



Irvine Unified School District  
Orange County, California

**RFP # 14/15 – 0002 IT**  
**LOCAL AREA NETWORK AND WIRELESS PROJECT**

**PROPOSAL DEADLINE: FEBRUARY 11, 2015 AT 2:00 PM**

**Contact: Tanisha Grattan, Purchasing Dept.**  
Irvine Unified School District

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.

[http://iusd.org/district\\_services/purchasing/index.html](http://iusd.org/district_services/purchasing/index.html)

5050 Barranca Parkway, Irvine, California 92604

Telephone: (949) 936-5212 Fax (949) 936-5219

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## NOTICE OF REQUEST FOR PROPOSALS

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DISTRICT: **IRVINE UNIFIED SCHOOL DISTRICT**

PROPOSAL DEADLINE: FEBRUARY 11, 2015 2:00PM

PLACE OF RECEIPT: IRVINE UNIFIED SCHOOL DISTRICT  
Purchasing Department  
5050 Barranca Pkwy  
Irvine, CA 92604

PROJECT: **LOCAL AREA NETWORK AND WIRELESS**  
**RFP # 14/15 – 0002 IT**

RFP DOCUMENTS: [http://www.iusd.org/district\\_services/purchasing/index.html](http://www.iusd.org/district_services/purchasing/index.html)

CONTACT: Tanisha Grattan, Purchasing Dept.  
5050 Barranca Pkwy  
Irvine, CA 92604  
(949) 936-5212  
TanishaGrattan@iusd.org

NOTICE IS HEREBY GIVEN that the Irvine Unified School District of Orange County, California, acting by and through its Governing Board, hereinafter referred to as “District” will receive up to, but no later than, the above stated bid deadline, sealed Proposals at the place identified above for the award of a contract for its upcoming **RFP# 14/15-0002 IT: LOCAL AREA NETWORK AND WIRELESS PROJECT**.

Go to [http://www.iusd.org/district\\_services/purchasing/index.html](http://www.iusd.org/district_services/purchasing/index.html) to download the full Request for Proposal Documents.

Time is of the Essence. The District reserves the right to reject any or all proposals, to negotiate with any or all responsible submitters, or to waive any deficiencies, irregularities or informalities in any proposal or during the evaluation process.

Any questions regarding this RFP shall be directed to Tanisha Grattan, Irvine Unified School District by e-mail only. Please e-mail [tanishagrattan@iusd.org](mailto:tanishagrattan@iusd.org). All responses will be posted on the District’s website. Questions must be received by January 26, 2015 at 2:00pm.



Publication Dates: January 13 and January 20, 2015  
Newspaper: Orange County Register



## SECTION 1: OVERVIEW

### 1.1 PROJECT OBJECTIVE AND SCOPE SUMMARY

This solicitation is intended to provide a mechanism for Irvine Unified School District (IUSD) to procure high-quality local area network components, including network switches, wireless access points and related equipment and services. This Request for Proposals supports IUSD's plans to complete a comprehensive network refresh and upgrade over the next three to five years.

IUSD educates a diverse student population numbering over 32,000 (PK-12). The District is growing rapidly, adding over 1,000 students and opening at least one newly constructed school each year. IUSD is renowned for its nationally recognized schools, student performance well above State and national comparisons, and comprehensive programs in academics, the arts and athletics. Instructional and operational use of technology is expanding throughout the District. Demand for anywhere, anytime, reliable, high-speed internet connectivity has grown exponentially in recent years. IUSD is seeking a partnership to provide equipment and related services to support ubiquitous, constant, dense (at least four devices per user) network access for IUSD staff, students and guests at each of the District's campuses and administrative offices.

### 1.2 CURRENT ENVIRONMENT

In 2014, all IUSD schools' bandwidth was upgraded to 500 Mbps (elementary and middle schools) or 1 Gbps (high schools and most administrative offices). This project also connected all IUSD sites to the District's upgraded network core at a newly constructed data center. Upon completion of the Wide Area Network upgrades, IUSD initiated a second phase of technology infrastructure upgrades. This second phase includes upgrades to schools' local area networks.

Most IUSD schools' local area network (LAN) equipment is beyond end of life. IUSD has over 500 network switches. On average, switches are eight years old and do not have the capacity to meet current needs. Switches include a mix of manufacturers and models, but are predominately Dell and Cisco.

All IUSD schools and offices have some form of wireless access. However, most sites have limited coverage – sufficient to support a few devices per classroom or meeting space. Some schools have funded incremental upgrades to support density for emerging technology programs. Often this involves upgrading a few access points supporting a specific grade level or departmental area. Like other network equipment, many of the existing access points are already end-of-life. Nearly all of IUSD's existing access points are Aruba-provided.



IUSD intends to replace and augment nearly all of the aforementioned equipment through this project. In addition, the District intends to expand wireless coverage to outdoor learning spaces where network connectivity does not already exist. The District is also seeking tools to facilitate guest and student access (through bring-your-own-device and district equipment programs), including self-service wireless guest access, enhanced network security and proactive monitoring of network access and performance.

### **1.3 PERIOD OF PERFORMANCE**

The anticipated duration of the contract resulting from this procurement is three years, with an option for two additional one-year extensions.



## SECTION 2: INSTRUCTIONS TO PROVIDERS

### 2.1 PROPOSAL DEADLINE AND SUBMISSION

Proposals must be received no later than **2:00 PM PST on February 11, 2015.**

Contractor to submit:

- (1) Master Bound Hardcopy Proposal
- (4) Additional Bound Hardcopy Proposals
- (1) Electronic Proposal on CD

Proposal shall be submitted to:

Tanisha Grattan, Purchasing Dept.  
Irvine Unified School District  
5050 Barranca Parkway, Irvine, California 92604  
Telephone: (949) 936-5212 Fax (949) 936-5219  
Email: [TanishaGrattan@iusd.org](mailto:TanishaGrattan@iusd.org)

### 2.2 CALENDAR OF EVENTS

Event	Details	Date
<b>RFP Posted</b>		January 12, 2015
<b>RFP Advertised</b>	Orange County Register	January 13, 2015 January 20, 2015
<b>Last Day to Submit RFIs/Questions</b>	TanishaGrattan@iusd.org	January 26, 2015 2:00pm
<b>Response to Questions/RFIs Posted</b>	IUSD Website	January 30, 2015
<b>Proposals Due</b>	5050 Barranca Pkwy Irvine, CA 92604	<b>February 11, 2015 2:00pm</b>
<b>Intent to Award Posted</b>	IUSD Website	February 13, 2015
<b>Protest Deadline</b>		February 20, 2015 2:00pm



Event	Details	Date
Board of Education Action		March 3, 2015

**2.3 AMENDMENTS TO THE RFP**

During the RFP period, the District may amend the RFP. Amendments to the RFP and/or calendar of events will be posted at [http://www.iusd.org/district\\_services/purchasing/index.html](http://www.iusd.org/district_services/purchasing/index.html).

**2.4 REQUEST FOR INFORMATION (RFI)**

Contractors are encouraged to ask questions during the RFP posting period. All questions shall be in writing and submitted to the listed contact person. All responses shall be in writing by an authorized District employee or their designated representative. Questions must be received by the date specified in the Calendar of Events. There shall be no verbal understandings or clarifications recognized by the District.

**2.5 PREPARATION**

A Proposal should be prepared in such a way as to provide a straightforward description of Provider and equipment/solution capabilities to satisfy the requirements of this RFP. Emphasis should be concentrated on conformance to the RFP instructions, responsiveness to the RFP requirements, and on completeness and clarity of content.

The completed document(s) should be without interlineations, alterations, or erasures. The Proposal should present all information in a concise manner, neatly arranged, legible, and in terms understandable for evaluation. All information requested is to be addressed directly and completely. It is more desirable to give additional information than less when the answer could be misinterpreted. There should be no attachments, enclosures, or exhibits other than those considered by the Provider to be essential to a complete understanding of the Proposal submitted.

**2.6 FALSE AND MISLEADING STATEMENTS**

A Proposal which contains false or misleading statements, or which provide references which do not support an attribute or condition contended by the Provider, may be rejected. If, in the opinion of the District, such information was intended to mislead the District in its evaluation of





the Proposal and the attribute, which is a condition or capability of a requirement of this RFP, the Proposal shall be rejected.

## **2.7 PROPOSAL SUBMISSION CHECKLIST**

All required forms are included in the Appendices of this document.

### **REQUIRED IN BID SUBMISSION**

- ✓ Part 1: Required Forms
    - Proposal Submission Checklist
    - Purchase Agreement
    - Acknowledgment of Amendments to RFP
    - Provider Representation and Certification
    - Noncollusion Declaration
    - Certification of Primary Participant Regarding Debarment, Suspension, and Other Responsibility Matters
    - Certification on Restrictions on Lobbying
    - Piggyback Clause
  - ✓ Part 2: Vendor Support and Ability to Perform Response
  - ✓ Part 3: Technical Requirements- Local Area Network Response
  - ✓ Part 4: Technical Requirements- Wireless Response
  - ✓ Part 5: Pricing Form
  - ✓ Part 6: Requirements Certifications and Exceptions
- 

### **OPTIONAL WITH BID SUBMISSION, REQUIRED UPON NOTIFICATION OF AWARD**

- ✓ Workers' Compensation Certificate
- ✓ Drug Free Workplace Certification
- ✓ Tobacco Use Policy
- ✓ Criminal Records Check Certification
- ✓ W-9

## **2.8 FORM AND DELIVERY OF PROPOSALS**

The proposal must conform and be responsive to all RFP documents and shall be made on the forms provided. The completed proposal, together with any and all additional materials as required, shall be enclosed in a sealed envelope, addressed and hand delivered or mailed to the



attention of the Purchasing Department, Irvine Unified School District, 5050 Barranca Parkway, Irvine, California and must be received on or before the proposal deadline (Public Contract Code Section 20112). The envelope shall be plainly marked in the upper left hand corner with the provider's name, the RFP designation and the proposal due date. It is the provider's sole responsibility to ensure that its proposal is received prior to the proposal deadline.

## **2.9 EXAMINATION OF PROPOSALS**

At its own expense and prior to submitting its proposal, each provider shall examine all documents relating to the proposal; familiarize itself with all Federal, State and Local laws, ordinances, rules, regulations and codes affecting the performance of the services, including the costs of permits and licenses required for the services; determine the character, quality, and quantities of the services to be performed and the materials and equipment to be provided; and correlate its observations, investigations, and determinations with all requirements of the RFP. The RFP documents are only provided as information for the bidder. The District is not making any warranties regarding said information. The District shall not be liable for any loss sustained by the successful provider resulting from any variance between the conditions given in the RFP documents and the actual conditions revealed during the progress of the services. Provider agrees that the submission of a proposal shall be incontrovertible evidence that the provider has complied with all the requirements of the RFP documents.

## **2.10 INTERPRETATION OF DOCUMENTS**

If any vendor is in doubt as to the true meaning of any part of the documents, or finds discrepancies in, or omissions in the documents, a written request for an interpretation or correction thereof may be submitted to the District as a Request for Information (RFI), no later than the deadline specified in the Calendar of Events. The vendor submitting the written request shall be responsible for its prompt delivery. Any interpretation or correction of the RFP documents will be made only by a posting of an RFI response or addendum to the District website. No person is authorized to make any oral interpretation of any provision in the RFP documents, nor shall any interpretation be binding on the District. The interpretation of the District shall prevail.

Submittal of a proposal without clarifications shall be incontrovertible evidence that the vendor has determined that the RFP documents are sufficient for determining the proposal, that the vendor is capable of reading, following, and delivering the item(s) in accordance with the RFP documents and that the RFP documents fall within an acceptable standard; and that vendor agrees that the bid can and will be completed according to the District's timelines.



## **2.11 MODIFICATIONS TO RFP DOCUMENTS**

Changes in or additions to any of the RFP documents, summary of the work proposed, alternative proposals, or any other modifications which are not specifically called for by the District may result in the District's rejection of the proposal as being nonresponsive. No oral, telephonic, facsimile or electronic modification of the RFP documents will be considered.

## **2.12 PROPOSAL WITHDRAWAL, RESUBMISSION OR MODIFICATION**

A Provider may withdraw the Proposal at any time prior to the Proposal Submission Deadline specified in the Calendar of Events, by submitting a written request for its withdrawal to the Purchasing Department, signed by the Provider or authorized agent. The Provider may thereafter submit a new or modified Proposal prior to the Proposal Submission Deadline. Modification offered in any other manner, oral or written, will not be considered. A Proposal cannot be changed, corrected, or withdrawn after the Proposal Submission Deadline.

## **2.13 DISTRICT'S RIGHT TO CHOOSE**

The District shall be the sole judge as to the requirements needed by their schools, students, and employees for the requested equipment and/or services being provided by the bidder.

## **2.14 PROTEST**

Providers may protest the recommended award, provided the protest is in writing, contains the RFP number, is delivered to the address listed for submission of proposal documents, and is submitted prior to the deadline in the Calendar of Events.

Grounds for a protest is that the District failed to follow the selection procedures and adhere to requirements specified in this Request for Proposals or any addenda or amendments; there has been a violation of conflict of interest as provided in California Government Code Section 87100 et. Seq. or violation of any State or Federal law. Protests will not be accepted on any other grounds. All protests will be handled by a panel comprised of District staff.

The District will consider only these specific issues addressed in the written protest. A written response will be directed to the protesting provider within six (6) calendar days of the receipt of the protest, advising of the decision with regard to the protest and the basis for the decision.

## **2.15 COSTS TO PREPARE BID**



All costs incurred in the preparation, submission, and/or presentation of provider responding to the RFP, including, but not limited to, the provider’s travel expenses to attend any conferences, oral presentations, long distance charges, and negotiation sessions, shall be the sole responsibility of the provider and will not be reimbursed by the District.

**2.16 LIMITS OF THE RFP**

IUSD reserves the right to reject all proposals and will determine what future action, if any, will be taken. All costs incurred in the preparation or submission of a proposal shall be entirely the responsibility of the Provider and shall not be chargeable directly or indirectly to the District.



## SECTION 3: EVALUATION

### 3.1 GENERAL INFORMATION

Award will be made to the Provider(s) offering the most advantageous proposal for the desired equipment and services. Irvine Unified School 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. All proposals received in response to this RFP will receive a fair and impartial evaluation by the District. In conducting this evaluation, the District may obtain and use information, in addition to that contained in the proposals, from any source desired. Customers on each Provider's reference form will be contacted, as may other customers selected by the District and listed by the Provider as a reference.

