



# Request for Proposal

8 March 2016

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Orland Unified School District, located in Orland, CA, is requesting proposals for network electronics and cabling at Orland High School. This project depends upon funding from the Federal E-Rate Program for E-Rate Year 19.

Orland Unified School District – Orland High School  
Network Electronics and Cabling Project  
E-Rate Funding Year 19 (2016-2017)

Orland Unified School District is seeking proposals for the upcoming Year 19 round of E-Rate.  
The District is seeking proposals for the following:

**Part A:** Purchase of network electronics with factory warranties for Orland High School. Part A includes NO LABOR. Build of Materials (BOM) on page 3.

**Part B:** Cabling at Orland High School. MANDATORY JOB WALK REQUIRED. See Schedule of Events below.

**Schedule of Events**

**Part A:**

Project(s) Posting Date: 8 March 2016  
Bid Due Date: 5 April 2016  
Selection: Prior to 15 April 2016  
Award Contingent upon funding from E-Rate

**Part B:**

Quote Offered: 8 March 2016  
**MANDATORY JOB WALK: 24 MARCH 2016 AT 7:00AM AT 101 SHASTA ST, ORLAND CA 95963**  
Bid Due Date: 5 April 2016  
Selection: Prior to 15 April 2016  
Award Contingent upon funding from E-Rate

## Part A: Build of Materials (BOM)

Part Number	Description	QTY
WS-C3850-48P-E	Cisco Catalyst 3850 48 Port PoE IP Services	2
CON-SW-WSC388PE	SNTC-NO RMA Cisco Catalyst 3850 48 Port PoE IP Servi	2
S3850ULPEK9-37E	CAT3850 LDPE Universal k9 image	2
CAB-TA-NA	North America AC Type A Power Cable	2
STACK-T1-50CM	50CM Type 1 Stacking Cable	2
CAB-SPWR-30CM	Catalyst 3750X and 3850 Stack Power Cable 30 CM	2
C3850-NM-4-10G	Cisco Catalyst 3850 4 x 10GE Network Module	2
WS-C2960X-48LPD-L	Catalyst 2960-X 48 GigE PoE 370W, 2 x 10G SFP+ LAN Base	2
CON-SW-WSC48LPD	SNTC-NO RMA Catalyst 2960-X 48 GigE PoE 370W, 2 x 10	2
CAB-16AWG-AC	AC Power cord, 16AWG	2
C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	2
CAB-STK-E-0.5M	Cisco FlexStack 50cm stacking cable	2
WS-C2960X-48LPD-L	Catalyst 2960-X 48 GigE PoE 370W, 2 x 10G SFP+ LAN Base	3
CON-SW-WSC48LPD	SNTC-NO RMA Catalyst 2960-X 48 GigE PoE 370W, 2 x 10	3
CAB-16AWG-AC	AC Power cord, 16AWG	3
WS-C3560CX-12PC-S	Cisco Catalyst 3560-CX 12 Port PoE IP Base	2
CON-SW-WSC312PC	SNTC-NO RMA Cisco Catalyst 3560-CX 12 Port PoE IP Ba	2
CAB-TA-NA	North America AC Type A Power Cable	2
CMPCT-MGNT-TRAY	MAGNETIC MOUNTING TRAY FOR 3560-CX & 2960-CX COMPACT SWITCH	2
WS-C3560CX-8PC-S	Cisco Catalyst 3560-CX 8 Port PoE IP Base	3
CON-SW-WSC38PCS	SNTC-NO RMA Cisco Catalyst 3560-CX 8 Port PoE IP Bas	3
CAB-TA-NA	North America AC Type A Power Cable	3
CMPCT-MGNT-TRAY	MAGNETIC MOUNTING TRAY FOR 3560-CX & 2960-CX COMPACT SWITCH	3
GLC-LH-SMD=	1000BASE-LX/LH SFP transceiver module, MMF/SMF, 1310nm, DOM	16
SM1500RMXL2UTAA	TAA-Compliant SmartPro 120V 1.5kVA 1.35kW Line-Interactive Sine Wave UPS, 2U Rack/Tower, Extended Run, SNMPWEBCARD Option, LCD, USB, DB9 Serial	12
SM3000RMXL2UTAA	TAA-Compliant SmartPro 120V 3kVA 2.88kW Line-Interactive Sine Wave UPS, 2U Rack/Tower, Extended Run, SNMPWEBCARD Option, LCD Display, USB, DB9 Serial	1
BP36V15-2U	External 36V 2U Rack/Tower Battery Pack for select Tripp Lite UPS Systems (BP36V15-2U)	1
SNMPWEBCARD	SNMP/Web Management Accessory Card, SmartPro or SmartOnline UPS Systems	13

