

RFP# 121-23
Executive Summary

Overview

In this RFP, KPBSD seeks telecommunications services connecting the Connections Homer office to the broader KPBSD Wide Area Network (WAN).

Note to prospective bidders: An earlier Form 470 (230008100) and associated KPBSD RFP 112-23 did not result in a bid award for service to the Connections Homer facility. We are again attempting to solicit proposals for service, with the following adjustments:

- Reduced minimum bandwidth identified in RFP specifications to 30Mbps (Row B / Row C descriptions)
- Clarifying that proposals may include either fiber or non-fiber terrestrial solutions (Row A1 / A4 descriptions)
- Requirement for 1-year contract term. Longer contract terms may be provided, but are not required (Row D description)

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: Connections (Homer office) in Homer, Alaska.

Part 1: Data Services

In Part 1 of this RFP, KPBSD seeks to compare proposals that provide WAN connectivity to the Connections Homer office located at 206 East Pioneer Avenue, Homer, AK 99603. This facility is new to KPBSD and has not yet had contracted WAN service. Current month-to-month connectivity is provided via fixed wireless by SPITwSPOTs.

This Specification Sheet must be returned with RFP# 121-23

RFP – Part 1: Data Services

These are services presently provided on a month-to-month basis by SPITsSPOTs.

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	#80 Connections Homer Office	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 terrestrial transport (copper, microwave, fixed-wireless or similar). 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 (such as is the case with our existing fixed wireless network serving other Homer-area facilities). If multiple hub aggregations options are available, include proposals for each option available.</p> <p>The Connections Homer offices presently connects to the Homer High School WAN aggregation facility as it is presently served via fixed wireless.</p>
A4	<p>KPBSD is seeking proposals for low-latency, high-bandwidth terrestrial solutions ("leased lit-fiber" or non-fiber terrestrial transport, such as copper, microwave, fixed-wireless, or similar) 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 proposals (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 30 Mbps, 50Mbps, 75Mbps, 100Mbps, and 150Mbps 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	The Connections Homer office is located at 206 East Pioneer Avenue, Homer, AK 99603. Existing service is delivered over provider-owned fixed-wireless entrance at a current rate of 75Mbps.
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>Note that some providers already have hub aggregation circuits landing at Homer High School (SPITwSPOTS, ACS Private Fiber). KPBSD would request leveraging existing hub aggregations circuits where technically and contractually possible and does not intend to duplicate service for the hub aggregation facility at Homer High. However, please provide hub aggregation pricing with your proposal such that aggregation services are covered by this contract should existing circuits no longer be available due to other contract expiration or service termination (e.g. this contract should include provisions to stand alone end-to-end if necessary).</p> <p>Please provide pricing for the hub aggregation circuit matching bandwidth tiers in Row B (30Mbps, 50Mbps, 75Mbps, 100Mbps, and 150Mbps).</p>
Row D	KPBSD requires, at minimum, proposals to include provisions and pricing for 1-year contract term for service commencing July 1, 2023 and terminating June 30, 2024. Multi-year contract terms may be included, but are not required. 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.