



Request for Proposal (RFP)
For
Wireless Access Point Project

Issued: May 3, 2023

Proposals Due May 16, 2023 at 4:00pm

Submit Proposals to: Eddie Armor
Director of Technology
1350 Edgmont Avenue
Chester, PA 19013
Phone: 267-541-3187
Email: earmor@chesteruplandsd.org

1. Introduction

a. Intention Statement

The reason for the Request for Proposal (RFP) is to engage a qualified vendor to prepare a proposal for the Chester Upland School District (CUSD) which encompasses a complete furnishing of wireless access points (WAP).

2. General Statement

a. Objectives and Goals

The overall goal of this RFP is to create an enhanced network infrastructure District wide which significantly improves the overall efficiency of the data transmission of the devices in which it supports.

- i. Meraki is a cloud-managed networking solution that provides a range of benefits and features that make it an attractive option for many organizations. Here are some reasons why an organization might choose to implement a Meraki solution:
- ii. Easy deployment and management: Meraki devices are cloud-managed, which means they can be deployed and managed from a central dashboard. This makes it easy for IT teams to set up and manage their network, even across multiple locations.
- iii. Scalability: Meraki solutions are designed to be scalable, which means they can grow as your organization grows. Whether you need to add more access points, switches, or security appliances, Meraki can easily accommodate your needs.
- iv. Security: Meraki solutions come with a range of built-in security features that help protect your network from cyber threats. This includes things like firewall protection, intrusion detection and prevention, and content filtering.
- v. Visibility and control: Meraki's cloud-managed dashboard provides IT teams with real-time visibility into their network, including who is using the network, which applications are being used, and how much bandwidth is being consumed. This information can be used to make informed decisions about network management and optimization.
- vi. Flexibility: Meraki solutions are designed to be flexible, which means they can be deployed in a variety of settings and environments. Whether you need to set up a network in an office, school, hospital, or retail store, Meraki can be customized to meet your specific needs.
- vii. Overall, Meraki solutions provide a range of benefits that make them an attractive option for organizations of all sizes and types. From easy deployment and management to advanced security features and real-time visibility, Meraki can help organizations optimize their network and improve their overall IT infrastructure.

- b. An objective of this Request for Proposal (RFP) is to contract with a single vendor to provide replacement WAP.

Manufacturer	Part Number	Estimated Quantity
Meraki or Equivalent	MR46 HW	384
Meraki or Equivalent	MR56-HW	30
Meraki or Equivalent	MR Enterprise Cloud Controller Licenses	414

3. Scope of Work for Meraki or Equivalent Wireless Access Points

- a) An objective is to purchase technology to address learning loss due to the pandemic is an allowable ESSER expenditure.
- b) The Meraki cloud-managed architecture provides an easily managed device with powerful and intuitive centralized platform which enhances the staff and student usage.
- c) Upgrading to the Meraki Wireless Access Points will provide the latest in technology for ease of use for students and staff while providing more throughput to the internet and security on the data network.
- d) Overall, this product will introduce a much higher level of performance to the internet and on the entire network throughout all the schools and buildings.

1. Communication

- a) All communications regarding the RFP should be referred to the contact below:

Eddie Armor
Director of Technology
Chester Upland School District
1350 Edgmont Avenue
Chester, PA 19013

- b) Submit questions via email to: earmor@chesteruplandsd.org

2. Proposal Submission Requirements

- a) Request for Proposals (RFP) responses must be received on or before **Tuesday, May 16 by 4:00 PM (EST)**. Proposers should submit their Proposals to Eddie Armor, Director of Technology for the Chester Upland School District. Proposals should be submitted in three sealed envelopes clearly marked “Wireless Access Points”. Proposals must be submitted no later than 4:00pm on Tuesday May 16, 2023. The awarding will be pending the approval of receiver.
- b) To facilitate the analysis of the responses to this RFP, proposers are required to prepare their responses in accordance with the instructions outlined in this section and elsewhere in this RFP.
- c) The proposal must bear your official letterhead, clearly identifying your company.
- d) Proposals must be submitted electronically, and all attachments should be in PDF format.
- e) Proposals shall include a letter of transmittal signed by an authorized representative of the bidding company. All information requested should be submitted.
- f) Proposal responses must be submitted containing the entire contents of your proposal to the email address shown above. Failure to submit all requested information may result in CUSD requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal.
- g) Proposals should be prepared as thorough and detailed as possible providing a straightforward, concise description of vendor’s capabilities to satisfy the requirements of the RFP to enable CUSD to evaluate your capabilities to provide the requested products and services.
- h) All responses are to be submitted on standard 8.5” X 11” paper in 12 pt. minimum type. Proposers shall respond to the items in the order they are shown in the RFP. Proposals should describe the most favorable terms and shall remain firm for 120 days from the bid opening date.
- i) Ownership of all data, materials and documentation originated and prepared for this RFP solicitation by any proposer/vendor shall belong exclusively to CUSD.
- j) The proposal shall be labeled “Wireless Access Point Project 2023/2024”.

