

**Bemidji Independent School District 31**

**Network Equipment Replacement RFP**

**E-Rate Yr. 19 (2016-2017)**

**Request for Proposals Posted: February 16, 2016**

**Deadline for Submittal of Proposals: March 21, 2016**  
**Before 2:00pm**

**Attention: Tony Andrews**  
**Bemidji Independent School District 31**  
**502 Minnesota Avenue NW**  
**Bemidji, MN 56601**

## SUMMARY

Bemidji Independent School District 31 (ISD 31) is seeking quotes for Network Equipment. Our current infrastructure is comprised of a non-homogenous variety of end-of-life network equipment that is poorly positioned to support higher-bandwidth applications that will comprise the networking needs of the future.

ISD 31 has already done the groundwork in terms of planning and configuration for a major replacement of network equipment at all of our 9 school buildings and the core systems at the District Office. The purpose of our design is to provide gigabit Ethernet, with PoE in key locations, to the desktop with 10 gigabit ports available for IDF to MDF connections and possible 10 gigabit WAN trunks in the future.

The intent of this document is to define specifications for the equipment and requirements for installation of the complete system. All services must be provided solely by a single vendor

## Qualified Vendors

ISD 31 is seeking vendors who are both qualified and experienced. In your response, please include the following:

- a) 3 references from current or former clients (preferably educational institutions) for whom you have completed projects of this scope.
- b) Vendor must be authorized by the manufacturer to sell and certified to support the systems being proposed. Vendor must provide proof of such authorization upon request. Failure to do so will be grounds for disqualification at the discretion of ISD 31.
- c) Years of experience installing proposed equipment.
- d) Vendor must have an E-Rate SPIN number or must obtain one by the RFP deadline.

## Project Timelines

| <b>Description</b>             | <b>Date</b>                                  |
|--------------------------------|--|
| RFP Posted to District Website | February 16, 2016                            |
| RFP Responses Due from Vendors | March 21, 2016                               |
| Vendor Chosen                  | March 23, 2016                               |
| Form 471 Submitted             | March 30, 2015                               |
| Final Project Approval         | Upon Receipt of Funding Commitment from USAC |
| Project Start Date             | July 1, 2016                                 |

## Vendor Response Format

Vendors are to use the form in Appendix A to respond to the RFP and should include the following in their response:

- a) Vendor qualifications as outlined in above
- b) Description of the proposed hardware (Use chart in Appendix A). Solution must comply with the specifications listed.

c) Cost information as requested.

Proposals that do not include this required information will be rejected.

Vendors must warrant that the proposed solution meets or exceeds all of the criteria described in this RFP. Vendors are solely responsible for the accuracy of the proposal with respect to system performance and product quality. Cost proposals must not contain erasures, corrections or white outs. Failure to comply will result in the rejection of the proposal.

### **Evaluation**

Proposals will be evaluated using the following criteria:

**Vendor Qualifications** – 10 points – See above

**Feature Evaluation** – 30 points - Proposals will be evaluated for the features and capabilities included in proposed solution. Ease of use, staff familiarity with switch OS and features, compatibility with existing infrastructure, management and maintenance will all be part of the consideration.

**Flexible E-Rate Invoicing Ability** – 10 points – It is the preference of ISD 31 that the maximum percentage of the project cost for which ISD 31 will be liable is the pre-discount amount minus the funded amount as shown on the form 471 Block 5. These points will be awarded to Vendors willing to be responsible for invoicing the Schools and Libraries Division for the funded amount. ISD 31 prefers not to have to go through the form 472 submission (BEAR form reimbursement process) for this project.

**Cost** – 50 points

No adjustments will be allowed to the cost proposal after the submission deadline. If it is determined that additional equipment is required during the implementation phase the vendor will provide this equipment at the same unit cost as listed in the proposal.

