



RFP No. 21-19

Network Equipment for Internal Connections

**Fresno Unified School District
Purchasing Services
4498 N. Brawley
Fresno, California 93722**

FRESNO UNIFIED SCHOOL DISTRICT

RFP No. 21-19

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RFP No. 21-19

Network Equipment for Internal Connections

Bidders Registration Form

EMAIL OR FAX BACK THIS SHEET ONLY

Attn: Edward Van Patten

FAX: (559) 457-6040

Fresno Unified School District Bids and Proposals are available online. If you downloaded a Bid or Proposal without receiving an invitation, you are required to fax the following information to (559) 457-6040 or send via email to the email address below so that you may be added to the vendor list to receive addendums to this proposal.

If you have any questions, please email edward.vanpatten@fresnounified.org

Name _____

Title _____

Organization _____

Street Address _____

Address (cont.) _____

City _____

State/Province _____

Zip/Postal Code _____

Work Phone _____

Fax _____

E-mail _____

FRESNO UNIFIED SCHOOL DISTRICT

NOTICE TO BIDDERS

RFP No. 21-19

Network Equipment for Internal Connections

Notice is hereby given that Fresno Unified School District will receive sealed **proposals** for **RFP No. 21-19, Network Equipment for Internal Connections** to provide wireless access points, network switches, optics, UPS systems, voice routers, and voice gateways.

Prospective vendors must be current Original Equipment Manufacturers (“OEM”) certified and OEM recognized channel partners at the levels necessary to sell the equipment for each of the respective OEMs for the equipment proposed in their response to this RFP.

Proposals will be received prior to **3:01 PM** on **Tuesday, January 5, 2021** in the Purchasing Department. Proposals must be sealed, marked with the RFP number and title and returned to the Purchasing Department of Fresno Unified School District, 4498 N. Brawley Avenue, Fresno, CA 93722. Proposals received later than the designated time and date will not be accepted. Facsimile (FAX) copies of the proposal will not be allowed. Submit one signed, unbound original proposal plus one USB Flash Drive containing a copy of said proposal.

Award will be based on Best Value criteria as stated herein and the complete award will be to a single vendor.

Fresno Unified School District reserves the right to accept or reject any or all proposals or any combination thereof and to waive any informality or irregularity in the bidding process.

To view and download a copy of this RFP, go to <https://purchasing.fresnounified.org/bid-opportunities/> or a copy can be obtained from FUSD Purchasing Department.

Published: November 24, 2020
December 1, 2020

RFP No. 21-19

Network Equipment for Internal Connections

GENERAL TERMS AND CONDITIONS

General - This information to Bidders is in addition to any instructions or conditions stated elsewhere in the Contract Document. The articles in the General Terms and Conditions may not be applicable to all services and commodities for this RFP. If requirements elsewhere in the RFP document are in conflict, those specifications of the RFP will take precedence over the General Terms and Conditions.

Information Request(s) - In order to control information disseminated regarding this Request for Proposal, organizations interested in submitting responses are directed not to make personal contact with members of the governing Board, District Administration, or staff with the exception and permission of the individual listed below. All questions regarding this RFP are to be addressed to the individual listed below:

Edward Van Patten, Buyer II
edward.vanpatten@fresnounified.org

RFP Proposals - To receive consideration, proposals shall be made in accordance with the following instructions:

Deadline for Receipt of RFP's. Proposals will be received prior to **3:01 PM on Tuesday, January 5, 2021** after which time the proposals will be opened and reviewed by the evaluation committee; only names of firms submitting proposals will be read out loud at time of bid opening. Envelopes containing a proposal must be sealed, prominently marked with the RFP number, RFP title, RFP opening time/date and name of bidder, and submitted to:

**FRESNO UNIFIED SCHOOL DISTRICT
PURCHASING DEPARTMENT
4498 N. BRAWLEY AVENUE
FRESNO, CALIFORNIA 93722
Attn: Edward Van Patten**

RFP Timeline:

- | | |
|--|--------------------------|
| 1. RFP Release Date (Form 470 Filing): | 11/24/2020 |
| 2. Advertisement in Fresno Bee: | 11/24/2020 and 12/1/2020 |
| 3. Last Day to Submit Questions: | 12/15/2020 |
| 4. Final Addendum Distributed: | 12/22/2020 |
| 5. RFP Due Date: | 1/5/2021 prior to 3:01pm |
| 6. Evaluation Committee Evaluation | 1/6/20 – 1/15/2020 |
| 7. Tentative Board Award Date: | 3/17/2021 |

Proposals must be received no later than the time and date designated above. Proposals received later than the designated time and date will not be accepted. **Facsimile (FAX) copies of the proposal will not be accepted.** **Submittal** – Each firm submitting a proposal shall submit one signed, unbound original proposal plus one USB Flash Drive containing a copy of said proposal.

Prohibited Interests/Conflict of Interest - BIDDER is responsible for understanding and ensuring adherence to California Government Code section 1090 et seq., with respect to the Project. Pursuant to Government Code section 1090, no DISTRICT officers or employees shall be financially interested in any contract made by them in their official capacity, or by any body or board of which they are members. Nor shall DISTRICT officers or employees be purchasers at any sale or vendors at any purchase made by them in their official capacity. No official or employee of DISTRICT who is authorized in such capacity and on behalf of DISTRICT to negotiate, make, accept, or approve, or to take part in negotiating, making, accepting or approving, any architectural, engineering, inspection, construction or material supply contract or any subcontract in connection with construction of the Project, shall become, directly or indirectly, financially interested in the Project or in any part thereof. An officer shall not be deemed to be interested in a contract entered into by the Board if the officer has only a “remote interest” in the contract (as "remote interest" is defined in Government Code section 1091(b)) and if the fact of that interest is disclosed to the Board and noted in its official records, and thereafter the Board authorizes, approves, or ratifies the contract in good faith by a vote of its membership sufficient for the purpose without counting the officer’s vote with the remote interest per Government Code 1091.

