



E-Rate RFP for Wireless Networking

(E-Rate Internal Connections)

Biloxi Public School District

Submit Proposals To:

Purchasing Department
Attn: Kassie Bourque
160 St. Peter Street
Biloxi, MS 39530



REQUEST FOR PROPOSALS (RFP)

Biloxi Public Schools (BPS) is seeking proposals to engage a contractor to submit proposals for the purchase, installation and configuration of a Wireless (WiFi) network at The New Biloxi Junior High School.

- This RFP is for hardware, configuration and installation.
- The purchase of this item is dependent upon the Biloxi School District receiving approval through the Federal E-Rate program.
- The project will be scheduled at a time that does not interfere with instruction, (e.g., summer break, spring break, non-instructional hours, etc.)
- The use of brand name specifications or vendor specific part numbers is to provide prospective vendors with product standards and/or guidelines for equipment needed; all equipment meeting or exceeding the brand name specifications will be given equal consideration. Any substitution must be approved by the Biloxi Schools Technology Department in advance.
- Biloxi Public Schools will review all responsive proposals and determine the successful proposal based on the fee proposed and your equipment's ability to meet or exceed the minimum specs.
- All data found in this RFP and associated documents are considered to be confidential information. Further, data gathered as a result of meetings and walk-through visits is considered to be confidential information. This confidential information shall not be distributed outside of organizations directly related to the contractor without expressed, written approval. Further, all data submitted by prospected contractors will be treated as confidential and proprietary; it will not be shared outside the vendor-evaluation committee.
- Bids will include costs of configuration, installation, maintenance and one year of service. The Biloxi School District reserves the right to reject any and all features, of any and all bids, if it should prove too cumbersome or too costly for our foreseeable needs.
- The RFP is dependent on E-Rate funding or Biloxi School Board of Trustees approval, if E-Rate funding appears unlikely.

Proposal Forms:

1. Each bid is to list all labor, material, and hardware costs in an itemized fashion. The detail is to include itemized unit pricing, cost per unit, and extended prices for each of the material and hardware components as well as the specific labor functions.
2. There is also to be a scope of work provided that details all of the functions to be provided by the contractor for the project.
3. Send sealed proposals and supporting documentation to:

Biloxi Public Schools
Attn: Kassie Bourque, Purchasing Director
Biloxi Public Schools
160 St. Peter St., Biloxi, MS 39530

Sealed proposals must be clearly marked **“ERATE WIRELESS NETWORKING”**

Do Not Fax or Email Proposals.

Proposals will be received by The District at the address shown above until 10:00 AM CDT, March 9, 2017. Proposals must be mailed or hand delivered to the address above in a **SEALED ENVELOPE**. They must be received before the deadline. Courier delays are not an acceptable excuse for deliveries made past the deadline. *Please note that Fed Ex Overnight guaranteed delivery rarely makes it to the district office by 10:00 AM.*

SCHEDULE OF EVENTS:

EVENT	DATE(S)
Release of RFP	February 2, 2017
Opening of Proposals	March 9, 2017

Inquiries

All correspondence and inquiries regarding this RFP must be done via e-mail: bids@biloxischools.net or Alex.Mitchell@biloxischools.net

If a Service Provider does not receive a response within 48 hours, it is the responsibility of the Service Provider to call KASSIE BOURQUE at 228-374-1810 and confirm that the e-mail message was received. Leave a message if necessary.

Requirements for Submission:

- Signed "Requirements for Submission" page.
- Total bid will include pricing breakdown and total bid pricing will equal the sum total of all campus pricing.
- Product substitutions must be made in equal quantities unless an adequate demonstration of the viability of the product can be shown. These must be made in advanced by scheduling a demonstration with Alex Mitchell (alex.mitchell@biloxischools.net) before February 17, 2017.
- This project is based on receipt of E-Rate funding. Vendor agrees to all E-Rate requirements, invoicing, and payment terms.
- Vendors must be a certified partner with the manufacturer.
- Bids must include warranty for one year after installation.
- All parts and materials must be new (not remanufactured or reused) and in the original manufacturer's packaging.
- Each firm will submit two itemized bids:
 - The first will contain listing of parts that are eligible under E-Rate.
 - The second will be everything that is ineligible. Each firm is required to ascertain what is and is not eligible.
- All bids must be received by 10:00 AM on **March 9, 2017**.
- Bids must include all necessary related equipment to include but not limited to interconnects, licensing, shipping, delivery, etc.
- The RFP is dependent on E-Rate funding or Biloxi School Board of Trustees approval, if E-Rate funding appears unlikely.
- Install cannot begin until 7/1/2017 and must be configured, tested, and installed by 7/21/2017.

