

**MONTGOMERY COUNTY BOARD OF EDUCATION  
Montgomery, Alabama**

**ADVERTISEMENT DATE  
December 2, 2022**

**Invitation to Bid No. 11-1222**

By way of this Invitation to Bid (“Invitation”) and in accordance with *Alabama Code Section 16-13B-1 et seq*, the Montgomery County Board of Education (the “Board” or “Owner”), DBA Montgomery Public Schools, shall receive sealed bid responses for **Network Equipment, Components, Installation, and Associated Support Services – Technology Support Services** hereinafter described and specified on the Effective Date hereof until 2:00 PM CST, Tuesday, January 3, 2023. Responses must be submitted in sealed envelopes addressed as follows and mailed or hand-delivered to:

**Montgomery County Board of Education  
Purchasing Department  
Attn: Mr. Marvin Rudolph  
307 South Decatur Street  
Montgomery, Alabama 36104**

All responses submitted shall be opened and read at 10:00 AM CST, Wednesday, January 4, 2023 in the Purchasing Department – Room 104, located on the first floor of the Montgomery County Board of Education’s Administration Building:

**Montgomery County Board of Education  
307 South Decatur Street  
Montgomery, Alabama 36104**

**GENERAL SPECIFICATIONS AND CONSIDERATIONS**

1. All bid responses shall be sealed. Envelopes containing bid responses shall be marked on the outside, “Bid #11-1222, to be opened and read at 10:00 AM CST, Wednesday, January 4, 2023. Bidders must submit one (1) original and three (3) printed copies, and one (1) electronic EXACT copy (Adobe PDF format) of the response along with any required supporting documentation. Bidders mailing bids shall address bids to: Montgomery Public Schools, Purchasing Department, Attn: Marvin Rudolph, Montgomery, Alabama 36104. Bids that are not properly identified shall not be considered. No faxed or electronic bids will be accepted.
2. Bids will be opened in the Purchasing Department, Montgomery Public Schools Administration Building, 307 South Decatur Street, Room 104, Montgomery, Alabama. Bids may be hand carried or mailed; however, it is the responsibility of the bidder to ensure the bid is received not later than 2:00 PM CST, Tuesday, January 3, 2023. Bids received after the specified time will not be considered.

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3. Each bid shall be submitted on the bid response/proposal forms furnished by Montgomery Public Schools at Montgomery, Alabama. Bids submitted in any other manner shall not be accepted. All bids shall be typewritten. No erasures shall be permitted. Mistakes shall be crossed out and corrections shall be typed adjacent, dated, and initialed by authorized signatory.
4. By submitting bids, all prospective bidders agree to accept the GENERAL SPECIFICATIONS AND CONSIDERATIONS, TECHNICAL, AND SPECIAL OR SUPER SPECTIFICATIONS as may be prescribed herein.
5. An authorized officer or employee shall sign with the firm's name on all bids. Obligations assumed by such signature shall be fulfilled in accordance with the specifications, terms, and conditions as prescribed herein.
6. **Bid Bond.** Bidder shall submit with his bid a certified check and/or bid bond in an amount equal to \$500.00, which shall serve as a BID BOND. If the bidder **fails to submit** the BID BOND along with its bid submittal, the bid shall not be considered. Bid bonds shall be returned to bidders after contract or award letter(s) has/have been signed by the successful bidder(s).
7. The bidder shall provide all materials, labor, tools, equipment, transportation, supervision, licenses, permits and all other items necessary to perform the requested services as prescribed.
8. **Bid Evaluation and Award.** Unless otherwise qualified by bidder, Montgomery Public Schools reserve the right to make one total award, one award each section/category, multiple awards, or a combination of awards, whichever is in the best interest of Montgomery Public Schools as accorded in the Alabama Bid Law. The right is reserved to consider quality of goods and/or services, relevant experience with similar contracts, including but not limited to historical performance with regard to the execution of contract or award and other factors of consideration for basis of award that are deemed critical to programmatic needs on which this solicitation is based.
9. The successful bidder shall not, without the written consent of Montgomery Public Schools, enter into any contract with any other party for the purpose of rendering any services or consign its obligations to the terms and specifications as prescribed herein.
10. A Montgomery Public Schools purchase order number shall be listed on all itemized invoices. Montgomery Public Schools shall assume no liability for services rendered without the issuance of an authorized purchase order.
11. Montgomery Public Schools reserves the right to reject any or all bids and to waive, at its discretion, any formality in the bidding or evaluation in order to expedite the process, accommodate minor errors, or respond to unforeseen circumstances. Montgomery Public Schools at its sole discretion, reserve the right to cancel this solicitation at any time prior to consummation of contract.

12. Montgomery Public Schools shall be invoiced according to the following: Montgomery Public Schools, Technology Support Services Department, 1718-B Britton Lane, Montgomery, Alabama 36106.
13. Bids shall include employer's identification number as assigned by the U. S. Treasury Department.
14. Failure to conduct site surveys, job inspections and examinations of work to be performed or services to be rendered is at bidder's sole risk. The specifications set forth herein are controlling and supersede any other information, expressed or implied.
15. **Bid Revisions/Changes.** Changes or revisions to specifications herein may be made by issuance of a written amendment by Montgomery Public Schools. No other changes or revisions, regardless of source, shall be binding. Bidder is advised to bid only as set forth in this solicitation. All revisions shall be posted on the Montgomery Public Schools website (Homepage) under Quick Links at ([www.mps.k12.al.us](http://www.mps.k12.al.us)).
16. It is also our intention to post any changes or revisions to specifications to Universal Service Administrative Co. (USAC) official website: usac.org
17. It is the responsibility of the bidder to check both the district and SLD websites or otherwise remain abreast of all revisions, modifications, and/or changes to this solicitation prior to submitting its bid. Montgomery Public Schools, in accordance with applicable bid laws, may select a response or proposal other than the low price bidder if, as solely determined by Montgomery Public Schools, another bid is the most cost effective and determined to be a more responsible and/or responsive bid.
18. **Bidder Inquiry.** Montgomery Public Schools reserves the right to conduct a reasonable inquiry to determine the responsibility, capability, and capacity of the bidder to perform work or to render services as prescribed herein. The unreasonable failure to promptly furnish information in connection with such inquiry, including, but not limited to, information regarding past performance, financial stability, capability, and capacity to perform on schedule, may at Montgomery Public Schools' discretion, be cause for a determination of non-responsibility.
19. Prior to bid award, Montgomery Public Schools reserve the right to request clarification of any bid.
20. Bid responses or proposals, except parts specifically marked proprietary or confidential, shall become a matter of Public Record. Additionally, any contract/s awarded to support applications for E-rate funding "may not prohibit disclosure of pricing or technology infrastructure information" as required by 47 C.F.R. § 54.504.
21. **Employment Eligibility.** Bidder warrants that it fully complies with all statutes and regulations regarding the employment of aliens and other classifications of employees.

