



SCHOOL OF THE OSAGE
Home of the Indians

School of the Osage

1501 School Rd

Lake Ozark, MO 65049

Request for Proposal

ERATE RFP for Network Switches

Issue Date	2/21/2023
Proposal Response Deadline:	3/21/2023 BY 9:00 AM CST
Sealed Bid Opening:	3/21/2023 9:30 AM CST
Board of Education Approval	3/21/2023



1.0 Introduction and Conditions

1.1 Introduction

The Board of Education of the School of the Osage (hereinafter "District") will receive sealed proposals for the District-Network Switches.

The information in this Request for Proposals (RFP) is provided in conjunction with the Universal Service Administrative Company (USAC) Schools and Libraries Division (SLD) Forms 470 and 471, in partial fulfillment of the requirements for the Federal Communications Commission (FCC) Universal Service Fund discounts. The School of the Osage School District is a participant in the SLD sponsored E-Rate program, which was designed to ensure that all eligible schools and libraries have affordable access to modern telecommunications and information services. Up to \$2.25 billion is available annually to provide eligible schools and libraries with discounts. Vendors must be an E-Rate eligible service provider and must supply a valid Service Provider Identification Number (SPIN). Vendors must also provide contact information for the individual who is responsible for the filing of vendor E-Rate forms. Please see Appendix A for further E-Rate requirements for vendors and service providers.

1.2 Conditions

1.2.1 Proposal must be valid for 60 days from the date of issuance

1.2.2 All clarifications must be submitted in writing to martine@osageschools.org by March 17, 2023 by 4:00 CST. An addendum will be posted with answered questions

1.2.3 All items in the proposal must conform to the specifications in 2.3

1.2.4 The proposal must be fully itemized

1.2.5 School of the Osage reserves the right to reject any and/or all bids and responses to these and/or related documents, to accept any item(s) in the bids, to waive any irregularity in the bids, and further if determined to be non-responsive in any form, or if determined to be in the best interest of School of the Osage.

1.2.6 All awards are contingent upon receiving E-Rate funding to supplement local funding for support of the project.

1.2.7 The initial contract period is July 1, 2023 to June 30, 2024. School of the Osage School District reserves the right to extend the contract term to coincide with an E-Rate program year or an extended service end date for an E-Rate program year pursuant to a "service delivery deadline extension," as defined by the FCC and/or the USAC.

1.2.8 The vendor is expected to be a knowledgeable service provider capable of providing all equipment and services required to meet the needs of the School of the



Osage School District. Should this RFP not specifically identify all components necessary for the intended operation of the network and systems requested, the vendor should identify such components in its bid and include the components in the installation. The vendor must itemize, price, and invoice separately any materials or services that are ineligible for E-Rate funding.

1.2.9 Vendors must be an E-Rate eligible service provider and must supply a valid Service Provider Identification Number (SPIN). Vendors must also provide contact information for the individual who is responsible for the filing of vendor E-Rate forms.

1.2.10 The install must be completed in a time so as to not interfere with school day. The District would like the install to be completed before **Jul 1, 2023**.

2.0 RFP Process and Project Overview

2.1 Important Deadlines

All proposals submitted must be delivered to the District office no later than 9:00 am, on March 21, 2023 to be considered for evaluation.

1501 School Rd.
Lake Ozark, MO, 65049

Proposals received after this time may not be accepted and may be returned to the vendor unopened.

Do Not Fax or Email Proposals. Proposals will be received by The District at the address shown above until 9:00 AM CDT, March 21, 2023. Proposals must be mailed or hand delivered to the address above in a SEALED ENVELOPE. They must be received before the deadline. Courier delays are not an acceptable excuse for deliveries made past the deadline.



Issue Date	2/21/2023
Question Deadline	3/17/2023 By 4:00 PM CST
Proposal Response Deadline:	3/21/2023 BY 9:00 AM CST
Sealed Bid Opening:	3/21/2023 BY 9:30 AM CST
Board of Education Approval	3/21/2023

2.2 Bid Evaluation Criteria

All bids will be evaluated off of the following criteria.