THE RFP – All items on the form should be stated in figures, and signatures of all individuals must be in long hand. The completed form should be without interlineations, alterations, or erasures. Retain one copy for your file and return one complete set sealed in the envelope provided with the proposal. Unsigned proposals will not be accepted.

“FAX” BIDS – Facsimile copies of the proposal will not be accepted for formal advertised RFP’s.

DEFINITIONS – Responsible; a bidding party possessing the skill, judgement, integrity and financial ability necessary to timely perform and complete the contract being bid. Responsive; a proposal which meets all of the specifications set forth in the RFP.

NAME AND NATURE OF BIDDER’S LEGAL ENTITY – The proposer(s) shall specify in the proposal and in the bond, if furnished as a guarantee, the name and nature of its legal entity and any fictitious name under which it does any business covered by the bond. The proposal shall be signed under the correct firm name by an authorized officer.

WITHDRAWAL OF PROPOSAL – Proposals may be withdrawn by the proposer prior to the time fixed for the opening of proposals but may not be withdrawn for a period of ninety (90) days after the opening of proposals. A successful proposer shall not be relieved of the proposal submitted without the District’s consent or proposer’s recourse to public Contract Code Sections 5100 et. seq.

ASSIGNMENT OF CONTRACT OR PURCHASE ORDER – The proposer(s) shall not assign or transfer by operation of law or otherwise any or all of its rights, burdens, duties or obligations without the prior written consent of the surety on the bond, if any, and the District.

RFP NEGOTIATIONS – A proposer response to any specific item of this proposal with terms such as “negotiable” “will negotiate” or of similar intent, will be considered as nonresponsive to the specific item.

PRICES – Prices should be typed and shown as instructed on the proposal form for each item. Taxes shall not be included. Errors may be crossed off and corrections made prior to proposal opening only and must be initialed in ink by the person signing the proposal or bidder’s authorized representative. If during the contract period there should be a decrease in prices of the items proposed, a corresponding decrease in prices on the balance of the deliveries shall be made to the District for as long as the lower prices are in effect, but at no time shall the prices charged the District exceed the prices proposed. The District shall be given the benefit of any lower prices, which may, for comparable quality and delivery be given by the contractor to any other school district or any other state, county, municipal, or local governmental agency in Fresno County for products listed herein.

TAXES – Taxes shall not be included in unit prices. The District will pay only the State Sales and Use Tax; however, California Use Tax will be paid to out-of-state vendors only when their permit number is shown on both their proposal and invoices. The successful bidder(s) shall list separately any taxes payable by the District and shall certify on the invoices that Federal Excise Tax is not included in the prices listed thereon. Federal Excise Tax is not applicable, as school districts are exempt therefrom. The District, upon request, shall furnish the contractor such Federal Tax Exemption Certificates as may be required.

BRAND NAME AND NUMBER – The bidder(s) shall state the brand name and number in the column provided in Attachment A. If none is indicated, it shall be understood that the bidder is quoting on the exact brand name and number specified in the RFP form. Should any item for which proposals are requested be patented, or otherwise protected or designated by the particular name of the maker and the bidder desires to propose an item of equal character and quality, he may offer such substitute item by clearly indicating that such substitution is intended and specify the brand and part number.

QUANTITY AND QUALITY OF MATERIALS OR SERVICES – The successful bidder(s) shall furnish and deliver the quantities designated in the RFP or purchase order. All materials, supplies or services furnished under the contract shall be in accordance with the RFP specifications. Materials or supplies which, in the opinion of the Executive Director of Purchasing, are not in accordance and conformity with said specifications shall be rejected and removed from the District premises at the bidder’s expense. In bidding, the bidder(s) certifies that all materials conform to all applicable requirements of CAL OSHA and all other requirements of law. All items of equipment and individual components, where applicable standards have been established, shall be listed by the Underwriter Laboratories, Inc., and bear the UL label.

DISTRICT REQUIREMENTS – The articles, supplies or services listed in the RFP and required during the contract period shall be ordered and purchased from the successful bidder(s) during

such period. The District shall have the right to issue purchase orders up to and including the last day of the contract period even though the time provided for delivery may extend beyond such period. The District reserves the right to acquire from other sources during the life of the contract such items as may be required for testing, evaluation or experimental purposes, or for special programs of an emergency nature, and purchases made by individual schools.

ACCEPTANCE OR REJECTION OF RFP'S – The District may purchase an individual item or combination of items, whichever is in the best interest of the District. Proposals shall remain open and valid and subject to acceptance for ninety (90) calendar days after the RFP opening.

RFP EXCEPTIONS – All exceptions which are taken in response to this RFP must be stated clearly. The taking of RFP exceptions or providing false, incomplete or unresponsive statements may result in the disqualification of the proposal. Allowance of exceptions will be determined by the governing board whose decisions shall be final. Any RFP exceptions or additional conditions requested after RFP closure, which are not detailed within the RFP response, will result in disqualification of the proposal.

AWARDS – The Board of Education reserves the right to accept or reject any or all proposals and to waive any informality in the RFP process.

EXECUTION OF CONTRACT – Issuance of a Purchase Order shall evidence the contractual agreement between the bidder(s) and the District and the bidder's acceptance of these RFP Instructions and Conditions.

DELIVERY – Time and manner of delivery are essential factors in proper performance under the contract. Unless otherwise specified, the successful bidder(s) shall be responsible for delivery and shall pay all costs, including drayage, freight and packing for delivery to locations in the District as may be specified in the proposal. Each item shall be securely and properly packed and clearly marked as to contents. All items purchased for delivery by truck or freight line shall be palletized. The preferred pallet size should be 48" long by 40" wide. All shipments shall be accompanied by a packing slip and the District purchase order number shall appear on all cases and packages.

MATERIAL SAFETY DATA SHEETS – For all products requiring a Material Safety Data Sheet – The District requires that a Material Safety Data Sheet accompany all orders at the time of delivery.