3. Selection Criteria

CUSD will conduct a fair evaluation process based on criteria listed herein and will use multiple criteria to select the most qualified vendor who represents an understanding of CUSD needs. Vendors should have significant experience in projects involving network

data and voice cabling installations. The RFP will allow CUSD to review proposals and enter into negotiations with the vendor whose proposal is most advantageous to CUSD with price and other factors considered.

4. Technical Review Criteria

A few factors will influence the decision in determining whether or not a vendor is qualified. The following list summarizes the major qualitative areas that will be evaluated along with their overall weighting.

5. Contents and Format

CUSD will conduct a fair evaluation process based on the criteria listed herein and will use multiple criteria to select the most qualified vendor who represents an understanding of CUSD needs. Vendors should have significant experience in projects involving network data and voice cabling installations. The RFP will allow CUSD to review proposals and enter into negotiations with the vendor whose proposal is most advantageous to CUSD with price and other factors considered.

6. Information Requirements

For the purposes of understanding more about your company and your ability to successfully fulfill this important CUSD requirement, please provide the information below as part of your response, clearly referencing each specific question.

7. Corporate Information

CUSD wants to simplify the review process and to obtain the maximum degree of comparability, the proposal responses should include the following items and be organized in the manner specified below.

1. **Letter of Transmittal** – briefly outline the company’s understanding of the work and general information regarding your company and the individuals to be involved in the project.

2. **Overview of Company** - a brief overview of your company’s involvement in providing network voice/data cabling in the IT industry.

3. **Profile of Company Proposing** –

- How long has the company been in this business?
- In what counties/cities/states do you maintain offices?
- Location of office to manage the project.
- Indicate the number of employees in your company.
- The credentials and qualifications of professional staff.

4. **Qualifications** – Describe recent experience with similar engagements to which the proposal relates.

a) Include the positions of all key professional members who will be assigned to the project.

b) Briefly describe the company’s system of quality control to ensure the work meets a high-quality standard.

c) Include three (3) customer references that are similar in scope and requirements to those of CUSD.

- d) Briefly describe your relationships and experience with manufacturers and major distribution partners in the local and national technology marketplace.
- e) What differentiates your company from your competitors in the marketplace and how will this be relevant to us?

5. **Scope of Services and Proposed Project Schedule** – Briefly describe the company’s understanding of the scope of services to be provided.

- a) Will your company subcontract any components of the proposed cabling project to a third party? If so, please describe the components to be subcontracted and provide details of any agreement in place with the subcontracted company/individuals as well as a summary of past work that you have successfully completed together.

6. **Proposal Process**

Each bidder shall carefully examine the RFP including all attachments provided with respect to this RFP process. Bidders should familiarize themselves with all proposal requirements prior to submitting their proposal response.

7. **Response Delivery Instructions**

Please submit an electronic copy of your proposal to the email address indicated in the *Communication* section 4. All responses must be received on or before close of business (4:00 pm ET) on the *Proposals submission requirements*. Proposals received following the deadline will require approval before being considered.

8. **General Terms and Conditions / No Obligation**

If proposer elects to respond to this RFP, submission of your proposal assumes the acceptance of the following:

1. CUSD reserves the right to reject any or all of the proposal received in response to the RFP, to waive irregularities or to cancel or modify the RFP in any way, and at any time CUSD chooses, in its sole discretion, if CUSD determines that it is in the best interest of CUSD.
2. CUSD further reserves the right to make awards under this RFP without discussion of the proposals received. Proposals should be submitted on the most favorable terms from a technical, qualifications, and price standpoint.
3. Proposals must be signed by an authorized officer of the company. Proposals must also provide name, title, address, and telephone number for individuals with authority to negotiate and contractually bind Vendor, and for those who may be contacted for the purpose of clarifying or supporting the information provided in the proposal.
4. CUSD will not be responsible for any expenses incurred by the proposer in conjunction with the preparation or presentation of any proposal with respect to this RFP.
5. Any exceptions to the general terms and conditions and specifications must be clearly stated in the RFP response.
6. Costs not delineated in the RFP response will not be negotiated in the contract.

