

Request for Proposal

**Talbot County Public Schools
12 Magnolia St
Easton, Maryland 21601
Phone 410-822-0330
Fax 410-820-4260**

Wireless Access Points

White Marsh Elementary School
Easton Middle School
Chapel District Elementary School
Tilghman Elementary School

Proposal Posting Date: December 21, 2022
Proposal Due Date: January 24, 2022 1:45 p.m.

CONTACT: Steve Wilson
PHONE: 410-822-0330, EXT 128
Email: swilson@talbotschools.org

Minority Business Enterprises (MBE's) are encouraged to participate.

The Talbot County Public Schools reserves the right to waive any informality in, or to reject, any or all proposals.

The Talbot County Public Schools does not discriminate in admissions, access, treatment, or employment in its programs and activities on the basis of race, sex, age, color, national origin, religion, disability, sexual orientation or other basis prohibited by law. Appropriate accommodations for individuals with disabilities will be provided upon request.

By order of Talbot County Public Schools

Dr. Kelly Griffith
Superintendent of Schools

**Talbot County Public Schools
12 Magnolia St.
Easton, Maryland 21601
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Request for Proposal

Wireless Access Points	
RFP Number	22-0106
RFP Contact Information	Stephen Wilson, IT Manager swilson@talbotschools.org
RFP Release Date	December 21, 2022
RFP Documents	Maryland e-Market place https://emaryland.buyspeed.com/bso/ TCPS Website https://tcps.k12.md.us/about/business-and-operations/notices-and-rfps/ Emailed by request- Contact Steve Wilson - swilson@talbotschools.org
Last date to email questions	January 14, 2022 Email questions to Steve Wilson swilson@talbotschools.org Subject Line Q&A RFP 22-0106
Final question response	January 14, 2022
RFP closing Date - Time and Opening	January 14, 2022 - 1:45 PM E.S.T - Public opening Talbot County Education Center 12 Magnolia St. Easton, MD 21601
Submission Requirements	<ol style="list-style-type: none"> 1) Sealed Bid 2 copies marked "Proposal for RFP 22-0106 - Wireless network Equipment" Multiple schools 2) Emailed to swilson@talbotschools.org - Subject Line must read "Proposal for RFP 22-0106" emails will be opened and printed just prior to RFP closing time.

RFP Selection	Prior to USAC form 471 filing date
Award of contract	Contingent upon Talbot County Board of Education approval and funding and on E-Rate funding approval
Contract Start date	July 1, 2022
Contract End Date	June 30, 2022

RFP Description:

This RFP is for new Wireless Access Points (WAPS) and warranty service to be delivered between July 1, 2022 and June 30, 2022. Talbot County Public Schools is requesting proposals for a Juniper Mist or equivalent wireless solution. TCPS will entertain proposed solutions from other manufacturers, however it is the vendor's responsibility and obligation to provide documentation and other evidence that a non- Juniper Mist product is functionally equivalent or better. Equipment that is shown to be equivalent in function and warranty is acceptable. In the instance that the solution is non-Juniper Mist, proof of equal functionality must be shown. Failure to show equal functionality may result in the disqualification of the bid. To be considered a functional equivalent, the competing product must include the following:

- Access Points must be 4x4:4, with three radios except for the quantities specified of the Juniper Mist AP12 where 2x2:2 will be accepted.
- Functional equivalents of the Juniper Mist AP12 must also include a 1000BASE-T RJ45 PoE pass-thru interface.
- Management platform must be cloud-based, microservices architecture.
- Configured wireless networks must continue to function in the event of a loss of connectivity to the cloud management platform.
- Access Points must contain an integrated 16 element BLE antenna array for the quantities of Juniper Mist AP43 specified.
- Access Points must contain a dedicated third radio for dual-band WIDS/WIPS, spectrum analysis, synthetic client and location analytics.
- Ability to configure, monitor and enforce service level expectations for individual sites and/or the entire network.
- Management platform must include simple root cause analysis and remediation.
- Management platform must include automated dynamic packet capture, stored and accessible from the cloud.
- Management platform must include comprehensive network performance and service level reporting.
- Management platform must include a natural language processing engine to process queries for troubleshooting
- Must have the ability to profile both manually and automatically client devices based on device type, device OS, application, location, and user role.
- Must be able to automatically process RMA (Return Materials Authorization) in the event of hardware failure.
- Must be able to automatically update firmware.
- Must have advanced policy implementation features comparable with Juniper Mist's WxLAN feature.

