RFP# 108-24
Executive Summary

Overview

In this single-part RFP, KPBSD seeks telecommunications services connecting multiple schools 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 data center housed in the Soldotna District Office facility at 148 N. Binkley Street in Soldotna, Alaska. The Soldotna District Office data center acts as our primary hub for WAN circuits with downstream auxiliary regional WAN hubs housed in Seward Middle School at 304 Sea Lion Avenue in Seward, Alaska and Homer High School at 600 E. Fairview Avenue in Homer, Alaska.

We endeavor to connect school facilities via varying WAN connectivity directly into our District Office datacenter facility whenever possible; however, some school facilities may connect via WAN through one of the two downstream auxiliary WAN hub sites due to cost or technical considerations.

We have long-standing relationships with multiple 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. Each awarded solution must incorporate data transport from the designated facility to one of the three WAN hub sites referenced above in the final WAN design. Awards are determined by cost analysis and rubric scoring as described in Section Q of the RFP Instructions to Bidders.

Part 1: Data Services

In Part 1 of this RFP, KPBSD seeks to compare proposals that provide WAN connectivity to the following schools historically connected via a variety of WAN technologies:

- Cooper Landing School in Cooper Landing, Alaska
- Kachemak Selo School in Kachemak Selo, Alaska
- McNeil Canyon Elementary School in Homer, Alaska
- Moose Pass School in Moose Pass, Alaska
- Nikolaevsk School in Nikolaevsk, Alaska
- Razdolna School in Razdolna, Alaska
- Voznesenka School in Voznesenka, Alaska

This Specification Sheet must be returned with RFP# 108-24

RFP – Part 1: Data Services

These are services presently provided by GCI, SPITwSPOTS, and Fastwyre (formerly TelAlaska Networks).

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 General Notes and Instructions)**				
	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 – Homer Area Schools**			
B1	1	#38 Nikolaevsk School	Attach Pricing – See **Row B** Instructions		
B2	1	#47 McNeil Canyon Elementary School	Attach Pricing – See **Row B** Instructions		
B3	1	#49 Razdolna School	Attach Pricing – See **Row B** Instructions		
B4	1	#53 Voznesenka School	Attach Pricing – See **Row B** Instructions		
B5	1	#56 Kachemak Selo School	Attach Pricing – See **Row B** Instructions		
Row C		**General instructions – Cooper Landing School**			
C1	1	#32 Cooper Landing School	Attach Pricing – See **Row C** Instructions		
Row D		**General instructions – Moose Pass Elementary**			
D1	1	#37 Moose Pass Elementary	Attach Pricing – See **Row D** Instructions		
Row E		**General instructions – Hub Aggregation**	Attach Pricing – See **Row E** Instructions		
Row F		**Enter Contract Term for this specification sheet and attached pricing**			

Instructions	
Row A	Project Scope and General Notes
A1	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. 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.
A2	Responses to this RFP will be evaluated as described in Section Q, subparts 3a-3g in the RFP Instructions to Bidders.
A3	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): 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
A4	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. Ideally, we prefer solutions that utilize MPLS/"Metro Ethernet" or comparable technologies that provide layer two connectivity between all served facilities. See **Row E** for topology requirements. 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. Unless otherwise noted, all bandwidth levels requested are synchronous, with the same bandwidth required upstream and downstream.
A5	Proposals must include Monthly Recurring Costs (MRC) and any applicable Non-Recurring Costs (NRC) for **each requested bandwidth tier**. For each price group (MRC, NRC), **ineligible service fees or taxes must be identified and separated from eligible service costs**. 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. Please be thorough and include all costs KPBSD would be expected to pay.
A6	**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:**

	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 levels 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.). 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"). 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 Colton Hayes: chayes2@kpbsd.k12.ak.us or (907) 714-8876.
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	**Row B** seeks proposals for WAN connectivity to a number of remote school locations in the Homer area near East End Road as well as Nikolaevsk. These schools are located in areas that have been historically lacking in traditional terrestrial data transport infrastructure. WAN connectivity is currently provided via fixed wireless terminating at our Homer High School regional WAN hub. Bandwidth requirements for these sites are not expected to exceed 300Mbps in the foreseeable future. I am requesting pricing for **75Mbps, 100Mbps, 125Mbps, 150Mbps, 200Mbps, 250Mbs and 300Mbs** for sites in **Rows B1-B5**. Review specifics in Rows A1-A9 above regarding services requested. Be sure to review the hub aggregation requirements discussed in **Row E** as well as to **include any applicable one-time non-recurring costs (NRC) required to activate service**.
B1	Nikolaevsk School is located at 65524 Nikolaevsk, Nikolaevsk, AK 99556. Approximate GPS coordinates are 59.811451,-151.612923. Existing service is delivered over provider-owned fixed-wireless at a current rate of 75Mbps terminating at hub facility at our Homer High School regional WAN hub.
B2	McNeil Canyon Elementary School is located at 52188 East End Road, Homer, AK 99603. Approximate GPS coordinates are 59.746037,-151.257671. Existing service is delivered over provider-owned fixed-wireless at a current rate of 100Mbps terminating at our Homer High School regional WAN hub.
B3	Razdolna School is located at 46572 Basargin Road, Razdolna, AK 99603. Approximate GPS coordinates are 59.812722,-151.082778. Existing service is delivered over provider-owned fixed-wireless at a current rate of 75Mbps terminating at our Homer High School regional WAN hub.
B4	Voznesenka School is located at Voznesenka Road, Voznesenka, AK 99603. Approximate GPS coordinates are 59.794321,-151.096693. Existing service is delivered over provider-owned fixed-wireless at a current rate of 75Mbps terminating at hub facility at our Homer High School regional WAN hub.

