

Fayette County Public Schools  
Purchasing Department

Request for Proposals 24-025-073  
Georgia Procurement Registry Event - PE-65615-NONST-2024-000000018

**E-Rate Eligible Wired and Wireless Access Layer Network Solutions**

**Objective**

Fayette County Public Schools (hereinafter FCPS or the District) is soliciting proposals via this Request for Proposals (hereinafter RFP) from interested and qualified respondents to provide E-Rate Eligible Wired and Wireless Access Layer Network Solutions, as specified within this solicitation, for Fayette County Public Schools facilities.

As is more fully explained in this RFP, an award, if made, will be made to the responsible and responsive respondent who provides the best solution to the described need, taking into consideration multiple evaluation factors as determined by the FCPS and defined herein.

It is the respondent's responsibility to address all elements of this RFP. Any respondent failing to meet the terms and conditions herein may suffer a reduction in their evaluation score up to a complete rejection of their proposal.

**Responses Due**

Responses to this request for proposals are due no later than the date and time specified in the timeline of events either physically or electronically to the FCPS Purchasing Department located at the LaFayette Educational Center, Building A, 205 LaFayette Avenue, Fayetteville, GA, 30214. Proposals received after the specified date and time will not be considered.

**Section A: Instructions to Respondents**

1. Designated Representative

1.1. The FCPS Purchasing Department has designated the following staff member as the representative of the Department and District during the solicitation process: Matthew Roberts ([roberts.matthew@fcboe.org](mailto:roberts.matthew@fcboe.org)).

2. Respondent Registration

2.1. Respondents are encouraged to register with the designated representative listed above via email after reviewing this solicitation.

2.2. Respondents who register will automatically receive an email update with additional documents such as addenda and be notified of award issuance, even if they choose not to submit a proposal.

3. Schedule of Events

Event	Date & Time
RFP Released	Wednesday, February 14, 2024
Pre-Solicitation Meeting	<b>MANDATORY</b> – 10:30 AM (ET), Tuesday, March 5, 2024
Respondent Questions Due	Before 10:00 AM (ET), Friday, March 8, 2024
Addenda Issued (if applicable)	Week of March 11, 2024
Respondent Proposals Due	Before 10:00 AM (ET), Monday, March 25, 2024
Anticipated Board Review	April 2024
Anticipated Project Start	July 2024

4. Mandatory Pre-Solicitation Meeting

- 4.1. There will be a MANDATORY pre-solicitation meeting for all interested proposers held at 10:30 AM (ET), Tuesday, March 5, 2024 in the Technology Services training room located at 205 Lafayette Avenue, Fayetteville, Georgia, 30214.
- 4.2. Failure to register and attend the mandatory pre-solicitation meeting shall result in the rejection of a proposal as non-responsive.

5. Georgia Open Records Act Compliance ([O.C.G.A. § 50-18-70](#))

- 5.1. This solicitation and any resulting responses, evaluations, contracts, agreement, or purchase orders are subject to the [Georgia Open Records Act](#) and may be released publicly.
- 5.2. Pursuant to the act, for any records or documents marked as “confidential” or “trade secrets” the respondent must submit and attach to the records an affidavit affirmatively declaring that specific information in the records constitutes trade secrets according to [O.C.G.A. § 10-1-761](#).
  - 5.2.1. Failure to attach such an affidavit will result in the record being considered public and subject to release under the Georgia Open Records Act.
  - 5.2.2. If FCPS determines that the specifically identified information does not constitute a trade secret, it shall notify the entity submitting the affidavit of its

intent to disclose the information within ten days unless prohibited from doing so by an appropriate court order.

5.2.3. In the event the entity wishes to prevent disclosure of the requested records, the entity may file an action in superior court to obtain an order that the requested records are trade secrets exempt from disclosure. The entity filing such action shall serve the requestor with a copy of its court filing.

5.2.4. If the agency determines that the specifically identified information does constitute a trade secret, the agency shall withhold the records, and the requester may file an action in superior court to obtain an order that the requested records are not trade secrets and are subject to disclosure.

## 6. Solicitation Documents and Forms

6.1. Documents and forms required for submission as part of this RFP can be found on the FCPS [Purchasing Department website](#).