This project is subject to the approval of funds by the Talbot County Public Schools Board of Education, it's funding agency, the Talbot County Council, and approval by the Universal Service Administrative Company (USAC), Schools and Libraries Division (SLD). Any vendor to be considered for the award must be an authorized partner/reseller or equivalent status for the proposed products and services and meet all the criteria as required by USAC/SLD. In the event of partial funding of this project, TCPS reserves the right to prioritize and purchase a partial amount of bid prices.

Included in this RFP is a complete description of the proposed equipment, extended warranties, and installation location. List all equipment and software proposed to include model numbers, version numbers, etc. All equipment should be priced FOB Talbot County Education Center, 12 Magnolia Street Easton MD 21601, and is subject to approval by TCPS.

In addition to the USAC/SLD websites, RFP notices will be posted in the Talbot County Public Schools' Website and available at the Talbot County Public Schools' Central Office, posted on the Maryland eMarketPlace and the Star Democrat.

All questions or requests for RFP interpretation shall be submitted in writing via email to Steve Wilson swilson@talbotschools.org

All bidders shall be registered as a service provider with the Universal Service Administrative Company–School and Libraries Division (USAC-SLD) for the E-Rate Program. Bidders agree to comply with all requirements of the E-Rate Program for service providers. All bidders shall furnish their Service Provider Identification Number (SPIN) on their bid form. Minority Business Enterprises are encouraged to participate. SPIN Numbers may be obtained by submitting a FCC Form 498. See the USAC website for more information. <http://www.usac.org/sl/service-providers/step01/default.aspx>.

The Form 472 BEAR method of reimbursement will be utilized for reimbursement of eligible E-Rate funds. Service provider shall invoice the full amount and the Board of Education will apply for the E-Rate discount. The service provider is responsible for stating the eligibility percentage of all products or services to be offered on the Bid Form. These eligibility percentages will be used by the applicant on the Form 471.

Depending on the products and/or services offered the applicant may elect to use the Form 474 Service Provider Invoice (SPI) method. Using this method, the service provider will invoice the applicant for only the non-discount portion of the cost as shown on the Funding Commitment Decision Letter (FCDL). The service provider may then file a Form 474 for reimbursement from USAC for the discount portion of the cost as also shown on the FCDL. Whichever method is used, the service provider is responsible for stating the eligibility percentage of all products or services to be offered on the Bid Form. These eligibility percentages will be used by the applicant on the Form 471. The service provider will be notified of the reimbursement method to be used when the purchase order is issued.

If the service provider intends for there to be a contract for the services being bid, then a copy of the contract signed by the bidder shall be submitted with the bid. The contract shall also include a signature line for approval by the bidding entity.

If your bid includes any item for which either the manufacturer or USAC have determined E-Rate funding eligibility, then you must list the part number/SKU of the item, its E-Rate eligibility percentage, and the source of the eligibility determination. Include this documentation with your bid submission.

Attach to the Bid a complete description of the proposed equipment including performance specifications, proposed technological solutions, equipment, warranties, etc. List all equipment and software proposed to include description, SKU, cost, model numbers, version numbers, etc. All equipment

and services are subject to approval by TCPS. Service provider shall identify any specific services, components or costs that are not eligible for E-Rate funding. **Any components or services not eligible for E-Rate funding must be cost allocated separately on the Bid Form.**

Service provider shall identify on the Bid Form which products and/or services are eligible for E-Rate funding in either Category 2 Internal Connections or in Category 2 Basic Maintenance of Internal Connections, including their percentage of E-Rate eligibility. See the Bid Form.

On the bid form itemize all equipment/services including all accessories included in the bid if these are priced as separate items; for example: cables, optical receivers, fan units, configuration, licenses, installation, power supplies, etc.

A manufacturer's multi-year warranty for a period of up to three years that is provided as an integral part of an eligible component, without a separately identifiable cost, may be included in the cost of the component. If your bid includes any such warranty, provide a detailed description.

List separately support and service costs that are identified as E-Rate eligible Category 2 Basic Maintenance of Internal Connections. Contract term for eligible support services shall be for a minimum of five years beginning July 1, 2021.

Any bid containing pricing for Basic Maintenance of Internal Connections (BCIM) shall cross reference the specific equipment, building location, and term of service (beginning and end dates).

Talbot County Public Schools reserves the right to waive any informality in, or to reject any and all bids.