22. **Beason-Hammon Alabama Taxpayer and Citizen Protection Act (Act No. 2011-535).** Alabama laws require that, as a condition for the award of a contract by a school board to a business entity or employer with one or more employees working in Alabama, the business entity or employer must provide documentation of enrollment in the E-Verify program. During the performance of the contract, the business entity or employer shall participate in the E-Verify program and shall verify every employee that is required to be verified according to the applicable federal rules and regulations. The contractor's E-Verify Memorandum of Understanding must be included with the bid. If you do not believe these requirements are applicable to your entity, include an explanation justifying such exemption. An entity can obtain the E-Verify Memorandum of Understanding upon completion in the E-Verify enrollment process located at the federal web site [www.uscis.gov/everify](http://www.uscis.gov/everify). The Alabama Department of Homeland Security (<http://immigration.alabama.gov>) has also established an E-Verify employer agent account for any business entity or employer with 25 or fewer employees that will provide a participating business entity or employer with the required documentation of enrollment in the E-Verify program. An Employer Identification Number (EIN), also known as a Federal Tax Identification Number, is required to enroll in E-Verify or to establish an E-Verify employer agent account.
23. **Hazardous Materials.** Bidder warrants that it complies with all federal, state, and local laws, rules, ordinances, and regulations concerning hazardous materials and toxic substances.
24. **Governing Law and Venue.** Bidder agrees and consents to the exclusive jurisdiction of the courts in the State of Alabama for all purposes regarding this solicitation, and further agrees and consents that venue of any action hereunder shall be exclusively in the County of Montgomery, Alabama.
25. **Default.** In the event Bidder fails to perform hereunder and does not cure such failure within seven (7) calendar days from date of notice or other defined schedule as may be determined by Montgomery Public Schools, or as otherwise specified herein, Montgomery Public Schools may at its sole discretion, cancel or terminate contract or award. Such cancellation or termination shall be at no cost to Montgomery Public Schools, which may at its sole discretion, procure the goods or services from other sources. Bidder shall be liable to Montgomery Public Schools for any excess costs, as determined by Montgomery Public Schools, for any such goods and/or services as prescribed herein.
26. **Compliance with Laws, Regulations, and Ordinances.** Bidder shall fully comply with all applicable provisions of federal, state and local laws, rules and regulations, and bidder agrees to hold Montgomery Public Schools, its agents, officers, and employees harmless from any and all liability, costs including, but not limited to attorney's fees, and damages resulting from failure of compliance.

27. **Indemnification.** Bidder shall indemnify, defend and hold harmless Montgomery Public Schools, its agents, officers and employees from and against any and all liability, expense, including defense costs and legal fees, and claims for damages of any nature whatsoever arising from or connected with Bidder’s operations, goods and/or commodities or services provided hereunder. This indemnity shall include, but not be limited to, claims for or by reason of any actual or alleged infringement of any United States patent or copyright or any actual or alleged trade secret disclosure.
28. **Force Majeure.** Neither party will be liable for delays in performance beyond its reasonable control, including, but not limited to, fire, flood, act of God or restriction of civil or military authority.
29. **Independent Contractor Status.** Bidder shall at all times act in the capacity of independent contractor. This solicitation and its subsequent award shall not be construed to create the relationship of agent, servant, employee, partnership, joint venture or association, as between Montgomery Public Schools and bidder. The employees and agents of one party shall not be, or construed to be, the employees or agents of the other party for any reason whatsoever.
30. **Tax Exempt Status.** Montgomery Public Schools is hereby exempted from the payment of Alabama Sales and Use Tax as accorded by Section 40-23-4(11), Code of Alabama 1975 as amended, and as further clarified in Alabama Department of Revenue Regulation 810-6-3-.47.03.
31. **License, Certification, and Permits.** All bidders shall submit along with its bid a copy of its business licenses, applicable certification and permit.
32. **Insurance Coverage.** Unless otherwise specified, the successful bidder shall have in effect a minimum of \$1,000,000,000 General Liability Insurance Coverage and a copy of the Certificate of Coverage shall be included with bid submittal. All applicable insurance coverage shall remain in effect during the Contract Period of the contract or award.
33. **Invoice Payment.** Payment shall be remitted within 30 days of the “Invoice Date” and after the successful execution of all contractual terms and conditions.
34. All services shall be rendered within 30 days “After Receipt of Order” (ARO) unless otherwise specified herein. Bidder shall indicate delivery, installation, and/or service terms on bid form when applicable.
35. Bidder and its representatives shall follow all applicable school district regulations while on School District property, including the No Smoking, No Weapons, and Drug Free Policies. No work shall interfere with school activities or environment unless permission is granted by the Principal, Department Head, or School District Designee. All Bidder personnel shall be prominently identified by the use of identification badges and uniforms or shirts with the Bidder's business logo clearly visible.

36. All bidders are responsible for understanding USAC and FCC E-rate governance, guidelines, and eligibility rules; and are required to identify any costs, fees, products, or proposed uses that do not meet the rules of eligibility for E-rate funding and should be filed as ineligible fees/charges.
37. This solicitation is subject to E-rate funding and is hereby advertised in accordance with the regulations, guidelines, and procedures of the Schools and Libraries Program of the Universal Service Fund (E-rate), which is administered by the Universal Service Administrative Company (USAC) under the direction of the Federal Communications Commission (FCC).
38. The bidder shall follow all regulations, guidelines and procedures as set forth by the Universal Services, Schools and Libraries Division.
39. **Lowest Corresponding Price.** The Vendor is required to comply with the FCC’s Lowest Corresponding Price requirements for participation as a provider of services in the FCC’s E-rate program. According to 47 C.F.R. § 54.511, “Providers of eligible services shall not submit bids for or charge schools, school districts.... a price above the lowest corresponding price for supported services, unless the Commission, with respect to interstate services or the state commission with respect to intrastate services, finds that the lowest corresponding price is not compensatory. Promotional rates offered by a service provider for a period of more than 90 days must be included among the comparable rates upon which the lowest corresponding price is determined.”
40. **Service Provider Identification Number (SPIN).** Bidder shall have a valid Service Provider Identification Number (SPIN) with the Schools and Libraries Division of the Universal Service Administrative Company to provide the proposed services and shall maintain a Green Light status with the FCC. If The Bidder fails to file the appropriate forms with the SLD or fails to receive a Service Provider Identification Number (SPIN) or fails to remain in good standing with FCC, Montgomery Public Schools shall not be responsible for the discounted portion of The Bidder's bill. In the event E-rate funding is not approved or discontinued the contract may be terminated by Montgomery Public Schools for lack of funding or Non-appropriation.
41. The Bidder shall invoice the Schools and Library Division (SLD) directly (generate a Service Provider Invoice, FCC Form 474) for the discounted portion of each bill in accordance with SLD regulations when products or services are being obtained with E-rate funding. The school district shall only be invoiced for the undiscounted portion and all ineligible fees unless Montgomery Public Schools issues a Purchase Order for the full amount requesting the bidder begin work before E-rate funding is approved.
42. Montgomery Public Schools reserves the sole right to requisition goods and services using other contracts that may not necessarily be subjected to the Alabama Competitive Bid Law or Public Works Law, if it is determined to be in the best interest of Montgomery Public Schools.

