



E-RATE FORM 470 REQUEST and  
REQUEST FOR PROPOSALS (RFP) for:

**High School Network Equipment  
E-Rate FY 2021-2022**

NEWTON COMMUNITY SCHOOL DISTRICT  
1302 1<sup>st</sup> Avenue West  
NEWTON, IOWA 50208

Newton Community School District: High school Network Equipment  
DUE 1:00PM Wednesday, March 24, 2021

## Request for Proposal

**For:** The Newton Community School District (NCSD) is seeking proposals for the upcoming round of E-Rate. NCSD is soliciting proposals for the purchase and installation of networking equipment for the districts four High School building. All services are to be completed within the local, state, and E-rate guidelines and regulations.

**At:** Newton High School  
800 E 4th St. S.  
Newton, IA 50208

West Academy  
1302 1<sup>st</sup> Ave. West.  
Newton, IA 50208

Technology Building  
1320 1<sup>st</sup> West Ave  
Newton, IA 50208

**Owner:** Newton Community School District  
1302 1<sup>st</sup> Ave. West  
Newton, Iowa 50208

**Objective:**

The Newton Community School District hereinafter referred to as “The Customer” or “Newton CSD”. The bidder will be referred to as “The Vendor”. The terms “Bid” and “Proposal” will be used interchangeably throughout this document.

The Newton Community School District (NCSD) is requesting proposals from qualified vendors to supply and install WiFi 6 and cabling per the Customer’s requirements as detailed below for Newton High School and West Academy:

**Schedule of Events**

The following is the required schedule of events for this project. The schedule may change depending on the results of the responses and a final schedule will be established prior to contracting with the successful Vendor.

	Event	Date
1	Release RFB to Vendors	February 25, 2021
2	Response received from Vendors	March 24, 2021 - by 1:00 pm CST
3	Evaluation of responses	March 24, 2021
4	Contract Award	March 25, 2021

**Scope of project:**

The purpose of the Request for Proposal (RFP) is to solicit from vendors proposals to upgrade the wireless Newton Community School District High school campuses. General information about the District can be found on the District's website at <http://www.newtoncsd.org>. The District is seeking to implement extended, secure WIFI coverage to all points within school district’s High School buildings. The acquisition will include installation and configuration of access points, and switches. The installation and configuration of core switches at the High School and Technology building into existing network infrastructure. ***This project may be directed, in part, by our E-rate funding.***

- a. The installation of the new wireless system will create a robust, high density network that will provide a consistent, and effective wireless network
- b. Aruba WiFi 6 access points (or equivalent) installed in all classrooms (Aruba 515 or equivalent), and patched into the ceiling Ethernet junction box at the High School and hung at West Academy.
- c. Vendor will provide WiFi solution for all common areas, example: gyms, lunch rooms, multiple purpose rooms, etc...
- d. Vendor will provide (11) Aruba 6200F 48G Class4 PoE 4SFP+ 740W Switch - JL728A – and power cord. (or equivalent)
- e. Qualified vendors must provide an APC UPS solution for each switch rack, including existing switches and newly installed switches. (or equivalent)
- f. The installation and configuration of core switches at the High School and Technology

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- building into existing network infrastructure, including the provisioning of devices into Solarwinds and Clearpass.
- g. The installation and configuration of switches at the High School and West Academy into existing network infrastructure, including the provisioning of devices into Solarwinds and Clearpass.
  - h. Supported by highly qualified and reliable vendor with experience in complex network implementations.
  - i. Easy to use and readily accepted.
  - j. Warranty on all products of at least 3 years and Aruba 1 year Foundation Care Next Business Day Exchange for all switches if bidding Aruba products.

A copy of this Request for Proposal (RFP) may be obtained from the District's Business web site at [newtoncsd.org](http://newtoncsd.org).

It is the sole responsibility of the "proposer" to monitor the District website for any amendments to the RFP. For the purpose of this document the terms proposer, vendor and contractor are those entities representing the submission of a response to this RFP. These are the minimums for the bid:

Qualified vendors will provide (2) Aruba 8320 48 10/6 40 X472 5 2 Bundle - JL479A and power cords (or equivalent).

Qualified vendors will provide (2) HPE 3Y FC NBD Exch Aruba 8320 SWT SVC [for JL479A] - H8XJ4E (or equivalent).

Qualified vendors will provide (52) Aruba 10G SFP+ LC SR 300m MMF Transceiver - J9150D (or equivalent).

Qualified vendors will provide (2) Aruba 10G SFP+ LC LR 10km SMF Transceiver - J9151E (or equivalent).