Criteria	Percentage
Price for eligible equipment and services	40 percent
Adherence to Specifications or the RFP	20 percent
Vendor Reputation, references and service capabilities within the region.	20 percent
Ability to deliver in District's timeline	20 percent

2.3 Materials Pricing

School of the Osage is requesting pricing for a full network switching solution. All aggregation switches must have 24 port SFP+ capable of up to 100Gb. All access switches must be capable of 10Gb uplinks and 1Gb access ports. We are also requesting that all access switches be full POE+. The proposal should include warranty and management software as we would like all switches to be centrally managed through software such as Fortiswitch Manager, Aruba Central, or Extreme XIQ.

We will outline below:

- Switch type and quantity
- DAC cables
- SFPs



- Management licenses
- Warranty requested

Install: No install is requested.

2.3.1 Project Itemized List by Location

A detailed parts list by location can be found below

Heritage Elementary

Item	Quantity	Notes
Fiber Aggregation Switch Fortinet FS-1024E (or equivalent)	1	Must be a 24 port layer 3 switch capable of up to 100GE QSFP+
FortiCare Premium Support (or equivalent) FC-10-S1E24-247-02-36	1	3-year, 24-7 support and advanced replacement capabilities
48 port L2 access switch - full POE+ Fortinet FS-148F-FPOE (or equivalent)	12	Must have 10Gb uplinks, 1Gb access ports. Fixed power supply is acceptable.
FortiCare Premium Support (or equivalent) Fortinet FC-10-148FF-247-02-36	12	3-year, 24-7 support and advanced replacement capabilities
DAC Cables Fortinet SP-CABLE-FS-SFP+1 (or equivalent)	3	Please included compatible DAC cables.
OM3/4 SFP Fortinet FN-TRAN-SFP+SR (or equivalent)	22	Compatible with OM3/4 short range fiber runs.
OS2 - SM SFP FN-TRAN-SFP+LR	2	Compatible with OS2 long range fiber runs



Switch Management Software Fortiswitch Manager (or equivalent)		Included quantity necessary for the listed models of switches.
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Upper Elementary

Item	Quantity	Notes
Fiber Aggregation Switch Fortinet FS-1024E (or equivalent)	1	Must be a 24 port layer 3 switch capable of up to 100GE QSFP+
FortiCare Premium Support (or equivalent) FC-10-S1E24-247-02-36	1	3-year, 24-7 support and advanced replacement capabilities
48 port L2 access switch - full POE+ FS-148F-FPOE (or equivalent)	9	Must have 10Gb uplinks, 1Gb access ports. Fixed power supply is acceptable.
FortiCare Premium Support (or equivalent) FC-10-148FF-247-02-36	9	3-year, 24-7 support and advanced replacement capabilities
DAC Cables Fortinet SP-CABLE-FS-SFP+1 (or equivalent)	3	Please include compatible DAC cables.
OM3/4 SFP Fortinet FN-TRAN-SFP+SR (or equivalent)	4	Compatible with OM3/4 short range fiber runs.
OS2 - SM SFP FN-TRAN-SFP+LR	14	Compatible with OS2 long range fiber runs
Switch Management Software Fortiswitch Manager (or equivalent)		Included quantity necessary for the listed models of switches.



Middle School

Item	Quantity	Notes
Fiber Aggregation Switch Fortinet FS-1024E (or equivalent)	1	Must be a 24 port layer 3 switch capable of up to 100GE QSFP+
FortiCare Premium Support (or equivalent) FC-10-S1E24-247-02-36	1	3-year, 24-7 support and advanced replacement capabilities
48 port L2 access switch - full POE+ Fortinet FS-148F-FPOE (or equivalent)	8	Must have 10Gb uplinks, 1Gb access ports. Fixed power supply is acceptable.
FortiCare Premium Support (or equivalent) Fortinet FC-10-148FF-247-02-36	8	3-year, 24-7 support and advanced replacement capabilities
DAC Cables Fortinet SP-CABLE-FS-SFP+1 (or equivalent)	3	Please include compatible DAC cables.
OM3/4 SFP Fortinet FN-TRAN-SFP+SR (or equivalent)	10	Compatible with OM3/4 short range fiber runs.
OS2 - SM SFP FN-TRAN-SFP+LR	4	Compatible with OS2 long range fiber runs
Switch Management Software Fortiswitch Manager (or equivalent)		Included quantity necessary for the listed models of switches.