Having examined the specifications on the items described on the attached pages, my firm agrees that if my proposal is accepted by the School Board, my firm will accept an order at the prices bid and these prices will remain in effect until the order is complete. Prices bid are on items as specified or of equal quality, unless so indicated. I understand that I may be required to remove items delivered to the school district at my cost and refund the cost of said items, if they do not meet specifications. I agree that, if I am the winning bidder, I will not submit invoices or request payment until the order is complete.

Signature

Company

Name (Typed or Printed) & Title

Street or P.O. Box

Phone Number

City, State, Zip

Fax Number

Email address

INSTRUCTIONS TO VENDORS – Part A

BID PROPOSAL

For purposes of clarity, the terms contractor, vendor and seller shall be synonymous.
The terms Biloxi Public Schools, District and owner shall be synonymous.
The terms Bid and Proposal shall be synonymous.

1. Contract Documents.

1.1. The District's expectations with respect to the performance by each vendor and by each seller in connection with the District's purchase are set forth in the Instructions to Vendors. Vendors who fail to examine and comply with the bid documents do so at their own risk.

2. Preparation of Proposal.

2.1. Any explanation desired by a vendor regarding the meaning or interpretation of any portion of these Documents must be requested in writing and directed to the District Office of Purchasing in sufficient time for a reply to reach vendor before the submission of their Proposals. Oral explanations or instructions given before the opening of the proposals will not be binding. Any information given to one prospective vendor will be furnished to all prospective vendors as a Proposal Addendum, if such information is necessary to vendors in submitting their proposals or if the lack of such information would be prejudicial to an uninformed vendor.

3. Information Required

- 3.1.** Each vendor shall furnish the information required by these Documents. The vendor shall sign the proposal, all addenda, and the Cost Proposal Sheet. The person signing the BID must initial erasures or other changes. Bid signed by an agent must be accompanied by evidence of the agent's authority unless such evidence has been furnished previously to the District's Office of Purchasing.
- 3.2.** Proposals must be firm. If the vendor believes it necessary to base his/her price on price adjustment, such proposal may be considered, but only as an alternate.
- 3.3.** The district is not required to pay Federal Excise Taxes and Mississippi and local retail sales and use taxes (except 'Resale Items'). Tax exemption certificates will be provided upon request.
- 3.4.** Proposals submitted on other than District forms or with different terms or provisions may be considered as non-responsive bids.
- 3.5.** The District expects that all proposals will remain valid until sixty (60) days after the bid opening or until contracts are signed and operational, whichever comes first. If a vendor indicates in the BID that he/she may withdraw the proposal in less than 60 days, this factor will be considered in awarding a contract.
- 3.6.** Each Vendor will certify that: no federal or state suspension or debarment is in place, no criminal history of the firm/vendor or its employees exist, there is no collusion involved in presenting the BID or its components, the minimum insurance requirements are in place.
- 3.7.** Vendor/Seller represents and warrants that it will ensure its compliance with the Mississippi Employment Protection Act (Senate Bill 2988 from the 2008 Regular Legislative Session) and will register and participate in the status verification system for all newly hired employees. The term "employee" as used herein means any person that is hired to perform work with the State of Mississippi. As used herein, "status verification system" means the Illegal Immigration Reform and Immigration Responsibility Act of 1996 that is operated by the United States Department of Homeland Security, also known as the E-Verify Program, or any other successor electronic verification system replacing the E-Verify Program. Vendor/Seller agrees to maintain records of

such compliance and, upon request of the State, to provide a copy of each such verification to the State. Vendor/Seller further represents and warrants that any person assigned to perform services hereunder meets the employment eligibility requirements of all immigration laws of the State of Mississippi. Vendor/Seller understands and agrees that any breach of these warranties may subject Vendor/Seller to the following: (a) termination of this Agreement and ineligibility for any state or public contract in Mississippi for up to three (3) years, with notice of such cancellation/termination being made public, or (b) the loss of any license, permit, certification or other document granted to Vendor/Seller by an agency, department or governmental entity for the right to do business in Mississippi for up to one (1) year, or (c) both. In the event of such termination/cancellation, Vendor/Seller would also be liable for any additional costs incurred by the State due to contract cancellation or loss of license or permit.