6.2. Failure to include required submissions listed herein may result in a rejection of the proposal.

6.3. A list of required forms is contained herein and additional submissions may be required per the specifications contained herein.

## 7. Proposal Delivery

7.1. Proposals should be sent to the FCPS Purchasing Department and must be received before the proposal due date and time specified in the solicitation.

7.2. Proposals may be submitted electronically, by mail, or hand-delivered to the LaFayette Educational Center, Building A, 205 LaFayette Avenue, Fayetteville, Georgia 30214, Attention: Purchasing Department.

7.3. No faxed or telephone proposals will be accepted or considered.

7.4. Proposals may be emailed to the designated representative if meeting the following guidelines:

7.4.1. Emailed proposals must be in a consistent, clear, and readable format and complete. (Adobe PDF format is preferred unless specified otherwise)

7.4.2. All proposal documents should be bound in one document. Multiple separate documents may result in evaluation score reductions.

8. Proposal Format Requirements

- 8.1. The proposal should be typed and legible as well as formatted to comply with accessibility standards (refer to ADA and Section 508 compliance).
- 8.2. The solicitation document has been carefully organized. All sections, specifications/requirements, and appendices are numbered; therefore proposals should be organized in the same manner referencing the solicitation document when necessary.
- 8.3. Proposals must be submitted with the following sections clearly identified and delineated:
  - 8.3.1. Letter of Interest
  - 8.3.2. Technical Proposal
  - 8.3.3. Qualifications and Experience
  - 8.3.4. References
  - 8.3.5. Price/Cost

9. Multiple Proposals from the Same Respondent

- 9.1. Respondents may submit more than one proposal when offering multiple alternatives.
- 9.2. Proposals must be separate and each should conform to all terms and conditions within the solicitation.
- 9.3. Proposals must be labeled separately so as to easily identify different proposals from the same respondent.

**Section B: Scope of Work and Specifications**

1. Background and Project Overview

- 1.1. Fayette County Public Schools (FCPS) is seeking a Contractor(s) to provide e-rate eligible wired and wireless access layer network solutions as part of new school construction, renovations, expansions, migrations, and refresh cycles. FCPS is looking to transition from Ruckus branded switches to Aruba branded switches centrally managed in Aruba Central over a two-year period. FCPS is looking for the best value in a vendor partnership that will provide high performing scalable solutions that are compatible with existing school district standards.
- 1.2. Fayette County Public Schools has approximately 20,000 students, 3,500 employees, and 28 buildings. There are approximately 40,000 network connected devices. This includes wired and wireless computers, tablets, printers, phones, televisions, projectors, and video cameras. The primary network applications include internet, streaming media, multicast

enabled video, student assessments, Google Workspace, Zoom, video security, Azure cloud environment, VOIP, intercom, and entry access control.

- 1.3. FCPS current network wired standard consists of Rukus/Brocade branded switching hardware, but are transitioning/upgrading to Hewlett Packard Enterprise (HPE) Aruba branded switching hardware, managed by Aruba Central for configuration management. Wireless standard consists of HPE Aruba branded wireless infrastructure managed by on-premise Aruba wireless controllers, ClearPass for authentication of clients, and Airwave for management.
- 1.4. The following wired and wireless tools are currently being used for Network Infrastructure monitoring:
  - 1.4.1. Aruba Clear Pass
  - 1.4.2. Elastic
  - 1.4.3. Airwave
  - 1.4.4. Critical network elements will be discussed at the mandatory pre-solicitation meeting.
2. Scope of Work
  - 2.1. Provide e-rate eligible hardware, configuration, installation, integration, support, and warranty for all products proposed. FCPS is specifically requesting the following:
  - 2.2. Network switching and routing equipment for school and admin site MDFs and IDF's;
  - 2.3. Sufficient Rack mounted uninterruptible power supplies for all MDFs and select IDF's;
  - 2.4. High capacity and scalable wireless network coverage;
  - 2.5. Comprehensive network design, engineering, configuration, and installation services;
  - 2.6. Rack, stack, mounting, configuration, cabling, and cable management during installations (MDF and IDF rack installations, switch mounting, cabling and cable management will be performed by existing contracted vendor);
  - 2.7. Seamless cutover to new hardware during a school refresh;
  - 2.8. As built documentation for every installation;
  - 2.9. Integration with existing network hardware to ensure compatibility to include compatible backplane stacking with existing switchgear and manageability with current standard hardware and software tools.