The District will separately evaluate and score the Local Area Network and Wireless portions of the Providers' proposals. Based on the evaluation criteria defined in this document, the District shall award the entire Local Area Network portion of the RFP to the qualified vendor with the highest scoring Proposal, meeting the RFP requirements. Likewise, the District shall award the entire Wireless portion of the RFP to the qualified vendor with the highest scoring Proposal, meeting the RFP requirements for those equipment and services.

The District shall make its evaluation in its sole discretion and its decision shall be final. Public Contracts Code section 20118.2 shall govern the evaluation of proposals, selection of provider(s), and contract negotiations associated with this Request for Proposals.

### 3.2 MINIMUM REQUIREMENTS AND BRAND SUBSTITUTIONS

Proposals will only be considered if the proposed products and services meet the minimum requirements specified in this RFP document. Minimum requirements include technical requirements, performance expectations and general terms. Whenever brand names are used, they are used as specifications only. The intent is to indicate quality standards and is presumed to be followed by the words "OR EQUAL." Any variances from the specified items must be clearly noted on the proposal, otherwise the product will be assumed to be "as specified" – the exact product listed in the bid document. Substitutions that meet or exceed the specifications are acceptable. Products not meeting the criteria as determined solely by IUSD will be cause for the rejection of the Proposal, or product. All costs to remedy to the District's satisfaction will be borne by the provider.

It is the provider's responsibility to demonstrate equivalency of proposed products. Provider shall provide all requested documentation to support performance requirements of the



proposed products. The District has the discretion to request, and test, product samples prior to the award of the bidder.

**3.3 SAMPLES**

Samples may be required. If requested by the District, samples must arrive within five (5) business days at the bidder’s expense. All samples must be tagged to identify Provider, RFP number, and item number.

**3.4 SCORING**

Qualifying Providers (meeting the minimum requirements and conditions of the RFP) will be evaluated based on the following considerations:

Factor	Weight
Price	40%
Vendor Support and Ability to Perform	30%
Technical Requirements	30%

**3.5 PRICING METHODOLOGY AND EVALUATION**

Due to the changing needs of our schools’ technology programs, and anticipated construction and reconfiguration of facilities, the pricing form is designed to reflect unit costs. Vendors must provide specifications and pricing for proposed products meeting each equipment standard defined in the requirements and pricing form. Vendors must provide:

1. Per unit pricing of the proposed equipment;
2. Per unit pricing of any peripheral equipment and/or software required to support the intended use of the equipment; and,
3. The discount rate (percentage) from the manufacturer’s list price and the source or definition of the list price.\*

\*This shall be the discount rate applied to product substitutions during the life of the contract.

It is IUSD’s intent to select the most cost-effective solution for the District. Vendors must submit their proposals on the pricing forms provided in the RFP documents. Requests for clarification or modification to the form must be submitted through the RFI process.



Pricing provided by vendor must include all costs associated to the project required to meet the expectations defined in this RFP. Costs not identified by the vendor shall be borne by the vendor and will not alter the requirements identified in this solicitation. During the period of delivery under a contract resulting from this RFP, if the price of an item decreases, IUSD shall receive a corresponding decrease in prices on the balance of deliveries.

The Price score of the RFP will be determined by:

1. The total cost of the equipment and services requested and priced in the RFP, calculated using a hypothetical scenario that reflects the District's anticipated purchase quantities.
2. Anticipated additional costs necessary to ensure a successful implementation of the proposed products.

The anticipated quantities outlined in this RFP and used in the evaluation are not a guaranteed purchase quantity. After the award of the RFP, the District shall order equipment and services based on individual site assessments, observed needs and equipment performance and available funding.

### **3.6 CONTRACT AGREEMENT AND WARRANTIES**

Following the Award of the RFP, the District will prepare and negotiate its own Agreement with the selected Provider to deliver the proposed products and services. The resulting agreement shall conform to the terms and conditions set forth in this RFP and the District's standard agreement (included in the Appendices of this document). Any exceptions or proposed alterations to conditions and requirements defined in this document and the District's standard agreement must be included in the Provider's proposal.

The Selected Provider will guarantee that the Proposed Products and services shall conform in all material respects to the District's specifications in this RFP and the Selected Provider's Documentation accompanying or referred to in this RFP.

If a contract is awarded as a result of this procurement process all warranties made by the Selected Provider, including the Provider's response to the RFP, shall be incorporated into the Agreement and shall be binding upon the Selected Provider. This RFP and the Selected Provider's Proposal will become a part of the Agreement. Any Proposal attachments, documents, letters and materials submitted by the Provider shall be binding and may be included as part of the Agreement. Submission of a successful Proposal is not the end of the contractual process; further negotiation over the Agreement terms and conditions will be necessary, which, in and of itself, could change the Selected Provider.



### **3.7 ALTERING THE PROPOSAL/AGREEMENT**

Following the award of a contract, the successful vendor(s) may not alter the proposal pricing or options without the written approval of the District. However, because of unique District needs, or manufacturer discontinuation or modification of proposed products, the District and vendor may jointly agree to amend the agreement resulting from this RFP. Such Amendment shall identify substitute and/or replacement products and shall be submitted to the IUSD Board of Education for approval.

## **SECTION 4: VENDOR SUPPORT AND ABILITY TO PERFORM**

### **4.1 COMPANY EXPERIENCE AND QUALIFICATIONS**

Provide a brief description of your firm(s), as well as any other firms joining with your firm to provide services. This description should include a history of the firm(s), number of employees and organizational structure of the firm(s). This section should provide background information that supports your firm's ability to provide the requested services effectively and reliably.

#### **Requirements/Supporting Information:**

- 4.1.1 List of company contacts, with description of their roles and backgrounds, who will be assigned to IUSD's project and/or provide ongoing support.
- 4.1.2 Evidence of long-term fiscal stability. Artifacts may include fiscal reports or recent audit results that demonstrate consistent and current financial security.
- 4.1.3 Demonstrated five (5) years of experience providing local area networking and wireless equipment and services to K-12 education customers. Proposal should evidence the provider's awareness of and support for the unique needs of education clients.
- 4.1.4 Provide information related to the firm's investment in technology development and quality assurance.

### **4.2 PROFESSIONAL SERVICES AND EXPERTISE**

Describe design, professional development, engineering, support and other resources that your firm would/could provide to support successful implementation. Be specific as to which services are at no cost, included in the proposed pricing or available for an additional fee. Identify which services are provided by your firm and which would be provided by a partner or subcontractor.

#### **Requirements/Supporting Information:**





- 4.2.1 Design/Pre-Planning: Services to identify appropriate type, placement and configuration of equipment to ensure effective installation.
- 4.2.2 Engineering/Configuration: Advice or direct support to IUSD staff in configuring equipment and software.
- 4.2.3 Training: Describe any training courses, materials or other opportunities your firm would provide. Note: IUSD anticipates needing training for up to six (6) network team members for both the networking and wireless components of this RFP.
- 4.2.4 Validation/Testing: Describe any post-implementation testing/verification to ensure equipment is performing to expectations.
- 4.2.5 Ongoing Support: Describe any ongoing support, including performance monitoring and troubleshooting services.
- 4.2.6 Describe any additional services or value-added expertise your firm is offering as part of your Proposal.

#### **4.3 DELIVERY**

Describe your firm’s resources and processes that ensure that the equipment and services requested by the District can be delivered quickly and securely to IUSD sites.

##### **Requirements/Supporting Information:**

- 4.3.1 Briefly describe the workflow/process from initiation to fulfillment of an order for the requested equipment. Included specific timelines where available.
- 4.3.2 Provide overall expected timeline for the delivery of network and wireless equipment needed for a comprehensive high school installation (approximately 120 classrooms, 3,000 students and staff).
- 4.3.3 Define any resources (e.g., local warehouses, preferred manufacturer relationships) that support expedited order fulfillment.

#### **4.4 ISSUE RESOLUTION AND WARRANTY**

Describe the process for resolving reported issues with equipment and related software/services. For the purposes of this section, assume that the District is not purchasing any additional ongoing maintenance services. If increased support is available for additional cost, define that support and cost in your response.

##### **Requirements/Supporting Information:**

- 4.4.1 Describe customer (IUSD) obligations in reporting potential equipment or software issues.



- 4.4.2 Define standard response times to reported issues. Identify whether response times are guaranteed and escalation procedures for urgent issues.
- 4.4.3 Describe the process and timeline for obtaining replacement equipment. Be specific as to whether your firm stocks advance replacement equipment for the components listed in this RFP. Identify whether replacement equipment is guaranteed new or refurbished.
- 4.4.4 Describe any additional support your company will provide related to reported issues with the equipment or services.

#### 4.5 REFERENCES

Provide customer references for at least five (5) completed projects at organizations of similar size and mission currently serviced by the provider.

##### **Requirements/Supporting Information:**

- 4.5.1 Organization Name
- 4.5.2 Name, Title, and Contact Information of a company contact who has ongoing involvement in operations of the equipment and services, and is knowledgeable about the implementation.
- 4.5.3 List of products and services used by the organization and the length of time those products have been in productive use. (References must be from organizations using the same or similar products and services).
- 4.5.4 Provide information related to the demand/load placed on the installed equipment. If available, identify specific school sites using the product(s) to support a full one-to-one (or equivalent) computing program.

## SECTION 5: TECHNICAL REQUIREMENTS – LOCAL AREA NETWORK

### 5.1 OVERVIEW

All equipment and associated services must comply with general requirements and expectations outlined throughout these RFP documents, any subsequent amendments, and posted RFI responses. Equipment proposed in response to each line item listed in the Pricing Form must meet or exceed the corresponding specifications outlined in this section. Vendors must clearly identify any additional components, equipment and/or software needed to meet the requirements of the RFP and support the project as it has been defined.

In some cases, standards described may include proprietary technology or brand names. As described in section 3.2 of this RFP, the intent is to indicate quality standards and is presumed to



be followed by the words “OR EQUAL.” It is the provider’s responsibility to demonstrate equivalency of proposed products.

For this section, Providers must:

- ✓ Identify the exact, current makes and models of proposed equipment.
- ✓ If an alternative make or model to the current standard is proposed, provide technical documentation to demonstrate the equivalency of the proposed equipment.
- ✓ Confirm the proposed equipment’s adherence to each defined requirement.
- ✓ Describe any additional equipment or software necessary to fulfill the project.

## 5.2 NEW PRODUCTS

All products shall be new and the current manufacturer’s release. All products shall be specifically manufactured for the application in which they are used, and the environment in which they are installed. Used or refurbished products shall not be used on this project. No exceptions.

Contractor shelf stock shall not be used unless previously approved in writing by the IUSD Information Technology department.

## 5.3 LOCAL AREA NETWORK STANDARDS - SWITCHES

### 5.3.1 Core Switch Standard

- Layer 2/3
- Minimum 16 ports 10G SFP+ Uplink capability (Expandable to 24 ports)
- Dual Power Supply (hot swap)
- *Current standard:*
  - Cisco Catalyst 4500-X Switch*
  - Model:* WS-C4500X-16SFP+
  - Power Supply 1:* C4KX-PWR-750AC-R
  - Power Supply 2:* C4KX-PWR-750AC-R/2
  - 10G SFP Module:* SFP-10G-SR
  - Expansion Module (optional):* C4KX-NM-8SFP+
  - Software IP Base with crypto:* S45XUK9-34-1512SG
  - Features:*
    - Application visibility and control (Flexible NetFlow, Cisco IOS Embedded Event Manager)
    - Security with Cisco TrustSec
    - Troubleshooting video or any User Datagram Protocol-based flows (Mediatrace)
    - Video network readiness assessment (built-in traffic simulator with IP SLA Video Operation)
    - Ability to run third-party applications (Wireshark)



### 5.3.2 Top of Rack Switch Standard

- Layer 2
- 24 or 48 Gigabit Ethernet ports PoE+
- Minimum of 2 ports 10G SFP+ Uplink capability
- Stackable
- *Current standard:*

*Cisco Catalyst 2960-X Series Switch (PoE+)*

*Model:* WS-C2960X-48FPD-L

*10G SFP Module:* SFP-10G-SR

*Stacking Module (optional):* C2960X-STACK

*1m length stack cable (optional):* CAB-STK-E-1M

*Features:*

### 5.3.3 MDF/IDF Switch (General) Standard

- Layer 2
- 24 or 48 Gigabit Ethernet ports
- Minimum of 2 ports 10G SFP+ Uplink capability
- Stackable
- *Current standard:*

*Cisco Catalyst 2960-X Series Switch*

*Model:* WS-C2960X-48TD-L

*Stacking Module (optional):* C2960X-STACK

### 5.3.4 Industry Standards

All proposed equipment must meet current industry standards, minimally including:

Ethernet: IEEE 802.3

10 Gigabit Ethernet: IEEE 802.3ae

IEEE 802.1D Spanning Tree Protocol

IEEE 802.1w Rapid Reconfiguration of Spanning Tree

IEEE 802.1s Multiple VLAN Instances of Spanning Tree

IEEE 802.3ad LACP

IEEE 802.1p CoS Prioritization

IEEE 802.1Q VLAN

IEEE 802.1X User Authentication

IEEE 802.1x-Rev

RMON I and II standards



USGv6 and IPv6 Gold Logo certified

### 5.3.5 **Top of Rack and MDF/IDF (General) Additional Standards**

#### 5.3.5.1 **General**

- 24 or 48 Gigabit Ethernet ports with line-rate forwarding performance
- Gigabit Small Form-Factor Pluggable (SFP) or 10G SFP+ uplinks
- Ability to stack up to 8 switches with 80 Gbps of stack throughput
- Power over Ethernet Plus (PoE+) support with up to 740W of PoE budget
- Reduced power consumption and advanced energy management features
- USB and Ethernet management interfaces for simplified operations
- Application visibility and capacity planning (e.g. Cisco NetFlow-Lite)
- Software features equivalent to LAN Base or LAN Lite Cisco IOS software
- Lifetime warranty with next-business-day hardware replacement

#### 5.3.5.2 **Network Security**

- MAC-based VLAN assignment enabling different users to authenticate on different VLANs. Support for each user to have a different data VLAN on the same interface.
- Intuitive security and policy enforcement throughout the network. (Example: Cisco TrustSec [cisco.com/go/TrustSec](http://cisco.com/go/TrustSec)).
- Comprehensive 802.1X Features to control access to the network, including Flexible Authentication, 802.1x Monitor Mode, and RADIUS Change of Authorization.
- Protection against rogue router advertisements, address spoofing, fake DHCP replies and other risks introduced by IPv6 technology.
- Ability to easily create/use device profiles including BYOD devices. Ability to provision identity based security policies.
- Easy distribution of a single universal image for all switch models by verifying authenticity of IOS images.
- Features supporting Port Security, Dynamic ARP Inspection, and IP Source Guard.
- Private VLANs: Ability to restrict traffic between hosts in a common segment by segregating traffic at Layer 2, turning a broadcast segment into a nonbroadcast multi access like segment.
- Multidomain Authentication: Enable an IP phone and a PC to authenticate on the same switch port while placing them on appropriate voice and data VLAN.