4. Submission Format of Proposals.

- 4.1. Sealed proposals should be returned in an envelope marked on the outside with the vendor's name and address and the BID name. Address to: Biloxi Public School District, Office of Purchasing, P.O. Box 168, Biloxi, MS 39533.
- 4.2. Sealed proposals may be delivered (in person) to the Office of Purchasing, Biloxi Public School District Administration Building, 160 St. Peters Avenue, Biloxi, MS 39530.
- 4.3. BIDs must be returned in sufficient time to be received and stamped at the location specified on or before the opening date and time. BIDs presented after the time and date, of the beginning of the opening process, will **not** be accepted.
- 4.4. All acceptable bids will be publicly opened and read in the Board Room of the Biloxi Public School District's Administration Building, unless otherwise indicated on the announcement page of the proposal.
- 4.5. This solicitation does not commit the District to award a contract, to pay any costs incurred in the preparation of the proposal, or to procure or contract for the articles of goods or services.

5. Modification or Withdrawal of BIDs.

- 5.1. Proposals may be modified or withdrawn by written notice received by the District's Office of Purchasing prior to the exact hour and date specified for receipt of BIDs. All modifications must be presented in a sealed envelope. A Proposal may also be modified or withdrawn in person by a vendor or an authorized representative, provided his/her identity is made known and he/she signs a receipt for the modification or withdrawal, but only if the modification or withdrawal is made prior to the exact hour and date set for the receipt of proposals.

6. Evaluation Factors.

- "Most Advantageous Proposal". The District will award contracts to the vendor/s who submit the "**lowest and best value proposal**" to the District.

Evaluation of proposals shall be based on what is the best overall solution for the Biloxi Public School District (District).

- 6.1. After awarding of proposals, the District reserves the right to negotiate the "**lowest and best value proposal**", if in the District's sole discretion negotiation is appropriate under the circumstances and in the best interest of the District. It expressly reserves the right to request the "best and final" proposal from the "**lowest and best value proposal**" vendor/s after the opening of the BIDs.
- 6.2. In all events, the District reserves the right to re-bid.
- 6.3. The District expressly reserves the right to waive minor deviations from the specification when it is determined that total cost to the District of the deviating proposal is lower than the lowest conforming proposal which meets all aspects of the specifications, and the overall function of

the goods or services, or both, specified in the deviating proposal is equal to or greater than that of the conforming bid. In conjunction, the District also reserves the right to:

- 6.3.1.** Waive any defect, irregularity or informality in any proposal procedures.
- 6.3.2.** Reject any or all BIDs.
- 6.3.3.** Award the entire BID to one vendor
- 6.3.4.** Award the BID (or portions) to more than one vendor
- 6.3.5.** Award the BID under the most beneficial terms for the District
- 6.3.6.** Extend the opening time and date.
- 6.3.7.** Procure any item of the BID by other means approved by State and the District's regulations.

INSTRUCTIONS TO VENDORS – Part B

STANDARD TERMS OF AGREEMENT AND CONDITIONS OF BID

For purposes of clarity, the terms contractor, vendor and seller shall be synonymous.

The terms Biloxi Public Schools, District and owner shall be synonymous.

The terms bid and proposal shall be synonymous.

