



Irvine Unified School District

Orange County, CA

**Form 470 Application No. 260002086 E-Rate Network and Wireless Management
Licensing RFQ**

RFQ Deadline: November 5, 2025 at 12:00 pm

Contact: Michelle Bennett
Irvine Unified School District
5050 Barranca Parkway, Irvine, CA 92604
949-936-5022
Email: MichelleBennett@iusd.org

All dates subject to change at the sole discretion of IUSD. Please continue to check our website throughout the proposal and selection periods for updates.

<https://iusd.org/about/departments/business-services/purchasing/current-bids-rfps>
[_https://opendata.usac.org/stories/s/E-Rate-FCC-Form-470-Download-Tool/ejcg-sjaz/](https://opendata.usac.org/stories/s/E-Rate-FCC-Form-470-Download-Tool/ejcg-sjaz/)

IRVINE CMAS NETWORK EQUIPMENT RFQ

For Services Beginning FY 2026

A. CMAS Requirements

All Service Providers responding to the posted Form 470 are to be listed as California Multiple Awards Schedule (CMAS) Service Providers or similar piggy-backable contract.

Public Contract Code (PCC) Sections 10290 et seq. and 12101.5 include approval for local government agencies to use CMAS for acquisition of information technology and noninformation technology products and services.

A local government agency is any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds.

In addition to the requirements outlined in this RFQ, service providers may be subject to additional requirements as outlined in the CMAS Local Government Agency Guide (August 2019 edition) located at: <https://www.dgs.ca.gov/PD/About/Page-Content/PD-Branch-Intro-Accordion-List/Acquisitions/California-Multiple-Award-Schedules>.

It is the responsibility for service providers to familiarize themselves with CMAS requirements.

B. IMPORTANT DATES

RFQ Posted and Available	October 7, 2025
Last Day to Submit Questions:	October 23, 2025 at 12:00 p.m.
Answers will be posted:	October 30, 2025 at 12:00 p.m.
RFQ Due Date:	November 5, 2025 by 12:00 p.m.
Projected Board Approval:	January Board Meeting

C. E-rate Requirements

The project herein may be contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-Rate. The applicant has a strong preference for the Service Provider Invoicing (SPI) method (FCC Form 474). Bidders should be prepared to accommodate this request and must confirm their ability to do so in their proposal. Any proposal requiring the Billed Entity Applicant Reimbursement (BEAR) method should include a clear explanation of why SPI is not an option.

Even after award of contracts, the District may or may not proceed with the project, in whole or in part, even in the event E-Rate funding is approved. Execution of the project, in part or in whole, is solely at the discretion of the District. Vendors wishing to bid do so solely at their own risk. The District is not liable or responsible for any costs, loss, fees, or expenses, of any kind, associated with this bid and/or a decision not to proceed with the project, even after award of the contracts. By submitting a bid, each vendor agrees to bear all of its own costs, fees, expenses, and losses, of any and all kind, should the District cancel the project.

- The District expects bidders to make themselves thoroughly familiar with any rules and/or regulations

regarding the E-Rate program.

- Bidders are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <http://www.usac.org/sp/about/obtain-498ID/default.aspx>
- Bidders are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>
- Bidders are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status will be disqualified from participation in the bidding process and will be considered non-responsive. More information about FCC Red and Green Light Status may be found at this website: <https://www.fcc.gov/licensing-databases/fees/debt-collection-improvement-act-implementation>.
- In the event of questions during the E-Rate audit process, the awarded vendor is expected to reply within 3 days to questions associated with its proposal.
- Additional supplemental terms and conditions as identified in Exhibit A.

D. Trade Names and Substitutions

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer.

Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified.

If material, process or article offered by service provider is not, in opinion of the District, substantially equal or better in every respect to that specified, then service provider shall furnish material, process or article specified.

Burden of proof as to equality of any material, process or article shall rest with the Service Provider. Service Provider shall submit the request together with substantiating data for substitution of any "or equal" item within the sealed bid packet at the closing of bids.

Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time for performance of this contract.

E. Service Provider Qualifications

Service Providers must meet the following qualifications to be considered for award. Documentation regarding the following qualifications MUST be included in the Service Provider's proposal. Non-inclusion of applicable documents is basis for disqualification.

- When providing electronic equipment quotes for switches/hubs/routers, Service Providers must have at least 1 Certified Engineer or equivalent on staff.