DEFAULT BY CONTRACTOR – The District shall hold the bidder(s) responsible for any damage which may be sustained because of failure or neglect to comply with any terms or conditions listed herein. It is specifically provided and agreed that time shall be of the essence in meeting the contract delivery requirements. If the successful bidder(s) fails or neglects to furnish or deliver any of the materials, supplies or services listed herein at the prices named and at the time and place herein stated or otherwise fails or neglects to comply with the terms of the RFP, the District may, upon written notice to the bidder, cancel the contract/purchase order in its entirety or cancel or rescind any or all items affected by such default, and may, whether or not the contract is cancelled in whole or in part, purchase the materials, supplies or services elsewhere without further notice to the bidder. Any extra cost incurred by such default may be collected by the District from the bidder or deducted from any funds due the bidder.

INSURANCE – The successful bidder(s) shall maintain insurance adequate to protect him from claims under Workers’ Compensation Laws and from claims for damages for personal injury, including death and damage to property, which may arise from bidder’s operations under the contract. Also, the bidder may be required to file proof of such insurance, naming Fresno Unified School District as an additional insured by separate endorsement as follows: The bidder is required to provide proof of insurance to the Governing Board of a comprehensive general liability insurance policy providing occurrence based coverage to be in effect during the term of the contract. Bodily Injury shall be \$1,000,000, combined single limit or \$1,000,000 per person, \$1,000,000 per accident. Property Damage shall be \$500,000 per loss. Failure to furnish such evidence and insurance, if required, may be considered default by the bidder(s).

INVOICES AND PAYMENTS – Unless otherwise specified, the successful bidder(s) shall render invoices in duplicate for materials delivered or services performed under the contract, to the Accounting Department of the District, 2309 Tulare Street, Fresno, California, 93721. Invoices shall be submitted under the same firm name as shown on the proposal. The successful bidder(s) shall list separately any taxes PAYABLE BY THE District and shall certify on the invoices that Federal Excise Tax is not included in the prices listed thereon. The District shall make payment for materials, supplies, or services furnished under the contract within a reasonable and proper time after acceptance thereof and approval of the invoices by the authorized District Representative.

MISCELLANEOUS PROVISIONS:

1. Assignment of Contracts – The Contractor shall not assign or transfer by operation of law or otherwise any or all of its rights, burdens, duties or obligations without the prior written consent of the surety on the performance bond and the District.
2. Binding Effect – This Agreement shall inure to the benefit of and shall be binding upon the Contractor and District and their respective successors and assigns.
3. Severability – If any provisions of this agreement shall be held invalid or unenforceable by a court of competent jurisdiction, such holding shall not invalidate or render unenforceable any other provisions hereof.
4. Amendments – The terms of this Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever except by written agreement signed by the parties.
5. Entire Agreement – This RFP and all attachments thereto constitutes the entire agreement between the parties. There are no understandings, agreements, representations or warranties, express or implied, not specified in the Agreement. Bidder, by the execution of his/her signature on the RFP Form acknowledges that he/she has and read this Agreement, understands it, and agrees to be bound by its terms and conditions.
6. Force Majeure Clause – The parties to the contract shall be excused from performance thereunder during the time and to the extent that they are prevented from obtaining,

delivering or performing by act of God, fire, strike, loss or shortage of transportation facilities, lockout, or commandeering of materials, products, plants or facilities by the government, when satisfactory evidence thereof is presented to the other party, provided that it is satisfactorily established that the nonperformance is not due to the fault or neglect of the party not performing.

7. Hold Harmless Clause – The successful bidder agrees to indemnify, defend and save harmless Fresno Unified School District, its governing board, related divisions and entities, officers, agents, and employees from and against any and all claims, demands, losses, defense costs, or liability of any kind or nature which the District, its officers, agents, and employees may sustain or incur or which may be imposed upon them for injury to or death of persons, or damage to property as a result of, arising out of, or in any manner connected with the bidder or bidder's agents, employees or subcontractor's performance under the terms of this contract, expecting only liability arising out of the sole negligence of the District.
8. Prevailing Law – In the event of any conflict or ambiguity between these instructions and state or federal law or regulations, the latter shall prevail. Additionally, all equipment to be supplied or services to be performed under the RFP proposal shall conform to all applicable requirements of local, state and federal law.
9. Governing Law and Venue – In the event of litigation, the RFP documents, specifications and related matters shall be governed by and construed only in accordance with the laws of the State of California. Venue shall only be with the appropriate state or federal court located in Fresno County.
10. Permits and Licenses – The successful bidder(s) and all of his employees or agents shall secure and maintain in force such licenses and permits as are required by law, in connection with the furnishing of materials, articles or services herein listed. All operations and materials shall be in accordance with law.
11. Contract Documents – The complete contract includes the following documents: The advertisement for RFP, the RFP instructions and conditions, specifications and drawings, if any, the RFP and its acceptance by the District, the purchase order, and all amendments thereto. All of these documents shall be interpreted to include all provisions of the other documents as though fully set out therein.
12. Independent Contractor – While engaged in carrying out and complying with terms and conditions of the contract, the bidder agrees by his/her signature on the RFP Form that he/she is an independent contractor and not an officer, employee or agent of the District.
13. Anti-discrimination/Equal Opportunity – Fresno Unified School District prohibits discrimination, harassment, intimidation, and bullying based on actual or perceived race, color, ethnicity, national origin, immigration status, ancestry, age, creed, religion, political affiliation, gender, gender identity, gender expression, genetic information, mental or physical disability, sex, sexual orientation, marital status, pregnancy or parental status, medical information, military veteran status, or association with a person or a group with

one or more of these actual or perceived characteristics or any other basis protected by law or regulation, in its educational program(s) or employment. If you believe you, or your student, have been subjected to discrimination, harassment, intimidation, or bullying you should contact your school site principal and/or the District's Chief Compliance and Title IX Officer Paul Idsvoog, by phone at 559-457-3730, by email at Paul.Idsvoog@fresnounified.org, or in person at 2309 Tulare Street Fresno, CA 93721.