- Access Control Lists (ACLs) for IPv6 and IPv4 for security and QoS ACEs.
  - Prevent unauthorized data flows from being bridged within VLANs.
  - Ability to apply security policies on routed interfaces for control-plane and data-plane traffic.
  - Support applying security policies on individual switch ports.
- Support for SSH and SNMP v3.
- Ability to disable Telnet, HTTP and SNMP v2 Protocols.
- Automated process to analyze traffic and take action when an intruder is detected.
- Support for centralized control of each switch and restricting unauthorized users from altering the configuration.
- Features to notify administrators of users added or removed from the network.
- Technology to prevent accidental topology loops.
- Prevention of edge devices not in the network administrator’s control from becoming Spanning Tree Protocol root nodes.
- Support for multicast authentication and restrictions by filtering out nonsubscribers and limits the number of concurrent multicast streams available per port.
- Support for efficient, flexible assignment of ports to VLANs and IP address assignment.

#### 5.3.5.3 **Redundancy and Resiliency**

- Ability to configure technology across different members of the stack for high resiliency (Example: Cisco EtherChannel).
- Link redundancy with convergence time less than 100 milliseconds.
- Rapid spanning-tree convergence independent of spanning-tree timers and Layer 2 load balancing and distributed processing.
- Automatic reactivation of a link that is disabled because of a network error.

#### 5.3.5.4 **Quality of Service**

- Up to eight egress queues per port and strict priority queuing so that the highest priority packets are serviced ahead of all other traffic.
- Shaped Round Robin (SRR) scheduling and Weighted Tail Drop (WTD) congestion avoidance.
- Flow-based rate limiting and up to 256 aggregate or individual policies per port.



- 802.1p class of service (CoS) and Differentiated Services Code Point (DSCP) classification, with marking and reclassification on a per-packet basis by source and destination IP address, MAC address, or Layer 4 TCP/UDP port number.
- Cross-stack QoS to allow QoS to be configured across a stack of switches.
- Bandwidth in increments as low as 8 Kbps.
- Rate limiting provided based on source and destination IP address, source and destination MAC address, Layer 4 TCP/UDP information, or any combination of these fields, using QoS ACLs (IP ACLs or MAC ACLs), class maps, and policy maps.

#### 5.4 LOCAL AREA NETWORK STANDARDS – UNINTERRUPTIBLE POWER SUPPLY (UPS)

##### 5.4.1 Tier 1 UPS

Standard: APC Smart-UPS RT 8KVA RM 208V w/ 208V to 120V 2U Step-Down Transformer + 2 extended run option

Model: SURT8KRMXL6U-TF5 + (2) SURT192RMXLBP3U

Topology: Double Conversion Online

Output Power Capacity: 6400 Watts / 8000 VA

Output Connections:

(1) Hard Wire 3-wire (2PH + G)

(12) NEMA 5-20R

(2) NEMA L6-20R

(1) NEMA L6-30R

Input Connection: Hard Wire 3-wire (2PH + G)

##### 5.4.2 Tier 2 UPS

Standard: APC Smart-UPS RT 6000VA RM 208V to 208/120V

Model: SURTD6000RMXLP3U

Topology: Double Conversion Online

Output Power Capacity: 4200 Watts / 6000 VA

Output Connections:

(4) NEMA 5-20R

(1) NEMA L14-30R

(1) NEMA L6-30R

Input Connection: NEMA L14-30P



### 5.4.3 Tier 3 UPS

Standard: APC Smart-UPS RT 3000VA 120V + Network Management card with environmental monitoring

Model: SURTA3000XL + AP9631

Topology: Double Conversion Online

Output Power Capacity: 2100 Watts / 3000 VA

Output Connections:

(6) NEMA 5-15R

(2) NEMA 5-20R

Input Connection: NEMA L5-30P

### 5.4.4 UPS Additional Standards

- Double Conversion Online power protection
- Power management software to provide graceful shutdown of network operating system
- Integrated network management card for remote management RJ-45 10/100 Base-T with temp sensor and probe
- Control panel with LED status display for OnLine, On Battery, Replace Battery, Overload, Bypass
- Audible Alarm when on Battery, Low Battery, Overload
- Emergency Power Off (EPO)
- Bypass switch (Automatic and Manual)
- Cord length min 10 feet
- Capable of adding extended runtime unit
- Tower or rack mounting support
- RoHS Compliant
- Replacement battery model compatible with all proposed UPS models

## SECTION 6: TECHNICAL REQUIREMENTS – WIRELESS

### 6.1 OVERVIEW

All equipment and associated services must comply with general requirements and expectations outlined throughout these RFP documents, any subsequent amendments, and posted RFI responses. Equipment proposed in response to each line item listed in the Pricing Form must meet or exceed the corresponding specifications outlined in this section. Vendors must clearly





identify any additional components, equipment and/or software needed to meet the requirements of the RFP and support the project as it has been defined.

In some cases, standards described may include proprietary technology or brand names. As described in section 3.2 of this RFP, the intent is to indicate quality standards and is presumed to be followed by the words “OR EQUAL.” It is the provider’s responsibility to demonstrate equivalency of proposed products.

For this section, Providers must:

- ✓ Identify the exact, current makes and models of proposed equipment.
- ✓ If an alternative make or model to the current standard is proposed, provide technical documentation to demonstrate the equivalency of the proposed equipment.
- ✓ Confirm the proposed equipment’s adherence to each defined requirement.
- ✓ Describe any additional equipment or software necessary to fulfill the project.

## 6.2 NEW PRODUCTS

All products shall be new and the current manufacturer’s release. All products shall be specifically manufactured for the application in which they are used, and the environment in which they are installed. Used or refurbished products shall not be used on this project. No exceptions.

Contractor shelf stock shall not be used unless previously approved in writing by the IUSD “IT” department.

## 6.3 WIRELESS STANDARDS – GENERAL

### 6.3.1 Core Wireless System Requirements

6.3.1.1 Centralized WLAN architecture with “thin” access points, centralized switch/controllers, and integrated network management.

6.3.1.2 Solution must be Wi-Fi Certified for Data.

6.3.1.3 Solution must be Wi-Fi Certified for Voice.

6.3.1.4 All proposed devices must be 802.11 standards-based.

6.3.1.5 System must not require upgrades or enhancements to existing routers and switches (must be self-contained).



- 6.3.1.6 System must have support for multiple levels of redundancy and provide for no single point of failure (including both Access Points and Controllers).
- 6.3.1.7 Newly installed controllers should automatically synchronize with existing controller(s), without requiring a separate network management server.
- 6.3.1.8 The solution must scale to support IUSD’s rapid growth in both enrollment and technology demand. IUSD is expected to reach 40,000 students within five-years. Providers should assume that, in that same time frame, IUSD will need wireless support for campus-wide density (4 devices per staff/student) at each of its schools, while maintaining efficient centralized management and monitoring.
- 6.3.1.9 System must support point to point/point to multipoint solution (Mesh).
- 6.3.1.10 Maintainability:
  - Software/Firmware updates must be included throughout usable life of equipment. (Describe how updates are managed and distributed).
  - Define the expected usable life for each proposed model and how life-cycle/model retirements are announced to customers.
  - Describe quality assurance and other processes that support the effective integration of legacy (near end-of-life) equipment and new models at a single site.
- 6.3.1.11 Support: Describe available tools for proactively monitoring connection attempts, speed/availability of connection, and usage.
- 6.3.1.12 Error/issue reporting, audit logs, security incidents, usage statistics and planning data must be stored/available in a format compatible with Microsoft SQL reporting tools and HP ArcSight security information systems.
  
- 6.3.2 **Access Points (APs)**
- 6.3.2.1 APs must be plenum rated with applicable certifications.
- 6.3.2.2 Auto-sensing 10/100/1000 on the network port for 802.11n APs must be supported.
- 6.3.2.3 Support 802.3af standard Power-over-Ethernet (PoE) and 802.3at
- 6.3.2.4 Ceiling and/or wall mounting options for APs must be supported.
- 6.3.2.5 Access point must support out-of-the box, auto configuration across layer-2 and layer-3 networks without having to enter configuration information into the AP.



6.3.2.6 Must be Wi-Fi alliance 802.11a/b/g/n compliant

6.3.2.7 The proposed solution must support 802.11ac

**6.3.3 AP-to-Controller Communication**

6.3.3.1 Use of industry standards-based (IEEE or IETF) tunneling protocols including IPsec and GRE .

6.3.3.2 Centralized Encryption/De-encryption must be supported to prevent wired eavesdropping on wireless user data and malicious attacks on APs.

6.3.3.3 Describe means to support secure communication between legacy and newly purchased equipment.

**6.3.4 AP Management**

6.3.4.1 Must support a discovery protocol from APs to find and sync with switch/controller that works over routed and switched subnets. Describe any dependencies on switch/router equipment.

6.3.4.2 All AP configuration and service delivery information must be centrally managed and maintained via the switch/controller.

**6.3.5 RF Management**

6.3.5.1 Access points must have at least two radios operational via 802.3af (standard PoE).

6.3.5.2 Access points must support dedicated dual-radio hardware and must not be a modular addition to an 11n device.

6.3.5.3 APs must feature two GbE ports for redundancy and must deliver greater than 1Gbps of aggregate throughput.

6.3.5.4 The proposed solution must comply with 802.11ac standard-based transmit beamforming.

6.3.5.5 Access points must be capable of serving .11n and .11ac clients on the same 5 Ghz radio and should not require separate radios to support both .11n and .11ac clients



- 6.3.5.6 RF management solution must be able to monitor roaming clients between access points for each mobile device and visually roaming patterns for every device on the network.
- 6.3.5.7 Solution must have the ability to intelligently and dynamically load-balance devices without receiving a new association request from the device.
- 6.3.5.8 The RF management solution must monitor client health metrics on the WLAN controller/management system on a per client basis.
- 6.3.5.9 The solution must visually highlight mobile device health metrics and provide reports based on desired metrics to monitor network performance.
- 6.3.5.10 Enable ease of deployment and ongoing management with automatic adjustment of individual AP power and channel setting to maximize performance around other APs, limit the effects of interference (both 802.11 and non-802.11), and detect and correct any RF coverage holes.
- 6.3.5.11 Devices should support DFS certified radios that can enable 14 additional 5GHz channels thereby increasing total WLAN capacity.
- 6.3.5.12 RF management solution should prevent data loss with adaptive RF management that provides the capability to pause channel scanning / adjust RF scanning intervals based on application and load presence.
- 6.3.5.13 Solution must offer dynamic load balancing to automatically distribute clients to the least loaded 802.11 channel and AP. Load balancing must not require any client specific configurations or software.
- 6.3.5.14 APs that are used for WLAN access should continue to perform RF scanning for the purposes of dynamic RF management and wireless intrusion detection and prevention. This scanning should not adversely affect data transmission for mission-critical applications.
- 6.3.5.15 Solution must support load balancing across bands and steering of dual-band capable clients from 2.4GHz to 5GHz in order to improve network performance without the use of client specific configurations or software.
- 6.3.5.16 Traffic shaping capabilities must be supported to offer air-time fairness across different type of clients running different operating systems in order to prevent starvation of client throughput in particular in a dense wireless user population without the use of client specific configurations or software.



- 6.3.5.17 RF management solution must have the capability to provide preferred access for “fast” clients over “slow” clients (11n vs. 11a/b/g, and 11g vs. 11b) in order to improve overall network performance.
- 6.3.5.18 Co-channel interference must be managed in order to prevent adverse effects of operating multiple APs in the same channel while in close proximity.
- 6.3.5.19 Ability to mitigate adjacent channel interference among the APs operating on “neighboring” channels.
- 6.3.5.20 System should support the above functions in real time and without the need to perform any network baselines or manually administered measurements and must be based on real RF information versus models in management systems.
- 6.3.5.21 Network architecture should be designed to support full RF redundancy .
- 6.3.5.22 RF management solution must optimize user and bandwidth capacity.
- 6.3.5.23 SLA/SLGs must be support through RF management solution features.
- 6.3.5.24 Solution must support 40 MHz Channels and Channel Bonding.
- 6.3.5.25 Solution must support 20 MHz Short Guard Interval.
- 6.3.5.26 The RF management solution must optimize per-user capacity/throughput.
- 6.3.5.27 RF management must enable support for DAS (distributed antenna system).

6.3.6 **Mobility**

- 6.3.6.1 The system must support L2 roaming capabilities across APs (terminated on the same and different controllers) with no special client-side software required.
- 6.3.6.2 The system must support L3 roaming capabilities across APs (terminated on the same and different controllers) with no special client-side software required.
- 6.3.6.3 The system must support Opportunistic Key Caching (OKC).
- 6.3.6.4 The system must support Pairwise Master Key (PMK) caching.
- 6.3.6.5 The system must enable E911 overlay to provide seamless support for emergency calls made over the Wi-Fi network.



**6.3.7 Quality of Service**

- 6.3.7.1 The system must be WMM-certified by the Wi-Fi alliance.
- 6.3.7.2 The system must support upstream and downstream packet tagging between AP and controller/switch using standard tagging mechanisms; specify exact tagging support.
- 6.3.7.3 The system must have the ability to enforce QoS tags for user data on the wire, between client and AP and between AP and WLAN controller.
- 6.3.7.4 Prevention of misuse of QoS rules with deep packet inspection and WMM queue enforcement for user data must be supported.
- 6.3.7.5 Per user, per device, and per application/TCP-port bandwidth must be supported.
- 6.3.7.6 The system must provide support advanced multicast features with multicast rate optimization, multi-channel use and IGMP snooping.
- 6.3.7.7 Advanced voice QoS services that prioritize voice streams over data for mixed mode devices (e.g. traffic-based instead of SSID-based prioritization) for any authentication method used must be supported.
- 6.3.7.8 The system must support automatic call recognition of voice protocols such as Session Initiation Protocol (SIP), Skinny Client Control Protocol (SCCP), VOCERA, Spectralink Voice Protocol (SVP) VoWLAN protocols as well as video sessions through deep packet inspection including sessions established over a secure layer such as TLS or IPSec.
- 6.3.7.9 The system must support dynamic voice-aware load balancing (call admission control) of SIP, SCCP, VOCERA, SVP VoWLAN protocols. This load balancing should pre-emptively move voice clients across APs while they are out-of-call in order to improve network performance.
- 6.3.7.10 Custom traffic prioritization mechanisms must be enabled by the system.
- 6.3.7.11 The system must support packet loss prevention.

