

RFP# 111-23
Executive Summary

Overview

In this RFP, KPBSD seeks telecommunications services connecting Moose Pass School to the broader KPBSD Wide Area Network (WAN).

KPBSD leverages centralized data services (such as application hosting, file services, internet filtering and connectivity) out of our primary datacenter housed in the District Office facility at 148 N. Binkley Street in Soldotna, Alaska. As such, we endeavor to connect school facilities via varying WAN connectivity into our District Office facility, or one of our satellite WAN hub facilities in Seward or Homer, to provide these network services and internet connectivity to school locations.

We have long-standing relationships with several telecommunications providers utilizing varying technologies available for specific regions in accomplishing this goal. The result of this is a complex network with multiple interconnects to various providers over a range of technologies such as traditional Ethernet WAN technologies, microwave services, fiber-optic or fixed-wireless connectivity.

Only one solution for each facility will be awarded. Awards are determined by cost analysis and rubric scoring as described in Section Q of the RFP Instructions to Bidders.

In this single-part RFP, KPBSD seeks telecommunications services for a single school: Moose Pass School in Moose Pass, Alaska.

Part 1: Data Services

In Part 1 of this RFP, KPBSD seeks to compare proposals that provide WAN connectivity to Moose Pass School, historically connected via a leased lit fiber solution to our Seward Middle School regional WAN hub.

RFP – Part 1: Data Services

These are services presently provided by TelAlaska.

Any vendor may bid on any or all services. Enter cost in **Cost per Unit** column. If there is also a non-recurring cost, such as installation charges, enter the non-recurring charges in the **Non-Recurring** column on the same row.

This is the basis for our E-Rate application. Please include all costs KPBSD will be asked to pay. If you don't include it, I won't know to ask for it, and if I don't ask for it, we won't get it subsidized!

Company Name _____

Row A	Project Scope (See Instructions Below)				
	Qty	Product or Service Description	Cost per Unit	Non-recurring cost(s)	Enter N in cell if NOT eligible for E-Rate subsidy
Row B		General Instructions – Small Sites			
B1	1	#37 Moose Pass	Attach Pricing – See Row B Instructions		
Row C		General Instructions – Hub Aggregation	Attach Pricing – See Row C instructions		
Row D	Enter Contract Term for this specification sheet and attached pricing				

Instructions

Row A	Project Scope
A1	<p>KPBSD seeks to improve a portion of our existing WAN infrastructure by soliciting proposals for leased lit-fiber transport or non-fiber high-bandwidth terrestrial transport. Proposals under this section should be for provider-managed WAN transport services over provider infrastructure.</p> <p>Providers are welcome to submit proposals for one or more data transport services requested. Recognizing that holistic solutions covering a majority of facilities may be more operationally cost-efficient than managing multiple different solutions across varying providers, comprehensiveness of solution may be considered as a partial aspect of "Value" and "Implementation Cost to District" evaluation matrix categories. However, we recognize that we cover a diverse geographical area with varying levels of infrastructure and encourage any provider to propose solutions that meet some or all service needs.</p>
A2	Responses to this section (Part 1) will be evaluated as described in Section Q, subparts 3a-3g in the RFP Instructions to Bidders.
A3	<p>All service proposals MUST include provisions for end-to-end connectivity from the school facility to one of three hub sites noted below, inclusive of all charges (LEC, taxes, or otherwise):</p> <p>District Office, 148 N. Binkley Street, Soldotna, AK 99669 Homer High School, 600 E. Fairview Ave., Homer, AK 99603 Seward Middle School, 304 Sea Lion Ave., Seward, AK 99669</p>