Qualified vendors will provide (8) HPE X142 40G QSFP+ LC LR4 SM Transceiver - JH232A (or equivalent).

Qualified vendors will provide (1) Aruba X2C2 RJ45 to DB9 Console Cable - JL448A (or equivalent)

Qualified vendors will provide (11) Aruba 6200F 48G Class4 PoE 4SFP+ 740W Switch - JL728A (or equivalent) – and power cord.

Qualified vendors will provide (2) AP-MOD-SERU Console Adapter Module - R6Q99A (or equivalent).

Qualified vendors must provide a UPS solution for each switch rack.

Qualified vendors will provide Aruba WiFi 6 access points (or equivalent) for a minimum of every classroom (Aruba 515 or equivalent) and public space inside the High School

building.

Qualified vendors will provide the appropriate stacking cables and transceivers for switching hardware.

Qualified vendors must be manufacturer-certified in any/all applicable system solutions. Uniformity within each given solution proposed is required. All equipment must be new from the manufacturer.

Equipment found to be refurbished or otherwise represented as “used” will nullify any existing contract and be grounds to immediate repercussive actions taken by the District.

Awarded vendor will provide a “turn-key” solution. This pertains to working directly with the District IT staff for configuration of equipment to meet District standards.

Installation of access points, cabling and UPSs must be in accordance with all local, state, and District construction regulations and guidelines.

All equipment and tools for installation (lifts, ladders, etc.) will be provided by the awarded vendor.

**Service Provider Criteria and Contract Requirements:**

Newton Community School District wishes to take advantage of E-Rate funding discounts. The successful bidder(s) will be responsible for qualifying in the Federal E-Rate program and will be responsible for meeting the following requirements:

- It is expected that each Service Provider make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.
- Items that are not eligible for E-rate should be itemized and clearly marked as not eligible in the bid.
- Because these projects and services depend on partial funding from the E-rate program, prices must be held firm for the duration of the E-rate fiscal year or until all work associated with the project is complete.
- 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.
- The maximum amount that NCS D will be liable for is the pre-discount amount minus the funded amount as shown on the form 470.
- Submitted bids will not be considered to be a binding agreement.
- The contractor is responsible for providing a valid SPIN (Service Provider Identification Number) at the time the bid is submitted.
- 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 invoices must reflect a date of July 1, 2021 or later.
- All hardware equipment and software must be broken out separately from any installation costs on all submitted bids.

- Standard warranty items and costs must be broken out separately from any added warranty items and costs on all submitted bids.
- NCS D requires certification by the awarded contractor, prior to project commencement, concerning criminal records check in accordance with Iowa law.
- All bidders must be licensed, bonded and insured.
- Vendor understands that they may be asked to work around school schedules to avoid impacting school days.

The Applicant reserves the right to deny any or all proposals associated with this RFP, even with SLD funding approval. *Failure to follow the above criteria and requirements may be considered grounds for disqualification.*

Proposals must be received by our office via email per the project schedule. No late bids or bids delivered other than via email will be accepted.

Name: Tim Bloom, Board Secretary  
Address: 1302 1<sup>st</sup> Avenue West  
Newton, Iowa 50208  
Telephone: 641-792-5809  
Fax: 641-792-9159  
E-mail: [bloomt@newton.k12.ia.us](mailto:bloomt@newton.k12.ia.us)

**Evaluation Procedures:**

The Customer may at its discretion and at no fee to the Customer, contact any Vendor for questioning during response evaluation for the purpose of clarifying statements in the response.

The evaluators will consider how well the vendor's proposed solution meets the need of the District as described in the vendor's response to each requirement and form. It is important that the responses be clear, concise and complete so that the evaluators can adequately understand all aspects of the proposal in a succinct fashion. The evaluation process is not designed to simply award the contract to the lowest cost vendor. Rather, it is intended to help the District select the right vendor with the best combination of professional attributes, experience, and relevant skill-sets, including that of price, based on the evaluation factors. The District reserves the right to require that a subset of finalists make a presentation to the evaluation team for consideration.

This RFP provides general and technical information as well as the required format for responses. Your submitted responses will be the primary source of information used for the system evaluation and selection. Please include all required and appropriate information with your proposal. No other source of information submitted, written or verbal will be considered part of your proposal. The criteria for selection of the Vendor will entail several specific considerations.

The Customer reserves the right at any time to request documentation or additional information/clarification on any of the following but not limited to: Vendor qualifications; Vendor understanding of the project scope of work and overall goal; Vendor compliance with specifications detailed in RFP; Vendors demonstrated ability to perform.