14. Termination Without Cause – This Agreement may be terminated by the District upon giving thirty days advance written notice of an intention to terminate.
15. Product Shortages – If the successful bidder is unable to supply any product listed herein, the District may purchase such product at a fair market value from another source. The difference in cost and all delivery charges shall be the responsibility of the supplier listed on the original contract agreement.
16. Report Fraud, Waste, or Abuse: Call the Anti-Fraud Hotline, (559) 325-3200, or by completing the fraud, waste or abuse reporting form online at <http://www.ppcpas.com/fresno-unified-fraud-alert>. The anti-fraud waste or abuse reporting hotline is available to report alleged fraud in the district. The responsibility for monitoring the hotline rests with the internal auditor for Fresno Unified School District, Price, Page & Company. A report may be made anonymously.

GENERAL REQUIREMENTS

1. **Authorized Signatures** – Proposals must be signed by an authorized individual or officer of the firm submitting the proposal. Unsigned proposals will not be accepted.
2. **Forms of Agreement** – The District reserves the right to incorporate standard contractual provisions into any agreement executed in response to this request and to require indemnification from hard and such insurance as may be stipulated by the District. In addition, the District shall require any contract awarded as a result of this RFP to incorporate the General Terms and Conditions.
3. **Availability of Funds** – The District's obligation herein is contingent upon receipt by Fresno Unified School District of the maximum funding commitment allowed by the Universal Service Fund through the "E-Rate" program. No legal liability on the part of the District for payment of any money shall arise unless and until funds are made available for this procurement through the "E-Rate" Program. The District may award a contract for all requirements outlined in the RFP, or any portion thereof, contingent upon the level of funding provided by the Schools and Libraries Division.
4. **Compliance** – Responses that do not comply with instructions and forms may be eliminated from further selection.
5. **Adequate Time to Response** – Failure to obtain the RFP following prescribed procedures or obtaining the RFP with insufficient time to adequately respond will not be accepted as a

mitigating circumstance and will not result in the granting of special considerations or waivers of any kind.

6. **Addenda** – In the event revisions to this document become necessary, addendum will be provided to all bidders receiving the RFP from the issuing office, following established procedures.
7. **News Release** – News released pertaining to the award resulting from this RFP shall not be made without prior written approval of the Executive Director of Purchasing.
8. **Disposition of Response** – All materials submitted in response to this request will become the property of the District and will be returned only at the District's option and at the bidder's expense. The master copy shall be retained for official files and will become a public record. However, confidential financial information submitted in support of the requirement to show bidder's responsibility and proprietary information will not be made public and will be returned upon request. Confidential and proprietary information must be identified as such.

RFP No. 21-19

Network Equipment for Internal Connections

SPECIAL TERMS AND CONDITIONS

REQUESTED SERVICES

Fresno Unified School District (District) has initiated this RFP # 21-19 to purchase new network equipment for internal connections. This equipment request includes wireless access points, network switches, optics, UPS systems, voice routers, and voice gateways (see Attachment "A" for Bill of Materials).

A major portion of the funding for this project is expected to come from the Federal Communications Commission "E-Rate" Universal Service Fund program, which is administered by the Schools and Libraries Division (SLD). The percentage of Federal E-Rate funding for this contract is approximately Eighty-Five (85%) percent District wide.

Prices must be held firm for the duration of the E-Rate Funding Year 2021/2022 ending September 30, 2022 or until all work associated with the project is complete (including any SLD approved extensions).

Depending on the date the Funding Commitment Decision Letter (FCDL) is issued by the SLD, it may be necessary for the District to order critical equipment prior to the receipt of the FCDL. Even in the event of a late FCDL, the vendor is responsible for invoicing the E-Rate funded amount via the FCC Form 474 (SPI Form) and then issuing a credit or refund to the District for any costs incurred by the District prior to issuance of the FCDL. This requirement will only apply to E-rate eligible equipment and services.

The successful proposer must be registered to participate in the Federal E-Rate program (e.g. have a SPIN number.) In addition, the successful proposer shall be required to submit all necessary E-Rate forms and cooperate with the Schools and Libraries Division's E-Rate funding.

VENDOR REQUIREMENTS

In addition to other vendor requirements occurring elsewhere in this RFP Request, vendors must meet the following criteria:

- Prospective vendors must be current Original Equipment Manufacturers ("OEM") certified and OEM recognized channel partners at the levels necessary to sell the equipment for each of the respective OEMs for the equipment proposed in their response to this RFP. Vendor must be able to fulfill complete order in one single delivery based on their manufacturer partner status and line of credit with the manufacturer.
- Vendor shall certify that it is an OEM authorized channel partner as of the date of the submission of their offer, and that it has the certification/specialization level required by the OEM to support both the product sale and product pricing, in accordance with the

applicable OEM certification/specialization requirements. Unless otherwise specified, Vendor shall warrant that the products are new and in their original box. The Vendor confirms to have sourced all OEM products submitted in this offer from OEM or through OEM authorized channels only, in accordance with all applicable laws and current OEM applicable policies at the time of purchase.

Billing – The successful bidder must be able to fully participate in the E-Rate program billing requirements and expect to receive reimbursement from the School and Libraries Division (E-Rate) for the District’s E-Rate funding commitment. Awarded vendor will be required to utilize FCC Form 474 (Service Provider Invoice Process). FUSD will not participate in the FCC Form 472 (Billed Entity Applicant Reimbursement) process.