**6.3.8 Network Interaction**

- 6.3.8.1 The system must support internal routing, bridging and spanning tree capabilities across its ports within the centralized switch/controller in order to enable ease of deployment and scalability.



6.3.8.2 An internal DHCP server for ease of deployment and scalability must be available and must be able to redistribute dynamically learned information such as DNS, WINS, and local DNS suffix entries in the DHCP response.

6.3.8.3 The system must support GRE and IPSEC tunnels between controllers and other GRE/IPSEC termination devices in order to enable secure site-to-site connections without requiring external hardware.

6.3.8.4 The system must support VLAN subnet management with multiple VLAN assignment (VLAN pooling) per SSID.

### 6.3.9 **Remote Networking**

6.3.9.1 The branch solution must provide an integrated Central Management Architecture.

6.3.9.2 The solution must improve operational efficiency and provide cost savings.

6.3.9.3 Describe how solution subscribes VLAN definitions for branch locations.

6.3.9.4 Explain how the proposed remote branch office solution integrates with Authentication Infrastructure and how it is different compared to other solutions.

6.3.9.5 The branch solution must offer integrated stateful firewall security for LAN and WAN connectivity.

6.3.9.6 The branch solution must offer QoS for real-time applications such as voice and video.

6.3.9.7 The solution must handle site survivability.

6.3.9.8 The solution must update the configuration of the devices at remote sites.

6.3.9.9 The remote solution must enable different policy definitions for different sites.

## 6.4 **SECURITY**

### 6.4.1 **Authentication and Encryption**

6.4.1.1 System must support:

- Universal Authentication



- MAC-based authentication
  - 802.1X based authentication
  - WPA2/AES link layer encryption
  - WEP link layer encryption
  - WPA/TKIP link layer encryption
  - LEAP, PEAP, EAP-TLS, EAP-TTLS, EAP-GTC authentication.
- 6.4.1.2 The system must provide integrated RADIUS or TACACS+ termination for increased security and cryptographic offload.
- 6.4.1.3 Solution must offer full RADIUS support including interoperability with external servers.
- 6.4.1.4 Web-Based Authentication:
- Must support user name and password authentication, as well as support for token based authentication.
  - Support for self-service guest registration and for non-IT staff to create temporary guest IDs and passwords.
- 6.4.1.5 Ability to customize the pre-authentication network access rights beyond DHCP response.
- 6.4.1.6 Ability to script/drive user role provisioning and access through other systems (e.g., Active Directory authentication and group membership).
- 6.4.1.7 Ability to limit bandwidth usage for individual guests.
- 6.4.1.8 802.1X based guest access using a local database must be supported on the switch/controller in order to authenticate users.
- 6.4.1.9 Provide for time-of-day/duration based access per guest user and guest SSID.
- 6.4.1.10 Provide secure tunneling via IPSec/GRE to a generic L3 switch/router (located in the DMZ) for ease of deployment and reduced cost.
- 6.4.2 **Access Control**





- 6.4.2.1 Controller must provide security enforcement for wireless users through the use of a role-based, stateful firewall that can be directly integrated with the roles defined within existing authentication servers.
- 6.4.2.2 Firewall must support dynamic, stateful (as defined by ICSA) access rights into the network once authenticated based on source, destination, and/or ports.
- 6.4.2.3 Solution must support the capability to ensure privacy protection by preventing firewall and IP spoofing attacks in addition to enforcing TCP handshake
- 6.4.2.4 Access policies should provide for automatic capture of data and syslog of access rule triggers for audit and analysis.
- 6.4.2.5 Solution must allow rules for access rights based on any combination of time, location, user identity, device identity, and extended attributes from the authentication database.
- 6.4.2.6 The firewall must be able to take action including allowing the traffic, denying the traffic, rejecting the traffic, routing the traffic, destination or source NAT the traffic, modify the QoS level of the traffic, and blacklist (remove from the network) the client for policy matches.
- 6.4.2.7 Centralized switch / controller should provide the capability to support dynamic role updates of users (e.g. full-access to quarantined) based on messages received from any type of external IDS through the use of an integrated syslog parser.
- 6.4.2.8 The solution shall have the ability to do a posture assessment of a device prior to allowing the device to join the network.
  
- 6.4.3 **Intrusion Detection / Prevention**
- 6.4.3.1 Wireless Intrusion Detection Solution (WIDS) capabilities must be supported.
- 6.4.3.2 System must have the ability to provide visibility into all 802.11 Wi-Fi channels with configurable channel dwell times including the detection of rogue devices / RF activity occurring between channels.
- 6.4.3.3 WIDS functionality must enable accurate and automatic method of classifying real Rogues (on network) versus interfering neighbor networks whether Rogues have encryption or not and without client software or upgrades to current network.
- 6.4.3.4 System must provide efficient means of automatic rogue AP containment with minimal RF impact and without requiring dedicated APs to listen on the wired ports or any other manual procedure.



- 6.4.3.5 The WIPS solution must utilize the same server / user interface for WIPS and WLAN data collection.
- 6.4.3.6 Automatic Ad-hoc network detection and containment must be supported.
- 6.4.3.7 Detection of wireless bridges must be supported.
- 6.4.3.8 Protection for Man-In-The-Middle and Honey-Pot attacks must be supported.
- 6.4.3.9 Protection for denial of service attacks must be supported.
- 6.4.3.10 Solution must enable user-definable rate threshold detection and protection.
- 6.4.3.11 Detection of active network scanning tools must be supported.
- 6.4.3.12 Data/packet CRC and sequence error detection and prevention must be supported.
- 6.4.3.13 The WIPS solution must enable blacklisting of wireless user devices after failed authentication attempts for web based authentication and 802.1X authentication against user-defined thresholds.
- 6.4.3.14 Blacklisting of wireless devices after firewall / ACL access rule violations are detected within the centralized switch / controller must be supported.
- 6.4.3.15 Solution must support immediate, user-specified signatures for wireless security threats.
- 6.4.3.16 Management Frame Protection must be supported.
- 6.4.3.17 System must have the ability provide a physical location of the threat and to blacklist users for any policy violation.
- 6.4.3.18 System must assess and classify threats to support IT staff in prioritizing follow-up efforts. The classification scheme and associated alerts should be configurable by IUSD IT staff.

## **6.5 MANAGEMENT AND MONITORING**

### **6.5.1 Analytics and Monitoring**

- 6.5.1.1 The solution must allow for the creation of custom reports with non-technical report creation tools.
- 6.5.1.2 The solution must have the ability to capture and report on web activity that guests used while they were on the guest Wi-Fi.



- 6.5.1.3 The solution must be able to identify suspect behavior and pinpoint the location and associated user.
- 6.5.1.4 The system should have an easy-to-use interface to support technicians, centralized network staff and IT management in monitoring and maintaining its components.
- 6.5.1.5 The system should have a performance monitoring dashboard that displays overall usage and connection issues in real-time to networking personnel.
- 6.5.1.6 The solution must support researching issues through searches based on physical location, time/date range, and username (not just device address).
- 6.5.1.7 The system shall maintain at least one-year of data to research historical issues and patterns of usage and issues.
- 6.5.1.8 The system shall provide error/issue reporting that supports efficient root-cause analysis and remediation steps. Describe tools available to diagnose issues.
- 6.5.1.9 The solution shall provide graphical reports that highlight trends in usage and reliability of the system.
- 6.5.1.10 To facilitate service desk troubleshooting, user monitoring screens should provide 24-hour “playback” of a user’s roaming patterns within a facility.
- 6.5.1.11 The solution shall identify overtaxed equipment (underserved areas) to proactively plan for growth and prioritize upgrades/expansions.
- 6.5.1.12 The system shall allow reports to be scheduled and distributed via email or saved to a specific on-premise server for integration with other reporting tools.
- 6.5.1.13 The system must be able to proactively notify IT staff that may impact user experience or network performance. Describe:
  - What alerts are currently available in the system
  - The extent to which alerts can be configured.
  - The data available in the alert to support easy identification of the problematic user or network component.
  - Capabilities for integration of notifications with third-party systems (log aggregation and/or help desk systems).

6.5.2 **Configuration Management**



- 6.5.2.1 Ability to apply configuration changes globally to all APs/controllers, to a specified subset of devices, or to an individual device.
- 6.5.2.2 Ability to automatically create, and apply to other devices, a configuration template from an existing AP or controller with a known good configuration.
- 6.5.2.3 Ability to schedule configuration changes to occur during a specified time.
- 6.5.2.4 Provide validation/verification that configuration changes were successful.
- 6.5.2.5 Archive configurations and provide the ability to “roll-back” recent configuration changes to a recent, known-good, instance when an issue is discovered.
- 6.5.2.6 The system must provide a full audit trail for all configuration changes, including user and date/time.
  
- 6.5.3 **Configuration Validation**
  - 6.5.3.1 The system must be able to audit and compare device configuration to defined policies or a known-good configuration. The system must be able to identify and alert IT staff to devices with configurations that conflict.
  - 6.5.3.2 The system must be able to automatically correct misconfigured devices based on the known-good configuration. IT staff should have the ability to configure which discrepancies require intervention (automated correction).
  
- 6.5.4 **Management**
  - 6.5.4.1 The system must provide an intuitive, browser-based (https) solution to support planning and placement of devices, configuration, monitoring, troubleshooting, investigations related to inappropriate use or security issues and reporting.
  - 6.5.4.2 In addition to centralized management tools, individual devices must have an available interface for making changes directly through the controller/switch.
  - 6.5.4.3 SNMP v3 must be supported.
  - 6.5.4.4 The system must support granular permissions, including the ability to assign different network staff appropriate administrative rights and to provide more limited rights to site-assigned technicians.



- 6.5.4.5 The system must provide accurate, real-time location tracking of devices and users, including potential security or stability threats, without requiring an additional/separate system.
- 6.5.4.6 The system must support RF heat maps of actual coverage and data rates, for both planning and monitoring indoor and outdoor spaces. Describe any dependencies or required surveying/inputs from IT staff associated with this requirement.
- 6.5.4.7 The system must provide the ability to view multi-vendor platforms through a single management tool.
- 6.5.4.8 APs must be able to be updated to support wireless mesh capability without requiring a separate dedicated switch/controller or static radio configuration. Wireless mesh should support dynamic path routing for redundancy.
- 6.5.4.9 The system must support advanced outdoor RF planning and management tools for accurate visualization of RF coverage in three dimensions.
- 6.5.4.10 The system must have the ability to schedule network configuration and software/firmware upgrades to facilitate testing and minimize impact on users.
- 6.5.4.11 The system must support all protocols required to remotely upgrade firmware. The system must identify firmware files/updates by make and model of AP.
- 6.5.4.12 The system should support efficient management of firmware and software updates through:
  - Ability to define minimum versions of firmware and software for the District and automate reporting of devices out of compliance.
  - Ability to run reports prior to upgrading firmware and software that identify potential conflicts (including policies that must be updated and/or devices that will not support updates).
  - Provide automated corrections/adjustments to device configurations to maintain current policies after upgrades if necessary.
  - Generation of alerts for any conflicts that occur during the upgrade process.
- 6.5.5 **Location-Based Planning and Support**
  - 6.5.5.1 The system shall allow IT staff to view the physical location of every connected client/customer device and every access point simultaneously. The system shall



easily identify (in the context of a building map) current and anticipated problem areas.

- 6.5.5.2 The system must contain and intuitive, graphical tool to support planning new networks (e.g., new site construction or “forklift upgrade”, or network expansions using controllers, APs, and switches from one or more hardware vendors.
- 6.5.5.3 The planning tool shall allow for custom roles and permissions to support differentiated access for at least administration (IT network staff), information input (facilities staff or contractors with building knowledge) and monitoring (site-based technicians).
- 6.5.5.4 The system must allow IT staff to identify priority areas (e.g., high-density, redundancy needed) and areas requiring minimal or no wireless coverage.
- 6.5.5.5 The system shall allow site plans to be imported into the software in a variety of formats.
- 6.5.5.6 The system shall not require that IT staff populate significant additional information (obstacles, specific building materials) to display accurate location information.
- 6.5.5.7 The system must generate RF heatmaps that, in real-time, show the overall signal quality delivered to locations in and around the building. The system shall automatically identify areas where coverage or support for density are potentially inadequate.
- 6.5.5.8 The system shall be able to generate a list of items (bill of materials) based on the planning tool findings and existing equipment on site.
- 6.5.6 **High Availability**
  - 6.5.6.1 The system should have processes/redundancies built in to ensure high-availability. Describe the failover process and safeguards for devices, controllers and the management system.
  - 6.5.6.2 Critical management, device and configuration data must be backed up at least daily. Describe restoration procedures in the event of hardware (device or controller) failure.

## 6.6 ACCESS CONTROL AND GUEST MANAGEMENT

### 6.6.1 General Requirements



- 6.6.1.1 The system must provide an integrated solution, combining network access control, bring-your-own-devices and guest access support into a single manageable interface and policy set.
- 6.6.1.2 Must have ability to scale to up to 25,000 devices per appliance or virtual appliance.
- 6.6.1.3 Solution must integrate seamlessly with existing (mixed) and planned wired, wireless and VPN network.
- 6.6.1.4 Appliance must provide disk or file encryption.
- 6.6.1.5 System must support the ability to mix and match virtual and hardware appliances in one deployment. (IUSD current standard for virtualization is Hyper-V).
- 6.6.1.6 Platform must be deployable in an out-of-band model and support for clustering with N+1 redundancy model.
- 6.6.1.7 Flexibility to operate all features/functions on any appliance in the cluster.
- 6.6.2 **Functionality**
  - 6.6.2.1 The system must provide integrated support for a variety of networking equipment (wired, wireless, VPN) and a variety of authentication methods (802.1X, MAC auth, Web auth).
  - 6.6.2.2 The system shall support site-based and module/featured-based phased deployments. IUSD will have granular ability to incorporate features as sites are upgraded and as educational/technology program needs change.
  - 6.6.2.3 The system shall have comprehensive reporting tools, including canned reports, the ability to create custom reports, APIs or other integration tools to allow seamless identity/authentication integration and sharing of data with Microsoft reporting tools, MS SQL databases, security scanning engines and ArcSight Security Information Systems.
  - 6.6.2.4 Solution should have fully integrated support for Microsoft NAP allowing health and posture checks on Windows endpoints without the need to install an agent.
  - 6.6.2.5 NAC solution must gather granular information about the endpoint device, perform advanced health checks on Windows platforms (services, processes, peer-to-peer apps, registry keys, USB device usage, Windows Hot fixes, patch management agents), and perform standard health checks on Linux and Mac platforms (Anti-virus, Anti-spyware, Firewall).