### **Terms and Conditions**

**A. Completion** – The project will be considered complete when all network equipment has been installed, the system operates within manufacturer's specifications, and 30 consecutive days of trouble-free operation have passed from the time the system is turned over to ISD 31. Failure within this time frame will start a new 30-day period. The vendor will certify in writing to the ISD 31 Project Manager when the system is installed and operational. ISD 31 will begin acceptance testing and at the end of the 30-day period will provide written acceptance to the vendor which will constitute the acceptance date.

**B. Installation** – Prior to installation of any equipment or cabling, approval of an installation plan shall be obtained from the ISD 31 project manager. In this case the Vendor will be working with ISD31 staff to; Remove old equipment, Mount new equipment and configure new equipment based upon an established/existing network topology.

**C. Brands** - When a particular brand or brand and model number are named in connection with any item, it is named as a standard of quality and utility. A Bidder may submit a bid to furnish an item other than that named, but the item offered by the Bidder must state in the Bid Form the brand with its model number, if any, which they will furnish. ISD 31 shall be the sole judge of whether an offered item is the equal of the named item. If the Bidder fails to write in the brand and model number of the item to be furnished, it is understood the bidder will furnish the item named by ISD 31

as the standard of quality and utility.

**D. Response Status** – ISD 31 reserves the right to accept or reject any or all responses and waive formalities or irregularities in the process. A proposal once submitted shall be deemed final and binding on the vendor. The District reserves the right to negotiate on any or all components of each proposal submitted. From the time the proposals are submitted until the formal award of bid, each proposal is considered a working document and, as such, will be kept confidential. The negotiation discussions will also be held as confidential until such time as the award is completed. According to state law, the content of all proposal and related correspondence, which discloses any aspect of the proposal process, will be considered public information when the award decision is announced. This includes all proposals received in response to this proposal, both the selected proposal and the proposal(s) not selected. Therefore, the District makes no representation that it can or will maintain the confidentiality of such information.

### **Contact Information**

Proposals should be addressed as follows by March 21, 2016 (please include three copies):  
ISD 31 E-Rate Year 19 Network Equipment Proposal  
c/o Tony Andrews  
502 Minnesota Avenue NW  
Bemidji, MN 56601

Vendors should forward all inquiries to:

Tony Andrews, Technology Coordinator, Bemidji Independent School District 31  
[tandrews@bemidji.k12.mn.us](mailto:tandrews@bemidji.k12.mn.us)  
218-333-3100 x 31132

### **Building Locations**

Network equipment specified in this RFP will be installed in the following locations:

|                        |                              |
|------------------------|------------------------------|
| Bemidji High School    | 2900 Division Street NW      |
| Bemidji Middle School  | 1910 Middle School Avenue NW |
| Central Elementary     | 815 Beltrami Avenue NW       |
| Horace May Elementary  | 4415 Washington Avenue South |
| JW Smith Elementary    | 1712 America Avenue NW       |
| Lincoln Elementary     | 1617 5th Street NE           |
| Northern Elementary    | 8711 Irvine Avenue NW        |
| Paul Bunyan Elementary | 3300 Gillett Drive NW        |
| Solway Elementary      | 159 Lomen Avenue NE, Solway  |
| District Offices       | 502 Minnesota Avenue NW      |

**Appendix A**

RFP Response Form (Vendors may submit a cover letter along with this form for more detailed narrative).

**Vendor E-Rate SPIN:****Vendor Qualifications:**

Please provide three references in the space below:

Are you authorized by the manufacturer to sell and support the hardware listed below?

Please indicate how you will handle invoicing for this project:

**Equipment List**

The list below details the type and number of products required for this project. Documents describing allocation and stacking details can be found at <http://www.bemidji.k12.mn.us/ERate>. Vendors should refer to those documents to fully understand the topology into which the switches listed below will fit. Vendors may also use the Excel version of the Master Equipment List below (also available at the above web page) to provide pricing information and may include that as a substitute for the list below.