3. Design/Technical Requirements and Specifications

- 3.1. All network switching hardware proposed must integrate into existing FCPS owned switch stack common control planes.
- 3.2. All wireless hardware proposed must integrate into Aruba Central, the approved wireless management applications to be used by FCPS.

Network Device	Quantity
ICX7450-24P	25
ICX7450-48P	70
ICX7750-48F	2 (DC Cores)
ICX6450-24P	13
ICX6450-48P	20
ICX7250-24P	71
ICX7250-48P	134
Aruba Access Points	2109
Aruba Mobility Masters	2
Aruba 7240XM Controller	3

- 3.3. FCPS has approved the following select HPE switches for the district network upgrade:

Model Number	Name
JL725B#ABA	HPE ANW 6200F 24G CL4 4SFP+370W SW US
JL728B#ABA	HPE ANW 6200F 48G CL4 4SFP+740W SW US en
JL658A	Aruba 6300M 24SFP+ 4SFP56 Swch
R7J28A	Aruba AP-635 (US) Campus AP
Aruba Central Licensing	5-yr Aruba Central Licensing

- 3.4. FCPS has approved the following select make and model for upgrade of firewalls. FCPS prefers all firewalls to be redundant:

Model Number	Name
PA-5410	Palo Alto PA-5410 Firewall x2

- 3.4.1. FCPS is considering adding separate, centrally managed Palo Alto firewalls at all twenty-eight locations for added security. Respondents may offer solutions for future consideration to include design and configuration.
- 3.5. Hardware proposed must not be currently identified by the manufacturer as end of sale or end of life.
- 3.6. FCPS technical staff requires all new switching hardware to integrate with Aruba Central for ease of management and single pane configuration. Describe how the proposed network hardware will be phased into existing FCPS networks and current switch stacks to be phased out.
- 3.7. Streamlined and efficient software management tools are important to the District. Describe how the proposed wireless hardware will integrate into existing FCPS wireless management applications as outlined.
- 3.8. Cloud network management is being considered by the District. Describe how the proposed hardware can integrate with existing FCPS wired and wireless network hardware into a single cloud management platform.
- 3.9. Network security and up-time are high priorities for the District. Describe the built-in functionality of the proposed network hardware for network health monitoring, telemetry, and security related events using agents and REST Application programming interface (API).

4. Performance and Service Requirements

- 4.1. Must have local Atlanta metropolitan area manufacturer certified sales and support staff for all products proposed.
- 4.2. Must subcontract with current FCPS vendor for rack installation, stacking, mounting, cabling, and rack cable management.
- 4.3. Proposer must hold and maintain manufacturer certifications for the resale and support of all products proposed throughout the contract. Proof of all current certifications must be submitted with response.

- 4.4. Proposer must employ qualified and manufacturer certified field engineers local to the Atlanta metro area for all products proposed. Provide the number of local field engineers, their names, resumes, years of experience supporting the products, and proof of current certifications must be submitted with response.
- 4.5. Proposer must provide names and contact information for all key staff that will support FCPS including sales, engineering, support, and project management.
- 4.6. Proposer must describe how FCPS will contact you for sales and support and provide an escalation process for issue resolution.
- 4.7. Proposer must describe what training of FCPS staff is required or recommended to support the implementation of products and services proposed;
  - 4.7.1. Costs of required or recommended training should be line itemized in the pricing schedule.
- 4.8. Proposers must be flexible to FCPS timeline and schedule when working to refresh locations switching and access points. FCPS will have control and determination over when and where network upgrades will take place.

## **Section C: Evaluation of Proposals**

### **1. Evaluation Committee**

- 1.1. All proposals deemed responsive will be evaluated by a review committee composed of project administrators and end-users.
- 1.2. Criteria based on qualifications and experience, a submitted proposal, and price/cost will be used in the evaluation process.

### **2. Evaluation Methodology**

- 2.1. The committee will perform a complete evaluation and verification process on a rating system of required proposal components contained herein based on an “Excellent”, “Good”, “Fair”, or “Poor” rating.
  - 2.1.1. Excellent ratings will be issued four (4) points.
  - 2.1.2. Good ratings will be issued three (3) points.
  - 2.1.3. Fair ratings will be issued two (2) points.
  - 2.1.4. Poor ratings will be issued zero (0) points.