- 6.6.2.6 AAA framework must allow for the complete separation of Authentication and Authorization sources. For example, authentication against Active Directory but authorize against an external SQL database.
- 6.6.2.7 System must allow authentication or authorization support for LDAP, AD, Kerberos, Token Server, SQL compliant database
- 6.6.2.8 The system should support multiple methods for device identification and profiling such as:
  - Integrated, network based, device profiler utilizing collection via SNMP, DHCP, HTTP, AD, ActiveSync
  - Endpoint audit via NESSUS or NMAP scanning
- 6.6.3 **Policy Creation Tools**
- 6.6.3.1 The system must feature a web-based, intuitive interface with features to support efficient management (e.g., pre-defined policy templates, “wizard” tools for enacting new features and developing new policies).
- 6.6.3.2 The system must provide a solution to test policies in advance of implementation and identify potential conflicts and impact of the changes.
- 6.6.3.3 Administrators must be able to incorporate a wide number of attributes and criteria in the development of policy, including contextual elements such as identity, endpoint health, device, authentication method and types, and conditions such as location, time, day, etc.
- 6.6.3.4 System must support the following enforcement methods:
  - VLAN steering via RADIUS IETF attributes and VSAs
  - VLAN steering and port bouncing via SNMP
  - Access control lists – both statically defined filter-ID based enforcement, as well as dynamically downloaded ACLs.
  - Roles or any other vendor-specific RADIUS attribute supported by the network device.
  - Ability to control access to different networks via whitelist and blacklist.
- 6.6.3.5 Must be able to join multiple Active Directory domains to facilitate 802.1x PEAP authentication.





- 6.6.3.6 Must support complex PKI deployment where TLS authentication requires validating client certificate from multiple CA trust chain. Must also support AAA server certificate being signed by external CA whilst validating internal PKI signed client certificates.
- 6.6.3.7 System must support Automatic Sign On (ASO) which captures the user's initial 802.1X credentials and uses these to automatically sign the user into their SAML supported applications.
- 6.6.3.8 Provide support for SAML capabilities which will allow the appliance to act as an identity provider (IDP) for the principal user.
- 6.6.3.9 Support for integration with Mobile Device Management providers. IUSD current MDM provider is Meraki (Cisco).
- 6.6.3.10 Must support multiple AD domains and AD forest queries seamlessly.
- 6.6.4 **Reliability / Performance**
  - 6.6.4.1 Appliances must have the ability to be clustered in any combination via local and remote network connections providing unlimited scale, redundancy, and access load balancing.
  - 6.6.4.2 Platform must be deployable in an out-of-band model and support for clustering with N+1 redundancy model.
  - 6.6.4.3 Failure of master node should not impact the ability for backup appliances to continue servicing authentication traffic.
  - 6.6.4.4 Must support several deployment modes including centralized, distributed, or mixed.
  - 6.6.4.5 Core product must have been in productive use in a similarly sized district for at least three years, supporting at least one large-scale 1:1 or BYOD program.
  - 6.6.4.6 Ability to scale up to 1 million unique endpoint authentications.
- 6.6.5 **Bring Your Own Device Support**
  - 6.6.5.1 Provide intuitive, self-service workflow for connecting personal devices (including all popular, smartphones, eReaders, Chromebooks, MacOS, iOS, Windows, and other platforms).
  - 6.6.5.2 Provide the ability to create a custom portal page by device-type and school site/location. Auto-adjust portal page to fit screen size and physical location of device. Provide the ability to fully customize portal page, including creating specific form fields to collect data at registration.



- 6.6.5.3 Provide the ability to suspend access for problematic devices.
- 6.6.5.4 Provide reports and search tools that correlate and make available user, device, and authentication information for easier troubleshooting, tracking etc.. Provide immediate visibility into what devices are on the network and associated with what users.
- 6.6.5.5 Support automated onboarding of devices to enable secure access via self-serve portal allowing for the configuration of 802.1x supplicants, device enrolment and provisioning.
- 6.6.5.6 Ability to integrate with Active Directory so users that are approved for BYOD may be authenticated via identity and/or device attributes.
- 6.6.5.7 Cloud based, endpoint configuration tool for streamlining the configuration of 802.1X supplicants for laptops or handheld devices (smartphones, pads, etc.) and guiding the end-user onto the network for the first time.
- 6.6.6 **Guest Access**
  - 6.6.6.1 Solution must be capable of providing sponsored and self-provisioned Guest Access.
  - 6.6.6.2 Provide the ability to send automated SMS or email credentials to the Guest User.
  - 6.6.6.3 Ability to limit guest access time frame, bandwidth.
  - 6.6.6.4 Guest accounts, and personal device (BYOD) data should be easily separated within search tools, logs and alerts to facilitate reporting and identification of issues.
  - 6.6.6.5 Ability to perform caching of MAC address post guest authentication to avoid the need for guest to re-authenticate during the period of their visit.
  - 6.6.6.6 Provide an automated login for self-registration workflow – Do not require the guest to retrieve account credentials from email or SMS for initial login.
  - 6.6.6.7 Provide support for single-credential login to support specific user-groups or events.
  - 6.6.6.8 Allow administrator to perform a bulk import of guest accounts with ability to trigger notification of credentials via email.
  - 6.6.6.9 On a site or SSID basis, support workflow for guest authentication that requires internal staff to approve the creation of guest account.
  - 6.6.6.10 Provide Apple Captive Network Assistant bypass for managing end to end guest workflow. For example post login welcome page display on iOS and Mac OS Lion and above devices.



- 6.6.6.11 Allow post-login session statistics page displayed to users so they can monitor usage or quota assigned.
- 6.6.6.12 Support URL persistence so users originally requested webpage can be displayed post login.
- 6.6.6.13 Support guest access across multi-vendor access networks.
- 6.6.6.14 Make APIs available to support third-party visitor and registration systems integration with wireless authentication.

## **6.7 ACCESS POINT AND EQUIPMENT STANDARDS**

### **6.7.1 General Access Point Specifications**

- 6.7.1.1 APs must have dual radios each with 3x3 MIMO and operating in the 2.4GHz band (up to 600Mbps data rate) and 5.0Ghz band (up to 1.3Gbps data rate)
- 6.7.1.2 APs must support 802.11a/g/n/ac standards and be Wi-Fi alliance compliant
- 6.7.1.3 AP's must be plenum rated with applicable certifications.
- 6.7.1.4 Outdoor AP's must be weather-proof and withstand exposure to extreme high and low temperatures, moisture and precipitation without the need for an enclosure.
- 6.7.1.5 Auto-sensing 10/100/1000 on the network port for 802.11n and 802.11ac AP's must be supported.
- 6.7.1.6 Support 802.3af standard Power-over-Ethernet (PoE) and 802.3at.
- 6.7.1.7 Supported frequency bands:
  - 2.4000 to 2.4835 GHz
  - 5.150 to 5.250 GHz
  - 5.250 to 5.350 GHz
  - 5.470 to 5.725 GHz
  - 5.725 to 5.850 GHz
- 6.7.1.8 APs must support Dynamic frequency selection (DFS) to optimize the use of available RF spectrum.



- 6.7.1.9 APs must support the following radio technologies
- 802.11b: Direct-sequence spread-spectrum (DSSS)
  - 802.11a/g/n/ac: Orthogonal frequency-division multiplexing (OFDM)
- 6.7.1.10 APs must support the following modulation types:
- 802.11b: BPSK, QPSK, CCK
  - 802.11a/g/n/ac: BPSK, QPSK, 16-QAM, 64-QAM, 226-QAM
- 6.7.1.11 AP's transmit power should be configurable in increments of 0.5 dBm.
- 6.7.1.12 APs must support the maximum transmit power:
- 2.4GHz band: +23 dBm (18 dBm per chain)
  - 5GHz band: +23 dBm (18 dBm per chain)
- 6.7.1.13 APs must support the following features:
- Advanced Cellular Coexistence (ACC) to minimize interference from LTE cellular networks.
  - Maximum ratio combining (MRC) for improved receiver performance.
  - Cyclic delay/shift diversity (CDD/CSD) for improved downlink RF performance.
  - Short guard interval for 20MHz, 40MHz, and 80MHz channels.
  - Space-time block coding (STBC) for increased range and improved reception.
  - Low-density parity check (LDPC) for high-efficiency error correction and increased throughput
  - Transmit beamforming (TxBF) for increased signal reliability and range
  - 802.11n high-throughput (HT) support: HT 20/40.
  - 802.11ac very high throughput (VHT) support: VHT20/40/80.
  - 802.11n/ac packet aggregation: A-MPDU, A-MSDU.
- 6.7.1.14 Ceiling and/or wall mounting options for APs must be supported.



- 6.7.1.15 Access point must support out-of-the box, auto configuration across layer-2 and layer-3 networks without having to enter configuration information into the AP.
- 6.7.1.16 APs must not hold “hard -configured” internal network information or certificates for authentication to the centralized switches unless this information is stored in a trusted platform module (TPM) integrated into the AP.
- 6.7.1.17 Minimum of 16 BSSIDs must be supported per radio.
- 6.7.1.18 Devices must be capable of multi-function services including: data access, intrusion detection, intrusion prevention, location tracking, and RF monitoring with no physical “touch” and no additional cost.
- 6.7.1.19 Real-time, fully integrated spectrum analyzer capabilities on the APs, that does not require dedicated sensors or separate operating system running on the AP radios must be supported.
- 6.7.1.20 APs shall support real-time packet capture without disconnecting clients.
- 6.7.1.21 APs must have both internal and external antenna options.
- 6.7.1.22 Provider must include an indoor AP option a 2<sup>nd</sup> Ethernet port in order to enable secure access for wired client devices as required, or to act as a backup connection to the network.
- 6.7.1.23 Vendors must have a solution engineered to support all future wireless networking standards without requiring modular additions or new hardware.
- 6.7.1.24 APs must have secure mounting options for indoor and outdoor applications.
- 6.7.1.25 APs must come with a lifetime warranty.

**6.7.2 Current Access Point and Wireless Equipment Standards**

Equipment	High Schools	Middle Schools	Elementary Schools
Controller	7210	Virtual (Instant)	Virtual Instant
Licensing	AP and PEF	N/A	N/A
Indoor AP	IAP-225 IAP-215	IAP-225 IAP-215	IAP-225 IAP-215
Mounting kits	AP-220-MNT-W1	AP-220-MNT-W1	AP-220-MNT-W1



<b>Outdoor AP</b>	IAP-275	IAP-275	IAP-275
<b>Mounting kits</b>	AP-270-MNT-V1	AP-270-MNT-V1	AP-270-MNT-V1



## SECTION 7: GENERAL TERMS

### 7.1 QUANTITY AND QUALITY OF MATERIALS OR SERVICES

Quantities described in the scope of work and hypothetical project are estimated need for the RFP/contract period. The district reserves the right to purchase more or less of the units specified at the unit cost price. Provider must list any minimum requirements that affect shipments of quantities ordered by the district. Requirements noted by the provider, or exceptions to terms contained in this bid, deemed excessive or restrictive by the district, shall be cause for rejection.

The successful provider shall furnish and deliver the quantities designated by a District purchase order. All materials, supplies or services furnished under the purchase order shall be in accordance with the District specifications or the sample furnished by the bidder and accepted by the District. Materials or supplies that, in the opinion of the District are not in accordance and conformity with the specifications or equal to the submitted sample, shall be rejected and promptly removed from the District premises at the provider's expense. When a sample is taken from a shipment and sent to a laboratory for test and the test shows that the sample does not comply with the specifications on the purchase, the provider shall pay the cost of such test.

### 7.2 DELIVERY

Delivery will be to sites designated on the purchase order and/or District-approved project documents. Delivery charges, fuel surcharges or any additional costs associated with delivery will not be accepted or paid. Tailgate deliveries will be not be accepted. Provider shall deliver all products to location indicated on the purchase order. Actual delivery of the products shall be coordinated with the District or the representative(s) designated by the District in accordance with the contract. Upon award of the bid, supplier shall keep sufficient stocks of product and service material to insure prompt delivery, installation, and advance replacement. Prompt delivery shall be determined by the District, but shall not exceed two weeks. There shall be no minimum quantities required in order for the District to place orders for needed items. All items must be delivered and installed in accordance with the timeframes outlined in this RFP document.

### 7.3 INSPECTION

All supplies and products delivered to the District shall be in good condition at the time of delivery and are subject to inspection and rejection by the District. The District may return at the



provider's expense any supplies or equipment which fail to meet the conditions of the RFP or fail to perform properly. Such supplies and/ or equipment shall be considered as rejected and promptly replaced by the provider. No payment shall be required until replacement is complete. Any merchandise damaged in shipment may be refused by the District and may be returned at the provider's expense. Provider shall trace any merchandise lost in shipment. Provider has no more than thirty (30) days to remedy defective or damaged equipment or services that do not meet the requirements outlined in this bid.

#### **7.4 WARRANTY**

Manufacturer, Provider or their agent shall maintain a guarantee that all items delivered under this contract are protected against imperfections of materials and or workmanship during the period of the contract.

#### **7.5 INVOICES AND PAYMENTS**

Unless otherwise specified, the provider shall render invoices in duplicate for materials delivered or services performed under the purchase order. Invoices shall be submitted immediately in a form acceptable to the District under the same firm name as shown on the purchase order. The provider shall list separately any applicable taxes payable by the District and shall certify on the invoices that the Federal Excise tax is not included in the prices listed thereon. The District shall make payment for materials, supplies or services furnished under the purchase order within a reasonable and proper time after acceptance thereof and approval of the invoices by the authorized District representative.

#### **7.6 TERMINATION**

Districts may, at any time, with or without cause or reason, terminate this contract. Upon such termination, District shall compensate Provider for products satisfactorily rendered to the date of termination. Written notice by the District shall be sufficient to stop further performance of delivery of products. Notice shall be deemed given when received by the Provider or no later than thirty (30) calendar days of mailing, whichever is sooner.

#### **7.7 DEFAULT**

If the successful bidder fails or neglects to furnish and for deliver the supplies or service at the prices quoted, or at the times and places agreed upon or otherwise fails to comply with the terms, conditions or specifications of this RFP document in its entirety, the District reserves the right to cancel existing services affected by such default; and procure services from other





sources and deduct from any unpaid balance due to the successful Provider. The price paid shall be considered the prevailing market price at the time such purchase is made.

#### **7.8 FORCE MAEJURE**

The parties to the contract shall be excused from performance hereunder during the time and to the extent that they are prevented from performing the services by act of God, fire, strike, loss or shortage of facilities, lockout, commandeering of material products, or facilities by the government, when satisfactory evidence thereof is presented to the other party, provided that if satisfactorily established, that the nonperformance is not due to the fault or neglect of the party performing.