There are existing Cisco Catalyst PoE switches in each building (detailed in documents on web page referenced above). If the Vendor chooses to specify any equivalent switches below, please be sure to describe how the existing switches will be integrated into the stacks described in the design documents at <http://www.bemidji.k12.mn.us/ERate>.

The list below includes "SmartNet" for the core switches at the High School and Middle School. Vendors specifying equivalent equipment should include an equivalent 5 year tech support/equipment replacement option for those two systems. The list below also specifies "Cisco

Prime” for network management. Vendors bidding an equivalent system should include pricing for an equivalent network management package.

| Qty | Part Number        | Description   | Unit Price | Ext. Price |
|-----|--------------------|---|------------|------------|
| 34  | 2M LC-SC SM        | 2 meter LC-SC Singlemode patch cables                           |            |            |
| 4   | 2Meter LC-SC Mode  | 2 Meter LC-SC OM3 MM Cables                                     |            |            |
| 38  | 2Meter LC-ST Mode  | 2Meter LC-ST Mode conditioning Cables                           |            |            |
| 98  | C2960X-STACK       | Catalyst 2960-X FlexStack Plus Stacking Module                  |            |            |
| 10  | C3850-NM-4-10G     | Cisco Catalyst 3850 4 x 10GE Network Module                     |            |            |
| 26  | CAB-SPWR-150CM=    | Catalyst 3750X and 3850 Stack Power Cable 150 CM Spare          |            |            |
| 87  | CAB-STK-E-1M=      | Cisco Bladeswitch 1M stack cable 2960                           |            |            |
| 14  | CAB-STK-E-3M=      | Cisco Bladeswitch 3M stack cable 2960                           |            |            |
| 72  | SFP-10G-LRM=       | 10GBASE-LRM SFP Module  |            |            |
| 4   | SFP-10G-SR=        | 10GBASE-SR SFP Module   |            |            |
| 8   | SFP-H10GB-CU2M=    | 10GBASE-CU SFP+ Cable 2 Meter                                   |            |            |
| 6   | SFP-H10GB-CU5M=    | 10GBASE-CU SFP+ Cable 5 Meter                                   |            |            |
| 24  | STACK-T1-1M=       | 1M Type 1 Stacking Cable 3850                                   |            |            |
| 2   | STACK-T1-3M=       | 3M Type 1 Stacking Cable 3850                                   |            |            |
| 7   | WS-C2960X-24TS-L   | Catalyst 2960-X 24 GigE, 4 x 1G SFP, LAN Base                   |            |            |
| 38  | WS-C2960X-48FPD-L  | Catalyst 2960-X 48 GigE PoE 740W, 2 x 10G SFP+, LAN Base        |            |            |
| 7   | WS-C2960X-48TD-L   | Catalyst 2960-X 48 GigE, 2 x 10G SFP+, LAN Base                 |            |            |
| 33  | WS-C2960X-48TS-L   | Catalyst 2960-X 48 GigE, 4 x 1G SFP, LAN Base                   |            |            |
| 2   | WS-C3850-24P-S     | Cisco Catalyst 3850 24 Port PoE IP Base                         |            |            |
| 4   | WS-C3850-24T-S     | Cisco Catalyst 3850 24 Port Data IP Base                        |            |            |
| 10  | WS-C3850-48P-S     | Cisco Catalyst 3850 48 Port PoE IP Base                         |            |            |
| 12  | WS-C3850-48T-S     | Cisco Catalyst 3850 48 Port Data IP Base                        |            |            |
| 1   | WS-C4500X-16SFP+   | Catalyst 4500-X 16 Port 10G IP Base, Front-to-Back, No P/S      |            |            |
| 1   | CON-SNT-WSC16SFX   | SNTC-8X5XNBD Catalyst 4500-X 16 Port 10G IP Base, Fro-60 months |            |            |
| 1   | C4KX-PWR-750AC-R   | Catalyst 4500X 750W AC front to back cooling power supply       |            |            |
| 1   | C4KX-PWR-750AC-R/2 | Catalyst 4500X 750W AC front to back cooling 2nd PWR supply     |            |            |
| 1   | C4KX-NM-8SFP+      | Catalyst 4500X 8 Port 10G Network Module                        |            |            |
| 1   | C4500X-IPB         | IP Base license for Catalyst 4500-X                             |            |            |
| 1   | C4KX-NM-BLANK      | Catalyst 4500X Network Module Blank                             |            |            |
| 2   | CAB-US515-C15-US   | NEMA 5-15 to IEC-C15 8ft US                                     |            |            |
| 1   | S45XUK9-38E        | CAT4500-X Universal Crypto Image                                |            |            |
| 1   | WS-C4510R+E        | Catalyst 4500E 10 slot chassis for 48Gbps/slot, fan, no ps      |            |            |
| 1   | S45EUK9-S8-36E     | CAT4500e SUP8e Universal Crypto Image                           |            |            |
| 6   | C4K-SLOT-CVR-E     | Catalyst 4500 E-Series Family Slot Cover                        |            |            |
| 1   | C4500E-IPB         | Paper IP Base License   |            |            |
| 1   | WS-X45-SUP8-E      | Catalyst 4500 E-Series Supervisor 8-E                           |            |            |
| 1   | WS-X45-SUP8-E/2    | Catalyst 4500 E-Series Redundant Supervisor 8-E                 |            |            |