SPECIAL NOTE: All quoted prices are binding and will not change regardless of supply change challenges or future trade conditions. The Network Equipment for Internal Connections RFP **will include all pertinent equipment costs, licensing, warranty, guarantees, etc.**

The District desires for all Manufacturer’s warranties of up to three years to be bundled into the price of the product. Any unbundled warranty offering must be identified, and pricing submitted as a separate line item on the quote. In each section, the bidder must include a detailed description of the warranties offered, duration of warranties, and identify as bundled or unbundled.

METHOD OF AWARD

Contract will be awarded to the respondent that provides Best Value to the District based on scoring of the following factors:

1. Cost of Eligible Goods and Services – **50 points**
 - a. Lowest bid will receive 50-points. Other bids will be assigned by dividing the lowest bid by next bid to achieve a percentage of the 50 available points ($\$100/\$110 = .90$ X 50-points = 45-points)
2. Total Cost of Ownership to District – **30 points**
 - a. This criterion includes the total costs to the organization associated with products over their life cycle. This criterion includes factors such as solution design, deployment, conversion, maintenance, warranty; staff expertise, training, capacity, time; ITIL service attributes like quality, availability, reliability; fidelity with enterprise architecture, cybersecurity posture; etc.
3. Demonstrated ability to meet the “single order” requirement stated in “Vendor Requirements” (letter from manufacturer) – **10 points**
4. Industry Standing of Vendor, Experience, References – **5 points**
5. Financial Stability of Vendor and OEM – **5 points**
 - a. Must submit Dun & Bradstreet report or audited financial statement

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Network Equipment for Internal Connections

CHECK LIST

Forms Required to be Submitted with RFP. Notwithstanding any provisions to the contrary, all proposals must include the following completed documents/forms. Failure to submit the documents/forms will render the proposal non-responsive.

- E-Rate Supplemental Terms and Conditions Certification Form – Page 13-18
- Non-collusion Document – Page 19
- No Prohibited Interests/Conflicts of Interest Declaration – Page 20
- Iran Contracting Act Certification – Page 21
- Proposal Submitted by Document – Page 22
- Piggyback Clause – Page 23
- Prime Point of Contact Form – Page 24
- Request for References – Page 25
- Completed Attachment “A” Bill of Materials/Pricing Worksheet
- Vendor quote for equipment listed on the Bill of Materials (pricing should match Attachment “A”)
- Dun & Bradstreet report or audited financial statement
(This report or financial statement will be kept confidential)
- Manufacturer letter confirming ability to fill order
- Evidence of FCC Green-Light Status

RFP No. 21-19
Network Equipment for Internal Connections

E-RATE SUPPLEMENTAL TERMS AND CONDITIONS

Signed copy to be returned with RFP response

The Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced-price meals.

1) E-RATE CONTINGENCY

The project herein is contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate. Even after award of contract(s) and/or E-rate funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.

2) SERVICE PROVIDER REQUIREMENTS

The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

- a. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.
- b. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/>
- c. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time

the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>

- d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed to Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red-Light Status may be grounds for contract termination as it could prohibit the Service Provider from providing E-rate discounts in a timely manner which would cause harm to the Applicant. More information about FCC Red and Green Light Status may be found at this website: http://www.fcc.gov/debt_collection/welcome.html
- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2021.
- f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any contract and USAC approved extensions).
- g. Goods and services provided shall be clearly designated as "E-rate Eligible". Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per SLD guidelines.
- h. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC "Item 21 Template". Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions. A summary sheet must also be provided to provide the cumulative amount for all sites.**
- i. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
- j. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor

on an “Invoice Check” with the USAC <https://www.usac.org/e-rate/applicant-process/invoicing/invoice-check/>

- k. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>

3) SERVICE PROVIDER ACKNOWLEDGEMENTS

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
- c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>. Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.
- d. BIDDERS are required to comply with the FCC's Lowest Corresponding Price (“LCP”) Requirement for all equipment and Services. BIDDER acknowledges that BIDDER is solely responsible to comply with LCP requirements. To the extent that USAC finds an LCP violation and reduces the E-rate Funding, BIDDER agrees that it will not hold the DISTRICT liable for any shortfall in E-rate funding and will be responsible for any ensuing appeals, COMADS and/or RIDFS.
- e. The Service Provider attests that its offer does not violate the FCC's REPORT AND ORDER, FURTHER NOTICE OF PROPOSED RULEMAKING, AND ORDER in the matter of “Protecting Against National Security Threats to the Communications Supply Chain Through FCC Programs” (FCC 19-121, adopted November 22, 2019, released November 26, 2019) and provisions

contained in the Order and any subsequent Orders related to the FNPRM referenced in FCC 19-121. FCC 19-121 can be viewed at <https://docs.fcc.gov/public/attachments/FCC-19-121A1.pdf>

- f. This offer is in full compliance with USAC's Free Services Advisory <https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

4) STARTING SERVICES/ADVANCE INSTALLATION – Category 1 Services


The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract "effective date", E-rate eligible goods and/or services requested in this RFP shall be delivered no earlier than the start of the 2021 funding year (July 1, 2021). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

EARLY FUNDING CONDITIONS

Category 2

There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

- *We also amend our rules for category two non-recurring services to permit applicants to seek support for category two eligible services purchased on or after April 1, three months prior to the start of funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.*

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#) , released July 23, 2014). This FCC decision only applies to Category 2 services (Internal Connections).

However, NO INVOICING can take place prior to July 1 of the funding year.

5) INVOICING

- a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission, certification and USAC approval of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.
- b. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

6) FCC/SLD AUDITABILITY

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. Respondent hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP for ten (10) years after final payment. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Respondent and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

7) PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS EXPIRATION

During the term of any Agreement resulting from this RFP, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said

goods or services shall have a coterminous expiration date with the original date of this Agreement. The District shall not enter into a separate Agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

I, the undersigned, as an authorized agent of _____
(Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined above.

Signature: _____ **Title:** _____

Printed Name: _____

Phone Number: _____ **Email:** _____

Service Provider Name: _____

NON-COLLUSION DECLARATION TO BE EXECUTED BY AND SUBMITTED WITH BID
Public Contract Code section 7106

The undersigned declares:

I am the _____ [name/title] of
_____ [company], the party making
the foregoing bid.

The bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on
_____ [date], at _____ [city],
_____ [state].

Printed name of Authorized Company Representative

Signature of Authorized Company Representative

NO PROHIBITED INTEREST/CONFLICTS OF INTEREST DECLARATION
(TO BE EXECUTED AND SUBMITTED WITH RFP 21-19)

I hereby certify and declare that the undersigned Bidder has reviewed and understands the Information to Bidders, Prohibited Interests/Conflicts of Interest clause, and that Bidder has no business relationship with any member of the Board of Education (“BOE”) that gives any BOE member a financial interest in any contract between Bidder and the District, other than a financial interest that qualifies as a “remote interest” or a “noninterest,” and that no Prohibited Interests/Conflicts of Interest exist which violate this clause of the Information to Bidders and thereby preclude Bidder from contracting with the Fresno Unified School District. Bidder further understands that the provision of a bid/quote to Bidder over 5 years prior to a BOE member’s election or appointment, without the goods or services included in the bid actually being furnished to Bidder, i.e., an unaccepted bid/quote, does not qualify to cause a financial interest to be a “remote interest” as that term is defined in California Government Code section 1091(b)(8).

Consistent with the foregoing and with the clause of the Information to Bidders relating to Prohibited Interests/Conflicts of Interest, Bidder understands that if Bidder is awarded the contract for this Project and a Prohibited Interests/Conflict of Interest is thereafter discovered which violates the clause of the Information to Bidders, Prohibited Interests/Conflicts of Interest, the contract between Bidder and Fresno Unified School District may be void, and in such event Bidder may be required to disgorge all monies received pursuant to such void contract.

I declare under penalty of perjury under the laws of the State of California that 1) Bidder has reviewed all necessary documents and exercised all due diligence in determining that no Prohibited Interests/Conflicts of Interest exist as set forth above and as described in the clause of the Information to Bidders relating to Prohibited Interests/Conflicts of Interest, with respect to the undersigned Bidder, 2) I am authorized by Bidder to execute this form on Bidder’s behalf and to make the certifications contained herein, and 3) the representations and certifications set forth herein are true and correct.

Dated: _____, 20____
[Company Name]

[Name and Title of Bidder’s Representative]

[Signature]

IRAN CONTRACTING ACT CERTIFICATION
Public Contract Code Sections 2202-2208

Pursuant to Public Contract Code 2204. (a) A public entity shall require a person that submits a bid or proposal to, or otherwise proposes to enter into or renew a contract with, a public entity with respect to a contract for goods or services of one million dollars (\$1,000,000) or more to certify, at the time the bid is submitted or the contract is renewed, that the person is not identified on a list created pursuant to subdivision (b) of Section 2203 as a person engaging in investment activities in Iran described in subdivision (a) of Section 2202.5, or as a person described in subdivision (b) of Section 2202.5, as applicable.

To comply with this requirement, please insert your company/entity and Federal ID Number (if available) and complete **one** of the options below. Please note: California law establishes penalties for providing false certifications, including civil penalties equal to the greater of \$250,000 or twice the amount of the contract for which the false certification was made; contract termination; and three-year ineligibility to bid on contracts in accordance with Public Contract Code section 2205.

OPTION 1 - CERTIFICATION

I, the official named below, certify I am duly authorized to execute this certification on behalf of the company/entity identified below, and the company/entity identified below is **not** on the current list of persons engaged in investment activities in Iran created by DGS and is not a financial institution extending twenty million dollars (\$20,000,000) or more in credit to another person or entity, for 45 days or more, if that other person or company/entity will use the credit to provide goods or services in the energy sector in Iran and is identified on the current list of persons engaged in investment activities in Iran created by DGS in accordance with subdivision (b) of Public Contract Code 2203.

<i>Company Name/Financial Institution (Printed)</i>	<i>Federal ID Number (or n/a)</i>
<i>By (Authorized Signature)</i>	
<i>Printed Name and Title of Person Signing</i>	
<i>Date Executed</i>	<i>Executed in the County of _____ in the State of _____</i>

OPTION 2 – EXEMPTION

Pursuant to Public Contract Code sections 2203(c) and (d), a public entity may permit a vendor/financial institution engaged in investment activities in Iran, on a case-by-case basis, to be eligible for, or to bid on, submit a proposal for, or enters into or renews, a contract for goods and services.

If you have obtained an exemption from the certification requirement under the Iran Contracting Act, please fill out the information below, and attach documentation demonstrating the exemption approval.

<i>Vendor Name/Financial Institution (Printed)</i>	<i>Federal ID Number (or n/a)</i>
<i>By (Authorized Signature)</i>	
<i>Printed Name and Title of Person Signing</i>	<i>Date Executed</i>

RFP No. 21-19

Network Equipment for Internal Connections

Proposal Submitted by:

To be signed by authorized company agent.

Name of Company

Address

Signature

City State Zip Code

Print Name

Phone Number Fax Number

Title

Email Address

Federal Tax ID #

SPIN #

Network Equipment for Internal Connections

PIGGYBACK

The Fresno Unified School District hereby authorizes other Agencies (including public, private & charter schools districts) in the State of California to purchase equipment and services under this RFP No. E22001 and subsequent contract, using the same terms and conditions, if it is determined to be in their best interest.

Should such a transaction occur the Fresno Unified School District waives its rights to having such district submit warrants and a reasonable fee payable to this District as provided in Public Contract Code 20118 and 20652.

Subsequent buyers using this RFP shall be directly responsible to vendor for payment and/or any other financial arrangements involving said transactions.

Acceptance or rejection of this clause will not affect the outcome of this RFP.

