



Request for Proposals for Network Electronics and  
Wireless System for New Lamar County High School,  
Barnesville, GA

Request for Proposals Issued: 12-19-18

Deadline for Submittal of Proposals: 1-22-19

## **Directions**

Lamar County Schools' Technology Operations Department is seeking proposals from qualified vendors for a turn-key network electronics project for the new Lamar County High School building that is currently under construction.

Interested vendors are invited to submit a signed, sealed proposal delivered by 2:00 pm on January 22, 2019 to the following address: New HS Network Electronics Bid, Lamar County Schools, 100 Victory Lane, Barnesville, GA 30204.

This RFP does not obligate Lamar County Schools to award a contract or pay any costs incurred for creating a proposal. The School System reserves the right to accept the proposal that it considers to be in the best interest of Lamar County Schools.

All requirements need to be addressed in your RFP. If requirements are not addressed, then the RFP will not be considered. All RFP's shall become the property of Lamar County Schools.

Potential vendors interested in submitting proposals are responsible for checking the website, [www.lamar.k12.ga.us](http://www.lamar.k12.ga.us), for any potential updates or revisions.

## **Requests for Information**

Questions regarding the RFP should be submitted via email to, David Niblett, Network Manager, [dniblett@lamar.k12.ga.us](mailto:dniblett@lamar.k12.ga.us), from January 7, 2019 until January 14, 2019, at 2:00 pm. No phone calls please.

## **Organization Information**

The Lamar County School System is located in Barnesville, Georgia. There are four school buildings, Primary, Elementary, Middle, and High. Student enrollment as of this writing is 2669. All schools and other buildings are connected by district-owned buried fiber from the centrally-located Middle School NOC.

## **Scope of Work**

Lamar County Schools is seeking a well-qualified vendor with demonstrated experience, equal to or equivalent to, Ruckus networking equipment installation and configuration to provide the following turn-key equipment and engineering/configuration services for outfitting the currently under-construction Lamar County High School building.

## Equipment:

### LAN SWITCHING-

<b>Ruckus Networks SKU</b>	<b>Product / Service Description</b>	<b>Qty</b>
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**MDF:**

<b>ICX7450-24P</b>	<b>24-port 1 GbE switch PoE+, 3 modular slots for optional uplinks/stacking. Power supply, fan &amp; modules need to be ordered separately</b>	<b>1</b>
<b>ICX7450-Prem-Lic</b>	<b>ICX 7450 LAYER 3 PREMIUM SOFTWARE LICENSE</b>	<b>1</b>
<b>RPS16-E</b>	<b>ICX7450/6610 POE 1000W AC PSU, exhaust airflow, front to back airflow</b>	<b>2</b>
<b>ICX-FAN10-E</b>	<b>ICX 7450 exhaust airflow fan, front to back airflow (two fans required when using two power supplies)</b>	<b>2</b>
<b>ICX7400-4X10GF</b>	<b>ICX 7450 4-port 1/10GbE SFP+ Module</b>	<b>2</b>
<b>10G-SFPP-SR-8</b>	<b>10GBASE-SR, SFPP MMF LC connector, 8-pack</b>	<b>2</b>
<b>ICX7450-SVL-RM T-3</b>	<b>WatchDog REMOTE SUPPORT, ICX 7450 24p &amp; 48p configurations</b>	<b>1</b>
<b>ICX7150-48PF-4X10GR-RMT3</b>	<b>ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, 740W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote</b>	<b>8</b>

	support.	
<b>10G-SFPP-TWX-P-0108</b>	<b>10GbE Direct Attach SFP+ to SFP+ Passive copper cable, 1 m, 8-pack</b>	<b>1</b>
<b>10G-SFPP-TWX-P-0301</b>	<b>10GbE Direct Attach SFP+ to SFP+ Passive copper cable, 3 m</b>	<b>1</b>

