

RFP #107-25
Executive Summary

Overview

In this single-part RFP, KPBSD seeks proposals for wireless equipment and licensing to support a partial refresh of our existing wireless infrastructure.

Last year KPBSD began a phased replacement of its aging wireless infrastructure comprised of 600+ 802.11ac (WiFi 5) Aruba access points, 41 Aruba Mobility Controllers, and 1 Aruba Mobility Conductor that manages standardized wireless configurations across all 42 schools. After completing last year's partial refresh, the present access point composition is approximately 400+ 802.11ac (WiFi 5) and 300+ 802.11ax (WiFi 6E).

This partial infrastructure refresh would replace all remaining WiFi 5 access points with WiFi 6E access points district-wide. For two middle schools, additional access points and controllers beyond those needed to replace existing WiFi 5 access points would be installed to increase coverage density. Lastly, additional wireless equipment is also sought to equip one new charter elementary school.

Due to resource and timing constraints, refreshing wireless infrastructure in all facilities in one cycle was not practical and necessitated KPBSD taking a multi-year replacement approach. As such, compatibility with existing infrastructure is one of the selection criteria vendor proposals will be scored against during bid review. See Section R of the RFP Instructions to Bidders for the complete rubric.

This RFP only seeks wireless equipment as well as additional licensing and accessories to support it and does not seek installation or similar services. KPBSD intends to perform all necessary installation to make functional the purchased wireless equipment included in this RFP.

KPBSD may elect to execute a purchase after award of this RFP at risk (e.g. before we receive our E-Rate funding commitment for eligible Category 2 equipment included in this RFP). In such a circumstance, KPBSD will require that arrival of equipment included in this RFP and invoicing for such items occurs AFTER April 1, 2025 but prior to June 30, 2026.

KPBSD intends to use the E-Rate FCC Form 474 (SPI) invoicing process. Note that this is a change from prior E-Rate Category 2 purchases by KPBSD. Please be sure you are able to support the Form 474 SPI invoicing method if at all possible if you are submitting a response to this RFP. If you are unable to support the Form 474 SPI invoicing method, KPBSD may entertain Form 474 BEAR invoicing at its discretion, but reserves the right to consider any responses to this RFP which lack SPI invoicing support as non-responsive.

Part 1: Category 2 Wireless Infrastructure Equipment

In Part 1 of this RFP, KPBSD seeks proposals for wireless access points capable of providing 802.11ax wireless connectivity via 2.4Ghz, 5Ghz, and 6Ghz bands to clients within our school facilities as well as the mounts, controllers, and licensing to support them. All APs must feature tri-band capability to broadcast all three 2.4/5/6Ghz bands simultaneously with the exception of three small density APs (see **Row D**).

KPBSD intends to leverage existing extra wireless controller and licensing capacity as much as possible as part of this refresh, so counts of access point licenses and wireless controllers requested as part of this RFP may not directly correspond to the number of access points and schools.

This Specification Sheet must be returned with RFP# 107-25

RFP – Part 1: E-Rate Category 2 Eligible Wireless Equipment

Any vendor may bid on any or all services. Enter cost for each unit (Quantity 1) in **Cost per Unit** column.

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 _____

Special Note on Product or Service Descriptions

KPBSD provides specific part numbers for products or services listed in RFP specification rows below as best able to aid vendors in any responses made to this RFP; however, we recognize that manufactures may periodically revise their part numbers or otherwise alter standard configurations used for submitting orders.

In the event part numbers or quantities listed for items do not align with current manufacturer configurations, please contact the KPBSD purchasing office **as soon as possible** to seek clarification. Timing is essential to allow for potential bid addendum(s) to be issued if needed and still meet our filing deadlines for E-Rate subsidy!

See **RFP Instructions to Bidders - Section K.5** for information on how to contact KPBSD Purchasing with any questions.

Row A	Project Scope (See Instructions Below)		
	Qty	Product or Service Description	Cost per Unit (Quantity 1)
Row B		Aruba (or equivalent) High Density APs	
B1	60	Aruba #R7J39A Campus AP-655 (US) Tri-radio 4x4:4 2.4/5/6Ghz MIMO, 802.11ax, WiFi 6E, Omni-Directional Integrated Antennas, 2x 5Gb Ethernet, or equivalent	
Row C		Aruba (or equivalent) Medium Density APs	
C1	390	Aruba #R7J28A Campus AP-635 (US) Tri-radio 2x2:2 2.4/5/6Ghz MIMO, 802.11ax, WiFi 6E, Omni-Directional Integrated Antennas, 2x 2.5Gb Ethernet, or equivalent	
Row D		Aruba (or equivalent) Low Density APs	
D1	1	Aruba #R7J50A Campus AP-615 (US) Dual-radio Tri-band 2x2:2 2.4/5/6Ghz MIMO, 802.11ax, WiFi 6E, Omni-Directional Integrated Antennas, 1x 2.5Gb Ethernet, or equivalent	
Row E		Aruba (or equivalent) AP Licenses	
E1	34	Aruba #JW472AAE LIC-AP Controller per AP Capacity License E-LTU for Aruba Mobility Conductor, or equivalent	
E2	34	Aruba #H2YU3E Support for LIC-AP (JW472AAE), 1 Year FC SW Cntrl per AP Cpty E-L SVC , or equivalent	