F. Proposal Requirements

1. Executed E-rate Supplemental Terms and Conditions (Exhibit A)
2. All product pricing provided for Form 471 purposes (Exhibit B) must be functionally equivalent or lower, once the Applicant has received USAC approval for purchase.
3. Service Provider shall provide with its quote the complete CMAS contract or similar piggy-backable contract pages, including all pages that show the goods and/or services in Service Provider's quotation submittal. Said products shall be clearly highlighted for ease of identification.
4. Three (3) references describing Service Providers experience with comparable projects within a K-12 customer market.
5. Service Provider's SPIN number
6. Service Provider's FCC Registration Number (FRN)
7. Service Providers shall describe their record keeping, billing, and license distribution and management practices as it relates to this proposal. The description should clearly demonstrate how the Service Provider's internal controls and reporting capabilities support E-Rate program requirements.

RFI: Questions regarding the requested services in which **Irvine USD** is seeking under IrvineUSD470FY2026 - Network and Wireless Management Licensing RFQ - Form 260002086 and District issued Network and Wireless Management Licensing RFQ must be emailed to Michelle Bennett michellebennett@iusd.org no later than October 23, 2025 by 12:00pm PST and all answers to questions will be posted on USAC's EPC portal on October 30, 2025. Any questions emailed should reference Irvine USD Form **470# 260002086** and clearly identify **Irvine SD-FY2026 CMAS RFQ** in the subject line.

Bid Submittal shall be submitted via email to michellebennett@iusd.org by the deadline of **November 5, 2025 by 12:00 p.m.**

G. Award of Contract

Irvine Unified School District will review submittals for pricing, qualifications and demonstrated competence in providing like services as well as completeness, adherence to directions and format requirements, brevity, and clarity of content. Although the District reserves the right to reject any and all proposals or to waive any irregularities or informalities in any proposal, the award will be made to the responsive/responsible firm whose proposal represents, in the District's evaluation and judgment, the most advantageous combination of value. Although E-rate eligible cost is a significant weighted factor, the District shall not be obligated to accept the lowest priced proposal, but will make an award in the best interest of the District after all factors have been evaluated. Responsiveness/responsibility of the Contractor will be determined by an evaluation that the firm is:

1. E-rate eligible Pricing
2. Qualified by experience to be a competent agency for services as put forth in this RFQ and meet the requirements of the District; and financially responsible to complete the project as proposed.

3. Evaluation Criteria:

CRITERIA	WEIGHT
Proposal Price and Fee Schedule, E-rate Eligible Costs	35%
Ineligible Costs	15%
Qualifications	15%
Satisfaction of Previous Clients, including any experience with Irvine Unified School District	15%
Respondent's Experience with E-rate Projects and with Proposed Technical Solution	10%
Completeness and Responsiveness of District's RFQ Requirements	10%
Total	100%

H. Right to Reject Any and All Quotes

The Applicant reserves the right to reject any or all quotation submittals and to waive any informalities or regularities. The Service Provider's quotation submission is recognition of this right.

In addition, the Applicant reserves the right to fund, (proceed with project or purchase) or not to fund, regardless of E-Rate approval.

I. Project Specifications

The District is seeking renewal licenses for the following:

The proposed solution price must include a complete bill of materials, applicable sales tax, applicable shipping, as well as all E-Rate eligible and ineligible costs must be listed out.

No job walk is required.

Irvine USD is in need of licensing with a five (5) year term. The approximate start date of the licensing term will be February-April, 2027. The exact start date(s) of the licensing term(s) will be dependent on the expiration of IUSD's then-current licensing agreement for equivalent products.

5 Year SKU - Aruba Licenses or Equivalent

Item #	Qty	Product	Description
1	53	R3K05AAE	Aruba Central 8300 Switch Class-5 Fnd 5yr Sub E-STU
2	1150	Q9Y80AAE	Aruba Central 6300 Switch Class-3 Fnd 5yr Sub E-STU

3	2	S0Q16AAE	HPE Aruba Networking Central Bridge 92/72xx GW WLAN Adv 5y Sub E-STU
4	3600	Q9Y60AAE	Aruba Central AP Fnd 5yr Sub E-STU

Exhibit A: E-RATE SUPPLEMENTAL TERMS AND CONDITIONS

Signed copy to be returned with proposal and/or bid response (“Proposal”) in response to this Solicitation (“RFP/RFB/RFQ”).