#### **7.9 INDEPENDENT CONTRACTOR**

It is expressly understood and agreed to by the parties that the Provider, while engaged in carrying out and complying with any of the terms and conditions of this contract, is an Independent Contractor and not an agent, or employee of the District.

#### **7.10 ASSIGNMENT**

Provider shall not assign this contract or any part thereof without prior written consent of the District.

#### **7.11 INSURANCE**

Provider agrees to carry comprehensive general and automobile liability insurance with limits of One Million Dollars (\$1,000,000) per occurrence combined single limit for bodily injury and property damage in a form mutually acceptable to both parties to protect Provider and District against liability or claims of liability which may arise out of the contract. In addition, Provider agrees to provide an endorsement to this policy stating, "Such insurance as is afforded by this policy shall be primary, and any insurance carried by District shall be excess and noncontributory." No later than Ten (10) days from award of bid, Provider shall provide District with certificates of insurance evidencing all coverage and endorsements required hereunder including a thirty(30) day written notice of cancellation or reduction in coverage. Bidder agrees to name Districts and their governing boards, officers, agents and employees as additional insured under said policy. Provider agrees to maintain current insurance certificates and endorsements on file with the District for the term of the contract.

#### **7.12 HOLD HARMLESS AND INDEMNIFICATION**



The successful Provider awarded the contract will be required to indemnify and hold harmless the District, its Governing Board, officers, agents, and employees as set forth in the contract. Provider agrees, at its own expense, cost, and risk, to indemnify, defend, save and hold harmless the District, its agents, employees and officers against any and all personal injuries, damages, liabilities, cost, suits, or expenses, including reasonable attorney's fees, arising out of any act or omission or the condition of any property owned or controlled by the Provider in the performance of this contract. It is understood that employees of the Provider in its performance under this contract are not agents or employees of the District.

#### **7.13 NON COLLUSION**

In accordance with the provisions of section 7106 of the Public Contract Code, each RFP Response must be accompanied by a non-collusion declaration.

#### **7.14 ANTI-DISCRIMINATION**

In connection with all services performed under this RFP, there shall be no unlawful discrimination against any prospective or active employee engaged in the work because of race, color, ancestry, national origin, religious creed, sex, age, marital status, physical disability, mental disability, or medical condition. The successful provider agrees to comply with applicable Federal and State laws including, but not limited to the California Fair Employment and Housing Act, beginning with Government Code Section 12900 and Labor Code Section 1735. In addition, provider agrees to require like compliance by any subcontractors employed in connection with the work.

#### **7.15 SAFETY REGULATIONS**

All items proposed in response to this RFP must conform to the Safety Order of the State of California, Division of Industrial Safety and CAL-OSHA regulations in effect at the time of RFP. Providers receiving awards of items subject to Chapter 4 (industrial Safety Orders) California Administrative Code, Title 8, Division of Industrial Relations, must submit to the District, Material Safety Data Sheets (MSDS) for those items, when requested.

#### **7.16 SEVERABILITY**

If any provisions of the contract shall be unlawful, void, or for any reason, unenforceable, it shall be deemed severable from, and shall in no way effect the validity or enforceability of the remaining provisions of this contract, which shall remain valid and enforceable according to its term.



**7.17 NO WAIVER**

No waiver of a breach of any provision of the contract by the District shall constitute a waiver of any other breach of such provision. Failure of the District and Provider to enforce at any time, or from time to time, any provision of this contract shall not be construed as a waiver thereof.

**7.18 PROVISIONS REQUIRED BY LAW DEEMED INSERTED**

Each and every provision of law and clause required by law to be inserted in this contract shall be deemed to be inserted herein and the contract shall be read and enforced as though it were included herein. If through mistake or otherwise any such provision is not inserted, or not correctly inserted, then upon application of either party the contract shall forthwith be physically amended to make such insertion or correction.

**7.19 GOVERNING LAW**

This contract shall be governed and interpreted in accordance with the laws of the State of California.

**7.20 AMENDMENTS**

No amendment to this contract shall be effective unless it is in writing and signed by duly authorized representatives of both parties.

**7.21 DRUG-FREE WORKPLACE CERTIFICATION**

Pursuant to Government Code Section 8350, et seq. and the Irvine Unified School District Board of Education’s Policy (UP 4020). The successful provider will be required to execute a Drug-Free Workplace Certification. The provider will be required to take positive measures outlined in the certification in order to ensure the presence of a drug-free workplace. Failure to abide with the conditions set forth in the Drug-Free Workplace Act could result in penalties including termination of the contract of the services or suspension of payment thereunder. Therefore, the work site shall be kept drug and alcohol free at all times.

**7.22 CRIMINAL RECORDS CHECK CERTIFICATION**

Provider shall require each employee or drier in a position requiring contact with minor pupils to submit fingerprints consistent with California Education Code 33192, 44237. Provider shall comply with the requirements of Education Code 45125.1 including, but not limited to: obtaining



California Department of Justice (CDOJ) clearance for provider’s employees and drivers, prohibiting its employees and drivers from coming in contact with pupils until CDOJ clearance is ascertained; and certifying in writing and proving such certification to the District that none of its employees and drivers who may come in contact with pupils have been convicted of or pleaded nob contender to a felony. Nor will any employee and/or driver who have been convicted of or entered a plea of nolo contender to charges of any sex offense as defined in Education Code 44011, or to a felony that would disqualify that employee or driver pursuant to Education Code 44237. Bidder must comply with a completed Fingerprint Certification, contained herein.

**7.23 TOBACCO USE POLICY CERTIFICATION**

The successful provider hereby agrees, under the contract, he/she will comply with the Irvine Unified School District Board of Education’s Policy (BP 3513.3) which states: ‘The Governing Board recognizes the health hazards associated with tobacco products, including the breathing of second hand smoke and desires to provide a healthy environment for students and staff.’ Therefore, the work site shall be kept tobacco free and smoke-free at all times.

**7.24 WORKER’S COMPENSATION**

Each provider shall submit the Worker’s Compensation Certificate form with their bid.

**7.25 COVENANT AGAINST GRATUITIES**

Provider warrants by signing hereon that no gratuities (in the form of entertainment, gifts, or otherwise) were offered or given by the Provider or any agent or representative of the Provider, to any officer or employee of District with a view toward securing the services or securing favorable treatment with respect to any determinations concerning the performance of the services. For breach or violation of this warranty, District shall have the right to terminate the contract, either in whole or in part. Any loss or damage sustained by District in procuring on the open market any items which Bidder agreed to supply shall be borne and paid for by the Provider. The rights and remedies of District provided in the clause shall not be exclusive and are in addition to any other rights and remedies provided by law or under the contract.

**7.26 DEBARMENT, SUSPENSION, AND OTHER RESPONSIBILITY MATTERS**

As required by Executive Order 12549, Debarment & Suspension, and implemented at 34 CFR Part 85, Provider must certify that it and its principals are not presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from transactions with any federal department or agency, Submission of a signed proposal in response to this solicitation is



certification that Provider is not currently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any state or federal department or agency. Submission is also agreement that Irvine Unified School District will be notified of any change in this status.

**7.27 PIGGYBACK CLAUSE**

Pursuant to Public Contract Code section 20118, other school districts and public agencies in the State of California may purchase identical items under the price, terms and conditions of this RFP for the term specified by the Irvine Unified School District, if Provider elects the Piggybackable option in the RFP Response. Provider's decision related to the Piggyback Clause shall not impact the award of the RFP.



## SECTION 8: ERATE TERMS AND CONDITIONS

### 8.1 OVERVIEW

The Telecommunications Act of 1996 established a fund by which Schools and Libraries 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 Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced price meals.

### 8.2 REQUIREMENTS

1. The project herein [is/may be] contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate.
2. The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.
3. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.
4. Service Providers 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/sl/providers/step01/>
5. Service Providers 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>



6. Service Providers 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: [http://www.fcc.gov/debt\\_collection/welcome.html](http://www.fcc.gov/debt_collection/welcome.html)
7. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2015.
8. 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 contract and USAC approved extensions).
9. 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 Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.
10. 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 District will only be responsible for paying its non-discounted share.
11. Service provider shall retain all documentation related to the purchase, payment, delivery and/or installation, including Forms 474 and receipt of payment from USAC, for all products and services provided to the applicant. Related documentation must be retained for a period of 10 years from the last date of service.
12. Even after award of contract(s) and/or e-rate funding approval is obtained, the District 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 District.



13. **Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC “Item 21 Template”. Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions.**
14. 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.
15. No change in the products and/or services specified in this document orders will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
16. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
17. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.
18. This offer is in full compliance with USAC’s Free Services Advisory <http://www.usac.org/sl/applicants/step02/free-services-advisory.aspx>. 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.
19. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an “Invoice Check” with the USAC <http://www.usac.org/sl/applicants/step07/invoice-check.aspx>





20. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <http://www.usac.org/sl/service-providers/step02/lowest-corresponding-price.aspx>



## APPENDIX A: ESTIMATED EQUIPMENT NEEDS

Initial estimated equipment needs shall be posted with this RFP on the IUSD website at: [http://iusd.org/district\\_services/purchasing/LANRFP.html](http://iusd.org/district_services/purchasing/LANRFP.html). The quantities listed represent an estimate based on current standards and known site needs. Actual quantities may be affected by technological changes, product/manufacturer differences and changes in District needs.



## **APPENDIX B: DISTRICT STANDARD AGREEMENT**



## CONSULTANT AGREEMENT

This AGREEMENT is made and entered into this **XX** day of **XXXX**, 20**XX** between the Irvine Unified School District, hereinafter referred to as “DISTRICT,” and **(Consultant’s Name)**,

**Mailing Address** **City** **State** **Zip** **Telephone Number**

hereinafter referred to as “CONSULTANT.”

WHEREAS, DISTRICT is authorized by Section 53060 of the California Government Code to contract with and employ any persons for the furnishing of special services and advice in financial, economic, accounting, engineering, legal or administrative matters, if such persons are specially trained and experienced and competent to perform the special services required;

WHEREAS, DISTRICT is in need of such special services and advice; and

WHEREAS, CONSULTANT is specially trained and experienced and competent to perform the special services required by the DISTRICT, and such services are needed on a limited basis;

NOW, THEREFORE, the parties agree as follows:

1. Services to be provided by CONSULTANT:

Describe services here

2. Term. CONSULTANT shall commence providing services under this AGREEMENT on **XXXXXX XX**, 20**XX**, and will diligently perform as required and complete performance by **XXXXXX XX**, 20**XX**.

3. Compensation. DISTRICT agrees to pay the CONSULTANT for services satisfactorily rendered pursuant to this AGREEMENT a total fee not to exceed **(Amount in words)** Dollars (**\$XXXXXX.00**). DISTRICT shall pay CONSULTANT within thirty (30) days of receipt of CONSULTANT’s invoice detailing the services rendered..

4. Expenses. DISTRICT shall not be liable to CONSULTANT for any costs or expenses paid or incurred by CONSULTANT in performing services for DISTRICT.

5. Independent Contractor. CONSULTANT, in the performance of this AGREEMENT, shall be and act as an independent consultant. CONSULTANT understands and agrees that he/she and all of his/her employees shall not be considered officers, employees or agents of the DISTRICT, and are not entitled to benefits of any kind or nature normally provided employees of the DISTRICT and/or to which DISTRICT’s employees are normally entitled, including, but not limited to, State Unemployment Compensation or Workers’ Compensation. CONSULTANT assumes the full responsibility for the acts and/or omissions of his/her employees or agents as they relate to the services to be provided under this AGREEMENT. CONSULTANT shall assume full responsibility for payment of all federal, state and local taxes or contributions, including unemployment insurance, social security and income taxes with respect to CONSULTANT’s employees.

6. Materials. CONSULTANT shall furnish, at his/her own expense, all labor, materials, equipment, supplies and other items necessary to complete the services to be provided pursuant to this AGREEMENT. CONSULTANT’s services will be performed, findings obtained, reports and



recommendations prepared in accordance with generally and currently accepted principles and practices of his/her profession.

7. Originality of Services. CONSULTANT agrees that all methods, writings, ideas, technologies, formulae, procedures and/or processes prepared for, written for, submitted to the DISTRICT and/or used in connection with this AGREEMENT, shall be wholly original to CONSULTANT and shall not be copied in whole or in part from any other source, except that submitted to CONSULTANT by DISTRICT as a basis for such services.

8. Copyright/Trademark/Patent: CONSULTANT understands and agrees that all matters produced under this AGREEMENT shall become the property of DISTRICT and cannot be used without DISTRICT's express written permission. DISTRICT shall have all right, title and interest in said matters, including the right to secure and maintain the copyright, trademark and/or patent of said matter in the name of the DISTRICT.

9. Termination. DISTRICT may, at any time, with or without reason, terminate this AGREEMENT and compensate CONSULTANT only for services satisfactorily rendered to the date of termination. Written notice by DISTRICT shall be sufficient to stop further performance of services by CONSULTANT. Notice shall be deemed given when received by the CONSULTANT or no later than three days after the day of mailing, whichever is sooner.

DISTRICT may terminate this AGREEMENT upon giving of written notice of intention to terminate for cause. Cause shall include: (a) material violation of this AGREEMENT by the CONSULTANT; or (b) any act by CONSULTANT exposing the DISTRICT to liability to others for personal injury or property damage; or (c) CONSULTANT is adjudged a bankrupt, CONSULTANT makes a general assignment for the benefit of creditors or a receiver is appointed on account of CONSULTANT's insolvency. Written notice by DISTRICT shall contain the reasons for such intention to terminate and unless within ten (10) days after service of such notice the condition or violation shall cease, or satisfactory arrangements for the correction thereof be made, this AGREEMENT shall upon the expiration of the ten (10) days cease and terminate. In the event of such termination, the DISTRICT may secure the required services from another consultant. If the cost to the DISTRICT exceeds the cost of providing the service pursuant to this AGREEMENT, the excess cost shall be charges to and collected from the CONSULTANT. The foregoing provisions are in addition to and not a limitation of any other rights or remedies available to DISTRICT. Written notice by DISTRICT shall be deemed given when received by the other party, or no later than three days after the day of mailing, whichever is sooner.