Talbot County Public Schools reserves the right to award the contract (subject to funding) to the vendor who offers the best solution in the sole opinion of the school system. Price will be weighted most heavily when evaluating proposed solutions.

In accordance with FCC Rules, proposals that include equipment from Huawei, ZTE, or any other companies deemed a national security risk by the FCC will be disqualified. See the USAC website for more Information.

Talbot County Public Schools reserves the right to terminate a contract for failure to comply with the terms of the contract.

The Talbot County Public Schools does not discriminate in admissions, access, treatment, or employment in its programs and activities on the basis of race, sex, age, color, national origin, religion, disability, sexual orientation or other basis prohibited by law. Appropriate accommodations for individuals with disabilities will be provided upon request.

White Marsh Elementary School

IC = Internal Connections
 BMIC = Basic Maintenance of IC

Qty	Part Number (or Equivalent)	Description	Unit Cost	Extended Price	Percent E-Rate Eligible as	
					IC	BMIC
34	MIST-AP43-2S-5Y	Juniper Mist AP43 4x4:4 2.4/5GHz dual-band, tri-radio 802.11ax (Wi-Fi 6) Indoor Omnidirectional AP with built-in internal antenna , including support for OFDMA, 1024-QAM, MU MIMO, Target Wake Time (TWT), BSS Coloring. Backwards compatibility with 802.11a/b/g/n/ac. 1 x 1/2.5GBase-T (PoE) RJ-45, 1 x USB 2.0, and 1 x 1000Base-T RJ-45 interfaces. 5-year Cloud Subscription including Wi-Fi Assurance and Marvis Virtual Assistant. Limited warranty – lifetime.				
		Building Total				

Chapel District Elementary School

IC = Internal Connections
 BMIC = Basic Maintenance of IC

Qty	Part Number (or Equivalent)	Description	Unit Cost	Extended Price	Percent E-Rate Eligible as	
					IC	BMIC
35	MIST-AP43-2S-5Y	Juniper Mist AP43 4x4:4 2.4/5GHz dual-band, tri-radio 802.11ax (Wi-Fi 6) Indoor Omnidirectional AP with built-in internal antenna , including support for OFDMA, 1024-QAM, MU MIMO, Target Wake Time (TWT), BSS Coloring. Backwards compatibility with 802.11a/b/g/n/ac. 1 x 1/2.5GBase-T (PoE) RJ-45, 1 x USB 2.0, and 1 x 1000Base-T RJ-45 interfaces. 5-year Cloud Subscription including Wi-Fi Assurance and Marvis Virtual Assistant. Limited warranty – lifetime.				
		Building Total				

Easton Middle School

IC = Internal Connections
 BMIC = Basic Maintenance of IC

Qty	Part Number (or Equivalent)	Description	Unit Cost	Extended Price	Percent E-Rate Eligible as	
					IC	BMIC

77	MIST-AP43-2S-5Y	<p>Juniper Mist AP43 4x4:4 2.4/5GHz dual-band, tri-radio 802.11ax (Wi-Fi 6) Indoor Omnidirectional AP with built-in internal antenna, including support for OFDMA, 1024-QAM, MU MIMO, Target Wake Time (TWT), BSS Coloring. Backwards compatibility with 802.11a/b/g/n/ac. 1 x 1/2.5GBase-T (PoE) RJ-45, 1 x USB 2.0, and 1 x 1000Base-T RJ-45 interfaces. 5-year Cloud Subscription including Wi-Fi Assurance and Marvis Virtual Assistant. Limited warranty – lifetime.</p>				
5	MIST-AP43-2S-5Y	<p>Juniper Mist AP43E 4x4:4 2.4/5GHz dual-band, tri-radio 802.11ax (Wi-Fi 6) Indoor Omnidirectional AP with external antenna connectors, including support for OFDMA, 1024-QAM, MU MIMO, Target Wake Time (TWT), BSS Coloring. Backwards compatibility with 802.11a/b/g/n/ac. 1 x 1/2.5GBase-T (PoE) RJ-45, 1 x USB 2.0, and 1 x 1000Base-T RJ-45 interfaces. 5-year Cloud Subscription including Wi-Fi Assurance and Marvis Virtual Assistant. Limited warranty – lifetime.</p>				
4	MIST-AP12-2S-5Y	<p>Juniper Mist AP12 2x2:2 2.4/5GHz dual-band, tri-radio 802.11ax (Wi-Fi6) Indoor Wall-Plate Omnidirectional AP with built-in internal antenna, including support for OFDMA, 1024-QAM, MU MIMO, Target Wake Time (TWT), BSS Coloring. Backwards compatibility with 802.11a/b/g/n/ac. 1 x 1000Base-T (PoE output) RJ-45, 2 x 1000Base-T RJ-45, 1 x 1000Base-T (PoE) RJ-45 interfaces. 5-year Cloud Subscription including Wi-Fi Assurance and Marvis Virtual Assistant. Limited warranty – lifetime</p>				
5	Acceltex ATS-OP-245-47-6RPS-36	<p>2.4/5 GHz 4/7 DBi 6 Element Indoor/Outdoor Patch Antenna With RPSMA</p>				
		Building Total				