Standard Terms

1. **Purchases:** Every purchase by the Biloxi Public School District (“District”) of goods, services, or both, shall be governed by the following terms and conditions, except to the extent that such terms, and conditions are specifically modified or altered by the terms and conditions of the specifications sheet/s.
2. **Gratuities:** The District may, by written notice to the Seller, cancel this contract without liability to Seller and District if it is determined by District that gratuities, in the form of entertainment, gifts, or otherwise, were offered or given by the Seller, or any agent, or representative of the Seller, to an officer or employee of the District with a view toward securing a BID or securing favorable treatment with determinations with respect to the performance of such BID. In the event this BID is canceled by District pursuant to this provision, District shall be entitled, in addition to any other rights and remedies, to recover or withhold the amount of the cost incurred by Seller.
 - Prohibition against Personal Interest in BIDs: If any member of the Board of Trustees of the District or any employee of the District has any interest, either direct or indirect, in the business of the Seller, such interest must be disclosed in Seller’s bid. At the discretion and interpretation of the District, such interest may disqualify the Seller/Vendor as meeting the requirements of this BID.
3. **Special Tools and Test Equipment:** If the price stated in the Proposal includes the cost of any special tooling or special equipment fabricated or required by Seller for the purpose of fulfilling Seller’s obligations, such special tooling equipment and any process sheets related thereto shall become the property of the District, to the extent feasible, and shall be identified by the Seller as such.
4. **Warranty and Price:**
 - The price to be paid by the District shall be contained in Seller’s proposal which Seller warrants to be no higher than Seller’s current prices on order for products/services of the kind and specification covered by this agreement for similar quantities under similar or like conditions and methods of purchase.
 - The Seller warrants that no person or selling agency has been employed or retained to solicit or secure this BID upon an agreement or understanding for commission, percentage, brokerage, or contingent fee that would exceed the BID proposal pricing. For breach or violation of this warranty, the District shall have the right in addition to any other right or rights to cancel this BID without liability and to deduct from the BID price, or otherwise recover the full amount of such commission, percentage, brokerage or contingent fee.
5. **Warranty Products:** Seller shall not limit or exclude any implied warranties. Any attempt to do so shall render this BID void at the option of the District. Seller warrants that the goods/services furnished will conform to the specification, drawings and descriptions contained in the BID Documents and to the sample/s furnished by Seller, if any.
6. **Safety Warranty:** Seller warrants that the product or service sold/distributed in the District shall conform to the standards promulgated by the U. S. Department of Labor under the Occupational

Safety and Health Act (OSHA) of 1970. In the event the product/service does not conform to OSHA standards, District may discontinue the use of products/services at the Sellers expense.

7. **No Warranty by District against Infringements:** As part of this BID for sale, Seller agrees to ascertain whether goods manufactured or services provided in accordance with the specifications attached to the agreement will give rise to the rightful claim of any third person by way of infringement or the like. District makes no warranty that the production of goods/services according to the specification will not give rise to such a claim. In the event the Seller is sued on the grounds of infringement or the like will result, the Seller will notify District to the effect in writing, of the notification of infringement. If District does not receive notice and is subsequently held liable for the infringement or the like, Seller will indemnify the District and hold District harmless from any loss, cost or expense. If Seller ascertains that production of the goods/services in accordance with the specifications will result in infringement or the like, this BID shall be null and void.
 - The Seller at the end of the warranty period shall deliver to the District any and all documents and operating manuals for technology, equipment, telecommunication access/passwords and training to maintain the equipment to continue to operate the systems.
8. **Commitment of Current Revenue:** The BID is conditioned on a best effort attempt by this governing body to obtain and appropriate funds for payment of the BID and the continuing right to terminate. This BID is a commitment of the District's current revenues only.
9. **Advertising:** Seller shall not advertise or publish, without District's prior consent, the fact that District has entered into this BID, except to the extent necessary to comply with proper requests for information from an authorized representative of the federal, state or local government.
10. **Right to Assurance:** Whenever one party to this BID in good faith has reason to question the other party's intent to perform, he may demand that the other party give written assurance of this intent to perform. In the event that a demand is made and no assurance is given within five (5) days of the request, the demanding party may treat this failure as an anticipatory repudiation of the BID.
11. **Independent Contractor:** Seller shall perform the services and/or provide goods required by the BID Document as an independent contractor and shall furnish such services/goods in its own manner and method. Under no circumstances or conditions shall any agent, servant, or employee of Seller be considered as an employee of the District.
12. **Hold Harmless:** Seller shall fully indemnify, save and hold harmless the District, its officers, employees, and agents (hereafter "the indemnities) against any and all liability, damage, loss, claims, demands and actions of any nature whatsoever on account of personal injuries (including, without limitation on the foregoing, worker's compensation and death claims), or property loss or damage of any kind whatsoever, which arise out of or in any manner connected with, or are claimed to arise out of or be in any manner connection with, the performance of the BID and its awarded products/services. Seller shall, at its own expense, investigate all such claims and demands, attend to their settlement or other disposition, defend all actions based thereon and pay all charges of attorneys and all other costs and expenses of any kind arising from any such liability, damage, loss, claims, demand and actions.
13. **Assignment Delegation:** No right or interest in this BID shall be assigned or delegation of any obligation made by Seller without the written approval of the District. No BID or its provisions may be assigned, sublet or transferred without the written consent of the District. The performance of this BID by Seller is of the essence of the BID and the District's right to withhold consent to such assignment or delegation by Seller shall wholly void and hold totally ineffective for all purposes unless made in conformity with this paragraph.

