

# E-Rate Category 2: Internal Connections Request for Proposals

Form 470 No.: 240017198

BEN: 143865

Project ID: TBD

Pioneer Union Elementary School District  
E-Rate Category 2 Request for Proposals

Funding Year: 2024

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## Important Dates

- Site Walk:** The District will host a 'site-walk' on **February 21, 2024 at 3:00 PM PST**, at Pioneer Middle School, located at 101 West Pioneer Way Hanford, California 93230.
- Information Requests:** The last Day to submit questions prior to submission is **3:00 PM PST on Friday, February 26, 2024**. Refer to [Information Requests](#) on page 6.
- Submission Deadline:** Proposals are due no later than **3:00 PM PST on March 4, 2024**. Refer to [Submission Deadline](#) on page 6.

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## Notice to Bidders

The Pioneer Union Elementary School District ("District") will employ CMAS or comparable government contracts as the purchasing vehicle for any contract that may result from these Requests for Quotation (RFQ)/Requests for Proposal (RFP). The terms and conditions of the applicable master government contract will apply to this agreement.

### Requirements

- Quotations/Proposals not including the below required information, containing incorrect or incomplete information, may be rejected.
- Prices must be held firm for the duration of the E-Rate Year 27 fiscal year ending June 30, 2025 or until all work associated with the project(s) are complete (including any SLD approved extensions)
- These projects and services depend on partial funding from the E-rate program. Applicant expects each Service Provider to make themselves thoroughly familiar with any rules or regulations regarding the E-Rate program.
- All contracts entered into as a result of this RFP will be contingent upon the specific funding of the FRN at the percentage rate submitted for.
- The maximum percentage the Applicant will be liable for is the pre-discount amount minus the funded amount as shown on the Form 471 Block 5. The Service Provider will be responsible for invoicing the Schools and Libraries Division for the funded amount.
- In the event of questions during the E-Rate audit process, the successful vendor is expected to reply within 3 days to questions associated with their proposal.
- The contractor is responsible for providing a valid SPIN (Service Provider Identification Number) at the time the bid is submitted.
- The contractor is responsible for providing an FCC Registration Number (FRN) with their proposal. Any potential bidder found to be in Red-Light Status will be disqualified from participation in the bidding process and will be considered non-responsive.
- All work is subject to the 100% approval of the project or purchase by the FCC under the E-rate Discount Program of the Telecommunications Act of 1996.
- The Service Provider will be required to send copies of all forms and invoices submitted to SLD prior to invoicing the SLD to the District for our records.
- All Service Providers will be responsible for procuring the discounted amount from the SLD. Applicant will not provide the form 472 (BEAR form reimbursement process); the Applicant prefers the SPI method.

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- The Applicant reserves the right to deny any or all proposals associated with this RFP, even with SLD funding approval. The district reserves the right to accept the pricing proposal solely dependent upon SLD approval.
- Prospective Service Providers will be required to submit three references, with the proposal describing experience with comparable projects in the K-12 customer market, the appropriate CMAS contract, their SPIN number and their FCC Registration Number (FRN). Failure to supply these documents may be considered grounds for disqualification.
- The District requires certification by the awarded contractor, prior to project commencement, concerning criminal records check in accordance with California law. Participating contractors must have an active (SPIN) Service Provider Identification Number with the SLD.
- All bidders must maintain offices/representation within California.
- Taxes - Taxes shall NOT be included in the unit prices of the materials, but may be provided as part of the Cost Analysis. The District will pay only the State sales and use taxes. Federal excise taxes are not applicable to school districts.
- Bid Exception - All exceptions which are taken in response to this bid must be stated clearly. The taking of bid exceptions or providing false, incomplete or unresponsive statements may result in the disqualification of the bid. Allowance of exceptions will be determined by the Board of Trustees, whose decisions shall be final. Any bid exceptions or additional conditions requested after bid closure, which are not detailed within the bid response, may result in disqualification of the bid. No oral or telephonic modification of any bid submitted will be considered and a telegraphic modification may be considered only if the postmark evidences that a confirmation of the telegram duly signed by the bidder was placed in the mail prior to the opening of the bids.
- Discounts - Any discount which the bidder desires to provide the District must be stated clearly on the bid form itself so that the District can properly calculate the net cost of the bid proposal. Offers of discounts or additional services not delineated on the bid form will not be considered by the District in the determination of the lowest responsible bidder.
- Quantities - The quantities shown are approximate. The District reserves the right to increase or decrease quantities as desired.
- Samples - On request, samples of the products being bid shall be furnished to the District at no charge.
- Special Brand Names  
The Pioneer Union Elementary School District preferred equipment brand and District Standard is HPE / Aruba (Hewlett-Packard Enterprise, aka Aruba), however any equivalent or better may be considered as long as RFP specs are met. The product descriptions requested in this RFP are to be used as reference.

In describing any item, the identification of a particular manufacturer or special brand does not

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restrict bidding to that manufacturer or special brand, all will be considered as equal, the intent is only to indicate the quality and type of item desired. Bidders may furnish any material, product, thing or service of comparable quality or utility.

Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacture, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and the bidder may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. If material, process or article offered by the bidder is not, in opinion of the District, substantially equal or better in every respect to that specified, then the bidder shall furnish material, process or article specified. Burden of proof as to equality of any material, process or article shall rest with the bidder. The bidder shall submit a request together with substantiating data for substitution of any "or equal" item within the sealed bid packet at the closing of bids. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time for performance of this contract. IF A BIDDER IS REQUESTING SUBSTITUTION OF AN EQUAL ITEM, THE BIDDER MUST CLEARLY INDICATE THE SUBSTITUTION ON THE BID PROPOSAL FORM. THE MAKE AND GRADE OF THE ARTICLE ON WHICH A BID IS SUBMITTED MUST BE STATED IN THE PROPOSAL AND ILLUSTRATIONS, CATALOG AND ALL NECESSARY INFORMATION SUBMITTED SO THAT THE DISTRICT CAN MAKE A COMPLETE EVALUATION OF THE QUALITY AND UTILITY OF THE SUBSTITUTE BRAND BID.

The District reserves the right to make all decisions on product and vendor selection in determining whether a substitute brand is of comparable quality or utility to the brand name specified. Price will be the most heavily determining factor.

Submit quotations/proposals in dated, sealed envelopes with your company name clearly printed on the outside of each envelope.

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## Information Requests

In order to control information disseminated regarding this Request for Proposal, organizations interested in submitting responses are directed not to make personal contact with members of the governing Board, District Administration, or staff.

Please email [erate@puesd.net](mailto:erate@puesd.net) with any information request. Appropriate responses will be shared and made public at <https://www.puesd.net/erate>.

The last day to submit questions is **3:00 PM PST on Friday, February 26, 2024**.

## Submission Deadline

**March 4, 2024 at 3:00 PM PST**

Deliver to:

**Pioneer Union Elementary School District**  
ATTN: E-Rate  
1888 N. Mustang Drive  
Hanford, California 93230

## Evaluation

All proposals satisfying the requirements of this Request for Proposal (RFP) will be evaluated to establish which of the offers best fulfills the needs of the District and this project. The District reserves the right to be the sole judge of the qualification of products, and/or services being offered, suitability of the services offered by the bidder.

The District has the right to reject any, all, or any part of the proposal. The District may waive any irregularities or informalities in any proposal, or in the bidding process.

The District reserves the right to reject all proposals and issue another RFP.

The District, in compliance with Federal Communications Commission (FCC) rules, will award to the vendor(s) providing the most cost-effective service offering. Per the Sixth Report and Order, FCC 10-175, FCC rules dictate the following:

§ 54.503 (c)(2)(vii) All bids submitted for eligible products and services will be carefully considered, with price being the primary factor, and the bid selected will be for the most cost-effective service offering consistent with § 54.511.

§ 54.511 Ordering Services (a) Selecting a provider of eligible services. In selecting a provider of eligible services, schools, libraries, library consortia, and consortia including any of those entities shall carefully consider all bids submitted and must select the most cost-effective service

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offering. In determining which service offering is the most cost-effective, entities may consider relevant factors other than the pre-discount prices submitted by providers, but price should be the primary factor considered.

Therefore, the District may consider factors other than price alone in the consideration of bids; price for E-rate eligible goods and services will be the primary factor considered.

### Selection Criteria

The District will evaluate proposals on the following criteria:

Number	Factor	Point Value
1	Cost of E-rate eligible goods and services	25
2	Cost of ineligible goods and services	10
3	Vendor quote meets district's minimum specifications	15
4	Experience with district	20
5	Ability to deliver service at start of funding year	15
6	Ability to deliver service throughout district geographic region	10
7	Financial stability	5
	<b>Total Available Points:</b>	<b>100</b>

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## Project Description

### Internal Connections

Request: The Pioneer Union Elementary School District is seeking a contract to implement its project to upgrade or replace the internal connections throughout the eligible facilities at the Pioneer Middle School campus, located at 101 West Pioneer Way, Hanford, California 93230. The project is to upgrade or replace eligible equipment and infrastructure within these general categories:

- Copper Cabling
- Fiber Optic Cabling
- Network Electronics: Switches
- Wireless Controller / Manager

Please note: The District may or may not require professional installation of switches or wireless controllers. Please provide pricing for with and without professional installation labor costs separately.

### Standards Related to Internal Connections

#### 1. Copper Cabling

1.1. Provide one Category-6 (or better), 4-pair, unshielded twisted pair (UTP) cable from the nearest MDF or IDF to each RJ45 voice or data outlet port.

1.1.1. Category 6 (or better) cables shall be copper wire, individually insulated, and color coded.

1.1.2. The cables shall be UL or ETL rated and UL verified in compliance with Category-6 standards, rated and tested for 550Mhz (or higher) transmission, typical for 1GbE and 10GbE connections.

1.1.2.1. Acceptable cables shall be equal or better than Ziotek LANMARK 2000.

1.1.3. Data cable locations shall be identified with a blue color jacket.

1.1.4. Where data cables are indicated to run underground, contractor shall use a Category-6 flooded cable, equal or better to Comm Scope - Ultra Media Series 6NF4.

