BACKGROUND INFORMATION

The Santee School District Board of Education has approved the purchase and installation of a Ruckus Wireless Network Infrastructure through an RFP process.

The purpose of this Request for Proposal is to:

a. Solicit proposals to purchase specific Ruckus Wireless networking equipment
b. Installation of specific Ruckus wireless access point devices
c. Installation and engineering to setup the Ruckus AP controllers
d. Engineering support to integrate the Ruckus wireless component to existing network infrastructure

PURPOSE OF SOLICITATION

The purpose of this RFP is to provide a description of the elements in the procurement, installation, configuration and implementation of a Ruckus wireless network for the Santee School District.

The RFP involves the replacement of the existing HP ProCurve wireless Access Points and HP ProCurve wireless controllers. The new wireless network must create a more manageable, higher performance and scalable network infrastructure that will meet the District current and future wireless needs.

There are 4 components to the RFP

a. Proposal request for the procurement of hardware.
b. Vendor managed or Turn-Key solution where the vendor will deliver and install the wireless access point hardware.
c. Engineering support to configure hardware and ensure that the wireless network function with the existing network.
d. Optional support contract for the product supplied.
ESTIMATED SCHEDULE

In order to meet the tight timeline of the project, proposals must be submitted by June 16, 2014, no later than 4:00PM. After the proposals have been reviewed, the District may ask for follow-up information before selecting a vendor. Once a vendor has been selected, a contract will be developed and approved by the School Board. The implementation will then begin as soon as is mutually convenient for the District and vendor.

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
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<tbody>
<tr>
<td>Request for Proposal General Release</td>
<td>June 3, 2014</td>
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<tr>
<td>Deadline for Bid and Proposal Response (4PM)</td>
<td>June 16, 2014</td>
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<tr>
<td>Board of Education Award Authorization</td>
<td>July 1, 2014</td>
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<tr>
<td>Project Implementation</td>
<td>July 28, 2014</td>
</tr>
<tr>
<td>Target Implementation Completion Date</td>
<td>August 15, 2014</td>
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SCOPE OF WORK

For this implementation project, the District intends to select a vendor for the procurement of all hardware, the installation of devices in the school sites and classrooms, and the outsourcing of suitably experienced network engineers and/or technicians for the onsite network setup and implementation.

Hardware Section – this should be a proposal for your cost of the hardware/software involved in the implementation. It should be inclusive of on-site delivery of all hardware, software and site logistic management.

Outlined in the Bill of Material worksheets is the recommended hardware. Request for Proposal response should include 3 set of quotes, one for each wireless access point model.

Bill of Material
ZoneDirector 3000 w/Redundant Controller

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>901-3050-UN00</td>
<td>ZoneDirector 3000 w 50 ZoneFlex License</td>
</tr>
<tr>
<td>909-0350-ZD00</td>
<td>ZoneDirector 3000 License Upgrade - 350 ZoneFlex License</td>
</tr>
<tr>
<td>901-3025-UN00</td>
<td>ZoneDirector 3000 Redundant Controller w 25 ZoneFlex License</td>
</tr>
<tr>
<td>803-3000-3RDY</td>
<td>WatchDog ZD3000 Support, 3 Years</td>
</tr>
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ZoneFlex Access Points

<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>901-7372-US00</td>
<td>ZoneFlex 7372</td>
</tr>
<tr>
<td>901-7982-US00</td>
<td>ZoneFlex 7982</td>
</tr>
<tr>
<td>901-R700-US00</td>
<td>ZoneFlex R700</td>
</tr>
<tr>
<td>802.11n Wireless AP</td>
<td>Dual Band</td>
</tr>
<tr>
<td>3x3:3 Streams</td>
<td>Beam Flex</td>
</tr>
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</table>

SLED WatchDog Support

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<tr>
<th>Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>841-3050-3000</td>
<td>SLED End User Support for ZoneDirector 3050 - 3 Years</td>
</tr>
<tr>
<td>841-3350-3L00</td>
<td>SLED End User Support for ZoneDirector 3050 - 3 Years</td>
</tr>
</tbody>
</table>
Installation Section – this should be a proposal for your cost to prepare and install wireless access points in classrooms at all district/school sites

Response should include installation of 400 Access Point devices in 9 schools and District Office. All wiring are already in place. Installation process should include delivery, inventory tagging, dismounting of existing HP access point and mounting of new Ruckus access points.

Implementation Section – this should detail the implementation and configuration of the wireless networking equipment and peripherals. It should be inclusive of physical onsite setup, configuration, testing, roll out and training.

Current wireless network SSIDs map to local VLANs for routing inside the network. The district will require professional service assistance in configuring the product to function with the VLANs on the physical network.

This is the current wireless network diagram
Support Section – this should detail the technical support options available after deployment.

In addition, all vendors should include the following
  a. Implementation work plan and proposed schedule
  b. Detailed Scope of Work

Basic Guidelines for Proposal

• Wireless network must be able to interface with District’s existing wired network
• Provide centralized and proactive administration and monitoring of infrastructure
• Address network security
• Design network to streamline business process

PROPOSAL SUBMITTAL:

All response must be typewritten, concise, and straight forward; and must fully address the requirement and questions. All proposal must include a signed RFP Proposal Form.

One (1) original and three (3) copies of your proposal must be submitted.

SELECTION CRITERIA

While the total cost of this implementation will certainly have weigh in the selection process, the District values the vendors’ implementation strategy for this project. The goal of our selection is to pick a vendor based on our conviction of the vendor’s ability to complete the implementation with minimal disruption to business, minimal mistakes and ability to deliver on implementation schedule.

As the project involves integrating new and existing networking equipment from different manufacturers, the District would like to avoid issues of responsibilities. Therefore all work must be completed by awarded vendor. There will be NO SUB-CONTRACTING.

EVALUATION CRITERIA

Minimum Qualifications:

Qualified vendors should have the following technical abilities/experience:

  a. Must be a Ruckus Wireless Specialized Vendor/Partner
  b. Have technical staff with networking experience and knowledge on:
     a. Network routing
     b. VLAN
     c. Network Layer 2, 3 and 4
     d. Network Security
**Competitive Selection Criteria**

Evaluation will be done by assuming weighted factor including but not limited to the following:

a. Overall response to the Request for Proposal
b. Vendor Statement (experience, length of time in business, financial stability and reputation in industry)
c. Quality of Engineering/Technical skill/experience
d. Quality of Technical Support
e. Implementation Time
f. Cost of Hardware
g. Cost of Installation
h. Cost of Implementation
i. Cost of Support
j. References (including agency name, contact person, contact phone, description of work performed)

Certificate and/or resume of all technical personnel who will be assigned to the project must be submitted with this RFP.

Proposals will be thoroughly reviewed by a Screening and Selection Committee. At the option of the District, those selected as contenders may be invited to make a presentation in person.

**Proposal Submittal**

All proposals are to be submitted to:

Bernard Yeo  
Director, Information Technology

Santee School District  
9625 Cuyamaca Street  
Santee, CA 92071

[ Bernard.Yeo@santeesd.net](mailto:Bernard.Yeo@santeesd.net)  
619-258-2240  
619-258-2249
The respondent hereby declares understanding, agreement, and certification of compliance with all terms and conditions, requirements and specifications of the original Request for Proposal (RFP) and as modified by any addenda thereto.

Respondent Name:  ____________________________________________________________

Address:  ____________________________________________________________

Phone:  ___________________________ Email:  ___________________________

Signature of Authorized Representative  Title  Date