Talbot County Education Center

IC = Internal Connections
 BMIC = Basic Maintenance of IC

Qty	Part Number (or Equivalent)	Description	Unit Cost	Extended Price	Percent E-Rate Eligible as	
					IC	BMIC
18	MIST-AP43-2S-5Y	Juniper Mist AP43 4x4:4 2.4/5GHz dual-band, tri-radio 802.11ax (Wi-Fi 6) Indoor Omnidirectional AP with built-in internal antenna , including support for OFDMA, 1024-QAM, MU MIMO, Target Wake Time (TWT), BSS Coloring. Backwards compatibility with 802.11a/b/g/n/ac. 1 x 1/2.5GBase-T (PoE) RJ-45, 1 x USB 2.0, and 1 x 1000Base-T RJ-45 interfaces. 5-year Cloud Subscription including Wi-Fi Assurance and Marvis Virtual Assistant. Limited warranty – lifetime.				
3	MIST-AP12-2S-5Y	Juniper Mist AP12 2x2:2 2.4/5GHz dual-band, tri-radio 802.11ax (Wi-Fi6) Indoor Wall-Plate Omnidirectional AP, including support for OFDMA, 1024-QAM, MU MIMO, Target Wake Time (TWT), BSS Coloring. Backwards compatibility with 802.11a/b/g/n/ac. 1 x 1000Base-T (PoE output) RJ-45, 2 x 1000Base-T RJ-45, 1 x 1000Base-T (PoE) RJ-45 interfaces. 5-year Cloud Subscription including Wi-Fi Assurance and Marvis Virtual Assistant. Limited warranty – lifetime				
		Building Total				

Attachments: Data Sheets

Warranty: All proposed Wireless Access Points should include a minimum of a 5-year hardware warranty and lifetime software support.

My company, _____ is an Authorized Reseller of the products proposed and have a SPIN or completed application USAC/ FCC form number 498 for a Service Provider Application Number (SPIN).

Authorized Signature

Date

Printed

Email and Phone Number

SPIN Number _____

Contract Affidavit

A. AUTHORITY

I HEREBY AFFIRM THAT: I, _____ (name of affiant) am the _____ (title) and duly authorized representative of _____ (Contractor name) and that I possess the legal authority to make this affidavit on behalf of the business for which I am acting.

B. CERTIFICATION OF REGISTRATION OR QUALIFICATION WITH THE STATE DEPARTMENT OF ASSESSMENTS AND TAXATION

I FURTHER AFFIRM THAT:

The business named above is a (check applicable items):

- (1) Corporation: ___ domestic or ___ foreign;
- (2) Limited Liability Company: ___ domestic or ___ foreign;
- (3) Partnership: ___ domestic or ___ foreign;
- (4) Statutory Trust: ___ domestic or ___ foreign;
- (5) ___ Sole Proprietorship

and is registered or qualified as required under Maryland Law.

I further affirm that the above business is in good standing both in Maryland and (IF APPLICABLE) in the jurisdiction where it is presently organized, and has filed all its annual reports, together with filing fees, with the Maryland State Department of Assessments and Taxation. The name and address of its resident agent (IF APPLICABLE) filed with the State Department of Assessments and Taxation is:

Name and Department ID

Number: _____ Address: _____

and that if it does business under a trade name, it has filed a certificate with the State Department of Assessments and Taxation that correctly identifies that true name and address of the principal or owner.