- 14. Waiver:** No claim or right arising out of a breach of this BID can be discharged in whole or in part by a waiver or renunciation of the claim or right unless the waiver or renunciation is supported by consideration and is in writing signed by the aggrieved.
 - 15. Modifications:** The signed BID can be modified or rescinded only by a written request signed by both parties and their duly authorized agents.
 - 16. Modification to Specifications:** Any and all variances from the items specified must be submitted in writing to the Office of Purchasing in addition to detailed manufacturer’s specifications ten (10) days prior to BID Opening.
 - 17. Non-Resident Vendors:** Non-resident vendors must include documentation of the non-resident vendor’s state preference laws. This is the amount or percentage of preference states give to resident vendors from their own state when awarding BIDs. If the local state does not have a non-resident vendor’s preference law, please attach a letter stating such. Such non-resident preferences shall be treated in a reciprocal manner.
 - 18. Applicable Law:** This BID shall be governed by the Mississippi Code as enacted by legislature which is effective and in force on the date of this BID together with any other laws of the United States, The State of Mississippi, Ordinances of the County of Harrison, Mississippi and the City of Biloxi, Mississippi and the policies and procedures of the Biloxi Public School District.
 - 19. Interpretation Evidence:** The BID Documents are intended by the parties as the final expression of their agreement and are intended also as a complete and exclusive statement of the terms of their agreement. No course of prior dealings between the parties and no usage of the trade shall be relevant to supplement or explain any term used in this agreement. Acceptance or acquiescence in a course of performance rendered under this agreement shall not be relevant to determine the meaning of this agreement even though the accepting or acquiescing party has knowledge of the performance and opportunity for objection. Whenever a term defined by codes, is used in this agreement, the definition contained in the code is to control.
 - 20. Venue:** Both parties agree that venue for any litigation arising from this BID shall lie in Harrison County, Mississippi.
- Payments:** No partial payments will be given for services/products until the job/order is complete

Signature: My signature certifies that, as agent for:

Company/Firm Name

I have read and will abide by each portion of the BID component “Instructions to Vendors” for the Biloxi Public School District

Signature

Date

All wireless equipment must meet or exceed the following requirements.

Wireless Access Point Requirements:

Biloxi Public School District is looking to architect its campus using the most advanced technology currently available on the market. With the intent to be able to use the selected products for minimally 5-years, Biloxi Public School District expects the respondents to respond with the intent of allowing Biloxi Public School District to use the selected equipment for as much as 7 to 10 years. It is strongly encouraged that all versions of recommended product consist of the most current product lines available – not versions of older technology that simply have new or revised components. Non-Compliance, which will be subjective only by Biloxi Public School District evaluators, will result in a non-contestable disqualification and immediate elimination from consideration.