#### 1.2. Data Outlets

1.2.1. Unshielded twisted pair data outlets shall be an RJ45 Enhanced performance type 8-position / 8 conductor modular jacks, and shall comply with Category-6 performance requirements, single port, dual port or four port



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configurations previously noted. All outlets shall be wired in an EIA/TIA 568B configuration.

- 1.2.1.1. For single port data outlet locations, the faceplates shall have space for two connections with one port fully operational for connection to all of the specified protocols. The second port shall be covered by a blank plate.
- 1.2.1.2. For dual port data outlets locations, the faceplates shall have space for two connections with both ports fully operational for connection to all of the specified protocols.
- 1.2.1.3. For triple port data outlets, the faceplates shall have space for four connections with three ports fully operational for connection to all of the specified protocols. The fourth port shall be covered by a blank plate.
- 1.2.1.4. For quad port data outlets the faceplates shall have space for four connections with all four ports fully operational for connection to all of the specified protocols.
- 1.2.1.5. For data outlets located within plenum spaces, an appropriate plenum-rated box with keystone jacks shall be installed.
- 1.2.2. Client-side patch shall be provided for each data outlet port, meeting the following qualifications.
  - 1.2.2.1. Each cable should meet or exceed the ANSI/TIA-568.2-D Category 6 and ISO 11801 Class E, and IEEE 802.3af/at/bt standards.
  - 1.2.2.2. Rated and tested for 550MHz or greater transmission speeds.
  - 1.2.2.3. Category 6 (or better) snagless, unshielded, 24AWG, ethernet patch cable.
    - 1.2.2.3.1. A 6-7' cable, blue in color, shall be supplied for 50% of the total of data ports located on walls.
    - 1.2.2.3.2. A 14-15' cable, blue in color, shall be supplied for 50% of the total of data ports located on walls.
    - 1.2.2.3.3. A 6-7' cable, white in color, shall be supplied for 50% of the total of data ports located on ceilings or plenum spaces.
  - 1.2.2.4. For reference, the District currently standardizes on FS (fs.com) Cat-6 patch cables, such as model C6UTPSGPVC.
- 1.2.3. All data outlet faceplates and keystones shall be white (not almond, off-white, ivory, etc.) in color and shall have a unique sequential identification number applied to the faceplate. Handwritten labels are not permitted.

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- 1.2.4. All copper cabling, terminations, and associated work shall be performed in accordance with the manufacturer's specifications, industry best practices, as well as any applicable local, state, and/or federal laws or building codes.
  2. Campus Indoor/Outdoor Fiber Optic Cable
    - 2.1. Provide one continuous fiber optic cable routed from the Main Distribution Frame fiber patch panel to each Intermediate Distribution Frame fiber patch panel, and/or other locations as shown on the drawings.
    - 2.2. Fiber optic cable shall be rated for indoor/outdoor applications. Construction shall consist of; all dielectric, stranded loose tube with central strength member, no less than six strands per tube, flame retardant PVC or PE jacket, rated OFNR, water blocking gel in tubes or dry water-blocking compound, and blank fillers as required. Central tube type fiber will not be considered equal.
    - 2.3. Fiber optic feeds shown as composite type may be run as separately jacketed cables. Cables shown as separate runs on the drawings may not be combined together.
    - 2.4. Cable shall conform to the following:
      - 2.4.1. Single-mode cable consistent with OS2 standards (ITU-TG.652, IEC 60793-2-50, ISO 11801 OS2), optimized for transmission of 1310nm, supporting the 1250nm to 1625nm spectrum.
      - 2.4.2. Each fiber optic cable shall contain the quantity of strands of optical fibers needed. A pull rope shall be placed with all fiber cable at the time of installation. All outdoor rated fiber runs shall be provided with a minimum 1/4" pull rope for future access.
        - 2.4.2.1. Unless specified elsewhere, all cables shall contain no less than 6 usable fibers, or 3 pairs of usable fibers.
      - 2.4.3. All fibers in a multi-fiber cable shall be fully operational within the required performance characteristics. If any individual fiber does not meet the minimum standards, the entire cable must be replaced, end to end, including connectors, without any additional expense to the customer.
      - 2.4.4. All fibers must be properly terminated in accordance with manufacturer specifications, in an appropriate fiber termination patch panel, with LC type connections.
    - 2.5. All fiber optic cabling, terminations, and associated work shall be performed in accordance with the manufacturer's specifications, industry best practices, as well as any applicable local, state, and/or federal laws or building codes.
  3. Network Electronics: Switches

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- 3.1. Must provide Power over Ethernet (PoE+) for all copper ports, meeting or exceeding IEEE 802.3at, IEEE 802.3af, and IEEE 802.3bt standards.
  - 3.1.1. Switches with modular power supplies must also have appropriate power supplies installed to provide 25% of ports fully rated power delivery to PoE+ devices, and 25% of ports fully rated power delivery to PoE++.
- 3.2. Must have all ports activated / licensed / available at full speed if not included by default by the manufacturer.
- 3.3. Must have full Layer 2 and full Layer 3 capabilities.
- 3.4. Must have at minimum two SFP+ (or better) ports, or a supplied module or component capable of fiber optical transmission of 10 GbE or better.
- 3.5. Must include appropriate 10 GbE transceivers and appropriate optical patch cables (LC SC duplex) to communicate with the MDF on both the IDF and MDF sides of the link.
- 3.6. IDF and MDF patch cables should be of appropriate length and organized in a fashion that allows for proper airflow and servicing of the switch.
  - 3.6.1. Additionally, copper patch cables should be CAT-6a, 28AWG, snagless, booted, unshielded (UTP), and be rated / tested for 550Mhz. Quantity provided should be equal to the number of ethernet ports on the switch.
    - 3.6.1.1. For reference, the District currently standardizes on FS (fs.com) Cat-6 'slim' patch cables, such as model C6UTPSGSPVC.
  - 3.6.2. Fiber optic patch cables shall be protected and supported by a lacing bar, secured with hook-and-loop type cable wrap.