The following rubric will be used for evaluation:

<b>Scoring Criteria</b>	<b>Maximum Points Awarded</b>
Overall Cost of Solution	30
Solution Aligns with District Standards	25
District's Prior Experience with Vendor	15
Warranty/Maintenance/Service Support	20
Vendor References	10

The Customer reserves the right to cancel this RFP, reject submitted proposals, or portions of proposals at any time prior to the awarding of the project. The Customer is not required to provide a statement of reason as to why any proposal is deemed as not being most advantageous to the goals of the Customer. The Customer is not obligated to commit to any products or services as a result of the publication of this document. All proposed solutions will be presented to the Customer for final approval. No work or purchases will commence until aforementioned approval is obtained from the Customer.

## **Cost Summary**

### **System Cost Summary**

The Vendor will provide a system cost summary.

### **Purchase Price**

The bid must include the complete purchase price for the described system including the warranty for the proposed system.

### **Itemized List of Components**

The Vendor will provide a complete equipment/parts breakdown of the system.

## **Bid Responsibility**

### **Bid Preparation**

Any expenses for developing the bid are the responsibility of the Vendor and the Customer must not be charged for these expenses in any manner. This RFP with subsequent addendums and the Bid submitted by the selected Vendor with approved changes will become part of the contract between the Customer and the selected Vendor.

### **Customer Information Summary for Vendor**

This section outlines the basic information necessary for the Vendor to complete their RFP submission. All information below is found throughout the RFP and is ONLY organized below as a quick point of reference for the Vendor. These are points of reference for the Vendors and specific requirements mandated in this RFP are detailed in the appropriate sections. ***The Vendor should refer to those sections when developing the response to this RFP.***

### **Customer Proposal Summarized for the Vendor**

The Customer requires a proposal to specify and install the equipment listed below (or equivalent):

Qualified vendors will provide (2) Aruba 8320 48 10/6 40 X472 5 2 Bundle - JL479A and power cords (or equivalent).

Qualified vendors will provide (2) HPE 3Y FC NBD Exch Aruba 8320 SWT SVC [for JL479A] - H8XJ4E (or equivalent).

Qualified vendors will provide (52) Aruba 10G SFP+ LC SR 300m MMF Transceiver - J9150D (or equivalent).

Qualified vendors will provide (2) Aruba 10G SFP+ LC LR 10km SMF Transceiver - J9151E (or equivalent).

Qualified vendors will provide (8) HPE X142 40G QSFP+ LC LR4 SM Transceiver - JH232A (or equivalent).

Qualified vendors will provide (1) Aruba X2C2 RJ45 to DB9 Console Cable - JL448A (or



equivalent)

Qualified vendors will provide (11) Aruba 6200F 48G Class4 PoE 4SFP+ 740W Switch - JL728A – and power cord. (or equivalent).

Qualified vendors will provide (2) AP-MOD-SERU Console Adapter Module - R6Q99A (or equivalent).

Qualified vendors must provide a UPS solution for each switch rack.

Qualified vendors will provide Aruba WiFi 6 access points (or equivalent) for a minimum of every classroom (Aruba 515 or equivalent) and public space inside the High School building.

Qualified vendors will provide the appropriate stacking cables and transceivers for switching hardware.

- The Customer requires a minimum 3 year warranty for all hardware, and Aruba 1 year Foundation Care Next Business Day Exchange for all switches if bidding Aruba products.
- The bidding process opens February 25, 2021.
- Questions on the RFP must be submitted in writing via email to Shane Wheeler, Supervisor of Technology. Email address: [wheelers@newton.k12.ia.us](mailto:wheelers@newton.k12.ia.us)
- All responses to the RFP must be received from the Vendor on March 25, 2021 by 1:00 pm CST
- Responses should be sent via email to:

**Tim Bloom, Board Secretary**  
[bloomt@newton.k12.ia.us](mailto:bloomt@newton.k12.ia.us)

- Contract will be approximately awarded on March 25, 2021

### **Deadline for Questions from Vendors**

Questions with regard to the RFP may be asked via email, phone call or facility tours. Official answers will be e-mailed to all proposing vendors.

In order to make information available to all proposing vendors, no questions will be answered past March 20, 2021.

## **Right of Selection/Rejection - Waiver of Informalities or Irregularities**

The District reserves the right to reject any or all proposals, to waive any minor informalities or irregularities contained in any proposal, and to accept any proposal deemed to be in the best interest of the District. Selection of a vendor solution shall not be construed as an award of contract, but as a commencement of contract negotiation, including but not limited to the contract price proposed.

## **RFP Revisions**

The District reserves the right to change the schedule or issue amendments to the RFP at any time. The District also reserves the right to cancel or reissue the RFP at any time. Amendments or a notice of cancellation will be posted to the District's technology website. It is the sole responsibility of the proposer to monitor the District's technology website for the posting of such information.