The Telecommunications Act of 1996 established a fund by which Schools and Libraries (“Applicant” or “Applicants”) across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (“FCC”). Funding is made available upon application approval by the Universal Service Administrative Company (“USAC”), which was established by the Act. The amount of the discount is based on the numbers of students eligible to receive free and reduced-price meals.

1) E-RATE CONTINGENCY

The project herein may be contingent upon the approval of funding from the Universal Service Fund’s Schools and Libraries Program, otherwise known as E-rate. Even after award of Agreement(s) and/or E-rate funding approval is approved, the Applicant may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the Applicant.

2) SERVICE PROVIDER REQUIREMENTS

The Applicant expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

a. Service Providers are required to be in full compliance with all current rules and requirements and future rules and requirements issued by the FCC and USAC throughout the agreement period of any Agreement entered into as a result of this RFP/RFB/RFQ.

b. Service Providers are responsible for providing a valid Service Provider Identification Number (“SPIN”). More information about obtaining a SPIN may be found at this website: <https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/>

c. Service Providers are responsible for providing a valid Federal Communications Commission Registration Number (“FRN”) at the time the Proposal is submitted. More information about obtaining an FRN may be found at this website: <https://apps.fcc.gov/cores/userLogin.do> .

d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the proposal is submitted. Any potential Service Provider found to be in Red Light Status must provide an explanation of the steps it is undertaking to be removed to Red Light Status and the expected timeframe for resolution. A Service Provider's sustained Red Light Status may be grounds for termination of the Agreement as it could prohibit the Service Provider from providing E-rate discounts in a timely manner which would cause harm to the Applicant. More information about FCC Red and Green Light Status may be found at this website: <https://www.fcc.gov/licensing-databases/fees/debt-collection-improvement-act-implementation> .

e. Products and services must be delivered before billing and E-rate discounting can commence. At no time may the Service Provider invoice before July 1, 2026.

f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any Agreement and USAC-approved extensions).

g. Goods and services provided shall be clearly designated as "E-rate Eligible." Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per USAC guidelines.

h. For Category 2 equipment or services, within one (1) week of notification of award, the awarded Service Provider must provide the Applicant a bill of materials using a completed and most current and appropriate version of USACs "Bulk Upload Template" (formerly known as the Item 21 attachment) located at <https://www.usac.org/e-rate/applicant-process/applying-for-discounts/fcc-form-471-filing/>. Subsequent schedules of values and invoices must match the Bulk Upload Template and approved Funding Request Line Items or subsequent approved service substitutions. If the service provider's proposal consisted of pricing per eligible location, a summary sheet and summary Bulk Upload Template must be provided to describe the cumulative amount for all sites.

i. In the event of questions during an E-rate pre-commitment review, post-commitment review, and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.

j. The awarded Service Provider is required to send copies of all forms and invoices to the Applicant prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the Applicant placing the vendor on an "Invoice Check" with the USAC: <https://www.usac.org/e-rate/applicant-process/invoicing/invoice-check/>.

k. Service providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>.

l. Service providers must not propose any equipment or services produced or provided by companies, their parents, affiliates, and subsidiaries, found to pose a national security threat to the integrity of communications networks or the communications supply chain as required by FCC rules. See <https://www.usac.org/about/reports-orders/supply-chain/>. Any proposed solution including Covered Equipment or Services as defined by the FCC will be disqualified. If, after award of the project it is found Covered Equipment or Services are included, the award and/or Agreement will be considered to be null and void. See <https://www.fcc.gov/supplychain> for further information on FCC requirements.

m. SPAM and/or robotic responses will not be considered valid Proposals and will be disqualified from consideration.

n. Any Service Provider proposals identifying contingency fees such as allocations for change orders, tariffs, or other speculative fees not specifically called out for in the scope and/or terms of the RFP/RFB/RFQ will automatically be included in the Proposal price and subject to evaluation unless otherwise specified in the RFP/RFB/RFQ. Contingency fees not pre-approved by the Applicant will not be allowed.