10. Hold Harmless. CONSULTANT agrees to and does hereby indemnify, hold harmless and defend the DISTRICT and its governing board, officers, employees and agents from every claim or demand made and every liability, loss, damage or expense, of any nature whatsoever, which may be incurred by reason of:

a. Liability for damages for: (1) death or bodily injury to person; (2) injury to, loss or theft of property; or (3) any other loss, damage or expense arising out of (1) or (2) above, sustained by the CONSULTANT or any person, firm or corporation employed by the CONSULTANT, either directly or by independent contract, upon or in connection with the services called for in this AGREEMENT, however caused, except for liability for damages referred to above which result from the negligence or willful misconduct of the DISTRICT or its officers, employees or agents.



b. Any injury to or death of any person(s), including the DISTRICT's officers, employees and agents, or damage to or loss of any property caused by any act, neglect, default, or omission of the CONSULTANT, or any person, firm or corporation employed by the CONSULTANT, either directly or by independent contract, arising out of, or in any way connected with, the services covered by this AGREEMENT, whether said injury or damage occurs either on or off DISTRICT's property, except for liability for damages which result from the sole negligence or willful misconduct of the DISTRICT or its officers, employees or agents.

c. Any liability for damages which may arise from the furnishing or use of any copyrighted or uncopyrighted matter or patented or unpatented invention under this AGREEMENT.

11. Insurance. Pursuant to Section 10, CONSULTANT agrees to carry comprehensive general and automobile liability insurance mutually acceptable to both parties to protect CONSULTANT and DISTRICT against liability or claims of liability which may arise out of this AGREEMENT. In addition, CONSULTANT agrees to provide an endorsement to this policy stating, "Such insurance as is afforded by this policy shall be primary, and any insurance carried by DISTRICT shall be excess and noncontributory." No later than ten (10) days from execution of this AGREEMENT by the DISTRICT and CONSULTANT, CONSULTANT shall provide DISTRICT with certificates of insurance evidencing all coverages and endorsements required hereunder including a thirty (30) day written notice of cancellation or reduction in coverage if required by the DISTRICT. CONSULTANT agrees to name DISTRICT and its governing board, officers, agents and employees as additional insureds under said policy.

12. Assignment. The obligations of the CONSULTANT pursuant to this AGREEMENT shall not be assigned by the CONSULTANT.

13. Compliance With Applicable Laws. The services completed herein must meet the approval of the DISTRICT and shall be subject to the DISTRICT's general right of inspection to secure the satisfactory completion thereof. CONSULTANT agrees to comply with all federal, state and local laws, rules, regulations and ordinances that are now or may in the future become applicable to CONSULTANT, CONSULTANT's business, equipment and personnel engaged in services covered by this AGREEMENT or accruing out of the performance of such services.

14. Confidentiality. DISTRICT shall provide CONSULTANT with access to data for the purposes of providing specific services requested by DISTRICT. CONSULTANT shall access and use the data to exclusively provide the services defined in this AGREEMENT. CONSULTANT shall maintain the confidentiality of such information. DISTRICT data remain the sole property of the DISTRICT. CONSULTANT shall not share or allow access to DISTRICT data with any third-party or sub-contractor without the prior written consent of the DISTRICT. The Parties shall each be responsible for their respective roles in managing Student Information and other data in compliance with the Family Educational Rights and Privacy Act ("FERPA") and any other applicable federal, state, and/or local statutes and legislation regarding data confidentiality and security, and any and all policies of DISTRICT relating thereto.

15. Permits/Licenses. CONSULTANT and all CONSULTANT's employees or agents shall secure and maintain in force such permits and licenses as are required by law in connection with the furnishing of services pursuant to this AGREEMENT.



16. Employment With Public Agency. CONSULTANT, if an employee of another public agency, agrees that CONSULTANT will not receive salary or remuneration, other than vacation pay, as an employee of another public agency for the actual time in which services are actually being performed pursuant to this AGREEMENT.

17. Entire Agreement/Amendment. This AGREEMENT and any exhibits attached hereto constitute the entire agreement among the parties to it and supersedes any prior or contemporaneous understanding or agreement with respect to the services contemplated, and may be amended only by a written amendment executed by both parties to the AGREEMENT.

18. Nondiscrimination. CONSULTANT agrees that he/she will not engage in unlawful discrimination in employment of persons because of race, ethnicity, religion, nationality, disability, gender, marital status or age of such persons.

19. Non Waiver. The failure of DISTRICT or CONSULTANT to seek redress for violation of, or to insist upon, the strict performance of any term or condition of this AGREEMENT shall not be deemed a waiver by that party of such term or condition, or prevent a subsequent similar act from again constituting a violation of such term or condition.

20. Notice. All notices or demands to be given under this AGREEMENT by either party to the other, shall be in writing and given either by: (a) personal service or (b) by U.S. Mail, mailed either by registered or certified mail, return receipt requested, with postage prepaid. Service shall be considered given when received if personally served or if mailed on the third day after deposit in any U.S. Post Office. The address to which notices or demands may be given by either party may be changed by written notice given in accordance with the notice provisions of this section. At the date of this AGREEMENT, the addresses of the parties are as follows:

DISTRICT:

Irvine Unified School District  
5050 Barranca Parkway  
Irvine, CA 92604  
Attn: Assistant Superintendent, Business Services

CONSULTANT:

Name  
Street Address  
City Address  
Attn: (if any)

21. Severability. If any term, condition or provision of this AGREEMENT is held by a court of competent jurisdiction to be invalid, void, or unenforceable, the remaining provisions will nevertheless continue in full force and effect, and shall not be affected, impaired or invalidated in any way.

22. Attorney Fees/Costs. Should litigation be necessary to enforce any terms or provisions of this AGREEMENT, then each party shall bear its own litigation and collection expenses, witness fees, court costs, and attorneys' fees.

23. Governing Law. The terms and conditions of this AGREEMENT shall be governed by the laws of the State of California with venue in Orange County, California. This AGREEMENT is made in and shall be performed in Orange County, California.

24. Exhibits. This AGREEMENT incorporates by this reference, any exhibits, which are



attached hereto and incorporated herein.

THIS AGREEMENT IS ENTERED INTO THIS \_\_\_ DAY OF \_\_\_\_, 20\_\_.

IRVINE UNIFIED SCHOOL DISTRICT

CONSULTANT

By: \_\_\_\_\_

By: \_\_\_\_\_

Name:

Name:

Title:

Title:

*(a Board Authorized IUSD rep. will sign for IUSD)*

Taxpayer ID: \_\_\_\_\_

**\* Criminal Record Check (Fingerprint) may be applicable.**





## **APPENDIX C: REQUIRED FORMS**



## PROPOSAL SUBMISSION CHECKLIST

- Part 1: Required Forms
  - Proposal Submission Checklist
  - Purchase Agreement
  - Acknowledgment of Amendments to RFP
  - Provider Representation and Certification
  - Noncollusion Declaration
  - Certification of Primary Participant Regarding Debarment, Suspension, and Other Responsibility Matters
  - Certification on Restrictions on Lobbying
  - Piggyback Clause
- Part 2: Vendor Support and Ability to Perform Response
- Part 3: Technical Requirements- Local Area Network Response
- Part 4: Technical Requirements- Wireless Response
- Part 5: Pricing Form
- Part 6: Requirements Certifications and Exceptions
- Part 7: Optional Forms
  - Required of Selected Provider within ten (10) days of Notice of Intent to Award*
  - Workers' Compensation Certificate
  - Drug Free Workplace Certification
  - Tobacco Use Policy
  - Notice to Contractors Regarding Criminal Records Check
  - Criminal Records Check Certification by Contractor
  - W-9



**PURCHASE AGREEMENT**

Upon notification of selection and Board Approval, the undersigned hereby promises and agrees to furnish all articles or services within the dates specified, in the manner and form and at the prices herein stated in strict accordance with the advertisement, specifications, proposals and general conditions all which are made a part of the purchase agreement.

Name under which business is conducted \_\_\_\_\_

Business Street Address \_\_\_\_\_ Tel: \_\_\_\_\_

\_\_\_\_\_ City State Zip Code

IF SOLE OWNER, sign here:

I sign as sole owner of the business named above.

\_\_\_\_\_

IF PARTNERSHIP, sign here:

The undersigned certify that we are partners in the business named above and that we sign this purchase agreement with full authority so to do. (One or more partners sign)

\_\_\_\_\_

IF CORPORATION, execute here:

The undersigned certify that they sign this purchase agreement with full and proper authorization so to do.

Corporate Name

\_\_\_\_\_

Signed \_\_\_\_\_ Title \_\_\_\_\_

Signed \_\_\_\_\_ Title \_\_\_\_\_

Incorporated under the laws of the State of \_\_\_\_\_



**ACKNOWLEDGEMENT OF AMENDMENTS TO RFP**

PROVIDER HEREBY ACKNOWLEDGES RECEIPT OF ANY AND ALL AMENDMENTS TO THE RFP.

If Provider has no knowledge of any amendments to the RFP having been issued to, or received by, Provider, please check following box:

Amendments

Amendment No.	Date Published	Date Received

By: \_\_\_\_\_ Date: \_\_\_\_\_  
Signature of Authorized Agent

Name and Title of Authorized Agent: \_\_\_\_\_

Name of Provider: \_\_\_\_\_



**PROVIDER REPRESENTATION AND CERTIFICATION**

The undersigned hereby acknowledges and affirms that:

- He/she is a duly authorized agent of the Provider with the authority to submit a Proposal on behalf of the Provider (corporate or other authorization confirmation may be requested prior to final contract execution).
- He/she has read the complete RFP documents and all amendments issued pursuant thereto.
- The Proposal complies with State conflict of interest laws. The Provider certifies that no employee of its firm has discussed, or compared the Proposal with any other Provider or District employee, and has not colluded with any other Provider or District employee.
- If the Provider’s Proposal is accepted by the District, the Provider will enter into a contract with the District to provide the Services, Systems and Equipment described by the Proposal on the terms mutually acceptable to the District and the Provider.
- THE DISTRICT RESERVES THE RIGHT TO REJECT ANY OR ALL PROPOSALS.

I hereby certify that I am submitting the attached Proposal on behalf of

[Specific Entity Submitting Proposal].

I understand that, by virtue of executing and returning this required response form with the Proposal, I further certify, that the Provider understands and does not dispute any of the contents of the proposal requirements (except as may be noted in the response).

Provider Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

FAX: \_\_\_\_\_

E-Mail: \_\_\_\_\_

By: \_\_\_\_\_

Date: \_\_\_\_\_

Manual signature of Authorized Agent

Printed Name and Title of Authorized Agent:

\_\_\_\_\_

NOTE: If Joint Venture, each member of the joint venture must provide a completed certificate form.



NONCOLLUSION DECLARATION

TO BE EXECUTED BY PROVIDER AND SUBMITTED WITH PROPOSAL  
(Public Contract Code section 7106)

The undersigned declares:

I am the \_\_\_\_\_ of \_\_\_\_\_, the party making the foregoing proposal.

The proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The proposal is genuine and not collusive or sham. The provider has not directly or indirectly induced or solicited any other provider to put in a false or sham proposal. The provider has not directly or indirectly colluded, conspired, connived, or agreed with any provider or anyone else to put in a sham proposal, or to refrain from bidding. The provider has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the proposal price of the provider or any other provider, or to fix any overhead, profit, or cost element of the proposal price, or of that of any other provider. All statements contained in the proposal are true. The provider has not, directly or indirectly, submitted his or her proposal price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, proposal depository, or to any member or agent thereof, to effectuate a collusive or sham proposal, and has not paid, and will not pay, any person or entity for such purpose. Any person executing this declaration on behalf of a provider that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the provider. I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on \_\_\_\_\_ [date], at \_\_\_\_\_ [city], \_\_\_\_\_ [state].

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Print Name



**CERTIFICATION OF PRIMARY PARTICIPANT REGARDING DEBARMENT, SUSPENSION, AND OTHER RESPONSIBILITY MATTERS**

The \_\_\_\_\_  
Firm Name/Principal

Certifies to the best of its knowledge and belief that it and its principals:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency;
2. Have not within a three-year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
3. Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local), with commission of any of the offenses enumerated in paragraph (2) of this certification; and
4. Have not within a three-year period preceding this proposal had one or more public transactions (federal, state or local) terminated for cause or default.

If unable to certify to any of the statements in this certification, the participant shall attach an expiration to this certification.

THE PRIMARY PARTICIPANT \_\_\_\_\_  
Firm Name/Principal

CERTIFIES OR AFFIRMS THE TRUTHFULNESS AND ACCURACY OF THE CONTENTS OF THE STATEMENTS SUBMITTED ON OR WITH THIS CERTIFICATION AND UNDERSTANDS THAT THE PROVISIONS OF 31 U.S.C. SECTIONS 3801 ET SEQ. ARE APPLICABLE THERETO.

\_\_\_\_\_  
Signature and Title of Authorized Official



**CERTIFICATION OF RESTRICTIONS ON LOBBYING**

I, \_\_\_\_\_, hereby certify on behalf (name of offeror) of \_\_\_\_\_ that:  
(Firm name)

1. No Federal appropriated funds have been paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds, other than Federal appropriated funds, have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit the attached, Standard Form-LLL, "Disclosure of Lobbying Activities", in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in all subcontracts, and that all subcontractors shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance is placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Executed this \_\_\_\_\_ day of \_\_\_\_\_, 2013  
By \_\_\_\_\_  
(Signature of authorized official)

\_\_\_\_\_  
(Title of authorized official)





**PIGGYBACK CLAUSE**

Pursuant to Public Contract Code section 20118, other school districts and public agencies in the State of California may purchase identical items under the price, terms and conditions of this bid for the term specified by the Irvine Unified School District.

OPTION GRANTED:

OPTION NOT GRANTED:

By: \_\_\_\_\_ Date: \_\_\_\_\_

Manual signature of Authorized Agent

Printed Name and Title of Authorized Agent: \_\_\_\_\_

\*NOTE: Provider's decision regarding piggyback option shall not affect RFP award.