## **Compensation**

No payment of any kind will be provided to the submitting vendor, or parties they represent, for obtaining any of the information solicited. Procurement of all equipment and services will be in accordance with subsequent contractual action.

## **Commitments**

All quotes should be submitted initially on the most complete basis and with the most favorable financial terms available. The selected vendor's proposal may, at the Newton Community School District's option, be made part of the final purchase contract and all representations in the vendor's proposal may be considered commitments to supply the system as described. Vendors may submit more than one proposal in response to this RFP. However, each proposal must be a separate, complete package, which can be considered independently of any other proposals from the same vendor.

## **Contract Award and Execution**

The District reserves the right to make an award without further discussion of the proposal submitted. Therefore, the proposal should be initially submitted on the most favorable terms the vendors can offer. It is understood that the proposal will become a part of the official file on this matter without obligation to the District. The general conditions and specifications of the RFP and the successful vendor's response, as amended by agreements between the District and the vendor, will become part of the contract documents. Additionally, the District will verify vendor representations that appear in the proposal. Failure of the vendor's products to meet the mandatory specifications may result in elimination of the vendor from competition or in contract cancellation or termination. The vendor selected as the apparently successful vendor will be expected to enter into a contract with the District. If the selected vendor fails to sign and return the contract within ten (10) business days of delivery of the final contract, the District may elect to cancel the award and award the contract to the next-highest-ranked vendor.

No cost chargeable to the proposed contract may be incurred before the vendor has received a fully executed contract.

## **Payment Terms and Conditions**

The proposal must contain a fee schedule that includes line items for equipment, software, professional services, warranties, project management, and installation and training fees.

**Insurance Requirements**

The District will require the selected vendor to comply with the insurance requirements as outlined below.

The contractor shall procure and maintain for the duration of this agreement insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work hereunder by the contractor, his agents, representatives, employees or subcontractors. The cost of such insurance shall be paid by the contractor. Insurance shall meet or exceed the following unless otherwise approved by the District.

**Scope of Insurance**

The amount of such bodily injury and property damage insurance shall not be less than:

Commercial General Liability written on an occurrence basis with limits not to be less than:

Each occurrence:	\$ 500,000
Personal Injury	\$ 500,000
General aggregate	\$1,000,000
Products and completed operations liability	\$1,000,000
Fire damage	\$ 50,000

Vehicle Liability

Bodily injury	\$ 50,000/ \$500,000
Property damage or single limit liability	\$ 100,000
Workers compensation each occurrence	\$1,000,000
Umbrella	\$1,000,000 aggregate

## **Verification of Coverage**

Contractor shall furnish the District with certificates of insurance affecting coverage required by this clause. The certificates for each insurance policy is to be signed by a person authorized by that insurer to bind coverage on its behalf and shall name the District as an "additional insured". The certificates are to be received and approved by the District before work commences. The District reserves the right to require complete, certified copies of all required insurance policies at any time.

## **Subcontractors**

Contractors shall include all subcontractors as insured under its policies or shall require subcontractors to provide their own coverage. All coverage for subcontractors shall be subject to all of the requirements stated herein.

## **Asbestos or Hazardous Materials Abatement Work**

If Asbestos abatement or hazardous materials work is performed, contractor shall review coverage with the Facilities Director and provide scope and limits of coverage that are appropriate for the scope of work. No asbestos abatement work will be performed until coverage is approved by the Facilities Director

## **Equal Opportunity Compliance**

The District is an equal opportunity employer and requires all proposers to comply with policies and regulations concerning equal opportunity.

## **Other Compliance Requirements**

In addition to nondiscrimination and affirmative action compliance requirements, the proposer awarded a contract shall comply with federal, state and local laws, statutes, ordinances, and school policies relative to the execution of the work. This requirement includes, but is not limited to, protection of public and employee safety and health; environmental protection; waste reduction and recycling; the protection of natural resources; permits; fees; taxes; and similar subjects.

## **Exceptions**

Respondents may take exception to any of the stated requirements so long as all such exceptions are expressly noted and clarified in the response. Alternatives may be shown and quoted as options.

## **Primary Provider of all Services**

If a vendor's proposal includes equipment, hardware, software, or services to be supplied by entities other than the proposing vendor, it is mandatory for the proposing vendor to act as the prime contractor for the entire procurement of all products and services proposed with the possible exceptions noted below. The vendor acting as the prime contractor must be the sole point of contact with regard to contract stipulations including payment of any and all charges resulting from the purchasing of the proposed equipment, hardware, software, and/or services. The vendor acting as the primary contractor must take full responsibility for the demonstration, delivery, installation,

and acceptance testing of the items proposed to be supplied by its subcontractor. The only two possible exceptions will be cabling and the procurement of network switches.

