

Request for Proposal

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

Data Switches for Multiple Schools

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 1:30 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

Data Switches for Multiple Schools	
RFP Number	22-0107
RFP Contact Information	Stephen Wilson, IT Manager swilson@talbotschools.org
RFP Release Date	December 21, 2022
RFP Documents	Maryland e-Market place https://dgs.maryland.gov/Pages/Procurement/BidsAwards.aspx 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 22-0107
Final question response	January 14, 2022
RFP closing Date – Time and Opening	January 24, 2022 - 1:30 PM E.S.T - Public opening Talbot County Education Center 12 Magnolia St. Easton, MD 21601
Submission Requirements	1) Sealed Bid 2 copies marked “Proposal for RFP 22-0107 – Switches for Multiple Schools” or 2) Emailed to swilson@talbotschools.org - Subject Line must read “Proposal for RFP 22-0107” 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, 2023

RFP Description:

This RFP is for new Data Switches and warranty service to be delivered between July 1, 2022 and June 30, 2023. Talbot County Public Schools has standardized on Ruckus ICX ethernet switches. TCPS will entertain proposed solutions from other manufacturers; it is the vendor's responsibility and obligation to provide documentation and other evidence that a non-Ruckus product is the functional equivalent or better. Equipment that is shown to be equivalent in function and warranty is acceptable. In the instance that the solution is non-Ruckus, proof of equal functionality must be shown. Failure to show equal functionality may result in the disqualification of the bid.

This project is subject to the approval of funds by the Talbot County Public Schools Board of Education, its 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 ~~for~~ must be a Ruckus partner or equivalent status if offering a substitute product and meets 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, part numbers, 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 TCPS website.

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>

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 given the highest weight when evaluating bids, but other factors may also be considered.

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

The Form 472 BEAR method of reimbursement will be utilized for reimbursement of eligible E-Rate expenses. 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 prices 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 one year to begin July 1, 2022. However, the Board will consider awarding the contract for multiple years up to a 5-year term.

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).

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Limited Lifetime Warranty: All proposed products and software will be covered by a lifetime warranty until the product support end date. Specify if this service is not available for this location. Software support: defect repairs and software maintenance upgrades will be available at no charge through the product end of support date.

Check one of the following:

() The warranty described above is normally provided to the products proposed at no additional charge and is available to this location; 12 Magnolia St., Easton Md 21601

() An equivalent warranty described above is normally offered at an additional charge. The charge is provided above at a rate to cover a five year period and is available to this location; 12 Magnolia St., Easton Md 21601. A copy of that Service Level Agreement (SLA) and part number is enclosed.

My company, _____ is an Authorized Reseller of Ruckus products (or the alternative products proposed) and have a Service Provider Application Number (SPIN).

Authorized Signature _____ Date _____

_____ Email _____

Name Printed

_____ Phone _____ Ext _____

Name of Company

_____ Company Address

USAC Service Provider Identification Number (SPIN) _____

Cost of E-Rate ineligible items or services, if any (attach detailed list): \$ _____

Total project cost for all parts, materials, services, FOB 12 Magnolia St., Easton Md 21601 \$ _____

Product Data Sheet Attached

Easton Middle School 201Peachblossom Rd, Easton, MD 21601						
Part Number (or Equivalent)	Description	Qty	Unit	Ext	Percent E-Rate Eligible as	
					IC	BMIC
ICX7150-48ZP-E8X10GR	ICX 7150-48ZP Switch Z-Series, 16x 100/1000/2.5G PoH ports, 32x 10/100/1000 PoE+ ports, 8x 10G SFP+, L3 features (OSPF, VRRP, PIM, PBR). 1 RPS20-E Power Supply, 1 Fan tray.	10				
ICX-FAN11	FAN FRU FOR ICX7150-48ZP	10				
RPS20-E	POWER SUPPLY FOR ICX7150-48ZP	10				
10G-SFPP-LR	10GBASE-LR, SFP+ optic (LC), for up to 10km over SMF [10G-SFPP-LR-S8 based pricing]	10				
ICX7450-48	48-port 1 GbE switch, 3 modular slots for optional uplinks/stacking. Power supply, fan & modules need to be ordered separately	1				
ICX7450-SVL-RMT-1	WatchDog REMOTE SUPPORT, ICX 7450 24p & 48p configurations	1				
ICX-FAN10-E	ICX 7450 exhaust airflow fan, front to back airflow (two fans required when using two power supplies)	2				
RPS15-E	ICX6610/7450/7650 NON-POE 250W AC PSU, exhaust airflow, front to back airflow	2				
ICX7400-4X10GF	ICX 7450 4-port 1/10GbE SFP+ Module	2				
10G-SFPP-TWX-0501	10GbE Direct Attach SFP+ to SFP+ Active copper cable, 5 m [10G-SFPP-TWX-0508 based pricing]	5				
Total						