## APPENDIX D: PRICING FORM

### Network Equipment

Line Number	IUSD Standard	Proposed Equipment	List Price	Proposed Price	Effective Discount	Additional Charges*
<b>N1</b>	“Core” Cisco Catalyst 4500-X <i>Model: WS-C4500X-16SFP+</i>					
<b>N2</b>	“Top-of-Rack” Cisco Catalyst 2960-x (PoE+) <i>Model: WS-C2960X-48FPD-L</i> 48 Port					
<b>N3</b>	“Top-of-Rack” Cisco Catalyst 2960-x (PoE+) <i>Model: WS-C2960X-48FPD-L</i> 24 Port					
<b>N4</b>	“IDF Closet” Cisco Catalyst 2960-x <i>Model: WS-C2960X-48TD-L</i> 48 Port					
<b>N5</b>	“IDF Closet” Cisco Catalyst 2960-x <i>Model: WS-C2960X-48TD-L</i> 24 Port					
<b>N6</b>	SFP+ 10Gig modules					
<b>N7</b>	Stacking Module with Cable <i>Model: C2960X-STACK</i>					
<b>N8</b>	Fiber Patch Cable OM4 50 Micron 3 Meter					



Line Number	IUSD Standard	Proposed Equipment	List Price	Proposed Price	Effective Discount	Additional Charges*
N9	<p>“Tier 1 UPS”  APC Smart-UPS RT 8KVA  RM 208V w/ 208V to  120V 2U Step-Down  Transformer + 2  extended run option    Model: SURT8KRMXL6U-  TF5 + (2)  SURT192RMXLB3U</p>					
N10	<p>“Tier 2 UPS”  APC Smart-UPS RT  6000VA RM 208V to  208/120V  Model:  SURTD6000RMXLP3U</p>					
N11	<p>“Tier 3 UPS”  APC Smart-UPS RT  3000VA 120V + Network  Management card with  environmental  monitoring  Model: SURTA3000XL +  AP9631</p>					

\*All prices assumed to include all charges (e.g., freight) unless specifically listed on pricing form. No additional charges shall be accepted. Please see Technical Requirements section for detailed requirements and options. Do not include additional (non-mandatory/minimum) maintenance in proposed price.

**Network Equipment and Services– Options**

Define any optional or additional proposed items, options (beyond the configurations proposed above) for network equipment, and additional services (e.g., training, projection management, site assessment, configuration support) your firm is proposing to meet the requirements of this RFP.



Line Number	Proposed Equipment, Option or Service	Rationale for Recommendation	List Price	Proposed Price	Effective Discount	Additional Charges*
NP1						
NP2						
NP3						
NP4						

**(Provider may add lines as needed)**

\*All prices assumed to include all charges (e.g., freight) unless specifically listed on pricing form. No additional charges shall be accepted. Please see Technical Requirements section for detailed requirements and options. Do not include additional (non-mandatory/minimum) maintenance in proposed price.



**Wireless Equipment**

Line Number	IUSD Standard	Proposed Equipment	List Price	Proposed Price	Effective Discount	Additional Charges*
<b>W1</b>	“Indoor AP – Option 1” Aruba IAP 225 2 Ethernet Ports					
<b>W2</b>	“Indoor AP – Option 2” Aruba IAP 215 Single Ethernet Port					
<b>W3</b>	“Indoor Mounting Kit” Aruba AP-220-MNT-W1					
<b>W4</b>	“Outdoor AP” Aruba IAP 275					
<b>W5</b>	“Outdoor Mounting Kit” AP-270-MNT-V2					
<b>W6</b>	“Controller” Aruba 7210					

**Wireless Management System**

Describe proposed solution and costs for a comprehensive wireless management system meeting the requirements outline in Section 6 of the RFP documents.

One Time Costs				
Line Nbr	Item	Examples of Included Items	Unit Cost <i>(Indicate Flat Cost or Per Student, Staff, User, AP, etc)</i>	Estimated Total Cost <i>(Year 1)</i>
<b>WM1</b>	<b>Software</b>	<i>One-time licensing costs for software needed to meet the requirements of the RFP.</i>		
<b>WM2</b>	<b>Hardware</b>	<i>Costs of any appliance or hardware needed to implement the system.</i>		



One Time Costs				
Line Nbr	Item	Examples of Included Items	Unit Cost <i>(Indicate Flat Cost or Per Student, Staff, User, AP, etc)</i>	Estimated Total Cost <i>(Year 1)</i>
WM3	Implementation	<i>Data Integration, Transition from Existing Systems, Project Management, Professional Services, Configuration Support, User/Permissions Setup</i>		
WM4	Training	<i>Training Services(Core IT Staff Only), Training Documentation (Electronic and Editable per RFP)</i>		
WM5	Other	<i>Please Describe:</i>		
<b>Total One-Time Costs</b>				

Annual Recurring Costs				
Line Nbr	Item	Examples of Included Items	Unit Cost <i>(Indicate Flat Cost or Per Student, Staff, User, AP, etc)</i>	Estimated Total Cost <i>(Year 1)</i>
WM6	Annual Licensing and Maintenance	<i>Software, maintenance, support, software updates/upgrades, updated training materials and release notes</i>		
WM7	Other	<i>Please Describe:</i>		
<b>Total Recurring Costs</b>				

**Optional Services and Costs**

*Describe any additional services or costs recommended to meet the project goals.*



Optional Services/Solutions and Costs				
Line Nbr	Item	Description	Unit Cost <i>(Indicate Flat Cost or Per Student, Staff, User, etc)</i>	Estimated Total Cost <i>(Year 1)</i>
WM8			Recurring/One-Time	Recurring/One-Time
WM9			Recurring/One-Time	Recurring/One-Time
WM10			Recurring/One-Time	Recurring/One-Time
<b>Total Costs</b>				
<input type="checkbox"/> <b>Optional Services/Costs are required to meet one or more of the Minimum Requirements defined in this RFP.</b>				
<b>If box above is checked, list requirements that are dependent on the Optional Services/Costs OR future development efforts.</b>				



**Wireless Equipment and Services– Options**

Define any optional or additional proposed items, options (beyond the configurations proposed above) for wireless equipment, and additional services (e.g., training, projection management, site assessment, configuration support) your firm is proposing to meet the requirements of this RFP.

Line Number	Proposed Equipment, Option or Service	Rationale for Recommendation	List Price	Proposed Price	Effective Discount	Additional Charges*
WP1						
WP2						
WP3						
WP4						

(Provider may add lines as needed)





## APPENDIX E: REQUIREMENTS CERTIFICATIONS AND EXCEPTIONS

Please complete the form below to confirm your firm’s ability and willingness to comply with the specific requirements of this RFP. This must be completed by an individual in your firm authorized to enter a binding agreement with the District.

<b>Section</b>	<b>My firm agrees to and shall comply with all terms and requirements set forth in this section of the bid documents.</b>	<b>My firm agrees to and shall comply with the terms and requirements set forth with the exceptions noted here.</b>	<b>Exceptions (if any)</b>
1- Overview			
2- Instructions to Providers			
3- Evaluation			
4- Vendor Support and Ability to Perform			
5- Technical Requirements- LAN			
6- Technical Requirements- Wireless			
7- General Terms			
8- ERate Terms and Conditions			
9- Appendices A-F			



## TECHNICAL SPECIFICATIONS

Please insert technical documentation and other materials supporting your proposed products' compliance with the RFP requirements and your company's ability to effectively perform the associated services. Please provide sufficient detail to confirm that each proposed model meets the minimum technical/equipment requirements defined in Section 5 and 6 of the RFP documents. **NOTE: Provider must identify any requirements not fully satisfied by the proposed equipment/systems.**



## **APPENDIX F: ADDITIONAL DISTRICT FORMS**

Optional with Proposal Submission – Required upon Award.



**WORKERS' COMPENSATION CERTIFICATE**

Labor Code Section 3700.

"Every employer except the state shall secure the payment of compensation in one or more of the following ways:

(a) By being insured against liability to pay compensation in one or more insurers duly authorized to write compensation insurance in this state.

(b) By securing from the Director of Industrial Relations a certificate of consent to self-insure either as an individual employer or as one employer in a group of employers, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to his or her employees.

(c) For any county, city, city and county, municipal corporation, public DISTRICT, public agency or any political subdivision of the state, including each member of a pooling arrangement under a joint exercise of powers agreement (but not the state itself), by securing from the Director of Industrial Relations a certificate of consent to self-insure against workers' compensation claims, which certificate may be given upon furnishing proof satisfactory to the director of ability to administer workers' compensation claims properly, and to pay workers' compensation claims that may become due to its employees. On or before March 31, 1979, a political subdivision of the state which, on December 31, 1978, was uninsured for its liability to pay compensation, shall file a properly completed and executed application for a certificate of consent to self-insure against workers' compensation claims. The certificate shall be issued and be subject to the provisions of Section 3702."

I am aware of the provisions of Labor Code Section 3700 which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

\_\_\_\_\_  
Name of the Contractor

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

(In accordance with Article 5 [commencing at Section 1860], Chapter 1, Part 7, Division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any work under the contract.)



**DRUG FREE WORKPLACE CERTIFICATION**

This Drug-Free Workplace Certification is required pursuant to Government Code §8350, et seq., the Drug-Free Workplace Act of 1990. The Drug-Free Workplace Act of 1990 requires that every person or organization awarded a contract for the procurement of any property or services from any State agency must certify that it will provide a drug-free workplace by doing certain specified acts. In addition, the Act provides that each contract awarded by a State agency may be subject to suspension of payments or termination of the contract and the contractor may be subject to debarment from future contacting, if the state agency determines that specified acts have occurred.

Pursuant to Government Code §8355, every person or organization awarded a contract from a State agency shall certify that it will provide a drug-free workplace by doing all of the following:

- a) Publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession or use of a controlled substance is prohibited in the person’s or organization’s workplace and specifying actions which will be taken against employees for violations of the prohibition;
- b) Establishing a drug-free awareness program to inform employees about all of the following:
  - i. The dangers of drug abuse in the workplace;
  - ii. The person’s or organization’s policy of maintaining a drug-free workplace;
  - iii. The availability of drug counseling, rehabilitation and employee-assistance programs;
  - iv. The penalties that may be imposed upon employees for drug abuse violations;
- c) Requiring that each employee engaged in the performance of the contract be given a copy of the statement required by subdivision (a) and that, as a condition of employment on the contract, the employee agrees to abide by the terms of the statement.

I the undersigned, agree to fulfill the terms and requirements of Government Code §8355 listed above and will publish a statement notifying employees concerning (a) the prohibition of controlled substance at the workplace, (b) establishing a drug-free awareness program, and (c) requiring that each employee engaged in the performance of the contract be given a copy of statement required by §8355 (a) and requiring that the employee agree to abide by the terms of that statement.

I also understand that if the DISTRICT determines that I have either (a) made false certification herein, or (b) violated this certification by failing to carry out the requirements of §8355, that the contract awarded herein is subject to suspension of payments, termination, or both. I further understand that, should I violate the terms of the Drug-Free Workplace Act of 1990, I may be subject to debarment in accordance with the requirements of §8350, et seq.

I acknowledge that I am aware of the provisions of Government Code §8350, et seq. and hereby certify that I will adhere to the requirements of the Drug-Free Workplace Act of 1990.

\_\_\_\_\_  
Name of Contractor

\_\_\_\_\_  
Signature Date

\_\_\_\_\_  
Print Name Title



**TOBACCO USE POLICY**

In the interest of public health, the Irvine Unified School District provides a tobacco-free environment. Smoking or the use of any tobacco products are prohibited in buildings and vehicles, and on any property owned, leased or contracted for, by the District. Failure to abide with this requirement could result in the termination of this contract.

I acknowledge that I am aware of Tobacco Use Policy and hereby certify that I and my employees will adhere to the requirements of the policy.

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Name of Bidder

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Signature

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Date



## **NOTICE TO CONTRACTORS REGARDING CRIMINAL RECORDS CHECK**

(EDUCATION CODE §45125.1)

Education Code §45125.1 provides that if the employees of any entity that has a contract with a school DISTRICT may have any contact with pupils, those employees shall submit or have submitted their fingerprints in a manner authorized by the Department of Justice together with a fee determined by the Department of Justice to be sufficient to reimburse the Department for its costs incurred in processing the application.

The Department of Justice shall ascertain whether the individual whose fingerprints were submitted to it has been arrested or convicted of any crime insofar as that fact can be ascertained from information available to the Department. When the Department of Justice ascertains that an individual whose fingerprints were submitted to it has a pending criminal proceeding for a violent felony listed in Penal Code §1192.7(c) or has been convicted of such a felony, the Department shall notify the employer designated by the individual of the criminal information pertaining to the individual. The notification shall be delivered by telephone and shall be confirmed in writing and delivered to the employer by first-class mail.

The contract shall not permit an employee to come in contact with pupils until the Department of Justice has ascertained that the employee has not been convicted of a violent or serious felony. The contractor shall certify in writing to the Board of Trustees of the school DISTRICT that none of its employees who may come in contact with pupils have been convicted of a violent or serious felony.

Penal Code §667.5(c) lists the following “violent” felonies: murder; voluntary manslaughter ; mayhem; rape; sodomy by force; oral copulation by force; lewd acts on a child under the age of 14 years; any felony punishable by death or imprisonment in the state prison for life; any felony in which the defendant inflicts great bodily injury on another; any robbery perpetrated in an inhabited dwelling; arson; penetration of a person’s genital or anal openings by foreign or unknown objects against the victim’s will; attempted murder; explosion or attempt to explode or ignite a destructive device or explosive with the intent to commit murder; kidnapping; continuous sexual abuse of a child; and carjacking.

Penal Code §1192.7 lists the following : “serious” felonies: murder; voluntary manslaughter; mayhem; rape; sodomy by force; oral copulation by force; a lewd or lascivious act on a child under the age of 14 years; any felony punishable by death or imprisonment in the state prison for life; any felony in which the defendant personally inflicts great bodily injury on another, or in which the defendant personally uses a firearm; attempted murder; assault with intent to commit rape or robbery; assault with a deadly weapon on a peace officer; assault by a life prisoner on a non-inmate; assault with a deadly weapon by an inmate; arson; exploding a destructive device with intent to injure or to murder, or explosion causing great bodily injury or mayhem; burglary of an inhabited dwelling; robbery or bank robbery; kidnapping; holding of a hostage by a person confined in a state prison; attempt to commit a felony punishable by death or imprisonment in the state prison for life; any felony in which the defendant personally uses a dangerous or deadly weapon; selling or furnishing specified controlled substances to a minor; penetration of genital or anal openings by foreign objects against the victim’s will; grand theft involving a firearm; carjacking; and a conspiracy to commit specified controlled substances offenses.



**CRIMINAL RECORDS CHECK CERTIFICATION BY CONTRACTOR**

(AB 1610, 1612 and 2102)

To the Board of Trustees of Irvine Unified School DISTRICT:

I, \_\_\_\_\_ certify that:  
(Name of Contractor)

1. I have carefully read and understand the Notice to Contractors Regarding Criminal Record Checks (Education Code §45125.1) required by the passage of AB 1610, 1612 and 2102.

2. Due to the nature of the work I will be performing for the DISTRICT, my employees may have contact with students of the DISTRICT.

3. None of the employees who will be performing the work have been convicted of a violent or serious felony as defined in the Notice and in Penal Code §1192.7 and this determination was made by a fingerprint check through the Department of Justice.

I declare under penalty of perjury that the foregoing is true and correct.

Executed at \_\_\_\_\_, California on \_\_\_\_\_.  
(City) (Date)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Typed or printed name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Address

\_\_\_\_\_  
Telephone





**W-9**

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