## Copper Cabling

Replace all current eligible data connections with new Category-6 cabling in accordance with the aforementioned Standards Related to Internal Connections. The District estimates approximately 380 such data connections.

1. Current wall data port locations shall include no less than two data jacks.
  - a. Exception being for locations that are intended or designed as a single data port receptacle, such as wall mounted phones.
2. Eligible rooms and spaces larger than 200 square feet shall additionally have two ports located in ceiling plenum space.
3. Eligible rooms and spaces larger than 1000 square feet shall additionally have four ports located in the ceiling plenum space.
4. Eligible buildings with exterior network devices shall be appropriately cabled and terminated.
5. Each endpoint shall have an appropriate service loop.

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### Fiber Optic Cabling

Replace all current eligible fiber optic data connections with new OS2 single-mode fiber cabling in accordance with the aforementioned Standards Related to Internal Connections. The District estimates approximately 5 such data connections (please see Appendix B).

1. Current OS1 multi-mode fiber optic cabling connections shall be supplanted by new OS2 single-mode fiber optic connections.
2. Each MDF-IDF connection shall have no less than 6 fibers or 3 pairs of fiber terminated to LC type connections within the IDF or MDF.
3. Each cabling end point shall include a service loop.

### Network Electronics: Switches

Replace all current eligible network switches with new switches (see following table of Network Electronics: Switches) in accordance with the aforementioned Standards Related to Internal Connections. Please refer to Appendix B and Appendix C for additional information.

Model/Item/SKU	Description	Quantity
R0M67A	HPE Aruba 2930M 40G+8 Smart Rate POE Class 6 1-slot Switch or equal	2
R8Q71A	HPE Aruba 6200M 36G+12 Smart Rate POE Class 6 Switch or equal	3
J9151E	HPE Aruba 10G SFP+ LC LR 10km SMF Transceiver or equal	10
JL086A	HPE Aruba X372 680 watt Power Supply or equal	10
J9995A	HPE Aruba 8 Port SmartRate PoE+ Module or equal	1
J9993A	HPE Aruba 8 Port 10GbE SFP+ Module or equal	1

### Wireless Controller / Manager

Replace current cloud wireless access point controller with an on-prem solution, compatible with the District's current fleet of access points (please refer to Appendix A for a list of existing access points). The District would prefer a solution that offers resilience against a WAN or internet connection disruption.

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The solution may be hardware or software based (must be compatible with the District’s current virtual machine environment of VMWare ESXi 7.x).

This solution will be providing service to all three of the District’s schools (listed in Appendix A).

**Hardware Based Solution**

Model/Item/SKU	Description	Quantity
JW744A	HPE Aruba 7210 Wifi Controller or equal	1
JW657A	HPE Aruba Power Supply or equal	2
J9151E	HPE Aruba 10G SFP+ LC LR 10km SMF Transceiver or equal	2
JW471AAE	HPE Aruba LIC-ENT Enterprise (LIC-AP LIC-PEF LIC-RFP and LIC-AW) License Bundle E-LTU or equal	115

**Software Based Solution**

Model/Item/SKU	Description	Quantity
JY902AAE	HPE Aruba Virtual Mobility Controller (US) - license - 4000 users, 50 access points or equal	3
JW471AAE	HPE Aruba LIC-ENT Enterprise (LIC-AP LIC-PEF LIC-RFP and LIC-AW) License Bundle E-LTU or equal	115

Vendors are welcome to offer either a hardware, software, or hybrid solution that is compatible and fully supports the existing fleet of access points listed in Appendix A. Replacement of the existing fleet of access points is outside the scope of this project. The District would prefer a solution that is not based on a ‘subscription’ styled model.

**Assumptions**

Potential vendors/bidders should assume that any equipment, components, adapters, accessories, software, licensing, etc. necessary for a ‘turn-key’ operation by the District, be included in with proposal and/or bid response.

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## RFO CMAS/WSCA Requirements

For the purposes of this RFQ, the term "Service Provider" and "Vendor" may be used interchangeably and have the same meaning, whether stated or not.

All Service Providers/vendors responding to the posted Form 470 are to be listed as California Multiple Awards Schedule (CMAS) and/or WSCA-NASPO Service Providers. Public Contract Code (PCC) Sections 10290 et seq. and 12101.5 include approval for local government agencies to use CMAS for acquisition of information technology and non-information technology products and services.

A local government agency is any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds.