High School

Item	Quantity	Notes
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Fiber Aggregation Switch Fortinet FS-1024E (or equivalent)	1	Must be a 24 port layer 3 switch capable of up to 100GE QSFP+
FortiCare Premium Support (or equivalent) FC-10-S1E24-247-02-36	1	3-year, 24-7 support and advanced replacement capabilities
48 port L2 access switch - full POE+ Fortinet FS-148F-FPOE (or equivalent)	15	Must have 10Gb uplinks, 1Gb access ports. Fixed power supply is acceptable.
FortiCare Premium Support (or equivalent) Fortinet FC-10-148FF-247-02-36	15	3-year, 24-7 support and advanced replacement capabilities
DAC Cables Fortinet SP-CABLE-FS-SFP+1 (or equivalent)	7	Please include compatible DAC cables.
OM3/4 SFP Fortinet FN-TRAN-SFP+SR (or equivalent)	4	Compatible with OM3/4 short range fiber runs.
OS2 - SM SFP FN-TRAN-SFP+LR	18	Compatible with OS2 long range fiber runs
Switch Management Software Fortiswitch Manager (or equivalent)		Included quantity necessary for the listed models of switches.

Full building totals

District Totals (this is the total of all previous tables)

Item	Quantity	Notes
Fiber Aggregation Switch Fortinet FS-1024E (or equivalent)	4	Must be a 24 port layer 3 switch capable of up to 100GE QSFP+



FortiCare Premium Support (or equivalent) FC-10-S1E24-247-02-36	4	3-year, 24-7 support and advanced replacement capabilities
48 port L2 access switch - full POE+ Fortinet FS-148F-FPOE (or equivalent)	44	Must have 4 10Gb SFP+, 1Gb access ports. A fixed power supply is acceptable.
FortiCare Premium Support (or equivalent) Fortinet FC-10-148FF-247-02-36	44	3-year, 24-7 support and advanced replacement capabilities
DAC Cables Fortinet SP-CABLE-FS-SFP+1 (or equivalent)	16	Please include compatible DAC cables.
OM3/4 SFP Fortinet FN-TRAN-SFP+SR (or equivalent)	40	Compatible with OM3/4 short range fiber runs.
OS2 - SM SFP FN-TRAN-SFP+LR	38	Compatible with OS2 long range fiber runs
Switch Management Software Fortiswitch Manager (or equivalent)		Included quantity necessary for the listed models of switches.

3.0 Vendor Submission Instructions

3.1 Sealed Submission

Companies are to submit one (1) original of their response to the RFP. Proposals should be delivered in a sealed envelope, marked on its face with the name of the person, firm, or corporation plus "2023 District-Wide Switching" and delivered to:

School of the Osage



Eric Martin
 Director of Technology and Innovation
 Central Administration Office
 1501 School Road
 Lake Ozark, MO 65049

All communications by the Company concerning this RFP, including requests for additional information or clarification, or arrangements to visit the District, must be directed to Eric Martin, Director of Technology and Innovation, via email at martine@osageschools.org. Any explanation of or questions regarding the RFP or its related documents must be requested in writing by 4:00 p.m., March 17, 2023.

3.2 Submission Inclusion

Please include the following information in your response.

Section 1: Vendor Overview

- Brief Overview of company capabilities
- Contact information
- Two references from Missouri schools/businesses

Section 2: Itemized Pricing and Specifications

- Proposer's itemized sales quote
- Include product make, model and applicable product data sheets for items quoted

Section 3: Terms

- Expected Product Delivery Timeline
- Product Warranty Terms

3.3 Pricing Sheet (Must be included in submission)

Pricing should list a materials cost with an identification of any

Building	Materials
Heritage Elementary	
Upper Elementary	
Middle School	
High School	



TOTAL	
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Bidding Company

Signature

Name (with typed or printed title)

Phone Number

Fax Number

School of the Osage Representative