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43. **Contract Term.** A contract shall be awarded for a 3-Year Period (July 1, 2023 - June 30, 2026) contingent upon approval of E-rate funding on an annual basis, with Montgomery Public Schools having the option of two one-year extensions: Option Year 4 - July 1, 2026 to June 30, 2027; Option Year 5 - July 1, 2027 to June 30, 2028. The contract renewal options shall be executed at Montgomery Public Schools' discretion and as mutually agreed upon by the successful bidder, provided pricing remains the same as originally agreed upon, Bidder continues to meet all requirements as specified herein, Montgomery Public Schools continues to be funded through the E-rate program, and when executing the Options or extensions does not violate State of Alabama Bid laws or E-rate guidelines.
44. The awarded bid and all requirements specified in this solicitation shall become part of any awarded contract.
45. **Act No. 2012-491.** Act No. 2012-491 now requires school boards to include the following clause in all contracts or agreements: *“By signing this contract, the contracting parties affirm, for the duration of the agreement, that they will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the state of Alabama. Furthermore, a contracting party found to be in violation of this provision shall be deemed in breach of the agreement and shall be responsible for all damages resulting therefrom.”*
46. Bid prices shall be fixed for the entire service period and all options and pricing shall be all-inclusive with no further charges assessed against Montgomery Public School District. Bidder's pricing shall include all taxes, fees, delivery, and any other costs necessary to provide the proposed products and services.
47. All bids received shall guarantee products and services bid to meet or exceed the specifications prescribed herein.
48. **Non-Appropriation and Disapproval of E-rate Application.** If E-rate funding is not approved or is discontinued, any subsequent contract pursuant to this solicitation may be unilaterally terminated by Montgomery Public Schools; and said termination shall not subject or obligate MPS for any expenditure annotated in the applicable E-rate application and or may have been incurred by the service provider.
49. **Minimum Procurement Levels.** No representation is made; either expressed or implied, with regards to minimum or future procurement levels.
50. **Contract Cancellation.** Montgomery Public Schools reserves the right to cancel the contract with the successful bidder pursuant to this solicitation, if goods and/or services are not delivered in accordance with specified delivery terms or the goods/services fail to perform to Montgomery Public Schools' expectation. If it becomes necessary to execute a contract cancellation, the contract shall be awarded to the next *“Lowest Responsible Bidder”* that meets specifications.

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51. **Bid Inquiries Deadline.** All inquiries (*Technical and Non-technical*) regarding this solicitation shall be submitted via E-mail to [procurement@mps.k12.al.us](mailto:procurement@mps.k12.al.us) by 2:00 PM CST, Monday, December 12, 2022.

51.1 Any inquiry received after the specified deadline or by any other means will not be accepted or given any type of consideration as it pertains to a MPS Response.

52. **MPS Consolidated Bid Response.** Montgomery Public Schools shall post a Summary Response to all inquiries to its website (homepage) under Quick Links: <http://www.mps.k12.al.us> by 4:30 PM CST, Thursday, December 15, 2022.

53. **Electronic Communication Disclaimer.** Montgomery Public Schools makes no warranties of any kind, whether expressed or implied, that a bidder's E-Mail will not be intercepted by the school district's firewall, which is utilized to ensure network security. Bidder assumes all risks of communication relying solely on its E-mail or facsimile, and Montgomery Public Schools shall not be responsible or liable for any damages suffered due to loss of data resulting from delays, non-deliveries, mis-deliveries, or service interruptions caused by the bidder's own negligence, user errors, or omissions.

53.1 It is Montgomery Public Schools' intent to post any Q&A response documents to USAC/SLD's Form 470 tool to be checked in the "Search Tools", "View an FCC Form 470 (FY2016-17)" section of SLD's website with the associated Form 470 submitted with this solicitation. However, bidder is advised because this is a relatively new process and SLD continues to make changes to its website and tools, bidders shall not solely rely on this information being posted in this location and should therefore visit both websites: 1) [www.mps.k12.al.us](http://www.mps.k12.al.us) website and 2) SLD's "Search Tools", "View an FCC Form 470 (FY2016-17)". It is the bidder's sole responsibility to check both websites periodically and before submitting a bid. Montgomery Public Schools shall bear no responsibility or assume any liability for the inoperability or dysfunctionality of SLD's website.

54. Bidder shall have been in business for a minimum of five years. Bidder shall indicate number of years in business on bid form.

Montgomery Public Schools

**/S/Marvin Rudolph**

Director of Procurement & Risk Mgt.

Montgomery Public Schools, Alabama 307 South Decatur Street

Montgomery, AL 36104

B. 334.223.6800 F. 334.269.3934

E. [marvin.rudolph@mps.k12.al.us](mailto:marvin.rudolph@mps.k12.al.us)

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Technical Specifications and Bid Proposal Forms are attached hereto*



## Technical Specifications

### Scope of Service: Network Equipment, Installation, and Support Services

#### 1. Objective:

Montgomery Public Schools (MPS) (henceforth referred to as “Customer”) is seeking to award one or more contracts for the purchase of Network Equipment, Installation and associated Support Services on an as-needed basis. The contract shall be available for use by the Montgomery Public School District, this includes all MPS administrative agencies and all MPS schools. The Customer herewith requests proposals for the products and services described in the specifications from interested persons (hereinafter referred to as “Bidder” or “Vendor”). The Customer reserves the right to make one total award, one award for each section/category, multiple awards, or a combination of awards, whichever is in the best interests of Montgomery Public Schools in accordance with the Alabama Competitive Bid Law.

All aspects of this solicitation and the products and services must comply with the FCC’s competitive bidding requirement for Universal Service Fund (USF) support and services. The Bidder must participate in the E-rate program administered by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC).

Failure to provide any of the information requested in this solicitation, in the requested format, or to meet any of the criteria outlined is reason for rejection, without consideration.

#### 2. Current Systems and Connectivity:

The Montgomery Public Schools wide area network consists of:

- 1Gbps uplink to 11 locations, 5Gbps to 51 locations, and 20Gbps to 1 location
- The core network is comprised of four (4) Cisco 9000-series ASR routers, each located in a different service provider facility. These core routers are interconnected with multiple fiber pairs, each running gigabit/10Gbps Ethernet channels. All ASRs run advanced WAN routing protocols. The distribution layer is comprised of dedicated fiber pairs terminated from each school to the closest service provider facility. This fiber is terminated on each end with 1 Gbps/10Gbps interfaces at all locations. All sites are run directly to the RSA Towers. All connections are dropped off via a gigabit copper (RJ45) port to MPS equipment.

Montgomery County supports mostly Windows devices network with threat protection through Palo Alto content filtering/firewall. A data center has been established to house servers for applications and data utilized throughout the district (Redundant Cisco 9500 with stacked Cisco 9300 series switches). System usage is continuously evaluated and monitored and is upgraded as needed.

The WAN system has an OC48 (2.5Gbps) SONET backbone ring solution for data, voice, and video with 20 Gbps of overall internet connectivity to all schools and administration buildings. The school district receives Internet across a 20 Gbps backbone. Montgomery County is fully compliant with the Children's Internet Protection Act (CIPA). Security features are located at the head end of the WAN to block all access to unapproved and inappropriate sites. The Fortinet appliance gives detailed reports on all internet activity.

### **3. Product and Service Equivalence:**

Specifications or qualifications are not intended to eliminate any reputable manufacturer, brand, or bidder. Reference to manufacturers, brand names, suppliers' itemization numbers, specification of qualifications, etc. is intended to set quality and feature standards and does NOT exclude bids from others. Any bid containing the referenced products/services "or equivalent" will be accepted as long as the quality and feature standards are met. When quoting equivalent products/services, the Bidder should provide information substantiating the standards have been met.

The sole and final decision regarding equivalence shall be the sole right of the Customer.

### **4. Product and Service Requirements:**

The Customer requires pricing for the purchase of the network equipment, installation services, and support services, or equivalent, listed in the Bid Response Form included in this solicitation. Products and services, if purchased, will be purchased on an as needed basis by the Montgomery Public School District, MPS administrative agencies, and all MPS schools at any time during the contract period and any extensions. The Customer commits to no minimum purchase levels of the quoted products and services.

The products listed in the Bid Response Form are those currently installed throughout the Customer's locations with some additional items added. The Customer is requesting the most current version of the requested models, *or equivalent* products that provide the same function and quality, or better, as those listed. Additionally, Bidders are asked to include in their bid all associated components, not already listed but may be necessary for the operation of the quoted equipment. All manufacturers/models will be considered. Current personnel training and compatibility with existing equipment will be a consideration in the evaluation.

The products and services list in the Bid Response Form is provided in three sections:

- **Section I. Network Equipment, Components, Installation, & Associated Manufacturer Maintenance**
- **Section II. Patch Cords, Cables, & Connectors**
- **Section III. Uninterruptible Power Supplies (UPS) and Components**

Bidders are not required to bid all sections, since one or more contracts may be awarded. However, the Customer does not intend to make multiple awards for any single section. Therefore, quotes for each section contained in the Bidder's bid must be complete (for example, if the Bidder submits a bid for equipment identified in Section I, they cannot submit a quote for just the compact switch equipment contained in said section).

If after award, products are discontinued or end of life, Bidder must provide comparable quality products with reasonable price adjustments if needed. All price increases must be preapproved by the Customer's Purchasing Department.

Failure to provide any of the information requested in this solicitation, in the requested format, or to meet any of the criteria outlined is reason for rejection without consideration.

#### **4.1 Network Equipment Requirements:**

Refer to the product and services list in the Bid Response Form.

Reference to manufacturers, suppliers, or service providers is intended to set quality and/or feature standards and does not exclude bids from others as long as the standards are met. Bids for equivalent products and services will be accepted. It is the Customer's intent not to accept a lesser quality than is set forth in these specifications.

#### **4.2 Installation Services Requirements**

Refer to the product and services list in the Bid Response Form.

Installation services may be purchased with the purchase of equipment, may be purchased separately, or may not be purchased at all.

##### **4.2.1 Network Equipment/Switch Configuration & Installation Installer Experience**

Installers must have at least three (3) years' experience configuring and installing the specified equipment and components.

##### **4.2.2 Installation Services Change Control**

While performing installation services for any products, under no circumstances will the Bidder make changes to the network without the prior approval or knowledge of the Customer. This includes hardware, middleware, and software changes.

The method for communicating the proposed changes to the Customer should be via e-mail or telephone. The Bidder should include any necessary supporting documentation and drawings with the request, including expected effect and rollback procedures should the proposed change fail.

The Customer must approve any installation done by the Bidder that could or would result in an outage of the network in advance.

The Customer will provide the Bidder with a list of Customer's employees authorized to approve or request changes.

The Bidder will not make any Customer-requested changes unless they are made by a person on the list of employees authorized by the Customer to request/approve changes to the network.

#### **4.2.3 Installation Services Documentation Requirements**

When installation services are purchased, the Bidder shall:

- Provide network diagrams identifying the building, room, and circuit identifiers, for the equipment that was installed. Diagrams will be provided in printed color format (2 copies) and electronic format (1 copy – Adobe (.pdf) format, 1 copy – AutoCAD (.dwg) format) for each of the installation project locations prior to sign-off of each project.
- Tag all equipment with the E-rate Funding Request Number (FRN) (for equipment purchased with E-rate funding), facility name (school/administrative building name), location (room) that the equipment is destined for (or closest for hallway installations), purchase date, and Customer asset tag (if applicable), as a minimum.
- Provide a list of the equipment installed; in printed format (2 copies) and in electronic Excel format (1 copy) provided to the District Technology Coordinator. This list should include the manufacturer, model, serial number, E-rate FRN (if applicable), Customer asset tag number, date of installation, cost of the equipment/software, and installation location (room and building).
- Collect, maintain, and submit documentation that reflects post-test assessment and evaluation summaries of the completed installations upon implementation at each site. Provide testing documentation in Adobe [.pdf] format (1 copy) prior to final sign-off of each installation project, big or small.
- Provide the login information (i.e. username and password) needed to access configurations of each piece of installed equipment.
- Provide an electronic copy of the configuration of all network equipment installed.

All documentation and drawings must be provided to the Customer within ten (10) working days after the installation of each project is completed.

#### **4.3 Manufacturer Maintenance Support Requirements**

Refer to the product and services list in the Bid Response Form.

The Customer is seeking E-rate eligible manufacturer maintenance coverage for all equipment specified by the Bidder. Bidder must provide single year pricing (not bundled) and part numbers for manufacturer maintenance coverage of the products specified in the Bidder's response, if available. Coverage that is eligible for E-rate funding provides software upgrades and patches, including bug fixes and security patches, and online and telephone-based technical assistance and tools. Coverage that provides for the repair and replacement of equipment is not eligible for E-rate funding. Therefore, Bidder must specify the manufacturer approved E-rate eligible percentage of each manufacturer maintenance item quoted in the Bid Response Form.

#### **4.3.1 Manufacturer Maintenance Registration and Documentation**

Bidder must complete any registration actions required by the manufacturer for all maintenance purchased by the Customer. The Bidder must provide a list of the manufacturer maintenance purchased; in printed format and in electronic Excel format (1 copy each – provided to the District Technology Coordinator). This list should include the manufacturer maintenance purchased (part number & description), equipment part number, equipment serial number, dates of coverage, date of purchase and the E-rate FRN, if applicable.

#### **4.4 General Requirements**

Bidder may be required to provide a sample of the items quoted to determine if it is compatible with the existing equipment and to evaluate quality of the product.

All items quoted shall be new, packed in manufacturers' original containers, and shall meet or exceed the specifications as written.

##### **4.4.1 Bidder Warranty:**

There must be a minimum three (3) year warranty on all items quoted or the Bidder shall state the manufacturer's standard warranty period offered with each item quoted. Labor must be warranted for a minimum of one (1) year.

##### **4.4.2 Delivery**

All items are to be quoted FOB Destination; School Site, Montgomery County, AL. The title and risk of loss of the goods will not pass to the Board, departments, or local schools until receipt and acceptance takes place at the FOB point.

All items quoted shall be delivered within thirty (30) days after Bidder's receipt of purchase order.

##### **4.4.3 Project Management Requirement**

The Customer requires the Bidder to provide a project management function as part of the services delivered by the service provider for products identified in Sections I & III of the Bid Response Form. The Bidder must describe their company's project management process including competencies to coordinate project activities, resources, and communications and experience and ability with coordinating complex projects.

##### **4.4.4 Project Design Requirement**

Bidder shall have the ability to provide basic design for network equipment projects, based on Customer-specified requirements, and provide a bill of materials based on the products and services outlined in this solicitation for completion of the requested projects, as needed.

#### 4.4.5 E-rate Application Documentation Requirements

Upon request each year, the Bidder must provide a project quote using the awarded contract product and services list and provide:

- (1) A list of the products and services needed for each location to complete the upcoming project upgrades requested by the Customer (based on meetings, surveys, etc.), and their price.
- (2) Vendor completed 471 Category Two - Internal Connections Templates (previously Vendor Item 21 Attachments) each year, for each location receiving products and services, ready for filing for E-rate funding with the Universal Service Administrative Company (USAC), Schools and Libraries Division (SLD), as part of the FCC Form 471 application.

The USAC/SLD Category Two - Internal Connections (C2-IC) Templates are available on SLD's website, in the "Resources & Tools", "Forms", "FCC Form 471" section. Vendors must complete the information identified in the C2-IC Template for "Internal Connections", preparing a separate template for each location and entering a separate line item for each product and service being requested for that location. Currently the worksheet requires the following information for each product and/or service, by location however; the requested information is subject to SLD changes:

- Tab 1 – Category 2 Internal Connections
  - Type of Internal Connections (options in drop down box)
  - Installation Included in Price? (Yes or No options in drop down box)
  - Type of Product (options in drop down box)
  - Make (options in drop down box)
  - Make – Other (if "Other" was selected in previous cell)
  - Model
  - Lease or Non-Purchase Arrangement (Yes or No options in drop down box)
  - Monthly Recurring UNIT Eligible Cost
  - Monthly Recurring UNIT Ineligible Cost
  - Monthly Quantity
  - Units (options in drop down box)
  - Estimated Months of Service
  - One-time UNIT Eligible Cost

#### One-time UNIT Ineligible Cost

- One-time Quantity
- Units (options in drop down box)
- Do any of these conditions apply? (options in drop down box)
- Tab 2 – Recipients of Service
  - Reference Number (options in down box – originates from Tab 1 – must complete a recipient entry for each Reference Number)
  - BEN (Billed Entity Number)
  - Name (of Recipient)
  - Eligible Cost Per BEN

The Vendor will be required to complete the templates, in their entirety, for each location/entity planned to receive products and/or services in the upcoming funding year. Additionally, for partially eligible products and associated services the Vendor must identify the “Ineligible Unit Costs” associated with that product, where applicable. Failure to properly identify the ineligible portions of the products and services could cause the Customer’s E-rate applications to be denied funding by the SLD and therefore not executed/ordered by the Customer.

For any products or services that are wholly (100%) ineligible, the Vendor should provide them in a separate worksheet as these will not be included on the E-rate application.

#### **4.4.6 Support Requirements for Miscellaneous E-rate Reviews and Requests**

The Bidder must also assist, when requested by the District, USAC, or the FCC, with providing any information needed to respond to SLD application reviews or any other USAC or FCC directed review and/or request for information, within the required deadlines.

#### **5. Proposal Description Requirements:**

Failure to provide any of the information requested in this solicitation, in the requested format, or to meet any of the criteria outlined in this solicitation is reason for rejection, without consideration.

#### **5.1 Price Quotations**

Price quotations are to include the furnishing of all materials, equipment, maintenance and training manual, tools, taxes, fees, shipping, and the provision of all labor and services necessary or proper for the delivery of the products and/or services to the Customer. Bid prices shall be fixed for the entire service period and all options.

Bidder must complete and submit the Bid Response Form/Price Proposal Form included with this document and all provided forms, as a minimum, for submitting their bid pricing and company information as well as all other requested documentation. The Bidder's bid may include additional quote pages in the Bidder's preferred format. However, all pricing must be entered in the Bid Response Form/Price Proposal Form, as a minimum, to enable the Customer to compare pricing from all bidders using the same form/format. Reference statements, such as "See Page XX," "Refer to Page XX," etc. may not be entered in the Bid Response Form. If proposing additional products or services, the Bidder should provide pricing using the Bid Response Form format, as a minimum.

## **5.2 Differences between Bid Specifications and the Bidder's Proposal**

If the bid differs in any way from the bid specifications in this RFP/ITB, the Bidder must list the differences on the Bid Response Form Specification Variance Sheet explaining exactly where and how the proposal deviates from the bid specifications. If no exceptions are listed on the proposal, it will be presumed the Bidder proposes to meet the specifications in every respect and if awarded the contract, performance on this basis will be required. Identifying variances in the text of the bid response is not sufficient as references to the specification variances must be clearly identified by the Bidder in the Bid Response Form Specification Variance Sheet.

## **5.3 Quality of Services and Competitive Rates**

During the contract period, if the Customer finds the products or services provided inferior or if the rates are considered excessive compared to other vendor rates for the same or like products and/or services, the Customer reserves the right to ask for corrective action to be taken, up to and including lowering rates. If corrections are not made to the satisfaction of the Customer or their representative within 30 days, the Customer will have the right to cancel the existing contract with no liability for paying additional cost other than usage to the point of termination.

## **5.4 Termination of Services for Nonperformance**

The Customer reserves the right to cancel the contract with the Bidder for nonperformance at any time during the contract/service period. Nonperformance includes, but is not limited to; failure to supply good quality products and/or services, failure to provide products and/or services for the full term of the contract, poor installation performance, poor billing and customer services, turnover of account teams/representatives, and failure to maintain status as an authorized representative of the products and/or services.

## **5.5 Prohibition on Confidentiality**

Any contract/s or other agreements awarded to support applications for E-rate funding "may not prohibit disclosure of pricing or technology infrastructure information" as required by 47 C.F.R. § 54.504.



## **5.6 References**

### **5.6.1 General References**

Provide three (3) references where the Bidder has provided the quoted network products and services to a customer with a significant number of sites. At least one (1) of the examples should be for customers of the same approximate size of the Customer. The reference list shall include the services provided, a brief explanation of the scope of the services provided, names, addresses, and phone and e-mail contact information for each reference.

### **5.6.2 E-rate References**

Provide, if available, three (3) references where Bidder has provided similar size and scope of services under E-rate funded contracts. The reference list shall include the products and services provided, the scope of the services provided, names, addresses, and phone and e-mail contact information for each reference. These references may be the same references provided in 5.5.1 above, if identified as an E-rate reference in the response.

This information is necessary to confirm the Bidder understands the E-rate program, understands eligibility of their products and services and has been successful in providing E-rate eligible products and services in the past.

## **5.7 Experience**

Bidders must give at least five (5) examples of experience with supplying customers with quoted equipment and services. At least one (1) of the examples should be for customers of the same approximate size of the Customer. Provide a brief explanation of the services provided and the projects supported.

## **5.8 Bidder Specializations/Certifications**

Bidder must provide information on any Specializations and/or Certifications and reseller status of the company and employees that will demonstrate the Bidder's ability to design, supply, configure and install the proposed equipment and services. A copy of any and all certifications deemed relevant by the Bidder to be given consideration must be included in the bid package. If relevant certifications are not available, Bidder must provide a narrative description of the Bidder's past experience with providing the proposed products and services.

## **5.9 Bidder Team**

The Bidder must provide documentation identifying all team members/partners that may participate in any installation project, support, or sustainment of the requested products and services, their role, relationship to the Bidder, and primary contract Bidder team management plan.

## **5.10 Insurance**

Before the start of any installation services, the Bidder shall furnish a Certificate of Insurance to the Customer showing compliance within the limitations listed below, to be procured and maintained by the Bidder at its own expense, and is required to maintain this insurance for the duration of the contract.

- Personal injury, including death. Limits of \$1 million for each person and \$1 million for each accident.

Property Damage limits of \$1 million for each incidents and \$5 million for the aggregate.

**6. Basis of Award**

In keeping with the guidelines of USAC and the Alabama Competitive Bid Law, this contract will be awarded to the most cost effective provider who submits a complete and accurate submittal that meets the stated requirements. Price of the eligible products and services will be the primary factor, but not necessarily the only factor, in evaluating the qualified bids. Other factors of consideration may include but are not limited to: price of the ineligible products and services; current personnel training/experience; quality of the proposed products/services, including compatibility with existing equipment; prior experience, including past performance; personnel/company qualifications, including technical excellence; transition considerations, quality of services, management capability, including schedule compliance, environmental objectives, and flexibility of terms and arrangements. The Customer does not guarantee award of a contract and reserves the right to reject any and all bids. The Customer also reserves the right to award one or more contracts, whichever is deemed to be in best interest of The Customer.

**These factors may be utilized in weighing the RFP responses as follows:**

Factors	Weight
Price of Eligible Products & Services	25%
Quality of Proposed Products & Services	23%
Customer’s Current Training/Personnel Experience and Compatibility with Existing Equipment	22%
Prior Experience	15%
Personnel Qualifications & Certifications	10%
Price of the Ineligible Products & Services	5%
<b>TOTAL</b>	<b>100%</b>

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The bid may be awarded as a single contract on the basis of a collective grand total or one contract for each product “Section” identified in the Bid Response Form. If separate contracts are awarded, only one contract per Section will be awarded. The bid shall NOT be awarded on a line-item or item-by-item basis. Award(s) shall be made to the “Lowest Responsible Bidder” offering a proposal that is deemed the most acceptable and advantageous to the Customer.

Failure to provide any of the information requested in this solicitation, in the requested format, or to meet any of the criteria outlined is reason for rejection, without consideration.

**BID RESPONSE FORM**

**Bidder Information Form**

The Bidder must use the following form to quote its price:

TO: The Montgomery Public School Board of Education, Montgomery, AL

VENDOR:

*Name of Firm:* \_\_\_\_\_

*Mailing Address:* \_\_\_\_\_

*City, State, Zip Code:* \_\_\_\_\_

*Telephone:* \_\_\_\_\_

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

*E-rate Service Provider Identification Number (SPIN):* \_\_\_\_\_

*NUMBER OF YEARS IN BUSINESS:* \_\_\_\_\_

Operating as an individual corporation organization and existing under the laws of Alabama, or a Partnership, or a joint venture consisting of

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Printed Name, Signature and Title of Authorized Representative of the Bidder

Printed Name: \_\_\_\_\_

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

Title: \_\_\_\_\_

### Section I. Network Equipment, Components, Installation, & Associated Manufacturer Maintenance:

The Customer is requesting the most current version of the requested models, *or equivalent* products that provide the same function and quality, or better, as those listed. Additionally, Bidders are asked to include in their bid all associated components necessary for the operation of the quoted equipment. All manufacturers/models will be considered. Include additional pages, in the same format, if needed.

	Model or Equivalent Device/Part	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % that is E-rate Eligible
<b>Part</b>	WS-C3850-12S-S or equivalent model	Cisco Catalyst 3850 12 Port GE SFP IP Base	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	C3850-NM-2-10G= or equivalent model	Cisco Catalyst 3850 2 x 10GE Network Module	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	C9300-24S-E or equivalent model	Catalyst 9300 24 GE SFP Ports, modular uplink Switch	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%

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	Model or Equivalent Device/Part	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % that is E-rate Eligible
<b>Part</b>	C9300-48S-E or equivalent model	Catalyst 9300 48 GE SFP Ports, modular uplink Switch	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	C9300-NM-8X= or equivalent model	Catalyst 9300 8 x 10GE Network Module	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	WS-C3850-12XS-S or equivalent model	Cisco Catalyst 3850 12 Port 10G Fiber Switch IP Base	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	WS-C3850-24XS-S or equivalent model	Cisco Catalyst 3850 24 Port 10G Fiber Switch IP Base	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%

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	Model or Equivalent Device/Part	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % that is E-rate Eligible
<b>Part</b>	WS-C3850-48XS-S or equivalent model	Cisco Catalyst 3850 48 Port 10G Fiber Switch IP Base	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	C9200L-24T-4G-E or equivalent model	Catalyst 9200L 24-port data, 4 x 1G, Network Essentials	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	C9200L-48T-4G-E or equivalent model	Catalyst 9200L 48-port data, 4 x 1G, Network Essentials	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%

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Part	C9200L-24T-4X-E or equivalent model	Catalyst 9200L 24-port data, 4 x 10G ,Network Essentials	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
	Model or Equivalent Device/Part	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % that is E-rate Eligible
Part	C9200L-48T-4X-E or equivalent model	Catalyst 9200L 48-port data, 4 x 10G ,Network Essentials	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
Part	C9200L-24P-4G-E or equivalent model	Catalyst 9200L 24-port PoE+, 4 x 1G, Network Essentials	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
Part	C9200L-48P-4G-E or equivalent model	Catalyst 9200L 48-port PoE+, 4 x 1G, Network Essentials	%	\$	\$	%



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Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	C9200L-24P-4X-E or equivalent model	Catalyst 9200L 24-port PoE+, 4 x 10G, Network Essentials	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
	<b>Model or Equivalent Device/Part</b>	<b>Description</b>	<b>Disc % off of List Price</b>	<b>Unit Cost (after discount)</b>	<b>Cost of Configuration, Installation &amp; Training, as appropriate</b>	<b>Specify % that is E-rate Eligible</b>
<b>Part</b>	C9200L-48P-4X-E or equivalent model	Catalyst 9200L 48-port PoE+, 4 x 10G, Network Essentials	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	C9200-24P-E or equivalent model	Catalyst C9200 24-port PoE+, Network Essentials (Includes 4x10G module)	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%

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Maintenance						
<b>Part</b>	C9200L-STACK-KIT or equivalent part	Cisco Catalyst 9200L Stack Module	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	WS-C2960CX-8PC-L or equivalent model	Cisco Catalyst 2960-CX 8 Port PoE, LAN Base	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
<b>Part</b>	Meraki MR44 or equivalent model	Cisco Meraki Wireless AP(Inside)	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
<b>Part</b>	Meraki MR76 or equivalent model	Cisco Meraki Wireless AP(Outside)	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%

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	Model or Equivalent Device/Part	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % that is E-rate Eligible
<b>Part</b>	<b>SFP-10G-SR=</b> or equivalent part	10GBASE-SR SFP Module				
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	<b>GLC-TE</b> or equivalent part	1000BASE-T SFP RJ45	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	<b>GLC-GE-100FX=</b> or equivalent part	100BASE-FX SFP for GE SFP	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%

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	Model or Equivalent Device/Part	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % that is E-rate Eligible
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	<b>GLC-SX-MMD or equivalent part</b>	1000BASE-SX SFP transceiver module	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%

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	Model or Equivalent Device/Part	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % that is E-rate Eligible
<b>Part</b>	<b>SRW42UB</b> or equivalent part	42U Lockable Rack Enclosure Cabinet with removable doors	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	<b>RM425A-R3</b> or equivalent part	2U Lockable Switch-Depth Wall Mount Enclosure for Classrooms	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Part</b>	<b>SRW6U</b> or equivalent part	6U Lockable Low-Profile Wall Mount Enclosure for Labs	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
Associated Manufacturer Maintenance			%	\$	\$	%
<b>Hourly Rate for Program/Project Management:</b>					\$ _____	<b>Hourly</b>

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**Hourly Rate for Installation of Any Network Equipment Not Listed Above or in the Additional Proposed Equipment List:**

\$ \_\_\_\_\_ Hourly

**Percentage off of List for Any Equipment Not Listed Above or Listed in Additional Proposed:** \_\_\_\_\_ %

**for Any Associated Manufacturer Maintenance:** \_\_\_\_\_ %

**Please Specify any Exceptions where the Specified Percentage off List Would NOT Apply:**

**Additional Proposed Network Equipment and Components or comparable, if any. Include Configuration, Installation & Training and Manufacturer Maintenance, as appropriate (attach additional pages if needed):**

	Model	Description	Disc % off of List Price	Unit Cost (after discount)	Cost of Configuration, Installation & Training, as appropriate	Specify % that is E-rate Eligible
			%	\$	\$	%
			%	\$	\$	%
			%	\$	\$	%
			%	\$	\$	%
			%	\$	\$	%



Section II. Patch Cords, Cables, & Connectors:

The Customer is requesting the most current version of the requested models, **or equivalent** products that provide the same function and quality, or better, as those listed. Additionally, Bidders are asked to include in their bid all associated components necessary for the operation of the quoted equipment. All manufacturers/models will be considered. Include additional pages, in the same format, if needed.

	Model or Equivalent Device/Part	Description	Product Manufacturer	Unit Cost	Specify % that is E-rate Eligible
<b>Part</b>	<b>6D460-1X</b> or equivalent part	Leviton eXtreme Cat 6 Patch Cord (1 ft. Length; X: Color)		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>6D460-</b> or equivalent part	Leviton eXtreme Cat 6 Patch Cord (7 ft. Length; X: Color)		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>6D460-20X</b> or equivalent part	Leviton eXtreme Cat 6 Patch Cord (20 ft. Length; X: Color)		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>X2YLM1FISC</b> or equivalent part	FIS Duplex LC-SC MM 62.5 um 1 m Fiber Patch Cord		\$	%
Quoted Equivalent, if different				\$	%



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	Model or Equivalent Device/Part	Description	Product Manufacturer	Unit Cost	Specify % that is E-rate Eligible
<b>Part</b>	<b>X2LLM1FISC</b> or equivalent part	FIS Duplex LC-LC MM 62.5 um 1 m Fiber Patch Cord		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>X28LM1FISC</b> or equivalent part	FIS Duplex LC-ST MM 62.5 um 1 m Fiber Patch Cord		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>F18102SS</b> or equivalent part	ST Mating Sleeve, MM		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>88272937</b> or equivalent part	1/2 in. EMT Conduit Length 10 ft.		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>88272942</b> or equivalent part	3/4 in. EMT Conduit Length 10 ft.		\$	%
Quoted Equivalent, if different				\$	%

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	Model or Equivalent Device/Part	Description	Product Manufacturer	Unit Cost	Specify % that is E-rate Eligible
<b>Part</b>	<b>88272936</b> or equivalent part	1 in. EMT Conduit Length 10 ft.		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>88272939</b> or equivalent part	2 in. EMT Conduit Length 10 ft.		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>88173366</b> or equivalent part	1-Hole Conduit Strap Steel ½ inch		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>88173375</b> or equivalent part	1-Hole Conduit Strap Steel ¾ inch		\$	%
Quoted Equivalent, if different				\$	%
<b>Part</b>	<b>88173381</b> or equivalent part	1-Hole Conduit Strap Steel 1 inch		\$	%
Quoted Equivalent, if different				\$	%





### Section III. Uninterruptible Power Supplies (UPS) and Components:

The Customer is requesting the most current version of the requested models, *or equivalent* products that provide the same function and quality, or better, as those listed. Additionally, Bidders are asked to include in their bid all associated components necessary for the operation of the quoted equipment. All manufacturers/models will be considered. Include additional pages, in the same format, if needed.

	Model or Equivalent Device/Part	Description	Disc % off of List Price	Unit Cost	Cost of Configuration & Installation, as appropriate	Specify % that is E-rate Eligible
<b>Part</b>	<b>SMX2000RMLV2 U</b> or equivalent part	APC Smart-UPS, 1800 Watts / 1920 VA, Input 120 V / Output 120V , Interface Port SmartSlot Extended runtime model, Rack Height 2U	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
<b>Part</b>	<b>SMT2200RM2U</b> or equivalent part	Smart-UPS 2200VA RM. 2U 120V Line-Int 5-20P 8Out	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
<b>Part</b>	<b>SMX3000RMLV2 U</b> or equivalent part	Smart UPS XL 3KVA RM 3U 120V Black SUA Model	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
<b>Part</b>	<b>RBC2</b> or equivalent part	APC Replacement battery cartridge #2	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%

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	Model	Description	Disc % off of List Price	Unit Cost	Cost of Configuration & Installation, as appropriate	Specify % that is E-rate Eligible
<b>Part</b>	<b>CURK117-01-04</b> or equivalent part	APC Replacement battery cartridge for SMX2000RMLV2U	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
<b>Part</b>	<b>APCRBC117</b> or equivalent part	APC Replacement battery cartridge for SMX3000RMLV2U	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%
<b>Part</b>	<b>RBC43</b> or equivalent part	APC Replacement battery cartridge for SMT2200RM2U	%	\$	\$	%
Quoted Equivalent, if different			%	\$	\$	%

**Percentage off of List for Any UPS' and Components Not Listed Above or Provided in Additional Proposed Equipment:**

\_\_\_\_\_ %

**Please Specify any Exceptions where the Specified Percentage off List Would NOT Apply:**









Bid response must include, as a minimum (Bidder is responsible for reading the RFP to ensure all requested items, which may or may not be listed, are provided with their bid):

1. Completed Bid Response Form (all pages)
2. E-rate SPIN
3. Project Management Process Description
4. References
5. E-rate References, if available
6. Specializations and Certifications or Narrative Description
7. Reseller Status
8. Examples of Bidder Experience
9. Detailed Pricing of Equipment and Services with E-rate Eligibility Identified

Failure to provide any of the information requested in this solicitation, in the requested format, or to meet any of the criteria outlined in this solicitation is reason for rejection without consideration.

**BID RESPONSE FORM**

Vendor Name: \_\_\_\_\_

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

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

Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Toll Free: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail Address: \_\_\_\_\_ Internet Address: \_\_\_\_\_

Customer Service Contact \_\_\_\_\_ Sales Representative \_\_\_\_\_  
For Montgomery

Phone: \_\_\_\_\_ Federal ID#: \_\_\_\_\_

SPIN Number \_\_\_\_\_ SS# if Sole Proprietor: \_\_\_\_\_

Annual Sales Volume \_\_\_\_\_ Year Company Established: \_\_\_\_\_

Remit to name and address: (if different from 'Requisition Address' above)

Vendor Name: \_\_\_\_\_

Remit to Address: \_\_\_\_\_

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

Accounts Receivable Contact Name: \_\_\_\_\_

List type of product(s) and/or service(s) with the appropriate Standard Industrial Classification (SIC) for company, if known:

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The following information refers to company ownership and shall be used for **informational purposes only**. Contact your Regional or District U.S. Small Business Administration Office if clarification is needed for small or large business classification (As defined by Code of Federal Regulation (CFR) 13 Part 121). Failure to respond to this section will result in your company being classified as a large business.

**PLEASE CHECK THE APPROPRIATE STATEMENTS:**

This company is a:

F – Women-owned business (Company shall be 51% or more women- owned, controlled, and operated)

M – Male-owned business

SP – Sole Proprietor (Must provide SS# if sole proprietor

NPR – Non-profit business

C – Corporation

P – Partnership

This company is a:

S – Small business

L – Large business

This company is a:

Non-Disadvantaged

Disadvantaged: **To be considered disadvantaged, the company shall be 51% or more owned, control, and operated by one or more of the following groups:**

1 – Black American

2 – Hispanic American

3 – American Indian

4 – Asian Pacific American

5 – Asian Indian American

6 – Other socially and economically disadvantaged group.

Please specify: \_\_\_\_\_

7 – Disabled

This company is a:

Contractor, specify type: \_\_\_\_\_

Distributor

Manufacturer

Manufacturer's Representative

Service

Retailer

Wholesaler

Other: \_\_\_\_\_