Yes

No

Signature

Date

Network Equipment for Internal Connections

PRIME POINT OF CONTACT

Name of Company

Address

Signature

City State Zip Code

Print Name

Phone Number Fax Number

Title

Email Address

RFP No. 21-19

Network Equipment for Internal Connections

REQUEST FOR REFERENCES

TO BE EXECUTED AND SUBMITTED WITH PROPOSAL

All Proposers shall submit with their proposal at least three (3) previous jobs or orders of similar scope and size in the last five years. They must include a contact name and phone number for verification purposes. Failure to provide reference may result in your proposal being determined non-responsive.

1. _____
 Owner/Company _____ Contact Person _____

 Address _____ Phone/Fax _____

 City, State, Zip _____ Contract Period _____

 Scope of Work _____

2. _____
 Owner/Company _____ Contact Person _____

 Address _____ Phone/Fax _____

 City, State, Zip _____ Contract Period _____

 Scope of Work _____

3. _____
 Owner/Company _____ Contact Person _____

 Address _____ Phone/Fax _____

 City, State, Zip _____ Contract Period _____

 Scope of Work _____

RFP 21-19, Network Equipment for Internal Connections
Attachment "A"
Bill of Materials/Pricing Worksheet

Instructions for Pricing Worksheet submittal:

For each group listed, enter the unit cost for each part number requiring a cost. Add any freight charge at the bottom of each section where listed. If any item is included in the purchase of another part, make the notation "Included" in the Quantity Total column and leave the unit cost blank.

Group #	Description of Product			Quantity		
				Quantity Total		
A	Item Name	Description	Qty	1156	Unit Cost	Total Extended Cost
	C9130AXI-B-EDU	<i>or equivalent</i> Cisco Catalyst 9130AX Series - EDU	1			\$0.00
	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1			\$0.00
	AIR-AP-T-RAIL-R	Ceiling Grid Clip for APs & Cellular Gateways-Recessed	1			\$0.00
	SW9130AX-CAPWAP-K9	Capwap software for Catalyst 9130AX	1			\$0.00
	CDNA-E-C9130	Wireless Cisco DNA On-Prem Essentials, 9130 Tracking	1			\$0.00
	DNA-E-5Y-C9130	C9130AX Cisco DNA On-Prem Essential,5Y Term,Trk Lic	1			\$0.00
	AIR-DNA-EDU-E	Wireless Cisco DNA On-Prem Essential, Term, EDU Lic	1			\$0.00
	EDU-DNA-E-5Y	Wireless Cisco DNA On-Prem Essential,5Y Term, EDU Lic	1			\$0.00
	PH-LFAS-AP-T	Prime AP Term Licenses	1			\$0.00
	PH-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	1			\$0.00
	AIR-DNA-E-T	Wireless Cisco DNA On-Prem Essential, Term, Tracker Lic	1			\$0.00
	AIR-DNA-E-T-5Y	Wireless Cisco DNA On-Prem Essential, 5Y Term, Tracker Lic	1			\$0.00
	AIR-DNA-NWSTACK-E	AIR CISCO DNA Perpetual Network Stack	1			\$0.00
A	Total Package A			1156		
				Quantity Total		
B	Item Name	Description	Qty	56	Unit Cost	Total Extended Cost
	C9130AXE-B-EDU	<i>or equivalent</i> Cisco Catalyst 9130AX Series - EDU	1			\$0.00
	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1			\$0.00
	AIR-AP-T-RAIL-R	Ceiling Grid Clip for APs & Cellular Gateways-Recessed	1			\$0.00
	SW9130AX-CAPWAP-K9	Capwap software for Catalyst 9130AX	1			\$0.00
	CDNA-E-C9130	Wireless Cisco DNA On-Prem Essentials, 9130 Tracking	1			\$0.00
	DNA-E-5Y-C9130	C9130AX Cisco DNA On-Prem Essential,5Y Term,Trk Lic	1			\$0.00
	AIR-DNA-EDU-E	Wireless Cisco DNA On-Prem Essential, Term, EDU Lic	1			\$0.00
	EDU-DNA-E-5Y	Wireless Cisco DNA On-Prem Essential,5Y Term, EDU Lic	1			\$0.00
	PH-LFAS-AP-T	Prime AP Term Licenses	1			\$0.00
	PH-LFAS-AP-T-5Y	PI Dev Lic for Lifecycle & Assurance Term 5Y	1			\$0.00
	AIR-DNA-E-T	Wireless Cisco DNA On-Prem Essential, Term, Tracker Lic	1			\$0.00
	AIR-DNA-E-T-5Y	Wireless Cisco DNA On-Prem Essential, 5Y Term, Tracker Lic	1			\$0.00
	AIR-DNA-NWSTACK-E	AIR CISCO DNA Perpetual Network Stack	1			\$0.00
	AIR-ANT2535SDW-R=	2.4 GHz 3dBi/5 GHz 5dBi Low Profile Antenna, White, RP-TNC	4			\$0.00
B	Total Package B			56		
				Quantity Total		
C	Item Name	Description	Qty	30	Unit Cost	Total Extended Cost
	WS-C3560CX-12PC-S	<i>or equivalent</i> Cisco Catalyst 3560-CX 12 Port PoE IP Base	1			\$0.00
	CON-SNT-WSC312PC	SNTC-8X5XNBD Cisco Catalyst 3560-CX 12 Port PoE IP Ba	1			\$0.00
	CAB-TA-NA	North America AC Type A Power Cable	1			\$0.00
	PWR-CLP	Power Retainer Clip For 3560-C, 2960-L & C1000 Switches	1			\$0.00
C	Total Package C			30		
				Quantity Total		
D	Item Name	Description	Qty	165	Unit Cost	Total Extended Cost
	C9200L-48PXG4X-EDU	<i>or equivalent</i> Catalyst 9200L 48-p,12xmGig,36x1G,4x10G uplinks, K12	1			\$0.00
	PWR-C5-BLANK	Config 5 Power Supply Blank	1			\$0.00
	C9200L-NW-E-48-EDU	C9200L Network Essentials, 48-port license K12	1			\$0.00
	CAB-TA-NA	North America AC Type A Power Cable	1			\$0.00
	C9200L-STACK-KIT	Cisco Catalyst 9200L Stack Module	1			\$0.00
	STACK-T4-50CM	50CM Ttype 4 Stacking Cable	1			\$0.00
	C9200-STACK	Catalyst 9200 Stack Module	2			\$0.00
	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1			\$0.00
D	Total Package D			165		