	<p>Seward area schools should generally terminate at the hub aggregation facility at Seward Middle. KPBSD would prefer all other hub aggregations to terminate at District Office unless it is more cost-effective to terminate at Homer High. If multiple hub aggregations options are available, include proposals for each option available.</p> <p>Moose Pass School presently connects to the Seward Middle School WAN aggregation facility. This is the preferred aggregation point.</p>
A4	<p>KPBSD is seeking proposals for low-latency, high-bandwidth terrestrial solutions ("leased lit-fiber" or non-fiber terrestrial transport, such as microwave or fixed-wireless) to meet present and future wide-area-network demand. Non-terrestrial solutions (e.g. satellite) will not be considered. Ability for technology to support future bandwidth growth is important and may be considered under the "Value" evaluation matrix category.</p> <p>Ideally, we prefer solutions that utilize MPLS/"Metro Ethernet" or comparable technologies that provide a full-mesh network between connected sites but will consider more traditional point-to-point circuit design.</p> <p>If you are unable to exactly match bandwidth tiers requested due to regulatory restrictions, technological limitations, or established service pricing structure, provide bandwidth tiers and pricing that most closely matches the requested tiers. In comparing service costs under the "Lowest cost per service proposed" scoring item (see Section Q in RFP Instructions to Bidders), KPBSD will utilize "cost-per-Mbps" comparisons at pricing tiers closest to those requested.</p> <p>Unless otherwise noted, all bandwidth levels requested are synchronous, with the same bandwidth required upstream and downstream.</p>
A5	<p>Proposals must include Monthly Recurring Costs (MRC) and any applicable Non-Recurring Costs (NRC) for each requested bandwidth tier.</p> <p>For each price group (MRC, NRC), ineligible service fees or taxes must be identified and separated from eligible service costs.</p> <p>I am not providing space on the spec sheet above to indicate the various pricing levels. Please specify contract term on specification sheet above and attach pricing sheet(s) in your proposal. Pricing sheets should clearly indicate the technology proposed (e.g. fiber, microwave, copper, etc.), Monthly Recurring Costs (MRC), and Non-Recurring Costs (NRC) per location and bandwidth level. NRC are those costs charged by provider to implement and prepare service for delivery.</p> <p>Please be thorough and include all costs KPBSD would be expected to pay.</p>
A6	<p>If your proposal includes special construction (e.g. no existing facilities exist to bring lit-fiber or comparable terrestrial service), I would like to see two separate options for service:</p> <ul style="list-style-type: none"> a) a lit-fiber or comparable terrestrial proposal with pricing at requested service levels including all MRC, one-time NRC (installation fees, etc.), and special construction detail and pricing, and, b) pricing at service level capable of delivery over existing infrastructure (e.g. your best possible service delivery without special construction cost). Match as closely as possible the requested service levels and bandwidth increments for the given site (see specific row instructions for bandwidth requested), up to either the maximum requested speed or the technological limits of your infrastructure/service. Be sure to include MRC, one-time NRC (installation fees, etc.). <p>Recognizing that special construction may require significant upfront cost (our "non-discounted" share), I would like alternate options to provide transport over existing infrastructure in the event special construction is determined to be too costly. All responsive proposals including lit-fiber or comparable terrestrial service at the requested service levels, with or without special construction, will be compared and evaluated based on bid criteria. If KPBSD determines, in KPBSD's sole discretion, that special construction is cost-prohibitive, we will then compare non-special construction proposals at comparable service levels ("option 'b' proposals").</p>

	If you cannot supply an alternate proposal (e.g. you have no infrastructure available and special construction is required), just supply your special construction proposal ("option a"), without including an "option b" proposal, and indicate that no "option b" proposal is available.
A7	Unless otherwise noted or approved, all services should be delivered via a standard RJ-45 Ethernet cable or single-mode fiber-optic cable. LC connectors are preferred, but SC connectors are acceptable.
A8	School architectural drawings are available for review in the KPBSD Purchasing Office at 139 E. Park Avenue in Soldotna. Contact Jackie Haeg jhaeg@kpbsd.k12.ak.us .
A9	Services proposed must include a Service Level Agreement (SLA). SLA should outline items such as network availability/uptime metrics, trouble reporting, response time, escalation and resolution procedures, as well as include remedies available to customer if service performance falls below SLA levels.
Row B	<p>Row B includes sites with bandwidth requirements near 100Mbps. I do not anticipate significant bandwidth growth for any site in Row B.</p> <p>I am requesting pricing for 50Mbps, 100Mbps, and 200Mbps for sites in Rows B1. Review specifics in Row A1-A8 above regarding services requested.</p> <p>Be sure to review the hub aggregation requirements discussed in Row C.</p>
B1	Moose Pass School is located at 31810 Depot Road, Moose Pass, AK 99631. Existing service is delivered over provider-owned fiber entrance at a current rate of 100Mbps.
Row C	<p>All services proposals in Row B must include end-to-end connectivity to one of three hub sites noted in Row A3 instructions above (District Office, Homer High, or Seward Middle).</p> <p>If your proposal includes only a single facility terminating across a hub aggregation link, I would request pricing for bandwidth tiers matching the school circuit (based on the corresponding Row B bandwidth tiers requested). In other words, make sure the bandwidth tiers for this hub aggregation circuit connecting a single site matches the bandwidth tiers for that site. This may also apply if the technology serving the facility does not support multiple connections across a single hub facility.</p> <p>For Seward Hub aggregation, provide pricing for the hub aggregation circuit matching bandwidth tiers in Row B (50Mbps, 100Mbps, 200Mbps).</p>
Row D	I will consider a 1, 3, or 5-year contract. Multi-year contract terms beyond 1 year may require contract exit language allowing for service termination upon school closure or lack of E-Rate subsidy. If submitting for multiple contract durations, submit separate specification sheets for each contract duration and label accordingly. See Section T in RFP Instructions to Bidders.