

# Bullhead City Elementary School District #15

1004 Hancock Rd  
Bullhead City, AZ 86442  
(928) 758-3961

## NOTICE OF REQUEST FOR PROPOSAL

RFP NAME: FY2020 BCESD E-Rate Cabling and Network Equipment.  
MATERIAL OR SERVICE: BCESD seeks quotes and contracts for specified network equipment and cable drops.

**\*\* THIS IS A SEALED BID REQUEST, DO NOT EMAIL QUOTES OR PROPOSALS TO THE DISTRICT \*\***

BID DUE DATE: **April 17, 2020 at 2:00PM**  
BID SUBMITTAL LOCATION: Bullhead City Elementary School District #15  
1004 Hancock Rd  
Bullhead City, AZ 86442  
MAILING ADDRESS: Bullhead City Elementary School District #15  
1004 Hancock Rd  
Bullhead City, AZ 86442  
PRE-BID CONFERENCE: Not required. April 3rd at 10:00AM at Fox Creek Jr. High  
3101 Desert Sky Blvd, Bullhead City, AZ 86442  
Sign in at front office before 10:00AM

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In accordance with the School District Procurement Rules, competitive sealed bids for the material, service or construction specified will be received by the District Office at the specified location until the time and date cited above. Bids received by the correct time and date will be opened and the amount of the bid will be publicly read.

If you do not wish to bid on this solicitation, please provide written notification of your decision. Failure to respond could result in deletion of your name from the District's vendor listing. This form may be returned to the address above, or emailed to [jmcnutt@crsk12.org](mailto:jmcnutt@crsk12.org). A "No Bid" will be considered a response.

- I am submitting a "No Bid" at this time.**  
Please keep my name on the District's Bidder's List.
- I cannot provide services of this nature.**  
Please remove my name from this category.
- I no longer wish to do business with CRETC, BCESD, and CRUHSD.**  
Please remove my name from the District's Bidder's List.
- I am no longer in the business to provide these services.**  
Please remove my name from the District's Bidder's List.

Name of Company		Date Signed	
Authorized Signature/Local Representative		Telephone/Fax Number	
Type Name and Position Held with Company			
Mailing Address	City	State	Zip

RFP - FY2020 E-Rate Proposal – BCESD Network Equipment and Cabling  
**Bullhead City Elementary School District #15**  
2020-2021 E-Rate Network Equipment and Cabling RFP

This RFP has two sections: Internal Connections Network Equipment, and Internet Connections Cabling. BCESD will score and award each section separately. Therefore a vendor can submit a proposal for both, or either. BCESD will score and award each section based primarily on the price of the eligible goods and services. The price of the ineligible goods and services, and other factors may also be considered.

BCESD is seeking to purchase the specific hardware, licenses, services, and maintenance specified. Vendors are welcome to quote other equipment. If a vendor quotes other equipment, it is up to the vendor to provide documentation to show their equipment is functionally equal to the specified equipment and to show the value to the district.

Do not contact schools or sites directly. Please contact James McNutt (contact info at the end of this RFP). Any required site visits must be scheduled with James McNutt. Any site visits or school contact not coordinated with James McNutt may result in a vendor being disqualified.

Section 1 (Network Equipment) RFP Scoring Matrix:

Price of eligible goods and service:	50 pts
Total price (eligible and ineligible):	30 pts
Vendor experience with district / references:	15 pts
Proposal Completeness:	5 pts

Section 2 (Cabling) RFP Scoring Matrix:

Price of eligible goods and service:	50 pts
Total price (eligible and ineligible):	20 pts
Vendor experience with district / references:	15 pts
Ability of vendor to provide services:	10 pts
Proposal Completeness:	5 pts

## Section 1: Network Equipment

BCESD seeks to purchase the network equipment, licenses, and maintenance specified below. Please note: Quantities are estimations and may change depending on E-Rate funds available, district funds available, and actual need at the time of purchase. Additionally, BCESD may make multiple purchases during the funding year. Vendors are requested to provide their BEST and FINAL item price.

ATTENTION: The management license for the switches requested is NOT E-Rate eligible. Vendors are REQUIRED to note the ineligible price. BCESD recommends that vendors quote ineligible prices on a separate quote. If BCESD is not able to determine the ineligible price, your bid may be rejected.

Please quote the following items:

- 7ea: Ruckus ICX7150-48PF-4X1G 48pt 10/100/1000BASE-T POE+ with 4x1G SPF
  - Please include 3 yr RMT support.
  - On a separate quote, please include license for SmartZone management
- 94ea: Ruckus ICX7150-C12P-2X1G 12pt 10/100/1000BASE-T POE+
  - On a separate quote, please include license for SmartZone management
- 7ea Ruckus E1MG-SX-OM 1GB SFP LC MM Module (Compatible non-Ruckus brand OK)

## Section 2: Cabling

BCESD seeks vendors to provide cabling described below. Proposals shall include all wire, cable support, raceway, installation, travel, lodging, per-diem, taxes, etc. Please do not contact schools directly. Please see details about the non-mandatory site visit on this page. Vendors can assume all installations will occur in areas with solid sheetrock ceilings, ready access to IDF locations, and existing pathways for most classrooms. Although there are existing pathways, vendors shall include all consumables required to install and support cable. Please install Cat6 cable and supplies.