FOR CMAS: In addition to the requirements outlined in this RFQ, service providers may be subject to additional requirements as outlined in the CMAS Local Government Agency Guide (March 2010 edition) located at: [https://www.documents.dgs.ca.gov/pd/ctmas/LocalGovtAgencyPacket\(122017\).pdf](https://www.documents.dgs.ca.gov/pd/ctmas/LocalGovtAgencyPacket(122017).pdf)

For WSCA-NASPO: All proposals must be submitted by WSCA-NASPO Authorized Resellers that have been approved by the State Contract Administrator.

Public Contract Code sections 10298-10299 allow the Department of General Services, Procurement Division (DGS-PD) to enter into cooperative purchasing agreements with other states. Cooperative agreements are available to all State of California governmental entities (State departments, agencies, cities, counties, school districts, universities, etc.) that expend public funds for the acquisition of both goods and services.

The DGS-PD has elected to participate in the following multi-state cooperative agreements established by other states participating in the NASPO ValuePoint Cooperative Program and other cooperative programs as specified in the link below.

<http://www.dgs.ca.gov/pd/Programs/Leveraged/NASPO.aspx>

It is the responsibility for service providers to familiarize themselves with CMAS and/or WSCA-NASPO Requirements.

Service Provider must provide a Bill of Materials for each school site separately.

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## E-Rate Supplemental Terms And Conditions

Signed copy to be returned with proposal and/or bid response ("Proposal") in response to this Solicitation ("RFP/RFB/RFQ").

The Telecommunications Act of 1996 established a fund by which Schools and Libraries ("Applicant" or "Applicants") across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission ("FCC"). Funding is made available upon application approval by the Universal Service Administrative Company ("USAC"), which was established by the Act. The amount of discount is based on the numbers of students eligible to receive free and reduced-price meals.

### 1. E-Rate Contingency

The project herein is contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate. Even after award of Agreement(s) and/or E-rate funding approval is approved, the Applicant may or may not proceed with the project, in whole or in part. **Execution of the project, in whole or in part, is solely at the discretion of the Applicant.**

### 2. Service Provider Requirements

The Applicant expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

- a. Service Providers are required to be in full compliance with all current rules and requirements and future rules and requirements issued by the FCC and USAC throughout the agreement period of any Agreement entered into as a result of this RFP/RFB/RFQ.
- b. Service Providers are responsible for providing a valid Service Provider Identification Number ("SPIN"). More information about obtaining a SPIN may be found at this website: <https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/>
- c. Service Providers are responsible for providing a valid Federal Communications Commission Registration Number ("FRN") at the time the Proposal is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>
- d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the proposal is submitted. Any potential Service Provider found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed to Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red-Light Status may be grounds for termination of the Agreement as it could prohibit the Service Provider from providing E-rate discounts in a timely manner which would cause

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harm to the Applicant. More information about FCC Red and Green Light Status may be found at this website: [http://www.fcc.gov/debt\\_collection/welcome.html](http://www.fcc.gov/debt_collection/welcome.html)

- e. Products and services must be delivered before billing and E-rate discounting can commence. At no time may the Service Provider invoice before July 1, 2024.
- f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any Agreement and USAC-approved extensions).
- g. Goods and services provided shall be clearly designated as "E-rate Eligible." Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per USAC guidelines.
- h. For Category 2 equipment or services, within one (1) week of notification of award, the awarded Service Provider must provide the Applicant a bill of materials using a completed and most current and appropriate version of USACs "Bulk Upload Template" (formerly known as the Item 21 attachment) located at <https://www.usac.org/e-rate/applicant-process/applying-for-discounts/fcc-form-471-filing/>. Subsequent schedules of values and invoices must match the Bulk Upload Template and approved Funding Request Line Items or subsequent approved service substitutions. If the service provider's proposal consisted of pricing per eligible location, a summary sheet and summary Bulk Upload Template must be provided to describe the cumulative amount for all sites.**
- i. In the event of questions during an E-rate pre-commitment review, post-commitment review, and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
- j. The awarded Service Provider is required to send copies of all forms and invoices to the Applicant prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the Applicant placing the vendor on an "Invoice Check" with the USAC: <https://www.usac.org/e-rate/applicant-process/invoicing/invoice-check/>.
- k. Service providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>.
- l. Service providers must not propose any equipment or services produced or provided by companies, their parents, affiliates, and subsidiaries, found to pose a national security threat to the integrity of communications networks or the communications supply chain as required by FCC rules. See <https://www.usac.org/about/reports-orders/supply-chain/>. Any proposed solution including Covered Equipment or Services as defined by the FCC will be disqualified. If, after award of the project it is found Covered Equipment or



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Services are included, the award and/or Agreement will be considered to be null and void. See <https://www.fcc.gov/supplychain> for further information on FCC requirements.

- m. Incomplete, SPAM, and/or robotic responses will not be considered valid Proposals and will be disqualified from consideration.
- n. Any Service Provider proposals identifying contingency fees such as allocations for change orders, tariffs, or other speculative fees not specifically called out for in the scope and/or terms of the RFP/RFB/RFQ will automatically be included in the Proposal price and subject to evaluation unless otherwise specified in the RFP/RFB/RFQ. Contingency fees not pre-approved by the Applicant will not be allowed.