Chapel District Elementary School 11430 Cordova Rd, Cordova, MD 21625						
Part Number (or Equivalent)	Description	Qty	Unit	Ext	Percent E-Rate Eligible as	
					IC	BMIC
ICX7150-48ZP-E8X10GR	ICX 7150-48ZP Switch Z-Series, 16x 100/1000/2.5G PoH ports, 32x 10/100/1000 PoE+ ports, 8x 10G SFP+, L3 features (OSPF, VRRP, PIM, PBR). 1 RPS20-E Power Supply, 1 Fan tray.	5				
ICX-FAN11	FAN FRU FOR ICX7150-48ZP	5				
RPS20-E	POWER SUPPLY FOR ICX7150-48ZP	5				
10G-SFPP-LR	10GBASE-LR, SFP+ optic (LC), for up to 10km over SMF [10G-SFPP-LR-S8 based pricing]	2				
10G-SFPP-TWX-0501	10GbE Direct Attach SFP+ to SFP+ Active copper cable, 5 m [10G-SFPP-TWX-0508 based pricing]	4				
Total						

Tilghman Elementary School 21374 Foster Ave, Tilghman, MD 21671						
Part Number (or Equivalent)	Description	Qty	Unit	Ext	Percent E-Rate Eligible as	
					IC	BMIC

ICX7150-48ZP-E8X10GR	ICX 7150-48ZP Switch Z-Series, 16x 100/1000/2.5G PoH ports, 32x 10/100/1000 PoE+ ports, 8x 10G SFP+, L3 features (OSPF, VRRP, PIM, PBR). 1 RPS20-E Power Supply, 1 Fan tray.	3				
ICX-FAN11	FAN FRU FOR ICX7150-48ZP	3				
RPS20-E	POWER SUPPLY FOR ICX7150-48ZP	3				
10G-SFPP-LR	10GBASE-LR, SFP+ optic (LC), for up to 10km over SMF [10G-SFPP-LR-S8 based pricing]	2				
10G-SFPP-TWX-0501	10GbE Direct Attach SFP+ to SFP+ Active copper cable, 5 m [10G-SFPP-TWX-0508 based pricing]	4				

Total

White Marsh Elementary School 4332 Lovers Lane, Trappe, MD 21673

Part Number (or Equivalent)	Description	Qty	Unit	Ext	Percent E-Rate Eligible as	
					IC	BMIC
ICX7150-48ZP-E8X10GR	ICX 7150-48ZP Switch Z-Series, 16x 100/1000/2.5G PoH ports, 32x 10/100/1000 PoE+ ports, 8x 10G SFP+, L3 features (OSPF, VRRP, PIM, PBR). 1 RPS20-E Power Supply, 1 Fan tray.	5				
ICX-FAN11	FAN FRU FOR ICX7150-48ZP	5				
RPS20-E	POWER SUPPLY FOR ICX7150-48ZP	5				
10G-SFPP-LR	10GBASE-LR, SFP+ optic (LC), for up to 10km over SMF [10G-SFPP-LR-S8 based pricing]	2				
10G-SFPP-TWX-0501	10GbE Direct Attach SFP+ to SFP+ Active copper cable, 5 m [10G-SFPP-TWX-0508 based pricing]	4				

Total

Total for all Buildings _____

IC = Internal Connections
BMIC = Basic Maintenance of IC