3. Interviews and Presentations

- 3.1. Post-proposal interviews and presentations may be required, in person at the committee's direction or desire.
- 3.2. Submission of a proposal does not guarantee an interview or presentation.
- 3.3. Selection for interviews and presentations is at the sole discretion of the evaluation committee.

4. Contract Award and Negotiations

- 4.1. The evaluation committee will issue a recommendation to award following the outcome of its evaluation process.
- 4.2. The committee reserves the right to reject any or all bids.
- 4.3. A recommendation to award does not guarantee a contract. Final approval from the Superintendent and/or Board of Education may be required.
- 4.4. Following a recommendation to award, the Superintendent or their designee may engage in final negotiations with the selected respondent.

**Section D: General Terms and Conditions**

The FCPS General Terms and Conditions are posted on the Purchasing Department website under the heading of [Vendor Terms, Conditions, and Forms](#) and attached to this solicitation. By submission of a proposal, the respondent acknowledges they have read and understood these General Terms and Conditions as well as any terms and conditions contained herein.

**Section E: Special Terms and Conditions**

1. Contract Incorporation

- 1.1. This solicitation will be incorporated into any resulting contract.
- 1.2. When this solicitation and any resulting contract are in conflict, Fayette County Public Schools will determine the controlling method.
- 1.3. Only the Superintendent or his direct designee may sign or enter into a contract on behalf of Fayette County Public Schools.

2. Term

- 2.1. The proposal term will begin from the time of award through June 30, 2025, with an option to renew for four (4) additional terms.

2.1.1. Terms are defined as the fiscal year from July 1st to June 30th of each calendar year.

3. Cooperative Purchasing

3.1. This solicitation allows for other Fayette County, Georgia government entities, including local municipalities, to purchase from the awarded contract at the same prices quoted during the effective term pending an agreement between the awarded respondent(s) and the government entity.

4. Substitutions and Alternates

4.1. Products similar to or other than specified may be acceptable if in compliance with all requirements of these specifications and are of the same or better quality.

4.2. The respondent must provide substantiation that proposed substitution or alternate does not violate any other manufacturer's patents, patents allowed, or patents pending and that the alternate proposed meets the same specifications contained herein.

4.3. The FCPS shall be the sole determiner of specification compliance and alternate acceptability.

4.4. No pre-proposal approval will be given for a proposed alternative.

5. Insurance Requirements

5.1. Respondents are required to submit a current and valid Certificate of Insurance (COI) per the General Terms and Conditions and any specification contained herein.

5.2. Should the respondent choose to utilize subcontractors for installation or other matters, the respondent must provide a valid COI for the subcontractor per the requirements of the General Terms and Conditions.

6. Sequencing and Scheduling

6.1. Sequencing and scheduling of on-site service will be coordinated by the FCPS Technology Services Department.

**Section F: Required Forms and Submissions**

1. Required Respondent Submissions

1.1. Product Data: Fayette County School District must receive all product data that pertains to solicitations work scope, this includes but is not limited to;

1.1.1. Product Data Sheet: data/information sheets for all proposed hardware products.

- 1.2. Submit manufacturer's catalog cuts, material safety data sheets (MSDS), brochures, specifications;
  - 1.3. Preparation, maintenance, and installation instructions and recommendations;
  - 1.4. Storage, handling requirements, and recommendations.
  - 1.5. Warranties: Submit warranty documents according to specifications (if applicable).
  - 1.6. Include any and all manufacturer's warranties for each item.
2. Cost Proposal
- 2.1. All respondents must include a separate cost proposal.
  - 2.2. Pricing not entered in the cost proposal form will not be considered.
    - 2.2.1. If pricing variations exist for different materials/options the respondent must include an attachment describing variations and associated costs.
  - 2.3. Costs should be in line-item format detailing all costs applicable to the proposed solution and a grand total cost to execute the proposed solution fully.
3. Letters of Recommendation
- 3.1. The respondent must include a minimum of three (3) letters of recommendation dated within the previous two (2) calendar years.
  - 3.2. Letters must be from clients/customers who have engaged the respondent in previous services and must include details such as a description/scope of work, timeline and budget parameters, and assessment of the respondent's ability to complete work/service as specified.
  - 3.3. Each letter must contain contact information including organization/firm, contact name, telephone, and email.
  - 3.4. Letters from organizations and projects similar to the scope and size of Fayette County Public Schools are preferred.
4. Solicitation Information Form
- 4.1. Respondents must complete a Solicitation Information Form attached hereto and available online at the Purchasing Department website.
  - 4.2. This form must be placed on top, or as the first page of your proposal.
  - 4.3. Failure to attach could result in a reduction in score or a rejection of your proposal.