3) SERVICE PROVIDER ACKNOWLEDGEMENTS

a. The Service Provider acknowledges that no change in the products and/or services specified in its proposal will be allowed without prior written approval from the Applicant and a USAC service substitution approval with the exception of a Global Service Substitutions. See <https://www.usac.org/e-rate/applicant-process/before-youre-done/service-substitutions/>.

b. The Service Provider acknowledges that all pricing and technology infrastructure information in its Proposal shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).

c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Service Providers found not to be providing Lowest Corresponding Price (LCP) may be required to repay any identified overcharges to USAC. The Service Provider acknowledges that LCP is solely the service provider's responsibility and it will not hold the Applicant liable, or seek reimbursement from any applicant, for any appeals, commitment adjustments or funding recoveries.

d. The Service Provider attests that its offer does not violate the FCC's Supply Chain certifications included in the FCC Form 473. Supply Chain requirements and certifications can be viewed at USAC's Website: <https://www.usac.org/about/reports-orders/supply-chain/>.

e. This offer is in full compliance with USAC's Free Services Advisory <https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The Service Provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

4) STARTING SERVICES/ADVANCE INSTALLATION

The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the Agreement's "effective date," E-rate eligible goods and/or services requested in this RFP/RFB/RFQ shall be delivered no earlier than the start of the 2026 funding year (July 1, 2026). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1. However, NO INVOICING can take place prior to July 1 of the associated Funding Year.

Early Funding Conditions

The complete text can be found at the following URL:

<https://www.usac.org/e-rate/applicant-process/starting-services/advance-installation/>

Category 2

There are two conditions that allow USAC to provide support in a funding year for Category 2 Internal Connections (equipment and services) incurred prior to that funding year.

- *Applicants may seek support for Category 2 eligible services purchased on or after April 1, three months prior to the start of the funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding*

year.

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#), released July 23, 2014).

It is important to note NO FCC FORM 474 INVOICING can take place before the Funding Commitment Decision Letter is issued, the FCC Form 486 is approved, and/or prior to July 1 of the funding year.

5) INVOICING

a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the FCC Form 474 Service Provider Invoice (SPI). The Applicant will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (FCC Form 472). The maximum percentage the Applicant will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Funding Request Number ("FRN") and associated FRN Line Items and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from USAC and submission, certification and USAC approval of FCC Form 486, the Applicant shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the Applicant decide that it is in the best interest of the Applicant to file an FCC Form 472, the Applicant will inform the Service Provider of its intent.

b. The Service Provider agrees that it will not invoice USAC for equipment or services that have not been delivered to and accepted by the Applicant and installed. If equipment is being drop-shipped to the Applicant and the Applicant is responsible for installing the equipment, the Service Provider may not invoice USAC until equipment is received and accepted by the Applicant.

c. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the Applicant will only be responsible for paying its non-discounted share.

6) FCC/USAC AUDITS

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. The Service Provider hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP/RFB/RFQ for ten (10) years after final payment. The Applicant, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Service Provider and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

7) PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES AND AGREEMENT TERM

During the term of any Agreement resulting from this RFP/RFB/RFQ, the Applicant may elect to procure additional or like goods and/or services offered by the Service Provider. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the Applicant's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The Applicant shall not enter into a separate Agreement for said goods or services. Service Providers must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

I, the undersigned, as an authorized agent of _____ (Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined above.

Signature: _____ **Title:** _____

Phone Number: _____ **Email:** _____

Service Provider Name: _____

Service Provider FCC Registration Number: _____

Service Provider Identification Number: _____

END OF EXHIBIT A

Exhibit B: PRICING FORM

Irvine USD is in need of licensing with a five (5) year term. The approximate start date of the licensing term will be February-April, 2027. The exact start date(s) of the licensing term(s) will be dependent on the expiration of IUSD's then-current licensing agreement for equivalent products.

5 Year SKU Pricing

Qty	SKU	Description	Price Per Item	E-rate Eligible Price	E-rate Ineligible Price	Total Price
53	R3K05AAE	Aruba Central 8300 Switch Class-5 Fnd 5yr Sub E-STU				
1150	Q9Y80AAE	Aruba Central 6300 Switch Class-3 Fnd 5yr Sub E-STU				
2	S0Q16AAE	HPE Aruba Networking Central Bridge 92/72xx GW WLAN Adv 5y Sub E-STU				
3600	Q9Y60AAE	Aruba Central AP Fnd 5yr Sub E-STU				
Tax						
Freight/Shipping						
Grand Total						

If submitting an Equivalent product please provide information in a table similar to above.

END OF EXHIBIT B