C. EMPLOYMENT OF SEX OFFENDERS AND OTHER CRIMINAL OFFENDERS

I further affirm that I am aware of, and the above business will comply with, the following requirements of Section 11-722 of the Criminal Procedure Article, and Section 6-113 of the Education Article, Annotated Code of Maryland:

Maryland Law requires sex offenders to register with the State and with the local law enforcement agency in the county in which they will reside, work, or attend school. A TCPS contractor may not knowingly employ an individual to work at a school if the individual is a registrant. A contractor violating this Law is guilty of a misdemeanor and may be subject to imprisonment not exceeding five years or a fine not exceeding \$5,000, or both.

See Section 11-722 of the Criminal Procedure Article, Annotated Code of Maryland.

A TCPS contractor or subcontractor may not knowingly assign an employee to work on school premises with direct, unsupervised, and uncontrolled access to children, if the employee has been convicted of:

- 1) Section 3-307 of the Criminal Law Article, Maryland Annotated Code, *Sexual Offense in the Third Degree*;
- 2) Section 3-308 of the Criminal Law Article, Maryland Annotated Code, *Sexual Offense in the Fourth Degree*;
- 3) An offense under the laws of another state that would constitute a violation of Sections 3-307 or 3-308 of the Criminal Law Article if committed in Maryland;
- 4) Child sexual abuse under Section 3-602 of the Criminal Law Article, Annotated Code of Maryland;
- 5) An offense under the laws of another state that would constitute child sexual abuse under Section 3-602 of the Criminal Law Article if committed in Maryland;

- 6) A crime of violence as defined in Section 14-101 of the Criminal Law Article, Annotated Code of Maryland; or
- 7) An offense under the laws of another state that would constitute a crime of violence under Section 14-101 of the Criminal Law Article if committed in Maryland.

See Section 6-113 of the Education Article, Annotated Code of Maryland

D. CONTRACTOR SCREENING OF EMPLOYMENT APPLICANTS HAVING DIRECT CONTACT WITH MINORS (if applicable)

In addition to the requirements of Section C above, Contractor shall comply with the requirements of Section 6-113.2 of the Education Article, Maryland Annotated Code, regarding screening of applicants for employment.

E. AFFIRMATION REGARDING BRIBERY CONVICTIONS

I further affirm, neither I or to the best of my knowledge, the above firm, nor any of its officers, directors, or partners, or any of its employees directly involved in obtaining contracts with the State or any County, bi-County, or multi-County agency, or subdivision of the State have been convicted of, or have pleaded nolo contendere to a charge of, or have during the course of any official investigation or other proceeding admitted in writing or under oath, acts or omissions committed after July 1, 1977 which constitute bribery, attempted bribery, or conspiracy to bribe under the provisions of Article 27 of the Annotated Code of Maryland or under the laws of any other State or the Federal government.

F. AFFIRMATION REGARDING COLLUSION

I further affirm that neither I nor, to the best of my knowledge, information and belief, the above business has:

- 1) Agreed, conspired, connived or colluded to produce a deceptive show of competition in the compilation of the accompanying bid or offer that is being submitted; or,
- 2) In any manner, directly or indirectly, entered into any agreement of any kind to fix the bid/ proposal price of the bidder/offeror of any competitor, or otherwise taken any action in restraint of free competitive bidding in connection with the contract for which the accompanying bid or offer is submitted.

G. AFFIRMATION REGARDING DEBARMENT

I further affirm that neither I nor, to the best of my knowledge, information and belief, the above business, or any of its officers, directors, partners, or any of its employees directly involved in obtaining contracts with public bodies, has ever been suspended or debarred (including being issued a limited denial of participation) by any public entity, except as follows (use a separate sheet to list each debarment or suspension, providing the dates of the suspension or debarment, the name of the public entity, the status of the proceedings, the name(s) and position of the parties involved, and all pertinent details).

I further affirm that (1) the business was not established and it does not operate in a manner designed to evade the application of or defeat the purpose of debarment pursuant to Section 16-101, et seq, of the State Finance and Procurement Article of the Annotated Code of Maryland; and, (2) the business is not a successor, assignee, subsidiary, or affiliate of a suspended or debarred business, except as follows (indicate the reasons why the affirmations cannot be given without qualification): _____

Violations of any of these provisions may result in immediate termination for cause.

I DO SOLEMNLY DECLARE AND AFFIRM UNDER THE PENALTIES OF PERJURY THAT THE CONTENTS OF THIS AFFIDAVIT ARE TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE, INFORMATION, AND BELIEF.

Date: _____

By: _____
(printed name of Authorized Representative and affiant)

(signature of Authorized Representative and affiant)