**IDFs:**

<b>ICX7150-48PF-4X1 0GR-RMT3</b>	<b>ICX 7150 Switch, 48x 10/100/1000 PoE+ ports, 2x 1G RJ45 uplink-ports, 4x 10G SFP+ uplink-ports, 740W PoE budget, L3 features (OSPF, VRRP, PIM, PBR), 3 year remote support.</b>	<b>6</b>
<b>ICX7150-48PF-4X1 0GR-RMT3</b>	<b>" "</b>	<b>6</b>
<b>ICX7150-48PF-4X1 0GR-RMT3</b>	<b>" "</b>	<b>6</b>
<b>ICX7150-48PF-4X1 0GR-RMT3</b>	<b>" "</b>	<b>4</b>
<b>ICX7150-48PF-4X1 0GR-RMT3</b>	<b>" "</b>	<b>1</b>
<b>ICX7150-48PF-4X1 0GR-RMT3</b>	<b>" "</b>	<b>5</b>
<b>10G-SFPP-TWX-P-0108</b>	<b>10GbE Direct Attach SFP+ to SFP+ Passive copper cable, 1 m, 8-pack</b>	<b>3</b>
<b>10G-SFPP-TWX-P-0101</b>	<b>10GbE Direct Attach SFP+ to SFP+ Passive copper cable, 1 m</b>	<b>2</b>

**Wireless LAN -**

<b>Ruckus Networks SKU</b>	<b>Product / Service Description</b>	<b>Qty</b>
<b>901-R730-XX00</b>	<b>Ruckus R730 dual-band 802.11abgn/ac/ax Wireless Access Point with Multi-Gigabit Ethernet backhaul, 8x8:8 streams (5GHz) 4x4:4 streams (2.4GHz), OFDMA, MU-MIMO, BeamFlex+, dual ports, PoH/uPoE/802.3at PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.</b>	<b>6</b>
<b>901-R720-XX00</b>	<b>Ruckus R720 dual-band 802.11abgn/ac (802.11ac Wave 2) Wireless Access Point with Multi-Gigabit Ethernet backhaul, 4x4:4 streams, MU-MIMO, BeamFlex+, dual ports, 802.3af/at PoE support. Does not include power adapter or PoE injector. Includes Limited Lifetime Warranty.</b>	<b>65</b>
<b>901-T710-xx01</b>	<b>Ruckus T710 802.11ac Wave 2 Outdoor Wireless Access Point, 4x4:4 Stream, MU-MIMO, Omnidirectional Beamflex+ coverage, 2.4GHz and 5GHz concurrent dual band, Dual 10/100/1000 Ethernet ports, 90-264 Vac, POE in and POE out, Fiber SFP, GPS, IP-67 Outdoor enclosure, -40 to 65C Operating Temperature. Includes standard 1-year warranty</b>	<b>4</b>
<b>L09-0001-SG00</b>	<b>AP management license for SZ-100/vSZ 3.X/SCG200/SZ300, 1 Ruckus AP access point. Order this when you intend to run software version from 3.2</b>	<b>75</b>

	<b>onwards.</b>	
<b>S41-0001-1LSG</b>	<b>SLED Premium WatchDog Support for SZ/vSZ AP management license, 1 Yr</b>	<b>75</b>

<b>P01-S104-XX00</b>	<b>SmartZone 100 with 4 GigE ports, 90-day temporary access to licenses.</b>	<b>1</b>
<b>S41-S104-3000</b>	<b>SLED Premium WatchDog Support for SmartZone 100 with 4 GigE ports, 3 Years</b>	<b>1</b>

## **Engineering/Labor**

- 1. All necessary labor and configuration for rack-mounting and connecting Ruckus switches. Remove all boxes/packing materials. The Ruckus switches should be configured to work with IPTV, CCTV, Carrier Climate Controls, and Access Controls protocols specifically and any others that are discovered during the installation process. In addition to the MDF, there will be 4 other IDF's in the new building. Also, there will be 2 additional IDF's in two remaining buildings that will need installation on the same campus. Installation will need to take place from March 2019 to most likely, June 2019 when the existing buildings IDF's can be changed over from existing Enterasys switches to Ruckus switches.**
- 2. Work with the System Network Manager to make sure that the proper VLAN's are established/implemented based on the existing ones, the existing network infrastructure and Active Directory, IP addressing schemes, and any other network modifications necessary to make sure the new network traffic operates in a proper and expedient manner.**

- 3. Configure and rack-mount new Ruckus SmartZone 100 controller to be a backup/failover for the current Network Operations Center-located Ruckus SmartZone 100 controller. Remove all boxes/packing materials. (The Elementary School already has Ruckus Access Points in place. A methodology/hierarchy is already in place. Open to any needed modifications. The other buildings in the district currently have Enterasys Access Points that will be replaced with Ruckus Access Points in the next few years.)**
- 4. Configure and mount access points with guidance from already completed heat map by Ruckus. Access points will be mounted in the new building, the existing/remaining old gym, and the existing/remaining Charter Academy building. During actual install, access point locations should be adjusted to make sure optimal performance is achieved. Remove all boxes/packing materials.**
- 5. Thoroughly test the newly installed switches, access points, and SmartZone 100 controller to make sure the system is performing optimally.**
- 6. Present Network Manager after project completion with a final written report with installation and configuration details.**
- 7. Train Network Manager and one other designee by the district on day to day basic operation and maintenance of the Ruckus switch network and Ruckus wireless system.**
- 8. Construction Superintendent and low-voltage vendor who will be installing surveillance cameras request that installation of network switches begin in early March of 2019. Access may be limited to one wing or area of the construction site at this time but should soon be open to the other areas. Vendor must be licensed, insured, and bonded. Vendor must possess appropriate safety gear to be on an active construction site. The District will not assume liability for the successful-bidding vendor on the construction site.**
- 9. All travel and any other expenses anticipated by vendor should be included in the submitted proposal. Lamar County Schools will not be responsible for any other costs associated with this networking project.**

## **RFP Contents**

Proposals that will be considered should be clear, concise, and complete. Simple, but well-organized. Please limit the number of pages to just the pertinent information and not include unnecessary visual elements/exhibits. Please include references and any qualifications

that demonstrate your abilities to provide, install, and configure the previously designated equipment and configuration needs.

Please include the following items:

### **1. Submittal Letter**

Please include the RFP name and due date, the name, address, telephone number and email contact for your organization in case we have questions about the proposal. State how long the proposal and pricing are valid and that work can commence in early March 2019 and also sign.

### **2. Vendor Description**

Provide information regarding company size, location, nature of work performed, years in business, and methodology that will be used to meet the goals of the RFP.

### **3. Organizational Structure**

Supply the names and qualifications (especially regarding experience with Ruckus equipment) of the professionals who will install and configure the networking and wireless equipment.

### **4. References and Experience**

Provide names and contact information of at least 3 organizations that you have provided the equipment and engineering for in similar projects.

### **5. Project Overview**

A short synopsis of your understanding of the scope and nature of the project.

### **6. Cost Proposal**

**Full description of providing above-named equipment, installation costs, engineering/configuration costs, and onsite and/or remote support for startup of system and through opening of building which is anticipated in June 2019.**

## **Selection Criteria**

- A. Proposals and experience of firm and personnel named in the RFP.
- B. Past experience with Ruckus network switches and wireless equipment, equal to or equivalent, on similar project. Prefer Ruckus certified/authorized vendor.
- C. Verified satisfaction of at least three previous clients.
- D. Completeness and quality of the proposal.



E. Cost proposal.

## **Award**

### **Evaluation of Bid Proposals**

Proposals will be evaluated based on the degree to which the proposed solution meets or exceeds the stated requirements, the perceived maintainability and supportability of the proposed solution, the acquisition cost of the proposed solution, recurring costs associated with the proposed solution, other capabilities provided by the proposed solution not addressed in this RFP, the delivery and implementation timeframe of the proposed solution, reputation of the vendor and products included in the proposed solution, and District experience with the vendor. The order of the criteria listed is of no consequence. The weight to which each criterion is considered is at the sole discretion of the District of any equipment, equal or equivalent.

### **Award of Contract**

The award of the Contract will be made to the responsive Bidder whose bid conforms, as specified in this document, and that is most advantageous to the District, price, and other factors being considered. The District reserves the right to reject any and all bids or part thereof and waive any irregularities. The Lamar County Board of Education must approve this proposal before any work can begin. The selected proposal will be presented for approval at the February 2019 meeting.

### **Timeline of Work**

This installation is slated to begin in early March 2019 by request of the Construction Superintendent and Low-Voltage Contractor who will be installing surveillance cameras starting in March and in need of working network switches to test the cameras. Equipment must be available to use onsite as of March 1, 2019. Anticipated opening for moving in is sometime in June 2019. School year should begin in the building in August 2019.