7. The successful proposer shall perform its obligations hereunder in compliance with all applicable federal, state, and local laws; rules, regulations, including applicable licensing requirements, according to sound engineering, management, safety practices, and in compliance with any and all reasonable rules of CUSD relative to the premises.
8. No instructions given in the contract documents shall be construed as an authorization to violate any codes, ordinances, regulations, or laws.
9. The submission of a proposal shall not in any manner oblige CUSD to enter into a contract or to be responsible for the costs incurred by your company in responding to this request.
10. CUSD selection of a Vendor through this RFP is not an offer and CUSD reserves the right to continue negotiations with the selected vendor until the parties reach a mutual agreement.
11. CUSD has the right at its discretion to terminate or renegotiate this contract due to the occurrence or any event or action beyond its control. After such termination of this contract, the proposer shall have no continuing obligation under the terms of this contract.
12. Any alteration to this RFP document by a proposer will deem that the proposer's response to this RFP as null and void.
13. Any and/all revisions made to this RFP prior to due date will be provided by the contact in section 4 and will be the responsibility of the proposer to confirm for any and/all revisions presented.

9. Disclaimer

This RFP does not commit Chester Upland School District to any specific course of action. CUSD reserves the right to not select any vendor or purchase any goods or services resulting from this RFP.

10. Agreement of Non-Disclosure

This document is considered to be a proprietary document and shall not be disclosed to any other party. It is designed, developed, and submitted to potential partners of Chester Upland School District solely for the benefit of Chester Upland School District.

Responses to this RFP ("Proposals") will be reviewed by CUSD administration to identify the most appropriate Provider. This RFP seeks submissions that demonstrate how the Provider will address the following components for its proposed Wireless Access Points.

SPECIFICATIONS:

Manufacturer	Part Number	Estimated Quantity
Meraki or Equivalent	MR46 HW	384
Meraki or Equivalent	MR56-HW	30
Meraki or Equivalent	MR Enterprise Cloud Controller License	414

I. TIMELINE

- Date Issued: May 3, 2023
- Proposal Due Date/Time: May 16, 2023

- Project Timeline: Product will be ordered/delivered/purchased by 9/30/2023.

II. CONTACT FOR QUESTIONS AND INFORMATION Prospective Providers (“Proposers”) must direct all inquiries and communications concerning this RFP to Eddie Armor, Director of Technology, at 267-541-3187 or earmor@chesteruplandsd.org. No verbal instructions or information to proposer shall be binding. The Specifications will be clear and complete unless attention is called to any apparent discrepancies or incompleteness, thereof, before the opening of the proposals. Should any change in the Specifications be required, they will be issued to all proposers in the form of an addendum to the original RFP.

III. EDGAR VENDOR CERTIFICATION FORM When CUSD seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes but is not limited to, the procurement standards of the Uniform Administrative Requirements, Costs Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the “Uniform Guidance” or new “EDGAR”). All Proposers must agree to comply with certain requirements, which may be applicable to specific purchases using federal grant funds.

IV. PROPOSED FORM OF CONTRACT

The Proposer shall submit a proposed Form of Contract with its Proposal.

V. TAX

The District is tax exempt and the prices quoted by the proposer will be the price exclusive of taxes. Any sales or other taxes levied by federal, state or local governments shall become the burden of the proposer.

VI. TERMINATION

Either the CUSD or the Provider may terminate the contract with thirty (30) days written notice to the other party of the intent to terminate the contract. The contract can be terminated for failure to perform or for convenience. In the event of termination, CUSD shall only be responsible for payment of services actually and satisfactorily performed. If CUSD has paid the Provider for goods or services not yet provided as of the date of termination, the Provider shall immediately refund such payment(s).

VII. INSURANCE The Successful Proposer shall provide proof of insurance, including appropriate liability insurance, evidencing minimum coverage limits of \$1,000,000.00. The successful Proposer shall warrant that it will maintain insurance for the duration of the contract with CUSD. The successful Proposer’s insurance policy shall name CUSD as an additional insured. The successful Proposer shall furnish CUSD with a written certificate evidencing that it has procured and paid for this insurance coverage and that the insurance coverage is in full force and effect.