## **Part B: Installation of cabling and equipment at Orland High School**

**MANDATORY JOB WALK 24 MARCH 2016 AT 7:00AM AT 101 SHASTA ST, ORLAND CA 95963.  
ANY VENDOR WISHING TO SUBMIT A PROPOSAL IS REQUIRED TO ATTEND.**

### **Scope of Work**

1. New single mode fiber from MDF to 8 IDF locations (average of 450ft – listed below)
  - a. Fiber is 12 strand (6 pair) single mode. Every pair will be terminated, labeled and tested. SC-LC 2 meter Panduit fiber patch cords for every pair terminated. Termination is SC. At IDF/MDF location fiber will be installed in new LIU. MDF has an existing floor mounted square hole rack.
    - i. MDF->IDF-Office
    - ii. MDF->IDF-Career Center
    - iii. MDF->IDF-Room23
    - iv. MDF->IDF-Room26
    - v. MDF->IDF-GYM
    - vi. MDF->IDF-Shop
    - vii. MDF->IDF-Wing South
    - viii. MDF->IDF-Wing North
2. New CAT 6 OSP uplinks from IDF to IDF at 2 locations (average of 200ft)
  - a. IDF-GYM->IDF-Locker
  - b. IDF-Room23->IDF-Café
3. New CAT 6 OSP to 2 locations (each location will have 2 runs)
  - a. IDF-Locker-> Team Room
  - b. IDF-Locker-> Multi-Purpose Room
4. New CAT 6 runs from nearest MDF or IDF to station location. All cabling is CAT 6 terminated on loaded 48 port patch panels.
  - a. Sixteen (16) designated rooms receive two (2) drops at three (3) locations (total of 6 per room). Two (2) locations are in the wall (designated on map) and one (1) drop location is in the ceiling with a twenty (20) ft service coil. Four (4) rooms receive two (2) drops at two (2) locations (total of 4 drops total) – one (1) location in wall and one (1) in ceiling with twenty (20) ft service coil. Career center receives twenty (20) drops and room sixteen (16) “mini lab” receives fourteen (14) drops. (all designated on map)
  - b. Main office has forty (40) drops (designated on map)
  - c. CAT 6 8” blue Panduit bootless patch cords provided for all 48 ports whether terminated or not.
  - d. Even mix of 5, 7, and 15 ft blue Panduit CAT 6 patch cords for the station side.
  - e. All stations terminations will be labeled with the IDF number they run to as well as the corresponding patch panel termination number
  - f. IDFs will be installed into furnished metal wall mounted network enclosure. This is mounted to a 4’X4’ piece of routed plywood painted to roughly match the wall.
  - g. Old cabling will be removed after cutover.

**Approximate Materials:**

BIDDER RETAINS RESPONSIBILITY TO DETERMINE APPROPRIATE MATERIALS/CABLE LENGTHS BY ATTENDING MANDATORY JOB WALK ON 24 MARCH 2016 AT 7:00AM. ANY LENGTHS PROVIDED IN THIS RFP ARE ESTIMATES.

Description	QTY/Runs	Approx. Avg length	Approx. Total Length
GENERAL single mode 12 strand fiber	8	450	3600
GENERAL CAT 6 OSP	8	200	1600
GENERAL CAT 6 PVC/CMR	200	150	30000
Wall mount 24" enclosure	8		
Panduit 24 port CAT 6 patch panel loaded	3		
Panduit 48 port CAT 6 patch panel loaded	5		
Panduit Fiber 1U LIU	8		
Panduit Fiber 4U LIU	1		
Panduit SC-LC SM 2M	96		
Panduit 5 ft CAT 6 Patch Cord	67		
Panduit 10 ft CAT 6 Patch Cord	67		
Panduit 15 ft CAT 6 patch Cord	67		
Panduit 8 inch CAT 6 Patch Cord	360		

**Requirements for Part B Bidders:**

1. Must have RCDD on staff
2. Must have C-7 contractor license
3. Must have Panduit Certified Installer (PCI) certification
4. Bids must be for prevailing wage
5. Must have proof of state contract if bidding under a State Wide Contract
6. Contractor must have business within 75 miles of Orland Unified School District

## **Bid Evaluation Process**

The District will evaluate and select the winning bid based on the following criteria:

1. Price – Price will be the highest weighted factor. The District will be evaluating the price based on the Base Bid Price.
2. Accuracy of Bid or Bid Response – The District will evaluate the bid response for completeness, amendments, exceptions, and bid as specified or alternate specified.
3. Meets standards of District – The district will be evaluating the contractor’s proposed equipment and to what level it meets the districts currently installed computer base.
4. Experience – The District will evaluate Experience based on the following criteria:
  - a. Total Number of Systems installed by this Contractor (not using subcontractors) that match the manufacture and model number specified for this project, in the last three years
  - b. Number of Systems installed by the contractor (not using subcontractors) that match the Manufacture and Model Number specified for this project in the education Market in the last three years.
5. Qualifications – The District will evaluate Vendor Qualifications based on the following criteria
  - a. Number of years as a contractor
  - b. Experience with public school work
  - c. Number of similar systems installed and maintained
  - d. Number and quality of references provided

## **Selection Criteria Weight**

Price	40.0%
Accuracy of Bid Response	20.0%
Meets Standards of District	15.0%
Experience	10.0%
Qualifications	15.0%

Bids must include E-Rate funding language.

The District reserves the right to deny any proposals even with SLD funding approval.

All bids must include vendor SPIN number and California state master contract proof.

The projects and services depend on partial funding from the E-rate program. The OWNER expects each Contractor to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

All contracts entered into as a result of these Form 470’s will be contingent upon specific funding by the SLD at the percentage rate submitted. The percentage rate applicable to a particular Form 471 is the maximum that the District is liable for. The Contractor will be responsible to bill the government (USAC) for the balance.

No billing or work shall be commenced before 1 April 2016. On the day of the bid the Contractor shall supply their Service Provider Identification Number (SPIN) and must certify that their SPIN is “current”.

All vendors will be responsible for procuring their E-Rate payback from the appropriate agency(ies). The district will not “up front” costs and/or will not accept a “BEAR” billing. The district will pay only the amount(s) remaining after discounts are applied, upon completion of the work. Prior to invoicing USAC for services rendered on the project, Vendor agrees to provide the district a copy of their USAC invoice to verify that the material has been delivered and accepted by the District before Vendor bills USAC.

Submission of a bid proposal obligates the Contractor to comply with the SLD Form 474 “Service Provider Invoicing” (SPI) method for this contract. Contractor will invoice USAC directly for the committed funding amount of “eligible” equipment and services. The Owner will only be responsible for their percentage of the “eligible” equipment and services and 100% of “ineligible” equipment and services.

All bids must be good for the entire E-Rate funding year 19 (2016-2017)

If this bid will be purchased off a California State Master Contract, vendor must provide proof of Master Contract enrollment.

The District reserves the right to cancel this project for any reason, even if funded by SLD.

### **Equivalent or Superior Products**

1. All products described and Part Numbers given in this specification are those of Cisco Systems, Panduit, and/or Tripp Lite unless otherwise noted
2. Contractors wishing to approve a system other than those specified in this document will be required to perform the following:
  - a. Provide System specifications and cut-sheets for all system components for the proposed new system(s).
  - b. Provide an itemized comparison to each of the system functions as described in this specification. Include in that document how the proposed system compares to the specified system described in this document on a line by line basis, using one of the following three criteria: “exceeds”/”matches”/”unequal”.
3. All other products than those specifically addressed in the bid document that the contractor is seeking approvals for must be received by the District’s Representative no later than ten (10) days prior to the bid due date. Each contractor is individually responsible in seeking approval for their submitted products.
4. Failure to receive written approval for product(s) installed that deviates from the products called for in this specification and/or on the project drawings will result in the

contractor having to replace the unapproved materials and equipment with the originally specified products at no additional cost to the District.

5. All proposed system documentation must be sent to the District's Representative via mail or email. The Contractor will include the project name, their contact information, and the specification sections number that the proposed system is comparable to.

**Questions: Contact Dan Gregory**

Email: [erate@orlandusd.net](mailto:erate@orlandusd.net)

Mail: 1320 Sixth Street. Orland CA 95963

**All proposals are to contain the following:**

1. Cost detail – including the below
  - a. costs for taxes and shipping as separate items
  - b. Items not eligible for E-Rate discount must be clearly identified
  - c. Items eligible for E-Rate discount including what percentage is eligible
2. Disclosure of all contract terms
3. Vendor contact information and SPIN
4. State Master Contract proof (if participating)

**Proposals must be submitted in writing to:**

Orland Unified School District  
Attn: Dan Gregory  
903 South Street  
Orland CA, 95963

**Deadline: 5 April 2016 at 10:00a.m.**

All bids received after the deadline will be rejected. Incomplete bids will be rejected.