## **High school Network Equipment RFP Project Requirements**

### **Specifications**

#### **Physical Requirements**

This project will need to meet the following specifications and capabilities:

- The wireless system will support 1000 to 1500 devices daily per building.
- Wireless design will provide coverage for the entire buildings, and athletic fields
- AP will need to support device count in relation to AP placement.
- AP model will have ability for two Ethernet cables.
- AP model will support at least WiFi 6 wireless standards
- Areas of concentration include gymnasium, media centers, and library.

#### **Software**

- Software will support multiple VLANs
- Software will support QoS abilities to limit traffic on VLANs
- Software will have ability for live monitoring for system, AP, or end-user
- Vendor will configure software to District's specifications for VLANs, band-steering, QoS, and other areas needed for daily operation.
- Vendor will provide training to IT Director for daily usage, support, and troubleshooting
- Software will be compatible current management suite the district owns.

### **Documentation Requirements**

#### **Wireless Survey**

The company can perform a wireless survey to identify where current environmental challenges affect wireless signal.

#### **Design**

The company will need to provide a design layout and predictive map of wireless signals of proposed system in the building layout based upon recommended configuration. This should indicate placement of APs, environmental interference, and channel design.

The vendor will supply specifications for type of radio proposed.

The vendor review power needs and the District's current network abilities to determine complications for power usage.

#### **Itemization of the bid**

The bids need to itemize E-Rate eligible versus ineligible products and services so they are clearly identified in the bid. Itemization of the cost of each product separately from the cost of installation, should also be included.

## Planning and Design

The following section requests information concerning the capabilities of the proposed system for the purposes of a predictive network design in order to facilitate the installation of an WiFi 6 network. Please enter the requested information in the following table and answer the additional questions.

- a. Will you perform a survey of the location?
- b. What part of installation will you perform?
  - Cabling?
  - Switches?
  - AP's?
  - Software?
  - Configuration?
- c. Verification
  - Will you verify the final network operation?
  - Will you provide on-site training for technology staff?
  - How much time?
- d. Our experience shows that predictive designs that do not take into account the physical elements of a building will result in designs that are under-provisioned and will force additional access points to be added later. Can attenuation be assigned and adjusted to all walls, the student body, and other objects to increase the accuracy of the predictive RF design? (This is a Yes or No answer).
- e. Does the planning tool have the capability to automatically determine the number and placement of Access Points?
- f. Can bandwidth requirements be taken into account for the predictive design?
- g. Does the planning tool predict RSSI, SIR, SNR and data rates?
- h. Does the system model design for 2.4GHz and 5GHz deployments?
- i. Describe the proposed wireless network design; the explanation should include:
  - Number of Access Points
  - Location of Access Points
  - Identify how all Access points will be powered
  - If a POGE solution is proposed, list and total the number of POGE ports, Power injectors and power requirements (watts) for each Access Point
  - List all proposed components for the wireless network.
  - List the physical mounting methods of the controllers/APs and security of the mounting.

## Support

The following section requests information about technical support and other vendor services.

Describe the process for reporting a hardware failure in one of the components of the proposed

system. What methods are available for contacting tech support (phone, email, website, etc.)? What are the times for response and problem resolution? How quickly can replacement components be delivered on-site?

What is the standard warranty and maintenance for each of the components proposed?

What is the upgrade path for management software and is there an annual support fee for the software?



**Newton Community School District  
Wireless Network Upgrade For District High school Schools  
Proposal Form**

**This form is to be attached to the requested information in the  
Request For Proposal Document**

We submit the following proposal for Newton Community Schools:

Contractor: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

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

Contact E-Mail: \_\_\_\_\_

Phone #: \_\_\_\_\_ Fax # \_\_\_\_\_

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Predictive Site Survey Conducted: Yes \_\_\_\_\_ No \_\_\_\_\_

Physical Site Survey Conducted: Yes \_\_\_\_\_ No \_\_\_\_\_

Insurance Certificate Included: Yes \_\_\_\_\_ No \_\_\_\_\_

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Proposal Cost:

High School Wireless \_\_\_\_\_

West Academy Wireless \_\_\_\_\_

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Grand Total for Newton Wireless Network Upgrade \_\_\_\_\_

Newton Community Schools will request that all contractors  
fill out an " Iowa Contractor's Statement"  
so the district can re-coup "sales tax paid by contractors"