**3. Service Provider Acknowledgements**

- a. The Service Provider acknowledges that no change in the products and/or services specified in its proposal will be allowed without prior written approval from the Applicant and a USAC service substitution approval with the exception of a Global Service Substitutions. See <https://www.usac.org/e-rate/applicant-process/before-youre-done/service-substitutions/>.
- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its Proposal shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
- c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Service Providers found not to be providing Lowest Corresponding Price (LCP) may be required to repay any identified overcharges to USAC. The Service Provider acknowledges that LCP is solely the service provider's responsibility and it will not hold the Applicant liable, or seek reimbursement from any applicant, for any appeals, commitment adjustments or funding recoveries.
- d. The Service Provider attests that its offer does not violate the FCC's Supply Chain certifications included in the FCC Form 473. Supply Chain requirements and certifications can be viewed at USAC's Website: <https://www.usac.org/about/reports-orders/supply-chain/>.
- e. This offer is in full compliance with USAC's Free Services Advisory <https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The Service Provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

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**4. Starting Services/Advance Installation**

a. Category 1 Services

The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the Agreement's "effective date," E-rate eligible goods and/or services requested in this RFP/RFB/RFQ shall be delivered no earlier than the start of the 2024 funding year (July 1, 2024). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

b. Early Funding Conditions

i. Category 1

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year.

1. Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.
2. The Category 1 service must depend on the installation of the infrastructure.
3. The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.
4. No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.

*For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services ([DA 02-3365](#) , released December 6, 2002). This FCC decision only applies to Priority/ Category 1 services (telecommunications services and Internet access). The complete text can be found at the following URL:*

<https://www.usac.org/e-rate/applicant-process/starting-services/advance-installation/>

ii. Category 2

There are two conditions that allow USAC to provide support in a funding year for

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Category 2 Internal Connections (equipment and services) incurred prior to that funding year.

1. Applicants may seek support for Category 2 eligible services purchased on or after April 1, three months prior to the start of the funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.
2. No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#), released July 23, 2014).

It is important to note NO FCC FORM 474 INVOICING can take place before the Funding Commitment Decision Letter is issued, the FCC Form 486 is approved, and/or prior to July 1 of the funding year.

## 5. Invoicing

- a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the FCC Form 474 Service Provider Invoice (SPI). The Applicant will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (FCC Form 472). The maximum percentage the Applicant will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Funding Request Number ("FRN") and associated FRN Line Items and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from USAC and submission, certification and USAC approval of FCC Form 486, the Applicant shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the Applicant decide that it is in the best interest of the Applicant to file an FCC Form 472, the Applicant will inform the Service Provider of its intent.
- b. The Service Provider agrees that it will not invoice USAC for equipment or services that have not been delivered to and accepted by the Applicant and installed. If equipment is being drop-shipped to the Applicant and the Applicant is responsible for installing the equipment, the Service Provider may not invoice USAC until equipment is received and accepted by the Applicant.

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- c. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the Applicant will only be responsible for paying its non-discounted share.

6. **FCC/USAC Audits**

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. The Service Provider hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP/RFB/RFQ for ten (10) years after final payment. The Applicant, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Service Provider and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

7. **Procurement Of Additional Goods And/Or Services And Agreement Term**

During the term of any Agreement resulting from this RFP/RFB/RFQ, the Applicant may elect to procure additional or like goods and/or services offered by the Service Provider. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the Applicant's Governing Board. All terms, conditions, warranties, obligations, maintenance, and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The Applicant shall not enter into a separate Agreement for said goods or services. Service Providers must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

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I, the undersigned, as an authorized agent of \_\_\_\_\_ (Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined above.

Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Service Provider Name: \_\_\_\_\_

Service Provider FCC Registration Number: \_\_\_\_\_

Service Provider Identification Number: \_\_\_\_\_

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## Appendix

The following information is provided for reference.

### Appendix A: Network Topology & Information

The District is composed of three campuses:

1. Pioneer Elementary School  
8810 14th Avenue, Hanford, California 93230
2. Frontier Elementary School  
1854 Mustang Drive, Hanford, California 93230
3. Pioneer Middle School  
101 West Pioneer Way, Hanford, California 93230

Pioneer Elementary School (Site 1) hosts the District's internet connection. Frontier Elementary School (2) and Pioneer Middle School (3) are connected by a microwave-linked WAN from the service provider.

Each campus has one (1) VMWare ESXi 7.x virtual machine host.

### Access Points

The District currently has the following access points in operation, and must be supported by the solution being proposed. Currently, the access points are being controlled and managed via a SaaS solution 'Aruba Central'.