B5	Kachemak Selo School is presently located at 44032 Milton Drive, Fritz Creek, AK 99603. Approximate GPS coordinates are 59.791479,-151.075137. Existing service is delivered over provider-owner fixed-wireless at a current rate of 75Mbps terminating at our Homer High School regional WAN hub. Note: Plans are under development to replace the school building at Kachemak Selo, however, it is expected that the new building will occupy the same physical footprint and address as the existing school. KPBSD will work with the active provider to identify and develop any specific infrastructure requirements once the details of this multi-year project become clear.
Row C	**Row C** seeks proposals for WAN connectivity to Cooper Landing School. WAN connectivity is currently provided via a leased lit fiber solution to our Soldotna District Office data center. Bandwidth requirements for this site are not expected to exceed 300Mbps in the foreseeable future. I am requesting pricing for **25Mbps, 50Mbps, 75Mbp, 100Mbps, 200Mbps, and 300Mbps** for this site in **Row C1**. Review specifics in Rows A1-A9 above regarding services requested. Be sure to review the hub aggregation requirements discussed in **Row E** as well as to **include any applicable one-time non-recurring costs (NRC) required to activate service**.
C1	Cooper Landing School is located at 19030 Bean Creek Road, Cooper Landing, AK 99572. Approximate GPS coordinates are 60.494785,-149.808224. Existing service is delivered over a leased lit fiber solution at a rate of 25Mbps terminating at our Soldotna District Office data center WAN hub.
Row D	**Row D** seeks proposals for WAN connectivity to Moose Pass Elementary. WAN connectivity is currently provided via a leased lit fiber solution to our Seward Middle School regional WAN hub. Bandwidth requirements for this site are not expected to exceed 300Mbps in the foreseeable future. I am requesting pricing for **50 Mbps, 100Mbps, 150Mbps, 200Mbps and 300Mbps** for this site in **Row D1**. Review specifics in Row A1-A9 above regarding services requested. Be sure to review the hub aggregation requirements discussed in **Row E** as well as to **include any applicable one-time non-recurring costs (NRC) required to activate service**.
D1	Moose Pass School is located at 31810 Depot Road, Moose Pass, AK 99631. Approximate GPS coordinates are 60.487609,-149.367928. Existing service is delivered over a leased lit fiber solution at a rate of 100Mbps terminating at our Seward Middle School regional WAN hub.
Row E	KPBSD would prefer all WAN service offerings connecting schools be architected such that service is delivered in two or more circuits: one aggregation circuit connecting to one of three hub sites noted in **Row A3** and additional circuits connecting to each school served. Circuits architected and priced as an “end-to-end” solution will be considered if the separated hub/site circuit architecture is not viable. Technical, administrative, or financial considerations between varying architectures may be considered as part of the “Value” component of the vendor selection criteria published in the RFP Instructions to Bidders, section Q(c). All service proposals for **Rows B, C, and D** must include connectivity provisions to one of three hub sites noted in **Row A3** above (District Office, Homer High, or Seward Middle). **Row E** seeks pricing for any WAN aggregation circuit required to provide connectivity between school site(s) and a hub facility, using bandwidth tiers based on your service proposal scope for **Rows B, C, and D**: • If your proposal includes service to <u>only a single facility</u> in **Rows B, C, or D** that is sold as two separate circuits (one to the school and one to the hub), we request hub circuit pricing for bandwidth tiers matching the school circuit (based on the corresponding **Row B, C, or D** 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. • If your proposal includes service to multiple facilities in **Rows B, C, or D** with a separate hub aggregation circuit, we request pricing for bandwidth tiers in **100Mbps increments from 100Mbps to 1000Mbps (1Gb) (100Mbps, 200, 300, 400, 500, 600, 700, 800, 900, 1000Mbps)** for the hub circuit, allowing for scaling if/when school site links grow**.** If you are unable to provide services at all tiers, simply include the tiers you can offer in your response. Note that KPBSD reserves the option to oversubscribe the hub circuit as traffic patterns allow (for illustrative purposes, an example scenario might be provisioning a 300Mbps hub circuit for 5 downlevel 100Mbps schools), however, this should not be interpreted as a request for burstable bandwidth; we intend to deploy synchronous, committed-bandwidth circuits. • Note: this section (Row E) may not apply if your proposal is sold and priced "end-to-end". In other words, if your service offering is bundled and priced to describe a WAN circuit originating at the school and terminating at the hub, no additional hub aggregation pricing is necessary. **Be sure to include any applicable one-time non-recurring costs (NRC) required to activate service.**
Row F	I would request pricing for 1, 3+1+1 and 5-year contract terms (3+1+1 describes a 3-year base contract with two optional 1-year extensions upon mutual agreement – if the two optional extensions are not possible given your term structure, a 3-year agreement with no optional extensions is permissible instead of a 3+1+1). 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. When submitting for multiple contract durations, submit separate specification sheets for each contract duration and label accordingly. See Section T in RFP Instructions to Bidders.