Please use floor plan and pictures (Attachment 1 and Attachment 2) for cabling reference.

- Install 1 service pole with 6 data drops
- 6ea 6 port drop in wall if possible, but please include raceway, ceiling boot, and box if installing in wall is not possible
- 2ea 4 port drop in wall if possible, but please include raceway, ceiling boot, and box if installing in wall is not possible
- 4ea 2 port drop in wall if possible, but please include raceway, ceiling boot, and box if installing in wall is not possible

Installation

Other consumable items

Please ensure your proposal includes all items required for installation.

A non-mandatory site visit is scheduled on April 10th at 10:00AM MST/AZ Time (Please note Arizona stays on MST and is currently the same time as California). Please RSVP with James McNutt (jmcnut@crsk12.org) at least 24 hours before the meeting. All vendors are required to be at the school front office and signed in by 10:00AM, please plan to arrive a few minutes before 10:00AM.

Meeting Location:

Front Office

Fox Creek Jr. High School

3101 Desert Sky Blvd

Bullhead City, AZ 86442

## All Respondents

Vendors must include all labor, travel, lodging, per-diem, estimated taxes, shipping, and other fees with their proposal. Price proposal shall include E-Rate eligible and ineligible components. There shall be no additional cost to BCESD to ensure all equipment functions as intended.

Please include any service level agreement and contract with your proposal. You may include any additional information that may help BCESD make the best choice for our district. Please use the response sheet at the end of this document as a guideline for price response format.

Send all questions concerning this RFP to [jmcnut@crsk12.org](mailto:jmcnut@crsk12.org). The deadline for questions is April 10, 2020. All questions and answers will be posted on the CRSK12 E-Rate website (<https://www.crsk12.org/cms/One.aspx?portalId=9253373&pageId=17721587>).

Selection will be based primarily on the price of eligible goods and services. Vendors must CLEARLY state the total of eligible goods and services and ineligible goods and services. If BCESD is not able to determine eligible goods and services pricing, the proposal may be considered non-responsive. This is a sealed bid, **do not** send a proposal via email. It is the vendor's sole responsibility to ensure delivery of the RFP by the due date and time. It is our experience, UPS and FedEx do not offer early AM overnight delivery to Bullhead City. Late proposals will not be considered.

BCESD reserves the right to contact vendors with clarifying questions.

RFP due date is April 17, 2020 at 2:00PM. Ensure your proposal and envelope clearly states **"FY2020 E-Rate Proposal – BCESD Cabling and Network Equipment"**.

A public opening will be held on April 17, 2020 at 2:10PM at the Bullhead City Elementary District Office.

Proposals must be sent to:  
Bullhead City Elementary School District #15  
James McNutt, Technology Supervisor  
1004 Hancock Rd  
Bullhead City, AZ 86442

Your response MUST include one (1) original printed response and one (1) copy (the copy may be printed or provided in an electronic form). BCESD would prefer the copy be provided in an electronic form i.e. USB Flash Drive.

Please ensure your proposal includes a signed contract. A contract has been provided within the RFP.

Vendor Information

Company Name: \_\_\_\_\_

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

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

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-Rate SPIN Number: \_\_\_\_\_

Account Manager: \_\_\_\_\_

Phone: \_\_\_\_\_

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

Accounts Payable: \_\_\_\_\_

Phone: \_\_\_\_\_

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

Support Contact: \_\_\_\_\_

Phone: \_\_\_\_\_

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

**BCESD Internal Connections Price Sheet**

Qty	Description	Price	Extended Price	E-Rate Eligible
7	Ruckus ICX7150-48PF-4X1G			Y
94	Ruckus ICX7150-C12P-2X1G			Y
7	ICX7150-48PF-4X1G 3yr RMT			Y
7	E1MG-SX-OM			Y
** ITEMS BELOW ARE NOT ERATE ELIGIBLE **				
7	ICX7150-48PF-4X1G Smartzone Management			N
94	ICX7150-C12P-2X1G Smartzone Management			N
** CABLING PRICES (ERATE ELIGIBLE)				
	Cabling Hardware and Consumables			Y
	Cabling Travel Lodging and Per Diem			Y
	Cabling Labor			Y

BCESD Service Contract

This page shall serve as a contract between \_\_\_\_\_, a service provider and the Bullhead City Elementary School District (BCESD). This contract shall provide the products described and priced above. This contract includes the options for minor modifications. The term of this contract shall not exceed fifteen (15) months, beginning no earlier than April 17, 2020 and ending on June 30, 2021. Before the end of this contract, the service provider and BCESD may voluntarily extend the term of this contract for up to twelve (12) additional months. Any additional terms and conditions required by the vendor shall be included with this contract.

Have you attached additional terms and conditions? \_\_\_ Yes \_\_\_ No

Have you included your own signed contract? \_\_\_Yes \_\_\_No (If yes, do not sign below)

Signatures:

Service Provider:

\_\_\_\_\_  
Signature Date:\_\_\_\_\_

Print Name and Title: \_\_\_\_\_

BCESD:

\_\_\_\_\_  
Signature Date:\_\_\_\_\_

Print Name and Title: \_\_\_\_\_