



REQUEST FOR PROPOSAL
FIREWALL & ACCESS POINTS
INCLUDING INSTALLATION AND CONFIGURATION

Introduction

Bear Creek Community Charter School (the "Charter School") is seeking proposals from bona fide, qualified vendors who are interested in providing products and/or services included in this Request For Proposal (the "RFP").

Issuance of this RFP in no way constitutes a commitment by the Charter School to select a vendor and/or award a contract. The Charter School reserves the right to accept or reject any or all proposals submitted. Acceptance of any proposal with contractual terms is dependent on the approval by the Charter School's Board of Trustees, the appropriation of funds, and/or approval of E-Rate funding.

The Charter School is seeking the purchase, installation, and configuration of a new firewall and access points. Bear Creek Community Charter School is located at 30 Charter School Way in Bear Creek Township, Luzerne County, Pennsylvania.

Project Summary

Bear Creek Community Charter School is seeking bids for various Category 2 eligible network equipment which includes firewall and wireless access points. Note that all applicable licenses and the installation and configuration of the firewall and wireless access points must be included within the bid. The access points will be installed and mounted by School personnel.

Bear Creek Community Charter School currently has a Cisco FirePower 1120 Firewall that will be replaced with a new next-generation firewall (NGFW) model. The proposed new model must work with the School's existing firewall configuration, and must include VPN capabilities. The vendor will be responsible for installation and configuration, including using the current firewall configuration as the basis of the new firewall configuration. The successful vendor must provide on-site training to School personnel on the features and usability of the next-generation firewall.

The proposed Firewall must be a next-generation firewall (NGFW) and must include all applicable licensing modules outlined below.

The proposed wireless access points must be PoE compatible and work with previously purchased Cisco Catalyst 3850 Series switches. It must include all applicable licenses.

The School's network currently includes an existing Cisco Catalyst 9800-L Wireless Controller. All new wireless access points must be PoE compatible and have a standard of IEEE 802.11ac or greater and be compatible with our existing wireless controller. All new wireless access points must also include mounting hardware. The proposed equipment must work with the School's existing AIR-CAP2702I-A-K9, AIR-CAP1532I-A-K9, AIR-AP2802I-B-K9, AIR-CAP1532I-B-K9, C9120AXI-B, and C9124AXI-B wireless access points.

E-Rate

This RFP is for services to be subsidized under the Universal Services E-Rate Program for Schools and Libraries. No purchase order shall be issued, no installation shall occur, and no services shall be provided until approval of Form 471 application that is issued as a result of the proposals being submitted in response to this request. No administrative charges related to the USAC method for invoicing (SPI or BEAR) will be accepted. This project is subject to funding availability and is contingent upon Charter School approval, E-Rate funding commitment, and/or the appropriation of funds by the Charter School.

All Vendors submitting a bid are responsible for understanding & adhering to all USAC 14 and FCC rules.

E-Rate eligibility rules 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 described as ineligible fees/charges.

The vendor must provide discounted bills.

Scope of Work

The Scope of Work includes the purchase, installation, and configuration of one (1) next-generation firewall (NGFW). The vendor will be responsible for installation and configuration, including using our current firewall configuration as the basis of the new firewall configuration. Winning vendor must provide on-site training to School personnel on the features and usability of the next-generation firewall and the Advanced Threat Protection Licensing Module or Unified Threat Protection Module.

The Scope of Work includes the purchase and installation of up to five (5) indoor wireless access points. The physical mounting of the indoor C9120AXI-B access points will be performed by the School's personnel.

Unless otherwise specified, manufacturer's names, trade names, brand names, information and/or catalog numbers listed herein are intended only to identify the quality level desired. They are not intended to limit competition. The Vendor may offer any equivalent product that meets or exceeds the specification. If a proposal is submitted based on equivalent products, the Vendor shall clearly indicate within the proposal the alternate manufacturer's name and catalog/product number and shall include complete descriptive literature and/or specifications along with proof that the proposed equivalent either meets or exceeds this specification. The Charter School reserves the right to be the sole judge of what is equal and acceptable.

All products for purchase must be new, never previously used, and current model and/or packaging. No remanufactured, demonstrated, used, or irregular product will be considered for purchase. No grey market, third party, or used equipment will be considered.

The proposal must include delivery of all equipment to Bear Creek Community Charter School. Bear Creek Community Charter School cannot accept delivery of any equipment before **April 1, 2025**.

Vendor must stage next-generation firewall (NGFW) and upgrade to latest recommended version.

Vendor must stage wireless access points and upgrade to latest recommended version.

Vendor to propose and coordinate configurations with the Charter School prior to installation, in order to provide a "turn-key" delivery. This includes, but not limited to, configuring (per Charter School specification) equipment naming, IP addresses, protocols, VLAN's, etc.

Vendor to configure hostname, management IP addressing, local usernames/passwords.

In collaboration with Charter School technology staff, Vendor will successfully perform on site power-on system and functionality tests, as well as demonstrate a verification of network connectivity and functionality.

In collaboration with Charter School technology staff, Vendor will successfully verify access to the Internet and to Charter School resources.

Vendor will provide complete close-out documentation listing all equipment, part numbers, quantities, serial numbers, IP addressing and equipment naming.

Vendors must be able to provide on-site setup, configuration and maintenance using experienced and qualified personnel.

The successful Vendor must have or be certified to be able to supply all products and services. A qualified engineer with a minimum certification of CCNA or equivalent shall perform all configurations.

Use of subcontractors is prohibited.

The Vendor and their representatives shall follow all applicable Charter School policies and regulations while on Charter School property, including policies addressing no smoking, no weapons, and drug free zoning.

The Vendor is expected to supervise and exercise control over any employee or other representative, and shall be held responsible for their actions and activities.

It is the Vendor's responsibility to ensure that the equipment proposed meets the performance specifications of the manufacturer and the previously stated requirements. The Charter School will not release the Vendor from the performance guarantee required above, because of malfunctions or defects in equipment due to manufacturer error or flaws in the equipment or design.

If after the completion of this project, during normal operation of the network, Charter School discovers the services will not perform to the capacity required in this RFP as stated the Vendor will be required to do whatever is necessary to meet the specifications with no additional cost to the Charter School.

It is understood that, except as otherwise specifically stated in this RFP, the Vendor shall provide and pay for all materials, labor, tools, equipment, transportation, temporary construction of every nature and all other services and facilities of every nature whatsoever, necessary to execute, complete and deliver the work within the specified time.

The Charter School wishes to take advantage of E-Rate funding discounts. The successful bidder will be responsible for qualifying for and adhering to the Federal E-Rate program. Prices must be held firm through **April 1, 2025**. All services are to be completed within the guidelines and regulations for local, state, and the federal E-rate program. Applicant expects the Vendor to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program. In the event of questions during the E-Rate review process, the successful vendor is expected to reply within three (3) days to questions associated with their proposal.

Insurance Requirements

The Vendor must provide Comprehensive General Liability Insurance, including Blanket Contractual and Products Liability, with Completed Operations Liability where applicable and must carry acceptable amounts of coverage.

Questions or Clarification

Questions should be submitted in writing via e-mail to Dan Steber, Technology Coordinator, at dan.steber@bearcreekschool.com.

Review Criteria

The Charter School will consider entering into a contract based on the Vendor submission that best meets the needs of the school with regard to the current technology plan, future growth, RFP specifications, and not necessarily the lowest price even though price will be the priority factor. The evaluation will be performed by the Technology Coordinator, Chief Executive Officer, and third-party consultants as deemed appropriate by the Charter School.

The following factors may be considered when evaluating responses:

- Price of goods and services
- Vendor qualifications
- Prior experience with the Vendor
- Physical proximity of Vendor installation and maintenance personnel to Charter School facility
- Overall plan that meets all requirements of the RFP
- Integration with current equipment
- Service and support terms, including warranty
- Invoicing and payment methods/terms

Bear Creek Community Charter School reserves the right to award items separately, grouped, or an all-or-none basis and to reject any and all RFPs and waive any informalities. The Charter School also reserves the right to request additional information from Vendors to assist in the evaluation process.

Proposal Submissions

Deadline for submitting proposals is 8:00 a.m. EST on Monday, February 24, 2025. Proposals should be submitted in PDF format via e-mail to dan.steber@bearcreekschool.com. Please include E-rate in the subject line. The vendor must provide discounted bills. Proposals should include any resources for project implementation or deployment.

Vendor is required to submit the following documents for a submission to be valid:

1. Completed and signed Proposal Submission Page.
2. Completed Exhibit A with pricing.
3. Any other documentation Vendor deems appropriate.

Upon request, vendors should provide at least three (3) professional references related to similar equipment/installation projects. References shall include name of school, contact person's telephone number, address and email address.

Vendor must provide the documentation of their wireless, switching and cabling certifications, if requested.

Proposals must be addressed to:

Dan Steber, Technology Coordinator
Bear Creek Community Charter School
30 Charter School Way
Bear Creek Township, PA 18702

Right to Reject

Bear Creek Community Charter School reserves the right to accept or reject all proposals or sections thereof when the rejection is in the best interest of the Charter School.

The Charter School reserves the right to award without further discussion. Therefore, responses should be submitted initially with the most favorable terms the Vendor proposes.

The Charter School reserves the right to reject the proposal of a Vendor who has previously failed to perform properly or to timely perform work and to reject the proposal of any Vendor who, in the sole opinion of the Charter School, is not in a position to adequately perform the contract.

The Charter School reserves the right to reject any and all proposals, any part or parts of a proposal, waive any technicalities/informalities, increase or reduce quantities, make modifications or specifications, and award any or the entire contract in a manner that is in the best interest of the Charter School.

Contracts may be awarded to the Vendor(s) submitting the proposal determined to be in the best interests of the Charter School.

Right to Disqualify

Bear Creek Community Charter School reserves the right to award to other than the lowest cost Vendor when, in the judgment of school administration, it is in the best interest of the school to do so. A Vendor may be disqualified for any of the following reasons:

- Vendor's failure to comply with any of the Vendor Requirements or any other requirement listed in this RFP.
- Vendor's failure to comply with the rules set out for submitting questions to the single point of contact, and the inquiry period.
- Vendor being in litigation with the Charter School.
- Vendor having defaulted on a previous contract.
- Vendor having performed unsatisfactorily on a previous contract.
- Vendor's failure to fulfill the warranty obligations of a previous contract.

- Vendor’s failure to include documentation for required certifications and authorizations to resell and install products.
- Vendor’s failure to provide appropriate client references for projects of similar size and complexity.
- Vendor’s failure to submit proposal by due date.
- Vendor’s failure to provide equipment and installation that meets the Charter School’s minimum requirements.
- Vendor’s failure to furnish the Charter School with all required certificates of insurance.
- Vendor’s failure to be thoroughly familiar with the rules and regulations associated with the E-rate program.
- Vendor’s failure to respond to questions during the E-Rate review process within three (3) days.

Right to Terminate

Bear Creek Community Charter School may terminate the contract for cause based upon the failure of the Vendor to comply with the terms and/or conditions of the contract, or failure to fulfill its performance obligations pursuant to the contract, provided the Charter School shall give the Vendor written notice specifying the Vendor’s failure. If within five (5) days after receipt of such notice, the Vendor shall not have corrected such failure, then the Charter School may, at its option, place the Vendor in default and the contract shall terminate on the date specified in such notice. In the event of termination of services with the winning Vendor, the Charter School may select the second winner, if all terms are met.

The Charter School may terminate the contract at any time by giving (15) days written notice to the Vendor of such termination or negotiate with the Vendor an effective date. The Vendor shall be entitled to payment for deliverables already delivered, to the extent work has been performed satisfactorily.

The continuation of the contract is contingent upon the appropriation of funds by the Charter School to fulfill the requirements of the contract. If the Charter School fails to appropriate sufficient monies to provide for the continuation of the contract, or if such appropriation is reduced by the Charter School, or for any other lawful purpose, and the effect of such reduction results in insufficient monies for the continuation of the contract, the contract shall terminate by Charter School giving (15) days written notice to the Vendor of such termination.

This project is entirely contingent on E-Rate funding, the appropriation of funds by the Charter School, and Charter School approval and may or may not be undertaken at the sole discretion of the Charter School.

A Vendor may withdraw a proposal that has been submitted at any time up to the deadline for submitting a proposal.

Any contract may be contingent upon the approval of E-Rate funding, appropriation of funds, and Charter School approval. The Universal Service discount mechanism for schools and libraries, commonly known as the E-Rate program, administered by the Universal Service Administrative Co. (USAC) for the Federal Communications Commission will fund a portion of the equipment and services sought under this RFP.

This proposal may be funded only if approved by USAC and if USAC appropriates the funds. Issuance of this RFP in no way constitutes a commitment by the Charter School to award a contract. The Charter School reserves the right to accept or reject any or all proposals, or to cancel this RFP if it is in the best interest of the Charter School to do so.

#

PROPOSAL SUBMISSION PAGE

Company (Vendor): _____

Address: _____

Contact: _____ Web Site: _____

Phone Number: _____ E-mail Address: _____

Bear Creek Community Charter School is seeking proposals from bona fide, qualified vendors who are interested in providing products and/or services included in this Request For Proposal. The Charter School is seeking the purchase, installation, and configuration of networking equipment. Bear Creek Community Charter School is located at 30 Charter School Way in Bear Creek Township, Luzerne County, Pennsylvania.

Issuance of this RFP in no way constitutes a commitment by the Charter School to select a vendor and/or award a contract. The Charter School reserves the right to accept or reject any or all proposals submitted. Acceptance of any proposal with contractual terms is dependent on the approval by the Charter School's Board of Trustees, the appropriation of funds, and/or approval of E-Rate funding.

By submitting a proposal, the Vendor acknowledges that they have read and fully understand the criteria included in the Request for Bid package and agree to all the terms and conditions contained herein. Vendor understands and agrees that this Request for Proposal imposes no obligation on the School. The School reserves the right to reject any or all bids, in whole or in part and are not necessarily bound to accept the lowest bid if that bid is contrary to the best interests of the School.

Prices indicated herein shall be all-inclusive.

Vendor is required to submit the following documents for a submission to be valid:

1. Completed and signed Proposal Submission Page.
2. Completed Exhibit A with pricing.
3. Any other documentation Vendor deems appropriate.

Authorized Signature: _____ Date: _____

Print Name: _____

**Bear Creek Community Charter School
Request for Proposal
Firewall & Access Points Including Installation, Configuration, Testing and Training
Exhibit A**

Model	Description	Unit Price	Quantity	Extended Price
FG-121G	Fortinet FortiGate 121G Next-Generation Firewall (NGFW)		1	
FC-10-F121G-928-02-12	FortiGate-121G - 1 Year Advanced Threat Protection (IPS, Advanced Malware Protection Service, Application Control, and FortiCare Premium)		1	
FC-10-F121G-928-02-36	FortiGate-121G - 3 Year Advanced Threat Protection (IPS, Advanced Malware Protection Service, Application Control, and FortiCare Premium)		1	
FC-10-F121G-928-02-60	FortiGate-121G - 5 Year Advanced Threat Protection (IPS, Advanced Malware Protection Service, Application Control, and FortiCare Premium)		1	
FC-10-F121G-950-02-12	FortiGate-121G - 1 Year Unified Threat Protection (UTP) (IPS, Advanced Malware Protection, Application Control, URL, DNS & Video Filtering, Antispam Service, and FortiCare Premium)		1	
FC-10-F121G-950-02-36	FortiGate-121G - 3 Year Unified Threat Protection (UTP) (IPS, Advanced Malware Protection, Application Control, URL, DNS & Video Filtering, Antispam Service, and FortiCare Premium)		1	
FC-10-F121G-950-02-60	FortiGate-121G - 5 Year Unified Threat Protection (UTP) (IPS, Advanced Malware Protection, Application Control, URL, DNS & Video Filtering, Antispam Service, and FortiCare Premium)		1	
FN-TRAN-SX	1GE SFP SX transceiver module 1 GE SFP transceiver module, short range 500m, LC connector, MMF, 850nm.		2	
FN-TRAN-SFP+SR	10 GE SFP+ transceiver module, short range 10 GE SFP+ transceiver module, short range 400m, LC connector, MMF, 850nm.		2	
C9120AXI-B	Cisco Catalyst 9120AXI Wireless Access Point.		5	
CON-SNT-C9120BIX	Cisco Three Year SMARTnet Extended Service Agreement for C9120AXI-B.		5	
SW9120AX-CAPWAP-K9	Cisco Control and Provision of Wireless Access Points License.		5	
AIR-AP-BRACKET-1	Cisco Low Profile Bracket.		5	
AIR-AP-T-RAIL-R	Cisco Ceiling Grid Clip Recessed.		5	
AIR-DNA-E-3Y	Cisco Digital Network Architecture Essentials License - Three Years		5	
PROFESSIONAL SERVICES	Installation, Configuration, Testing, and Training for Fortinet FortiGate 121G Next-Generation Firewall along with Advanced Threat Protection Licensing Module or Unified Threat Protection Module.		1	
PROFESSIONAL SERVICES	Installation, Configuration, and Testing for 9120AXI Indoor Access Points.		1	
			Total:	

The Scope of Work includes the purchase, installation, and configuration of one (1) next-generation firewall (NGFW). The vendor will be responsible for installation and configuration, including using our current firewall configuration as the basis of the new firewall configuration. Winning vendor must provide on-site training to School personnel on the features and usability of the next-generation firewall and the Advanced Threat Protection Licensing Module or Unified Threat Protection Module.

The Scope of Work includes the purchase and installation of up to five (5) indoor wireless access points. The physical mounting of the indoor C9120AXI-B access points will be performed by the School's personnel.