

**REQUEST FOR PROPOSAL**  
Shasta Union High School District  
Internal Connections  
E-Rate Year 20  
E-Rate Vendors Only

Form 470 Application Number  
170060385  
Allowable Contract Date  
03/13/2017

E-Rate Request for Proposal

**Background:** The Shasta Union High School District requests bids for Equivalent or superior make & model and functionally to Cisco equipment with the following Configuration (no installation required):

**QTY DESC.**

Equivalent or superior make & model\* and total functionally to Cisco parts  
 Some of the items may or may not have a monetary value associated with the item. Please price all items with a dollar amount of 0 (zero) or greater for bid pricing.

Location Farm

	Item	Manf.	Qty.	Price	Total
1	<b>ISR4331-AX/K9</b> Cisco ISR 4331 AX Bundle w/ APP,SEC lic	Cisco Systems Inc.	1.00		
2	<b>SL-4330-IPB-K9</b> IP Base License for Cisco ISR 4330 Series	Cisco Systems Inc.	1.00		
3	<b>SL-4330-APP-K9</b> AppX License for Cisco ISR 4330 Series	Cisco Systems Inc.	1.00		
4	<b>FL-4330-PERF-K9</b> Performance on Demand License for 4330 Series	Cisco Systems Inc.	1.00		
5	<b>MEM-4300-4GU8G</b> 4G to 8G DRAM Upgrade (4G+4G) for Cisco ISR 4330,4350	Cisco Systems Inc.	1.00		
6	<b>MEM-FLSH-4U8G</b> 4G to 8G eUSB Flash Memory Upgrade for Cisco ISR 4300	Cisco Systems Inc.	1.00		
7	<b>PWR-4330-AC</b> AC Power Supply for Cisco ISR 4330	Cisco Systems Inc.	1.00		
8	<b>CAB-AC</b> AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	Cisco Systems Inc.	1.00		
9	<b>ISRWAAS-RTU-750</b> ISRWAAS 750 conns RTU for ISR4300 series	Cisco Systems Inc.	1.00		
10	<b>CON-ECMU-ISRW750</b> SWSS UPGRADES ISRWAAS 750 conns RT	Cisco Systems Inc.	1.00		
11	<b>NIM-BLANK</b> Blank faceplate for NIM slot on Cisco ISR 4400	Cisco Systems Inc.	2.00		
12	<b>SM-S-BLANK</b> Removable faceplate for SM slot on Cisco 2900,3900,4400 ISR	Cisco Systems Inc.	1.00		

13	<b>VWAAS-RTU-1300</b> VWAAS 1300 conns RTU for UCS-E on single ISR only	Cisco Systems Inc.	1.00		
14	<b>CON-ECMU-VWS1300</b> SWSS UPGRADES VWAAS 1300 conns RTU	Cisco Systems Inc.	1.00		
15	<b>SL-4330-SEC-K9</b> Security License for Cisco ISR 4330 Series	Cisco Systems Inc.	1.00		
16	<b>SISR4300UK9-316S</b> Cisco ISR 4300 Series IOS XE Universal	Cisco Systems Inc.	1.00		

## Enterprise and Foothill

17	<b>ASR1001X-AES-AX</b> ASR1001X AX, AVC, AES, vWAAS Bundle	Cisco Systems Inc.	2.00		
18	<b>SLASR1-AES</b> Cisco ASR 1000 Advanced Enterprise Services License	Cisco Systems Inc.	2.00		
19	<b>ASR1K-WAN-AGGR</b> ASR1k-WAN Aggregation with or without Crypto - tracking only	Cisco Systems Inc.	2.00		
20	<b>M-ASR1001X-16GB</b> Cisco ASR1001-X 16GB DRAM	Cisco Systems Inc.	2.00		
21	<b>NIM-BLANK</b> Blank faceplate for NIM slot on Cisco ISR 4400	Cisco Systems Inc.	2.00		
22	<b>SASR1K1XUK9-316S</b> Cisco ASR1001-X IOS XE UNIVERSAL	Cisco Systems Inc.	2.00		
23	<b>ASR1001-X-PWR-AC</b> Cisco ASR1001-X AC Power Supply	Cisco Systems Inc.	4.00		
24	<b>CAB-AC</b> AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	Cisco Systems Inc.	4.00		
25	<b>FLSASR1-AVC</b> Appl. Visibility and Control License for ASR1000 Series	Cisco Systems Inc.	2.00		
26	<b>SPA-BLANK</b> Blank Cover for regular SPA	Cisco Systems Inc.	2.00		
27	<b>FLSA1-BIN-2X10GE-P</b> ASR1001-X Built-In 10GE 2-port License	Cisco Systems Inc.	2.00		

28	<b>FLSA1-1X-2.5-20G</b> 2.5G to 20Gbps upgrade License for ASR 1001-X, Built-in 2x10	Cisco Systems Inc.	2.00		
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29	<b>SFP-10G-SR-S=</b> 10GBASE-SR SFP Module Enterprise-Class	Cisco Systems Inc.	4.00		
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## Datacenter

30	<b>ASR1001X-AES-AX</b> ASR1001X AX, AVC, AES, vWAAS Bundle	Cisco Systems Inc.	2.00		
31	<b>SLASR1-AES</b> Cisco ASR 1000 Advanced Enterprise Services License	Cisco Systems Inc.	2.00		
32	<b>ASR1K-WAN-AGGR</b> ASR1k-WAN Aggregation with or without Crypto - tracking only	Cisco Systems Inc.	2.00		
33	<b>M-ASR1001X-16GB</b> Cisco ASR1001-X 16GB DRAM	Cisco Systems Inc.	2.00		
34	<b>NIM-BLANK</b> Blank faceplate for NIM slot on Cisco ISR 4400	Cisco Systems Inc.	2.00		
35	<b>SASR1K1XUK9-316S</b> Cisco ASR1001-X IOS XE UNIVERSAL	Cisco Systems Inc.	2.00		
36	<b>ASR1001-X-PWR-AC</b> Cisco ASR1001-X AC Power Supply	Cisco Systems Inc.	4.00		
37	<b>CAB-AC</b> AC Power Cord (North America), C13, NEMA 5-15P, 2.1m	Cisco Systems Inc.	4.00		
38	<b>FLSASR1-AVC</b> Appl. Visibility and Control License for ASR1000 Series	Cisco Systems Inc.	2.00		
39	<b>SPA-1X10GE-L-V2</b> Cisco 1-Port 10GE LAN-PHY Shared Port Adapter	Cisco Systems Inc.	2.00		
40	<b>XFP-10G-MM-SR</b> 10GBASE-SR XFP Module	Cisco Systems Inc.	2.00		
41	<b>ASR1000-SPA</b> SPA for ASR1000; No Physical Part; For Tracking Only	Cisco Systems Inc.	2.00		
42	<b>FLSA1-BIN-2X10GE-P</b> ASR1001-X Built-In 10GE 2-port License	Cisco Systems Inc.	2.00		
43	<b>FLSA1-1X-2.5-20G</b> 2.5G to 20Gbps upgrade License for ASR 1001-X, Built-in 2x10	Cisco Systems Inc.	2.00		
44	<b>SFP-10G-SR-S=</b> 10GBASE-SR SFP Module Enterprise-Class	Cisco Systems Inc.	4.00		

Subtotal	
Adjustment	
Shipping	
Taxes	
<b>Total</b>	

## 5 Year Cisco SMARTnet Support Bid

Note only the first year Smartnet will be Erate eligible, bid years 2-5 as non-eligible.

### 5YR SMARTnet - Farm

Line Item Description	Manufacturer	Qty	Unit Price	Extended Price
1 CON-SNT-ISR4331AXSNTC-8X5XNBD Cisco ISR 4331 AX Bundle w/ APP,SEC lic	Cisco Systems Inc.	5.00		

### 5YR SMARTnet - EHS and FHS

2 CON-SNT-ASRAESAX SMARTNET 8X5XNBD ASR1001X AX, AVC, AES, vWAAS Bundle	Cisco Systems Inc.	10.00		
3 CON-SNT-SLASR1AM SMARTNET 8X5XNBD Cisco ASR 1000 Advanced Enterprise Ser	Cisco Systems Inc.	10.00		
4 CON-SNT-ASR1AVC SMARTNET 8X5XNBD Appl. Visibility and Control Lic	Cisco Systems Inc.	10.00		
5 CON-SNT-FLSA11XW SMARTNET 8X5XNBD Upgrade from 2.5 Gbps to 20Gbps License	Cisco Systems Inc.	10.00		

### 5YR SMARTnet - Datacenter

6 CON-SNT-1X10GEV2 SMARTNET 8X5XNBD 1-Pt 10GE LAN-PHY Shared PT Adptr	Cisco Systems Inc.	10.00		
7 CON-SNT-ASRAESAX SMARTNET 8X5XNBD ASR1001X AX, AVC, AES, vWAAS Bundle	Cisco Systems Inc.	10.00		
8 CON-SNT-SLASR1AM SMARTNET 8X5XNBD Cisco ASR 1000 Advanced Enterprise Ser	Cisco Systems Inc.	10.00		
9 CON-SNT-ASR1AVC SMARTNET 8X5XNBD Appl. Visibility and Control Lic	Cisco Systems Inc.	10.00		
10 CON-SNT-FLSA11XW SMARTNET 8X5XNBD Upgrade from 2.5 Gbps to 20Gbps License	Cisco Systems Inc.	10.00		

## **BID EVALUATION PROCESS**

The District will evaluate and select the winning bid based on the following criteria:

1. **Price** – Price will be the highest weighted factor. The District will be evaluating the price based on the Base Bid Price.
2. **Accuracy of Bid or Bid Response** – The District will evaluate the bid response for completeness, amendments, exceptions, and bid as specified or alternate to specified.
3. **Meets Standards of District** - The District will be evaluating the contractor’s proposed equipment and to what level it meets the districts currently installed equipment base.
4. **Experience** – The District will evaluate Experience based on the following criteria:
  - a. Total Number of Systems installed by this Contractor (not using subcontractors) that match the Manufacture and Model Number specified for this project, in the last three years.
  - b. Number of Systems installed by this Contractor (not using subcontractors) that match the Manufacture and Model Number specified for this project in the Education Market in the last three years.
5. **Qualifications** – The District will evaluate Vendor Qualifications based on the following criteria.
  - a. Number of years as a contractor.
  - b. Experience with public school work.
  - c. Number of similar systems installed and maintained.
  - d. Number and *quality* of references provided.

### **Selection Criteria Weight\***

Price	40.0%
Accuracy of Bid Response	20.0%
Meets Standards of District	15.0%
Experience	10.0%
Qualifications	15.0%

Bids must include E-Rate funding language.

This bid is for equipment only, no install.

The district reserves the right to refuse all bids.

All bids must include vendor SPIN number and California state master contract proof, if used.

These projects and services depend on partial funding from the E-rate program. We expect each vendor to make themselves intimately familiar with any rules or regulations regarding the E-rate program. All contracts entered into as a result of the posting of these

Form 470s will be contingent upon the specific funding of said contract by the SLD at the percentage rate submitted. The percentage rate applicable to a particular form 471 is the maximum that the district will be liable for. The vendor will be responsible to bill the government (SLD) for the balance.

The contractor is responsible for providing a valid SPIN number with their proposal(s).

All work is subject to the 100% approval of this project by the FCC under the E-rate discount program of the Federal Communications Act of 1996. Additional terms and conditions are delineated in the specifications referenced in the 470's.

All vendors will be responsible for seeking and procuring their E-rate payback from the appropriate agency (ies). The district will not "up front" costs and/or will not accept a "BEAR" billing. The district will pay only the amount(s) remaining after discounts are applied, upon completion of the work. Prior to invoicing USAC for services rendered on this project, Vendor agrees to provide the district a copy of their USAC invoice to verify that the material has been delivered and accepted by the District before Vendor bills USAC.

Submission of a bid proposal obligates the Contractor to comply with the SLD's Form 474 "Service Provider Invoicing" (SPI) method for this contract. Contractor will invoice USAC directly for the committed funding amount of "eligible" equipment and services. The Owner will only be responsible for their percentage of the "eligible" equipment and services and 100% of "ineligible" equipment and services.

The district reserves the right to deny any proposals even with SLD funding approval.

The district reserves the right to accept the pricing proposal solely dependent upon SLD approval.

All bids must be good for entire Erate funding year 20 2017-2018.

This bid maybe purchased off a California State Master Contract. If so, vendor must provide proof of Master contract enrollment.

**\*Equivalent or Superior Products**

A. All Products described and Part Numbers given in this Specification are those of Cisco Systems unless otherwise noted.

B. Contractors wishing to approve a system other than those specified in this document will be required to perform the following:

1. Provide System specifications and cut sheets for all system components for the proposed new system(s).

2. Provide an *itemized* comparison to each of the system functions as described in

this specification. Include in that document how the proposed system compares to the specified system described in this document on a *line by line basis*, using one of the following three criteria: “exceeds”/”matches”/ “unequal”.

C. All other products than those specifically address in the bid document that the contractor is seeking approvals for must be *received* by the District’s Representative *no later than ten (10) days before the bid date*. Each contractor is individually responsible in seeking approval for their submitted products.

D. Failure to received written approval for product installed that deviates from the products called for in this specification and/or on the project drawings will result in the contractor having to replace the unapproved materials and equipment with the originally specified products at no additional cost to the District.

E. All proposed system documentation must be sent to the District’s Representative via one of the following; mail, fax or email. The Contractor will include the project name, their contact information, and the specification section number that the proposed system is comparable to.

**Questions:** Contact Mike Vincelli in writing by fax at: 530-245-2690

**Instructions:** It is required that each vendor provide the following:

1. Cost detail – Separate costs that are ineligible for E-rate discount.
2. Disclosure of all contract terms
3. Vendor contact information, SPIN
4. State Master contract proof

Vendors are to submit complete bids by email, fax or mail to:

Shasta Union High School District

Erate Bid

**email:** erate@suhsd.net

**by mail:**

Phone # (530)241-3261

Fax # (530)245-2690

**Deadline: 03/13/2017**

*All bids received after the deadline will be rejected. Incomplete bids will be rejected*