VIII. ASSIGNMENT

The successful Proposer shall not be permitted to assign its contractual duties.

IX. SUBCONTRACTING AND SUBCONSULTING The Successful Proposer shall not be permitted to enter into a subcontract or sub consulting agreement for any of its contractual duties without the advanced, written, express consent of CUSD.

X. WAIVER OF CONSEQUENTIAL DAMAGES The Successful Proposer shall waive any claim against CUSD for lost profits, lost expected profits, consequential damages and/or incidental damages arising out of or relating to the contract or termination thereof.

XI. MODIFICATION AND WITHDRAWAL

Proposals may not be modified after submittal. Proposals may be withdrawn after submittal, provided that the Proposer makes a request to withdraw in writing and the request is received prior to the time of proposal opening. Negligence by the Proposer in preparing the Proposal confers no right of withdrawal or modification of the Proposal after the Proposal has been opened.

XII. PROPOSAL REJECTION

CUSD reserves the right to reject any and all Proposals, or parts of a Proposal, when a rejection is in CUSD's interest, in CUSD's sole and absolute discretion. CUSD reserves the right to reject a Proposer if they are not able to perform the contract or has previously failed to perform similar contracts properly or on time.

XIII. ADDITIONAL LEGAL REQUIREMENTS

a. **DEBARMENT AND SUSPENSION**

A contract award must not be made to parties listed on the government-wide exclusions in the system for award management (SAM) in accordance with OMB Guidelines at 2 CFR § 180, relating to "Debarment and Suspension". Proposer represents that it has not been and is not currently listed on the government-wide exclusions, nor been debarred or suspended from participating in any state or local public contracts. Proposer further agrees to immediately notify CUSD if Proposer is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

b. **EQUAL EMPLOYMENT OPPORTUNITY**

It shall be mandatory that the Provider will not discriminate against any person upon any grounds prohibited by federal or state law. The Provider will, in all solicitations or advertisements for employees placed by or on behalf of the vendor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, ancestry, marital status, sex, national origin, handicap, or unfavorable discharge from military service.

XIV. NON-COLLUSION AFFIDAVIT

The enclosed Non-Collusion Affidavit must be submitted with the proposal or the proposal will be held to be invalid.

XV. WORK IMPLIED

Anything which is not mentioned in the Specifications but which is reasonably implied must be furnished and performed by the proposer, the same as though specifically mentioned.

XVI. HOLD HARMLESS

The proposer agrees to indemnify and hold harmless the Chester Upland School District and their respective representatives from all suits or actions of every nature and description brought against them or either of them, or on account of the use of patented appliances, products, or processes.

XVII. INDEPENDENT CONTRACTORS

It is to be understood that the successful proposer is an independent contractor of the Chester Upland School District and is solely responsible for any errors or omissions which are due to mistakes in printing, proofreading, etc. Any such mistakes shall be corrected at no expense to the District.

XVIII. MANNER AND DUE DATE FOR PROPOSAL SUBMISSIONS

Proposers should submit their Proposals to Eddie Armor, Director of Technology for the Chester Upland School District. Proposals should be submitted in sealed envelopes clearly marked “Wireless Access Points”. Proposals must be submitted no later than 4:00pm on Tuesday May 16, 2023. The award is contingent upon the Receiver’s approval. Additional information may also be requested at the attention of Eddie Armor at earmor@chesteruplandsd.org via email.

Mail or deliver three (3) hard copies of the proposal:

**To: Eddie Armor, Director of Technology
Chester Upland School District
1350 Edgmont Ave.
Chester, Pa 19013**

XIX. RFP BUDGET

Cost (Breakdown into budget items)

FORM OF PROPOSAL

Furnish and delivery of 384 Wireless Access Points (MR46HW), 30 Wireless Access Points (MR56HW), Cloud Licensing

TO: Chester Upland School District
Administrative Office
232 W. 9th Street

FROM: _____

Chester, PA 19013
Attn: Eddie Armor

PHONE: _____

The undersigned hereby propose furnish and deliver 384 Wireless Access Points, 30 Wireless Access Points to the following schools in the Chester Upland School District.