|   |                    |  |  |  |
|---|--------------------|--|--|--|
| 1 | WS-X4748-RJ45-E    | Catalyst 4500 E-Series 48-Port 10/100/1000 Non-Blocking          |  |  |
| 2 | WS-X4712-SFP+E     | Catalyst 4500 E-Series 12-Port 10GbE (SFP+)                      |  |  |
| 1 | PWR-C45-4200ACV    | Catalyst 4500 4200W AC dual input Power Supply (Data + PoE)      |  |  |
| 4 | CAB-US515P-C19-US  | NEMA 5-15 to IEC-C19 13ft US                                     |  |  |
| 1 | PWR-C45-4200ACV/2  | Catalyst 4500 4200W AC dual input Power Supply (Data + PoE)      |  |  |
| 1 | CON-SNT-C4510R+E   | SNTC-8X5XNBD Catalyst 4500E 10 slot chassis for 48Gbp -60 months |  |  |
|   |                    |  |  |  |
|   | <b>Firewall</b>    |  |  |  |
| 2 | ASA5545-CU-2AC-K9  | ASA 5545-X with SW, 14GE Data, 1GE Mgmt, 2AC, 3DES/AES           |  |  |
| 2 | CON-SNT-A45K9      | SNTC-8X5XNBD ASA 5545-X with SW, Duration: 60.0 Months           |  |  |
|   |                    |  |  |  |
|   |                    |  |  |  |
|   | <b>SPARES</b>      |  |  |  |
| 1 | WS-C3850-48P-S     | Cisco Catalyst 3850 48 Port PoE IP Base                          |  |  |
| 1 | C3850-NM-4-10G     | Cisco Catalyst 3850 4 x 10GE Network Module                      |  |  |
|   |                    |  |  |  |
|   | <b>Cisco Prime</b> |  |  |  |
| 1 | R-PI2X-K9          | Cisco Prime Infrastructure 200 licenses with SMARTnet            |  |  |
| 1 | CON-3ECMU-PI2XK9B  | SWSS UPGR 3YR DISTI Duration: 36.0 Months                        |  |  |
| 1 | R-PI22-SW-K9       | Prime Infrastructure 2.2 Software                                |  |  |
| 2 | CON-3ECMU-P2XLF1H  | SWSS UPGR 3YRPrime Infrastructure 2.2 36.0 Months                |  |  |
| 2 | L-PI2X-LF-100      | Prime Infrastructure 2.x - Lifecycle - 100 Device License        |  |  |
|   |                    |  |  |  |
| 1 | Install/Configure  | Vendor fee for installation/configuration of equipment           |  |  |

Total Project Cost: