

# REQUEST FOR PROPOSAL (RFP)

Issue Date: Monday January 26, 2015

## Lee County Public Schools Network Infrastructure Upgrade

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals to establish a contract through fair and competitive negotiations for Network Infrastructure upgrades.

The goods and services requested in these documents are part of the E-Rate filings for Lee County Public Schools for the 2015 funding year (July 1, 2015 to September 30, 2016). Further information can be found at the LCPS Website [www.leectysch.com](http://www.leectysch.com). The specific filing is 470 application #

**258320001300566**. The vendor must provide their E-Rate Service Provider Identification Number (SPIN) number on proposal in order to be eligible for consideration.

### BACKGROUND

- Lee County Public Schools will be upgrading their network routing and switching infrastructure platform to a single vendor and model except for a few specific instances outlined in the specifications section of this document.
- Lee County Public School system consists of six elementary schools, two middle schools, and two high schools with some of the locations having multiple buildings on campus.
- As part of this project, the school system will also be adding access points to their current wireless network and battery backup units to the distribution closets.
- Questions or arrangement for a site visit to look at any installation maybe submitted to Chris Fee, Technology Director, through email [chris.fee@leecountyschools.net](mailto:chris.fee@leecountyschools.net) . Answers to questions may be shared with other vendors if necessary to provide clarification to the RFP process. This project will not be implemented until an E-rate Funding Commitment is received.

### DUE DATE

Proposals will be received in the Lee County Public School Central Office at the following address: 153 School board Place Jonesville, VA 24263 until 2 o'clock (2:00 p.m.) EST Friday, February 27, 2015.

Proposals will be opened and publicly acknowledged at the hour of two o'clock at the LCPS Central Office Building. The Lee County Public School Board of Education reserves the right to reject any or all bids.

### SPECIFICATIONS

Listed below are part numbers and quantities for proposal. **Vendors may submit alternative equipment as long as the equipment is an equivalent make and model or serves a similar functionality.**

Lee County Public School reserves the right to adjust quantities prior to purchasing to meet the needs of the school system.

### Dryden Elementary School

| Part Number   | Description                                                                                                               | Quantity |
|---------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC  | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC  | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130    | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|               | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |
|               | AP controller configuration for site coverage and density                                                                 | 1        |
|               | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP)                    | 1        |
|               | AP placement and mounting with integration of existing Wi-Fi network                                                      | 1        |
|               | Multiyear maintance of Aerohive AP's with inventory control                                                               |          |
| SMT1500RM2U   | APC Smart-UPS 1500VA 2U Rack Mount UPS                                                                                    | 1        |
| SW-21969      | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                                    | 8        |
| C2901         | Cisco 2901 Router or equivalent                                                                                           | 1        |
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent                                                                       | 1        |
| SG200-26      | Cisco SG200-26 10/100/1000 Gigabit Ethernet switch or equivalent                                                          | 3        |
| SG100-16      | Cisco SG100-16 gigabit switch or equivalent                                                                               | 2        |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent                                                                       | 30       |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                                                                         | 2        |

### Elk Knob Elementary School

| Part Number  | Description                                                                                                               | Quantity |
|--------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130   | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|              | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |
|              | AP controller configuration for site coverage and density                                                                 | 1        |
|              | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP)                    | 1        |
|              | AP placement and mounting with integration of existing Wi-Fi network                                                      | 1        |
|              | Multiyear maintance of Aerohive AP's with inventory control                                                               |          |
| SMT1500RM2U  | APC Smart-UPS 1500VA 2U Rack Mount UPS                                                                                    | 1        |

|               |                                                                   |    |
|---------------|-------------------------------------------------------------------|----|
| SW-21969      | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box            | 5  |
| C2901         | Cisco 2901 Router or equivalent                                   | 1  |
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent               | 1  |
| CAT-2970      | Cisco Catalyst 2970 Managed gigabit Ethernet switch or equivalent | 2  |
| SG102-24      | Cisco SB SG102-24 unmanaged gigabit switch or equivalent          | 2  |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent               | 30 |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                 | 2  |

### Elydale Elementary School

| Part Number   | Description                                                                                                               | Quantity |
|---------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC  | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC  | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130    | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|               | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |
|               | AP controller configuration for site coverage and density                                                                 | 1        |
|               | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP)                    | 1        |
|               | AP placement and mounting with integration of existing Wi-Fi network                                                      | 1        |
|               | Multiyear maintance of Aerohive AP's with inventory control                                                               |          |
| SMT1500RM2U   | APC Smart-UPS 1500VA 2U Rack Mount UPS                                                                                    | 1        |
| SW-21969      | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                                    | 4        |
| SG102-24      | Cisco SB SG102-24 unmanaged gigabit switch or equivalent                                                                  | 2        |
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent                                                                       | 1        |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent                                                                       | 10       |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                                                                         | 1        |

### Flatwoods Elementary School

| Part Number  | Description                                                                                                               | Quantity |
|--------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130   | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|              | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |

|               |                                                                                                        |    |
|---------------|--------------------------------------------------------------------------------------------------------|----|
|               | AP controller configuration for site coverage and density                                              | 1  |
|               | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP) | 1  |
|               | AP placement and mounting with integration of existing Wi-Fi network                                   | 1  |
|               | Multiyear maintance of Aerohive AP's with inventory control                                            |    |
| SMT1500RM2U   | APC Smart-UPS 1500VA 2U Rack Mount UPS                                                                 | 1  |
| SW-21969      | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                 | 6  |
| SG200-26      | Cisco SG200-26 10/100/1000 Gigabit Ethernet switch or equivalent                                       | 3  |
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent                                                    | 1  |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent                                                    | 30 |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                                                      | 1  |

### Rose Hill Elementary School

| Part Number   | Description                                                                                                               | Quantity |
|---------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC  | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC  | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130    | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|               | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |
|               | AP controller configuration for site coverage and density                                                                 | 1        |
|               | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP)                    | 1        |
|               | AP placement and mounting with integration of existing Wi-Fi network                                                      | 1        |
|               | Multiyear maintance of Aerohive AP's with inventory control                                                               |          |
| SMT1500RM2U   | APC Smart-UPS 1500VA 2U Rack Mount UPS                                                                                    | 1        |
| SW-21969      | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                                    | 4        |
| SG100-16      | Cisco SG100-16 gigabit switch or equivalent                                                                               | 2        |
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent                                                                       | 1        |
| CAT-2970      | Cisco Catalyst 2970 Managed gigabit Ethernet switch or equivalent                                                         | 1        |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent                                                                       | 15       |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                                                                         | 1        |

### St. Charles Elementary School

| Part Number   | Description                                                                                                               | Quantity |
|---------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC  | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC  | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130    | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|               | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |
|               | AP controller configuration for site coverage and density                                                                 | 1        |
|               | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP)                    | 1        |
|               | AP placement and mounting with integration of existing Wi-Fi network                                                      | 1        |
|               | Multiyear maintance of Aerohive AP's with inventory control                                                               |          |
| SMT1500RM2U   | APC Smart-UPS 1500VA 2U Rack Mount UPS                                                                                    | 1        |
| SW-21969      | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                                    | 10       |
| SG102-24      | Cisco SB SG102-24 unmanaged gigabit switch or equivalent                                                                  | 2        |
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent                                                                       | 1        |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent                                                                       | 10       |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                                                                         | 1        |

### Jonesville Middle School

| Part Number  | Description                                                                                                               | Quantity |
|--------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130   | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|              | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |
|              | AP controller configuration for site coverage and density                                                                 | 1        |
|              | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP)                    | 1        |
|              | AP placement and mounting with integration of existing Wi-Fi network                                                      | 1        |
|              | Multiyear maintance of Aerohive AP's with inventory control                                                               | 1        |
| SMT1500RM2U  | APC Smart-UPS 1500VA 2U Rack Mount UPS                                                                                    | 1        |
| SW-21969     | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                                    | 10       |
| C2901        | Cisco 2901 Router or equivalent                                                                                           | 1        |
| CAT-2970     | Cisco Catalyst 2970 Managed gigabit Ethernet switch or equivalent                                                         | 2        |

|               |                                                          |    |
|---------------|----------------------------------------------------------|----|
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent      | 1  |
| SG102-24      | Cisco SB SG102-24 unmanaged gigabit switch or equivalent | 3  |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent      | 25 |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent        | 2  |

### Pennington Middle School

| Part Number   | Description                                                                                                               | Quantity |
|---------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC  | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC  | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130    | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|               | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |
|               | AP controller configuration for site coverage and density                                                                 | 1        |
|               | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP)                    | 1        |
|               | AP placement and mounting with integration of existing Wi-Fi network                                                      | 1        |
|               | Multiyear maintance of Aerohive AP's with inventory control                                                               |          |
| SMT1500RM2U   | APC Smart-UPS 1500VA 2U Rack Mount UPS                                                                                    | 1        |
| SW-21969      | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                                    | 10       |
| CAT-2970      | Cisco Catalyst 2970 Managed gigabit Ethernet switch or equivalent                                                         | 3        |
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent                                                                       | 1        |
| SG102-24      | Cisco SB SG102-24 unmanaged gigabit switch or equivalent                                                                  | 3        |
| SG100-16      | Cisco SB SG100-16 unmanaged gigabit switch or equivalent                                                                  | 2        |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent                                                                       | 35       |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                                                                         | 2        |

### Lee High School

| Part Number  | Description                                                                                                               | Quantity |
|--------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130   | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|              | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |

|               |                                                                                                        |    |
|---------------|--------------------------------------------------------------------------------------------------------|----|
|               | AP controller configuration for site coverage and density                                              | 1  |
|               | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP) | 1  |
|               | AP placement and mounting with integration of existing Wi-Fi network                                   | 1  |
|               | Multiyear maintance of Aerohive AP's with inventory control                                            |    |
| SURTD5000     | APC Smart-UPS 5000VA 3U Rack Mount UPS                                                                 | 1  |
| SW-21969      | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                 | 12 |
| C2901         | Cisco 2901 Router or equivalent                                                                        | 1  |
| SG200-26      | Cisco SG200-26 10/100/1000 Gigabit Ethernet switch or equivalent                                       | 5  |
| CAT-2970      | Cisco Catalyst 2970 Managed gigabit Ethernet switch or equivalent                                      | 2  |
| SGE2010P      | Cisco 48 port switch with POE gigabit or equivalent                                                    | 1  |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent                                                    | 50 |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                                                      | 3  |
| ASA 5500-X    | Cisco ASA / PIX Firewall with configuration migration or equivalent                                    | 1  |
| PRTG          | PRTG Network Monitor with renewal                                                                      | 1  |
| Sentact       | Sentact Network Service Request hosted ticket system (Multiyear)                                       | 1  |

### Thomas Walker High School

| Part Number  | Description                                                                                                               | Quantity |
|--------------|---------------------------------------------------------------------------------------------------------------------------|----------|
| AH-AP-390-AC | Aerohive AP390 802.11ac Wireless Access Point                                                                             | 5        |
| AH-AP-370-AC | Aerohive AP370 802.11ac Wireless Access Point                                                                             | 6        |
| AH-AP-1130   | Aerohive AP1130 802.11ac Outdoor Access Point                                                                             | 2        |
|              | Site Study with RF study analysis (Building maps for AP placement to be added with integration of existing Wi-Fi network) | 1        |
|              | AP controller configuration for site coverage and density                                                                 | 1        |
|              | Cabling from IDE to AP (not to exceed 100 meters) (double run if needed for two ethernet interface AP)                    | 1        |
|              | AP placement and mounting with integration of existing Wi-Fi network                                                      | 1        |
|              | Multiyear maintance of Aerohive AP's with inventory control                                                               | 1        |
| SURTD5000    | APC Smart-UPS 5000VA 3U Rack Mount UPS                                                                                    | 1        |
| SW-21969     | Solid Run CAT5e or CAT 6 Bulk Cable 1,000 ft. Pull Box                                                                    | 12       |
| C2901        | Cisco 2901 Router or equivalent                                                                                           | 1        |
| SGE2010P     | Cisco 48 port switch with POE gigabit or equivalent                                                                       | 1        |
| CAT-2970     | Cisco Catalyst 2970 Managed gigabit Ethernet switch or equivalent                                                         | 2        |

|               |                                                                  |    |
|---------------|------------------------------------------------------------------|----|
| SG200-26      | Cisco SG200-26 10/100/1000 Gigabit Ethernet switch or equivalent | 4  |
| SG-100D-08-NA | Cisco 8 port gigabit switch unmanaged or equivalent              | 35 |
| WU-40B        | iStar 4U Wall mount open frame rack or equivalent                | 1  |
|               | LAN Sweeper Network Monitor with site renew 3 year               | 1  |

## Pricing

- Each proposal shall provide a separate section listing all costs associated with the proposal separated out by school with the exception of the accessories.
- Labor pricing for installation of Access Points and communication racks must be listed separate.
- Any ongoing subscription pricing must be listed separate.
- Lee County Public Schools reserves the right to award the bid to the best-qualified vendor and not necessarily based on lowest price.
- Licenses and software for the adequate performance of eligible components
- If applicable, vendor to specify change fees, freight assurance fees, shipping charges, taxes, surcharges and contingency fees for eligible equipment.
- A manufacturer's three year warranty provided as an integral part of an eligible component without separately identifiable cost.

## Timeline

- Bids Due February 27, 2015 at 2:00 PM EST
- Bids Opened February 27, 2015 at 2:00 PM EST, Lee County Public Schools Central Office located at 153 School Board Place, Jonesville, VA 24263
- Target date for review of proposals March 3, 2015
- Anticipated selection of vendor March 10, 2015

## Point of Contact

Any questions concerning technical specifications or Statement of Work (SOW) requirements must be directed to:

Chris Fee, Technology Director  
 153 School Board Place  
 Jonesville, VA 24263  
 ph: 276-346-2107 fax: 276-3460307  
[chris.fee@leecountyschools.net](mailto:chris.fee@leecountyschools.net)