5. Certificate of Insurance

- 5.1. The respondent must submit a current certificate of insurance detailing coverage limits as defined in this RFP and the FCPS General Terms and Conditions.
- 5.2. Failure to attach could result in a reduction in score or rejection of your proposal.
- 5.3. The selected respondent will be required to submit a COI naming Fayette County Public Schools as an additional insured party.

6. W-9 Form

- 6.1. The respondent must submit a current [Internal Revenue Service W-9 Form](#) complete with proper signature.
- 6.2. Failure to attach could result in a reduction in score or rejection of your proposal.

7. E-Verify Documentation

- 7.1. The respondent must submit a completed E-Verify Compliance Form and Affidavit as attached below.
- 7.2. Failure to attach could result in a reduction in score or rejection of your proposal.

### Respondent Information Form

Place this form on top of your response.

### **E-Rate Eligible Wired and Wireless Access Layer Network Solutions (RFP 24-025-073)**

Company Name:	
Point of Contact:	
Street Address:	
City:	
State:	
Zip Code:	
Telephone:	
Email:	
Website:	

#### Authority to Act

The undersigned states that he/she has the requisite authority to act on behalf of his/her employer in these matters and has offered to provide the products/services in accordance with the terms and conditions herein.

#### Terms, Conditions, and Specifications

Through the submission of response and signature below, the respondent verifies that their solution, if applicable, complies fully, or complies with an exception, to all stated general and special terms, conditions, and specifications. See the FCPS General Terms and Conditions for further information and directions on notating exceptions to stated specifications.

#### Addenda

Through the submission of response and signature below the respondent verifies that they have read and understood any addenda issued for this solicitation if issued.

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

School / Department	Address	City	Zip
Braelinn Elementary	975 Robinson Road	Peachtree City	30269
Cleveland Elementary	190 Lester Road	Fayetteville	30215
Crabapple Lane Elementary	450 Crabapple Lane	Peachtree City	30269
Fayetteville Elementary	490 Hood Avenue	Fayetteville	30214
Huddleston Elementary	200 McIntosh Trail	Peachtree City	30269
Inman Elementary	677 Inman Road	Fayetteville	30214
Kedron Elementary	200 Kedron Drive	Peachtree City	30269
North Fayette Elementary	609 Kenwood Road	Fayetteville	30214
Oak Grove Elementary	200 Log House Road	Peachtree City	30269
Peachtree City Elementary	201 Wisdom Road	Peachtree City	30269
Peebles Elementary	153 Panther Path	Fayetteville	30215
Robert J. Burch Elementary	330 Jenkins Road	Tyrone	30290
Sara Harp Minter Elementary	1650 Hwy 85 South	Fayetteville	30215
Spring Hill Elementary	100 Bradford Square	Fayetteville	30214
Fayette County High School	1 Tiger Trail	Fayetteville	30214
Life Academy	450 Grady Avenue	Fayetteville	30214
McIntosh High School	201 Walt Banks Road	Peachtree City	30269
Sandy Creek High School	360 Jenkins Road	Tyrone	30290
Starr's Mill High School	193 Panther Path	Fayetteville	30215
Whitewater High School	100 Wildcat Way	Fayetteville	30215
Bennett's Mill Middle School	210 Lester Road	Fayetteville	30214
Flat Rock Middle School	325 Jenkins Road	Tyrone	30290
J.C. Booth Middle School	250 Peachtree Pkwy S	Peachtree City	30269
Rising Starr Middle School	183 Panther Path	Fayetteville	30215
Whitewater Middle School	1533 Hwy 85 South	Fayetteville	30215
Goza Road Operations Center	939 Goza Road	Fayetteville	30215
LaFayette Educational Center	205 LaFayette Avenue	Fayetteville	30214