Campus	Make	Model	Serial
Frontier Elementary School	Aruba	AP-315	xxxxx0T9DT
Frontier Elementary School	Aruba	AP-315	xxxxx0TF5D
Frontier Elementary School	Aruba	AP-315	xxxxx0TF5H
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ0L
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ2L
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ2S
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ2W
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ32
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4M
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4N

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Campus	Make	Model	Serial
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4P
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4Q
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4V
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4W
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4X
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4Y
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ4Z
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ50
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ51
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ58
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ5C
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ5D
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ5G
Frontier Elementary School	Aruba	AP-315	xxxxx0TJ5K
Frontier Elementary School	Aruba	AP-375	xxxxx801KC
Frontier Elementary School	Aruba	AP-375	xxxxx801Q9
Frontier Elementary School	Aruba	AP-375	xxxxx801QC
Frontier Elementary School	Aruba	AP-515	xxxxxD53PB
Frontier Elementary School	Aruba	AP-515	xxxxxD53RR
Frontier Elementary School	Aruba	AP-515	xxxxxD53S6
Frontier Elementary School	Aruba	AP-515	xxxxxD53VC
Frontier Elementary School	Aruba	AP-515	xxxxxD53W0
Pioneer Elementary School	Aruba	AP-315	xxxxx0TF40
Pioneer Elementary School	Aruba	AP-315	xxxxx0TF54
Pioneer Elementary School	Aruba	AP-315	xxxxx0T0FJ
Pioneer Elementary School	Aruba	AP-315	xxxxx0T0FK
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5JB
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5JG
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5JQ

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Campus	Make	Model	Serial
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5JT
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5JX
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5LW
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5M7
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5N6
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5NF
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5Q2
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5RD
Pioneer Elementary School	Aruba	AP-315	xxxxx0T5RJ
Pioneer Elementary School	Aruba	AP-315	xxxxx0TJF8
Pioneer Elementary School	Aruba	AP-315	xxxxx0TJGS
Pioneer Elementary School	Aruba	AP-315	xxxxx0TJHS
Pioneer Elementary School	Aruba	AP-315	xxxxx0TJJ1
Pioneer Elementary School	Aruba	AP-315	xxxxx0TJJ2
Pioneer Elementary School	Aruba	AP-315	xxxxx0TJJP
Pioneer Elementary School	Aruba	AP-315	xxxxx0TJJQ
Pioneer Elementary School	Aruba	AP-315	xxxxx0TJJV
Pioneer Elementary School	Aruba	AP-315	xxxxx0TF62
Pioneer Elementary School	Aruba	AP-315	xxxxx0TF6Y
Pioneer Elementary School	Aruba	AP-315	xxxxx0TDZ4
Pioneer Elementary School	Aruba	AP-315	xxxxx0TF25
Pioneer Elementary School	Aruba	AP-315	xxxxx0TF93
Pioneer Elementary School	Aruba	AP-315	xxxxx0TF9Q
Pioneer Elementary School	Aruba	AP-315	xxxxx0TFB8
Pioneer Elementary School	Aruba	AP-315	xxxxx0TFBC
Pioneer Elementary School	Aruba	AP-315	xxxxx0TFBK
Pioneer Elementary School	Aruba	AP-315	xxxxx0TFBL
Pioneer Elementary School	Aruba	AP-315	xxxxx0TFCQ
Pioneer Elementary School	Aruba	AP-315	xxxxx0TFCX



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Campus	Make	Model	Serial
Pioneer Elementary School	Aruba	AP-315	xxxxx0TFD0
Pioneer Elementary School	Aruba	AP-375	xxxxx801QK
Pioneer Elementary School	Aruba	AP-375	xxxxx801QN
Pioneer Middle School	Aruba	AP-315	xxxxx0TBNZ
Pioneer Middle School	Aruba	AP-315	xxxxx0TF5C
Pioneer Middle School	Aruba	AP-315	xxxxx0TF5M
Pioneer Middle School	Aruba	AP-315	xxxxx0TF5V
Pioneer Middle School	Aruba	AP-315	xxxxx0TF61
Pioneer Middle School	Aruba	AP-315	xxxxx0TF63
Pioneer Middle School	Aruba	AP-315	xxxxx0TF6B
Pioneer Middle School	Aruba	AP-315	xxxxx0TF6F
Pioneer Middle School	Aruba	AP-315	xxxxx0TF6J
Pioneer Middle School	Aruba	AP-315	xxxxx0TF6R
Pioneer Middle School	Aruba	AP-315	xxxxx0TF70
Pioneer Middle School	Aruba	AP-315	xxxxx0TF71
Pioneer Middle School	Aruba	AP-315	xxxxx0TF74
Pioneer Middle School	Aruba	AP-315	xxxxx0TF76
Pioneer Middle School	Aruba	AP-315	xxxxx0TCPW
Pioneer Middle School	Aruba	AP-315	xxxxx0TCPY
Pioneer Middle School	Aruba	AP-315	xxxxx0TCQ6
Pioneer Middle School	Aruba	AP-315	xxxxx0TCQ7
Pioneer Middle School	Aruba	AP-315	xxxxx0TCQ9
Pioneer Middle School	Aruba	AP-315	xxxxx0TCQD
Pioneer Middle School	Aruba	AP-315	xxxxx0TCQF
Pioneer Middle School	Aruba	AP-315	xxxxx0TCQG
Pioneer Middle School	Aruba	AP-315	xxxxx0TCQK
Pioneer Middle School	Aruba	AP-315	xxxxx0TFB5
Pioneer Middle School	Aruba	AP-315	xxxxx0TFBB
Pioneer Middle School	Aruba	AP-315	xxxxx0TFBF