1. The equipment for bid should be capable of scaling to support coverage and density for BYOD, BYOT and 1 to 1 initiatives in the future.
2. Vendor proposals must provide all the necessary electronic components needed to provide wireless access to the school system LAN. This includes but is not limited to Access points, Power over Ethernet devices etc.
3. Vendor must have highly qualified engineers with experience in the IT field working with school districts. Installation and configuration must be performed by an equipment manufacturer certified engineer or direct engineer of the Wi-Fi manufacturer to ensure proper installation and configuration. None of the work may be subcontracted. Proposal must include copies of certifications and resumes for all engineers who will be responsible for installation and ongoing support.
4. Engineering staff must be geographically located and generally available to respond onsite to problem within a reasonable time (within 6 hours) of problem notification. Resumes must also include the city/state of residence for the Wi-Fi certified engineers plus years' experience in the field and with the company. Proper installation and availability of ongoing onsite support is important to Biloxi Public School District.
5. Vendor must provide a site survey, at no cost to Biloxi Public School District, to ensure precise device placement and interference analysis. Vendor must perform manual channel plans in dense areas and include drawings of each location with device placement. Survey drawings must be submitted with the proposal response.
6. Vendor must include cost of array installation/configuration and provide operation and configuration training for 3 members of the school system technology staff.
7. All intended coverage areas must be covered with a minimum -67 Dbm RSSI for high rate data applications. For density concerns, there must be two radios per classroom. Each wireless AP/array (not system) must be 802.11 a/b/g/n/ac capable and be able to scale without adding additional controllers or user licenses. Each wireless AP must include the ability to dedicate a radio for Intrusion Detection/Intrusion Prevention System (IDS/IPS). Application control or Deep Packet Inspection capabilities must be able to be performed at the AP and not in a single controller or external device. Biloxi Public School District prefers that the wireless system be controller-less to perform security, QoS and VLAN tagging, application control at the edge to eliminate 'tromboning' of data across the backbone. If the system is Wi-Fi controller-based each school site must have at least one primary controller and secondary controller to avoid a single point of failure. If the system is controller-based there cannot be a single point of failure.

8. Each wireless device (not system) must support per SSID traffic shaping and limiting at line-rate at the Access Point (not controller). This will prevent additional data on the network.
9. Each wireless device (AP) (not system) must employ a future-proof modular architecture for upgradability to future standards.
10. Vendor must be able to accommodate 802.11 a/b/g/n/ac in the same enclosure with the ability to go all 5GHZ 802.11n eventually without replacing all the APs. Each radio in the AP must be dual band 2.4 and 5GHz to support growth of the 5GHz network. There may be older 802.11b clients in the environment, the vendor must provide the ability to assign one specific radio (Not SSID) to listen to the older 802.11b clients while others in the area ignore the 802.11b.
11. System must include a centralized management system that provides a platform for central management of all devices across the network.
12. The school system must be supplied at least 1 copy of all product documentation to include specification sheets, maintenance manuals. Programming manuals, and end user pamphlets/guides.

Campus to be Bid:

1. New Biloxi Junior High

1921 Jam Lane
Biloxi, MS 39532

QTY	ITEM	DESCRIPTION
15	XR-630	XR-630/2 RADIO 802.11N 3X3
70	XD4-130	XR Array with 4 slot chassis/controller (2 radios populated)
30	AC License	ArrayOS 802.11ac license for 1 radio on XR products
14	Power Cord	North American power cord
100	Patch Cable	10', Cat 6a, certified, professionally manufactured patch cable (not made in house)
318	License	Array OS Application Control License
89	Hardware Support	1 Year premium hardware support
89	Software Support	1 Year premium software support for ArrayOS
10	Power Injector	Xirrus XP8-MSI-70M 8 port 70w per port Midspan Injector with SNMP and web Management. Rack mountable, 1u chassis.
4	Power Injector	Xirrus XP1-MSI-20 1 port 20w power injector
4	XH2-120	Xirrus XH2-120 Wireless access point 802.11a/b/g/n/ac
8	Antenna	2.4GHZ/5GHZ OMNI-DIR 2x2 ANT for XH2-120 ANT-OMNI-2X2-03
16	Antenna Cable	10FT antenna cable for XH2-120 Antennas ANT-CAB-195-10-MM-02

Bid Pricing Matrix:

Pricing should list a cost per unit and an item total (Unit Price X Quantity) and a total price of all Item Totals.

EQUIPMENT	QUANTIY	UNIT PRICE	ITEM TOTAL
XR-630	15		
XD4-130	70		
AC License	30		
Power Cord	14		
Patch Cable	100		
License	318		
Hardware Support	89		
Software Support	89		
Power Injector	10		
Power Injector	4		
XH2-120	4		
Antenna	8		
Antenna Cable	16		
Installation & Configuration			
BID TOTAL			

Bidding Company

Signature

Company

Name (Typed or Printed) & Title

Street or P.O. Box

Phone Number

City, State, Zip

Fax Number

Email address

Biloxi Public Schools

Shane Switzer, CFO

Biloxi Public Schools