids :

- a) **BID ONE "Partial access-point upgrade"**. With this bid VISD is seeking to upgrade 21 access points at CES, 14 access points at McM and 26 access points at VHS. The total number of access points to be upgraded is 61. Mounting brackets required. All access points must be 100% interoperable with our existing Aruba Wireless controllers. No installation or configuration services are required. The decision to replace or upgrade the WLAN equipment at CES, McM and VHS will be a cost benefit decision.
  
- b) **BID TWO "complete access-point upgrade"**. With this bid VISD is seeking to upgrade 42 access points at CES, 28 access points at McM and 52 access points at VHS. The total number of access points to be upgraded is 122. Mounting brackets required. All access points must be 100% interoperable with our existing Aruba Wireless controllers. No installation or configuration services are required. The decision to replace or upgrade the WLAN equipment at CES, McM and VHS will be a cost benefit decision.
  
- c) **BID THREE "Upgraded Wireless Controller"**. With this bid VISD is seeking to upgrade the wireless controller at VISD. VISD currently owns 3 Aruba wireless controllers in a Master/Slave configuration. We use one Aruba 3600 at CES, one Aruba 3600 controller at VHS, and a Aruba 3400 at McM. The wireless controller bid must be able to support a minimum of 256 access points across the LAN environment. It must support SFP connections, and contain redundant power supplies and dual control planes. The proposed controller must be 100% interoperable with our existing Aruba Wireless controllers and access points. The decision to replace or upgrade the WLAN equipment at CES, McM and VHS will be a cost benefit decision.

## Per building equipment matrix

Building	BID ONE "Partial access-point upgrade".	BID two "Partial access-point upgrade".	BID THREE "Upgraded Wireless Controller"
<b>CES</b>	21 x Aruba AP 215 (or eq) reuse existing license	40 x Aruba AP 215 (or eq) 2 x Aruba AP 225 (or eq) reuse existing license	Redundant Power Redundant control plane 1/10 Gig fiber LR or 10Gig Base-T DAC, 5 year license and Support
<b>McM</b>	12 x Aruba Aruba AP 215 (or eq) 2 x Aruba AP 225 (or eq) reuse existing licenses	24 x Aruba Aruba AP 215 (or eq) 4 x Aruba AP 225 (or eq)	
<b>VHS</b>	20 x Aruba Aruba AP 215 (or eq) 6 x Aruba AP 225 (or eq) reuse existing licenses	42 x Aruba Aruba AP 215 (or eq) 10 x Aruba AP 225 (or eq)	
<b>Accessories</b>	80% ceiling mounts 20% wall mounts VHS Wall mounts only	80% ceiling mounts 20% wall mounts VHS Wall Mounts only	certified third party optics (a. 2 x 1Gbs SFP-SR) (b. 2 x 10GSFP-SR or 10GBase-T)

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%) please note this in the bid.

The preferred method of receiving bids is via email. Please provide a follow-up hard copy postmarked within five days of the due date of this request.

### 1.1 Schedule of events:

Event	Date
RFP Released	Jan 8th, 2016
Last day for clarifying questions	February 8th, 2016
Bid Due date	February 12th 2016

Paper copy postmarked no later than	February 17th 2016
Bid decision notification date	February 26th, 2016
Board reading	March 10, 2016
Bid award announcement	March 14th, 2016

## 1.2 School Building location information:

**Vashon High School** 9600 204th St. , Vashon WA 98070

**McMurray Middle School** 9329 Cemetery Rd., Vashon WA 98070,

**Chautauqua Elementary School** 9309 SW Cemetery Road, Vashon, WA 98070

**Proposal Due Date: February 12th 2016**

## 1.3 Instructions to Vendors

1. One (1) written and (1) electronic response packets/proposals shall be submitted to:

John Stanton

Network Administration

And Instructional Support Manager

Vashon Island School District

P.O. Box 547, Vashon. WA 98070-0547

206-463-8633

[jstanton@vashonsd.org](mailto:jstanton@vashonsd.org)

2. All responses must be received via email, via post, or be delivered to the VISD District Office, 3rd floor, 9309 Cemetery Rd SW, Vashon Island Washington, no later than 4:00pm PST, February 12th 2016. If response is submitted via email, please provide a follow-up hard copy postmarked no later than February 17th 2016.
3. The district has three schools comprised of Chautauqua Elementary School (CES), McMurray Middle School (McM) and Vashon High School (VHS). The successful vendor will provide a separate quote for the specified WLAN equipment at CES, McM and VHS. Each bid for each location must be itemized separately and include all applicable taxes, fees, surcharges and shipping.

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

John Stanton

Network Administration

And Instructional Support Manager

Vashon Island School District

P.O. Box 547, Vashon. WA 98070-0547

206-463-8633

[jstanton@vashonsd.org](mailto:jstanton@vashonsd.org)

5. All questions must be submitted in writing via email to [jstanton@vashonsd.org](mailto:jstanton@vashonsd.org). No questions will be accepted after Monday February 8th, 2016. VISD will attempt to provide answers to questions within 24 hours of receipt of questions, but cannot guarantee a response to all questions. Vendors are responsible for monitoring their emails for addendums, changes and questions and answers regarding this RFP.
6. 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 5 years
7. Please provide manufactures EOL dates for hardware and software on equipment being bid.

8. 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.
9. An individual authorized to legally bind Vendor must sign quotes.
10. Proposals must include a separate, clearly definable quote for each location (CES, McM, VHS) detailing the maintenance, support and licensing costs for the equipment and software being proposed for a period of five (5) years.
11. 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.