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Campus	Make	Model	Serial
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ0R
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ14
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ1M
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ1V
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ35
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ53
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ54
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ55
Pioneer Middle School	Aruba	AP-315	xxxxx0TJ56
Pioneer Middle School	Aruba	AP-375	xxxxx801NN
Pioneer Middle School	Aruba	AP-375	xxxxx801PD
Pioneer Middle School	Aruba	AP-375	xxxxx801QT
Pioneer Middle School	Aruba	AP-375	xxxxx801R3
Pioneer Middle School	Aruba	AP-315	xxxxx0THX2
Pioneer Middle School	Aruba	AP-315	xxxxx0T5N9
Pioneer Middle School	Aruba	AP-315	xxxxx0TCPS
Pioneer Middle School	Aruba	AP-315	xxxxx0T8N4
Pioneer Middle School	Aruba	AP-375	xxxxx801P0

Summary

- Total number of Aruba AP-315: 100
- Total number of Aruba AP-375: 10

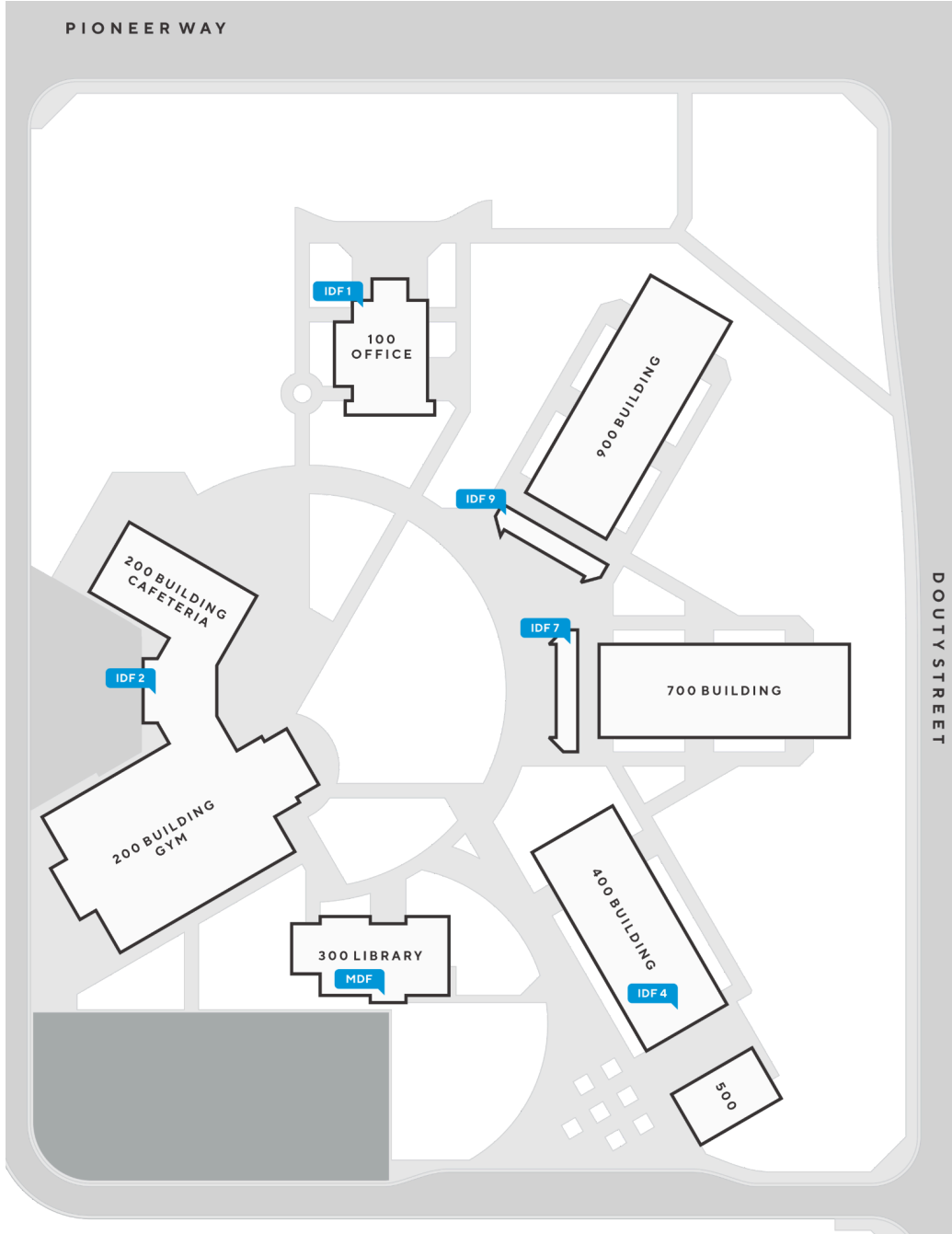
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Appendix B: Campus Map



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## **Appendix C: Campus IDF Descriptions**

### **IDF-1: Building 100 - Main Office**

- Open frame cabinet

### **IDF-2: Building 200 - Cafeteria and Gymnasium**

- Open frame cabinet

### **MDF (IDF-3): Building 300 - Library**

- Solid, enclosed floor mounted frame cabinet

### **IDF-4: Building 400 - Science Wing**

- Open frame cabinet

### **IDF-7: Building 700 - Classroom Wing**

- Open frame cabinet

### **IDF-9: Building 900 - Classroom Wing**

- Open frame cabinet