RFP 21-19, Network Equipment for Internal Connections
Attachment "A"
Bill of Materials/Pricing Worksheet

				Quantity Total		
E	Item Name	Description	Qty	135	Unit Cost	Total Extended Cost
	C9200L-24PXG4X-EDU	<i>or equivalent</i> Catalyst 9200L 24-p, 8xmGig, 16x1G, 4x10G uplinks, K12	1			\$0.00
	PWR-C5-BLANK	Config 5 Power Supply Blank	1			\$0.00
	C9200L-NW-E-24-EDU	C9200L Network Essentials, 24-port license K12	1			\$0.00
	CAB-TA-NA	North America AC Type A Power Cable	1			\$0.00
	C9200L-STACK-KIT	Cisco Catalyst 9200L Stack Module	1			\$0.00
	STACK-T4-50CM	50CM Type 4 Stacking Cable	1			\$0.00
	C9200-STACK	Catalyst 9200 Stack Module	2			\$0.00
	NETWORK-PNP-LIC	Network Plug-n-Play Connect for zero-touch device deployment	1			\$0.00
E		Total Package E	135			

				Quantity Total		
F	Item Name	Description	Qty	25	Unit Cost	Total Extended Cost
	STACK-T4-3M=	<i>or equivalent</i> 3M Type 4 Stacking Cable	1			\$0.00
F		Total Package F	25			

				Quantity Total		
G	Item Name	Description	Qty	264	Unit Cost	Total Extended Cost
	SFP-10G-LR-S=	<i>or equivalent</i> 10GBASE-LR SFP Module, Enterprise-Class	1			\$0.00
G		Total Package G	264			

				Quantity Total		
H	Item Name	Description	Qty	20	Unit Cost	Total Extended Cost
	SFP-10G-ER-S=	<i>or equivalent</i> 10GBASE-ER SFP Module, Enterprise-Class	1			\$0.00
H		Total Package H	20			

				Quantity Total		
I	Item Name	Description	Qty	114	Unit Cost	Total Extended Cost
	UPS system / Centrally	<i>Requirements</i> Capable of rack mount and free standing	1			\$0.00
		Minimum of 4500 watts average load and uptime of 30 minutes				
		Network capable and central management capable				
		Provide Controller as solution for central management of UPS				
		Lithium based batteries required				
I		Total Package I	114			

Subtotal	\$0.00
Sales tax (7.975%)	\$0.00
Freight Charge	\$0.00
Total of E-rate Eligible Equipment	\$0.00

**RFP 21-19, Network Equipment for Internal Connections
Attachment "A"
Bill of Materials/Pricing Worksheet**

Group #	Description of Product Non E-Rate	Quantity
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				Quantity Total		
J	Item Name	Description	Qty	310	Unit Cost	Total Extended Cost
	ISR4321-V/K9	<i>or equivalent</i> Cisco ISR 4321 Bundle, w/UC License	1			\$0.00
	CON-SSSNC-ISR4321V	SOLN SUPP NCD Cisco ISR 4321 UC Bundle PVD432 UC L	1			\$0.00
	SL-4320-UC-K9	Unified Communication License for Cisco ISR 4320 Series	1			\$0.00
	SL-4320-IPB-K9	IP Base License for Cisco ISR 4320 Series	1			\$0.00
	PWR-4320-AC	AC Power Supply for Cisco ISR 4320	1			\$0.00
	CAB-AC-C5	AC Power Cord, Type C5, US, Canada	1			\$0.00
	MEM-FLSH-4G	4G Flash Memory for Cisco ISR 4300 (Soldered on motherboard)	1			\$0.00
	MEM-4320-4G	4G DRAM for Cisco ISR 4320 (Soldered on motherboard)	1			\$0.00
	NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400	2			\$0.00
	SISR4300UK9-166	Cisco ISR 4300 Series IOS XE Universal	1			\$0.00
	NIM-2FXS/4FXOP	2-Port FXS/FXS-E/DID and 4-Port FXO Network Interface Module	1			\$0.00
J		Total Package J	110			

				Quantity Total		
K	Item Name	Description	Qty	387	Unit Cost	Total Extended Cost
	VG310	<i>or equivalent</i> Modular 24 FXS Port VoIP Gateway with PVD3-64	1			\$0.00
	CON-SSSNC-VG310ICV	SOLN SUPP NCD Cisco VG310 Modular 24 FXS Port Voice	1			\$0.00
	SVG3XUK9-15603M	Cisco VG3X0 UNIVERSAL	1			\$0.00
	MEM-CF-256MB	256MB Compact Flash for Cisco 1900, 2900, 3900 ISR	1			\$0.00
	CAB-AC	AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	1			\$0.00
	PVD3-64	64-channel high-density voice DSP module	1			\$0.00
	HWIC-BLANK	Blank faceplate for HWIC slot on Cisco ISR	1			\$0.00
	SL-VG3X0-IPB-K9	Cisco VG3X0 IP Base License	1			\$0.00
	SL-VG3X0-UC-K9	Cisco VG3X0 Unified Communications License	1			\$0.00
K		Total Package K	387			

Subtotal	\$0.00
Sales tax (7.975%)	\$0.00
Freight Charge	\$0.00
Total of Non E-rate Eligible Equipment	\$0.00

Grand Total E-rate and Non E-rate Equipment **\$0.00**

Signature: _____ Title: _____

Printed Name: _____

Phone Number: _____ Email: _____

Service Provider Name: _____