10. 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

All purposed gear must be 100% interoperable with VISD's existing Aruba 3400, 3600 controllers. Where this is not the case, the bidder must make note of the fact and may suggest an alternative. 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

## **2.0 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 in sections 2.1 and 2.2 as a minimum, as well as insurance requirements in section 2.3

Submit a proposal that explains how the proposed system will address each of the following areas

### **2.1 BID 1 and 2: Access Points - General requirements**

Explain how your WLAN system meets the following criteria and/or needs.

Answers must be numbered according to the numbering system in this section. Limit response section 2.1 to a maximum of 2 pages

2.1.1 Low labor resource impact to existing staff

2.1.2 WLAN system scalable with minimum effort

2.1.3 WLAN system supports -controller deployed configurations and upgrades with secure configuration and monitoring from a central location

2.1.4 WLAN system should support fast, secure client roaming and handover

2.1.5 Provide ongoing access to corporate support, software/firmware updates and configuration tools needed to maintain the wireless system for 5 years

### **2.2 BID 1 and 2: Access points - TECHNICAL REQUIREMENTS**

Explain how your WLAN system meets the following technical requirements

Answers must be numbered according to the numbering system in this section. Limit response section 2.2 to a maximum of 12 pages

2.2.1 WiFi Alliance certified for interoperability

2.2.2 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.



- 2.2.3 Multiple antennas and remote antenna connections per Access Point
- 2.2.4 Access points should be powered via industry standard POE (802.3af) and have optional inline power or AC adapter capabilities as the situation warrants
- 2.2.5 Access Point should support plug and play installation and be controlled/configured by a controller with reliable failover and redundancy capabilities
- 2.2.6 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
- 2.2.7 Access point should allow for local user management if desired
- 2.2.8 Access Points should provide both LAN and NAT capability from the access points on a per SSID basis
- 2.2.9 Access points support RF Management, such as automatic channel selection and transmit power controls, with spectrum analysis
- 2.2.10 QoS supported throughout the entire solution proposed by vendor- including the ability to guarantee service to a specific SSID, should there be bandwidth contention
- 2.2.11 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 3400, and 3600-US and Aruba 6000 series controllers. **Note any exceptions to this standard here.**
- 2.2.12 Supports GUI-based management, list requirements/limitations, especially if browser based
- 2.2.13 Capacity to connect 60 wireless users in every classroom. Common areas such as libraries and cafeterias should plan for 100+ users

### 2.3 BID 3: “Upgraded Wireless Controller”

If including a bid for an upgraded wireless controller explain how your WLAN system meets the following criteria and/or needs.

Answers must be numbered according to the numbering system in this section. Limit response section 2.3 to a maximum of 2 pages

- 2.3.1 Provide ongoing access to corporate support, software/firmware updates and configuration tools needed to maintain the wireless system for 5 years
- 2.3.2 WLAN system scalable with minimum effort

- 2.3.3 WLAN system supports -controller deployed configurations and upgrades with secure configuration and monitoring from a central location
- 2.3.4 All wireless security and services should continue to serve existing clients if connectivity to the controller is lost when configured to do so.
- 2.3.5 WLAN system provides guest wireless capability- while protecting the private wireless network (guest isolation)
- 2.3.6 Robust infrastructure in each building for BYOD computing support for multiple platforms (web/laptops, tablets, smartphones, etc.)
- 2.3.7 Capacity to connect 60 wireless users in every classroom. Common areas such as libraries and cafeterias should plan for 100+ users
- 2.3.8 Ability to segregate users by dynamic VLAN as well as Wireless Controller ACLS based on identity. (District Staff, School Staff, Students, Guests, etc.)
- 2.3.9 Ability to grant selective guest users access to internal services such as printing
- 2.3.10 Ability to prioritize traffic by destination, (i.e. Academic sites vs. YouTube, iTunes, etc.)
- 2.3.11 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
- 2.3.12 Controller should allow for local user management if desired
- 2.3.13 WLAN System should report on wireless devices and types (device fingerprinting) and alert/report when an access point requires attention. Device fingerprinting information should be updated automatically via the -controller

- 2.3.14 WLAN system supports latest secure authentication and encryption standards including, but not limited, to 802.1x, and should integrate with standard RADIUS, Active Directory, LDAP servers to prevent use by unwanted devices
- 2.3.15 WLAN system supports a customizable, centralized captive portal
- 2.3.16 WLAN system should be capable of walled garden configuration
- 2.3.17 WLAN system supports RF Management, such as automatic channel selection and transmit power controls, with spectrum analysis
- 2.3.18 WLAN system supports rogue Access Point detection, alerting and containment
- 2.3.19 QoS supported throughout the entire solution proposed by vendor- including the ability to guarantee service to a specific SSID, should there be bandwidth contention
- 2.3.20 Supports layer 7 application aware traffic-shaping
- 2.3.21 Supports layer 3 and layer 4 firewall capabilities
- 2.3.22 Should integrate into existing wired network infrastructure without significant reconfiguration or resource impact
- 2.3.23 Supports at least up to 10 SSIDs per wireless network
- 2.3.24 Supports GUI-based management, list requirements/limitations, especially if browser based
- 2.3.25 Supports assignment of different client policies without requiring segmentation
- 2.3.26 Controller Supports Redundant power supplies
- 2.3.27 Controller Supports dual control planes

2.3.28 Controller Supports 1Gig SPF and 10 G sfp+ and/or 10 Gig Base-T DAC cables

## 2.4 INSURANCE REQUIREMENTS for Bid Winner

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

Provide an accurate summary of any claims initiated against your firm in the past five (5) years and any currently pending claims.

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:

**Worker's Compensation:** Statutory

**Employer's Liability:** to extent included under Worker's 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**