Row F		Aruba (or equivalent) Controllers	
F1	1	Aruba #R1B31A Aruba 9012 (US) Controller, or equivalent	
F2	1	Aruba #HQ6H7E Support for 9012 Controller, Aruba 1Y FC NBD Exch E/R 9012 SVC, or equivalent	
Row G		Aruba (or equivalent) Controllers	
G1	1	Aruba #R1B20A Aruba 9004 (US) Controller, or equivalent	
G2	1	Aruba #JW124A Aruba Networking PC-AC-NA 125V/10A 1.8m C13 to NEMA 5-15P (NA) AC Power Cord, or equivalent.	
G3	1	Aruba #HJ7R4E Aruba 1Y FC NBD Exch E/R 9004 Gtwy SVC [for R1B20A], or equivalent.	
Row H		Aruba (or equivalent) AP Solid Surface Mount Kit	
H1	9	Aruba #Q9G71A (10-Pack AP-MNT-MP10-D) Campus AP Mount Bracket Kit Type D: Solid Surface, or equivalent	
Row I		Aruba (or equivalent) AP Rail Mount Kit	
I1	37	Aruba #Q9G69A (10-Pack AP-MNT-MP10-B) Campus AP Mount Bracket Kit Type B: Suspended Ceiling Rail, Flat 15/16 Thick, or equivalent	

Instructions	
Row A	Project Scope
A1	<p>KPBSD seeks to replace our 802.11ac (WiFi 5) wireless infrastructure with updated 802.11ax (WiFi 6E) equipment, as well as increase access point density to support increased wireless client load at 6 schools.</p> <p>This RFP represents the wireless access points, mounts, controllers and licensing to support these upgrades.</p> <p>Purchase contract term would be from April 1, 2025 to June 30, 2026. Note that E-Rate permits Category 2 purchases to occur beginning April 1, 2025 for E-Rate funding year 2025-2026.</p> <p>In the perfect situation, E-Rate would notify us of our funding decision prior to the start of the funding year (July 2025), we would buy the equipment and install it during summer 2025. In the less-than-perfect situation, a funding decision could easily languish until after summer 2025 and well into the 2025-2026 school year.</p> <p>We will enter into a contract with the successful bidder contingent upon us receiving the E-Rate subsidy. We will both then wait patiently for notification of our funding award. If we do not receive the subsidy we seek, the contract is void and KPBSD may attempt to file again next year for E-Rate subsidy. E-Rate has certain requirements vendors and service providers must meet. You will need to be registered with a SPIN number or be able to get one. KPBSD reserves the right to execute the purchase at-risk following bid award (prior to E-Rate funding approval) if desired.</p> <p>Quantities noted are the minimum quantities. It is possible we could need more.</p> <p>Write your company name above the description block in the provided space.</p> <p>Responses to this specification sheet will be evaluated as described in section R, subparts 3a-3g in the RFP Instructions to Bidders.</p>

Row B Aruba (or equivalent) High Density APs	
B1	<p>The listed Aruba access point, or its equivalent, is the access point we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.</p> <p>Access Point(s) proposed MUST be functionally compatible with Aruba controllers (KPBSD leverages a mix of 7000 series and 7200 series controllers terminating access point traffic onto our local LAN). We are not interested in migrating to cloud-based configuration, or “instant access point” infrastructures.</p>

Row C Aruba (or equivalent) Medium Density APs	
C1	<p>The listed Aruba access point, or its equivalent, is the access point we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.</p> <p>Access Point(s) proposed MUST be functionally compatible with Aruba controllers (KPBSD leverages a mix of 7000 series and 7200 series controllers terminating access point traffic onto our local LAN). We are not interested in migrating to cloud-based configuration, or “instant access point” infrastructures.</p>

Row D Aruba (or equivalent) Low Density APs	
D1	<p>The listed Aruba access point, or its equivalent, is the access point we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.</p> <p>Access Point(s) proposed MUST be functionally compatible with Aruba controllers (KPBSD leverages a mix of 7000 series and 7200 series controllers terminating access point traffic onto our local LAN). We are not interested in migrating to cloud-based configuration, or “instant access point” infrastructures.</p>

Row E Aruba (or equivalent) AP Licenses	
E1	<p>The listed Aruba access point capacity license, or its equivalent, is the license we desire. The license must be eligible for manufacturer maintenance coverage.</p>
E2	<p>We require Aruba maintenance support coverage on the Aruba LIC-AP capacity license in row E1. The purchase of maintenance support in this row (E2) is contingent upon the purchase of the licensing in line E1. If bidding an alternate brand, please include comparable manufacturer support and documentation outlining coverages provided.</p>

Row F Aruba (or equivalent) Controllers	
F1	<p>The listed Aruba controller, or its equivalent, is the access point we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.</p> <p>Controller(s) proposed MUST be functionally compatible with Aruba Mobility Conductors (KPBSD leverages a Aruba Mobility Conductor deployment to manage all controller configurations and wireless traffic across our district). We are not interested in migrating to cloud-based controller infrastructures.</p>

Row G Aruba (or equivalent) Controllers	
G1	<p>The listed Aruba controller, or its equivalent, is the access point we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.</p> <p>Controller(s) proposed MUST be functionally compatible with Aruba Mobility Conductors (KPBSD leverages a Aruba Mobility Conductor deployment to manage all controller configurations and wireless traffic across our district). We are not interested in migrating to cloud-based controller infrastructures.</p>

Row H Aruba (or equivalent) AP Solid Surface Mount Kit	
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H1	The listed Aruba access point mounting kit, or its equivalent, is the mounting kit we desire. The equipment must be new.
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Row I	Aruba (or equivalent) AP Rail Mount Kit
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I1	The listed Aruba access point mounting kit, or its equivalent, is the mounting kit we desire. The equipment must be new.
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