- Chester High School, 200 W. 9th Street, Chester, PA 19013
- Stem Academy at Showalter, 1100 W. 10th Street, Chester, PA 19013
- Chester Upland School of the Arts, 501 W. 9th Street, Chester, PA 19013
- Main Street Elementary School, 704 Main Street, Upland, PA 19015
- Toby Farms Middle School, 201 Bridgewater Road, Brookhaven, PA 19015
- Stetser Elementary School, 808 E. 17th Street, Chester, PA 19013

The undersigned, as proposer declares that the only person, persons, company or parties interested in this proposal, as principals, are named herein; that it has carefully examined the Specifications and other documents in this proposal package and that it proposes and agrees that if it's Proposal is accepted, it will contract with the Chester Upland School District, to furnish and deliver the below mentioned services for the total sum as follows:

Description	Amount
Qty. 384 Wireless Access Points	\$
Qty. 30 Wireless Access Points	\$
Qty. 384 - Enterprise Cloud Licenses	\$
Delivery	\$
Total	\$

Grant Total \$ _____

Written Amount

In submitting this proposal, the proposer understands that the right is reserved by Chester Upland School District to reject any and all proposals. No proposal may be revoked or rescinded within thirty (30) days from the date the proposals are opened. If written notice of the acceptance of this proposal is mailed, telegraphed, or delivered to the undersigned within this thirty (30) day period or at any time thereafter before the Proposal is withdrawn, the undersigned agrees to execute and deliver an Agreement in the prescribed form within ten (10) days after the Agreement is presented for signature.

The full name and residence of all persons and parties interested in the foregoing bid, as principals, are as follows:

NAME

ADDRESS

SIGNATURE OF BIDDER: _____

Print or type Name

Title

Date

INSTRUCTIONS FOR NON-COLLUSION
AFFIDAVIT

1. This Non-Collusion Affidavit is material to any contract awarded pursuant to this bid. According to the Pennsylvania Antibid-Rigging Act, 73 P.S. Sec. 1611 et seq., governmental agencies may require Non-Collusion Affidavits to be submitted together with bids.
2. This Non-Collusion Affidavit must be executed by the member, officer or employee of the bidder who makes the final decision on prices and the amount quoted in the bid.
3. Bid rigging and other efforts to restrain competition, and the making of false sworn statements in connection with the submission of bids are unlawful and may be subject to criminal prosecution. The person who signs the Affidavit should examine it carefully before signing and assure himself or herself that each statement is true and accurate, making diligent inquiry, as necessary, of all other persons employed by or associated with the bidder with responsibilities for the preparation, approval or submission of the bid.
4. In the case of a bid submitted by a joint venture, each party to the venture must be identified in the bid documents, and an Affidavit must be submitted separately on behalf of each party.
5. The term “complementary bid” as used in the Affidavit has the meaning commonly associated with that term in the bidding process, and includes the knowing submission of bids higher than the bid of another firm, any intentionally high or noncompetitive bid, and any other form of bid submitted for the purpose of giving a false appearance

of competition.

6. Failure to file an Affidavit in compliance with these instructions will result in disqualification of the bid.

NON-COLLUSION AFFIDAVIT OF BIDDER

State of _____

County of _____

_____, being first duly sworn, deposes
and says that:

1. He/She is the _____ (Owner, Partner, Officer,
Representative or Agent) of _____,
the proposer that submitted the attached proposal.
2. He/She is fully informed respecting the presentation and contents of the attached proposal
and of all pertinent circumstances respecting such proposal.
3. Such proposal is genuine and is not a collusive or sham bid.
4. Neither the said proposer nor any of its officers, partners, owners, agents, representatives,
employees or parties in interest, including this affiant has in any way colluded, conspired,
connived or agreed, directly or indirectly with any other proposer, firm or person to
submit a collusive or sham bid in connection with such contract, or has in any manner,
directly or indirectly, sought by agreement or collusion or communication or conference
with any other proposer, firm or person to fix the price or prices in the attached proposal
or any other proposer, or to fix any overhead, profit or cost element of the proposal price
or the proposal price of any other proposer, or to secure through any collusion, conspiracy,
connivance or unlawful agreement any advantage against the Owner or any person
interested in the proposed contract; and
5. The price or prices quoted in the attached proposal are fair and proper and are not tainted
by any collusion, conspiracy, connivance or unlawful agreement on the part of the
proposer or any of its agents, representatives, owners, employees or parties in interest,
including this affiant.

SIGNED: _____

TITLE: _____

Subscribed and sworn to before me this ____ day of _____, 20__.

Notary Public

My commission expires: _____