RFP #105-26
Executive Summary

Overview

In this RFP, KPBSD seeks telecommunications services connecting several 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 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 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 in Part 1. Awards are determined by cost analysis and rubric scoring as described in Section R of the RFP Instructions to Bidders.

This Specification Sheet must be returned with RFP #105-26

RFP – Data Services
These are services presently provided by Alaska Communications and GCI. 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 & Minimum Specification Requirements (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 & Specifications: Standard Sites**			
B1	1	#44 Sterling Elementary	Attach Pricing – See **Row B** Instructions		
B2	1	#TBD Soldotna Elementary (Consolidated)	Attach Pricing – See **Row B** instructions		
Row C		**General Instructions & Specifications: Tebughna**			
C1	1	#01 Tebughna School	Attach Pricing – See **Row C** Instructions		
Row D		**General Instructions & Specifications: Nanwalek and Port Graham**			
D1	1	#34 Nanwalek	Attach Pricing – See **Row D** Instructions		
D2	1	#40 Port Graham	Attach Pricing – See **Row D** Instructions		
Row E		**General Instructions & Specifications: Nikolaevsk Charter School**			
E1	1	#TBD Nikolaevsk Charter School	Attach Pricing – See **Row E** Instructions		
Row F		**General Instructions – Hub Aggregation**	Attach Pricing – See **Row F** instructions		
Row G		**Enter Contract Term for this specification sheet and attached pricing**			

(instructions follow on next page)

Instructions	
Row A	Project Scope & Minimum Specification Requirements
A1	KPBSD seeks to improve a portion of our existing WAN infrastructure by soliciting proposals 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 "Lowest Implementation Cost to School 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. The District seeks to procure a single Category 1 WAN transport circuit per service location. Proposals offering redundant or backup circuits as separate line items will not be considered responsive. References to provider network architecture, resilience, or redundancy within this RFP pertain to how the service provider constructs and maintains their network infrastructure to deliver the contracted service. Such references do not constitute a request for applicant-procured redundant services.
A2	Proposals must satisfy ALL of the following requirements to be considered responsive. Non-responsive proposals will not proceed to scoring evaluation. The minimum requirements are summarized here for clarity, with reference to more detailed discussion noted: 1. Committed Information Rate: Service must deliver stated bandwidth during normal network operations (see **Row A7**) 2. Service Level Agreement: Provider must offer a formal SLA with documented uptime commitments and service credit remedies for non-performance (see **Row A13**) 3. Symmetric Bandwidth: Where specified, service must be capable of delivering equal upload and download speeds simultaneously (see **Row A6**) 4. E-Rate Eligibility: Provider must have valid SPIN, current SPAC (Form 473), and not appear on FCC Red Light List 5. Proposal Completeness: Proposal must include all required pricing, technical documentation, information sufficient to evaluate service characteristics, and adherence to Instructions to Bidders submission requirements
A3	For purposes of clarity, the following definitions are provided to describe these terms used throughout this specification: **Committed Information Rate (CIR)**: The guaranteed minimum bandwidth that the service provider contractually commits to deliver at all times during normal network operations, as opposed to "burst," "up to," or "best effort" speeds that may vary based on network conditions or contention **Normal Network Operations**: Periods when the provider's primary transport infrastructure servicing the service location is functioning within designed parameters without active protection switching, declared network emergencies, or scheduled maintenance **Provider Network Event**: An occurrence within the service provider's network infrastructure (not customer premises) that triggers protection switching, failover mechanisms, or other network resilience responses **Symmetric Bandwidth**: Service where upload and download speeds are equal (e.g., 25 Mbps upload AND 25 Mbps download simultaneously)
A4	Responses to this section (Part 1) will be evaluated as described in Section R, subparts 3a-3h in the RFP Instructions to Bidders.

A5	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 99664 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.
A6	**Sites in Row B, Row C, and Row D** each have their own specific bandwidth tiers requested. Bandwidth indicated in each row is symmetric bandwidth required. KPBSD is seeking proposals for provider-managed service to meet present and future wide-area-network demand. Ability for technology to support future bandwidth growth is important and may be considered under the "Scalability and Future Capacity" evaluation matrix category. 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. 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 R in RFP Instructions to Bidders), KPBSD will utilize “cost-per-Mbps” comparisons at pricing tiers closest to those requested. This paragraph does not relax the requirement that bandwidth must be symmetric.
A7	Stated bandwidth noted in **Row B, Row C, and Row D** must be delivered as a Committed Information Rate (CIR) during normal network operations, not as "up to," "burst," or "best-effort" service. We are not seeking Peak Information Rate (PIR) or burstable bandwidth above the CIR. See definitions in **Row A3**. The District acknowledges that service providers may employ protection switching, diverse transport paths, or other network resilience mechanisms that activate during primary path degradation or failure within the provider's network. During such provider-initiated network events: 1. Service continuity is expected to be maintained wherever possible 2. Temporary reduction in committed bandwidth or increase in latency is acceptable 3. Provider must restore full CIR service levels promptly upon resolution of the network event Proposals must document expected service characteristics (anticipated bandwidth restrictions, latency impacts) during provider network protection events, if applicable.
A8	To enable complete technical evaluation, providers must describe their network architecture as it relates to delivering service to the specified locations. This information will be used to evaluate service quality, reliability, and the provider's ability to meet SLA commitments. At a minimum, proposals must include the following information: 1. Primary Transport Technology: Description of the technology (fiber, fixed wireless, microwave, satellite, or hybrid) used to deliver service from the provider's network to each service location 2. Middle-Mile Architecture: General description of how traffic is transported from the service location to the provider's core network and internet exchange points 3. Network Resilience Mechanisms: Description of any protection switching, path diversity, or failover mechanisms within the provider's network that contribute to service availability and SLA compliance 4. Service Characteristics During Protection Events: If the provider's network employs backup or protection transport paths, documentation of expected bandwidth, latency, and service quality when operating on protection infrastructure

	5. Estimated Frequency of Protection Events: Historical or projected frequency and typical duration of provider-initiated protection switching events under normal operating conditions The District values provider networks designed for high availability. This section requests information about the provider's network design. It does not constitute a request for applicant-procured redundant services, which are not permitted under E-Rate rules.
A9	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**. Please be thorough and include all costs KPBSD would be expected to pay.
A10	**If your proposal includes special construction (e.g. no existing facilities exist to effectuate service meeting these specifications, I would like to see two separate options for service:** a) **A proposal** with pricing at requested service levels including all MRC, one-time NRC (installation fees, etc.), and special construction detail and pricing to effectuate service meeting these specifications, and, b) **Pricing at the service level presently 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.
A11	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.
A12	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.
A13	Proposals must include information on service level expectations and requirements. At minimum, the following must be included: 1. Service Level Agreement (SLA): Provider must offer a formal Service Level Agreement with documented uptime commitments and service credits for non-performance 2. Minimum Availability: Provider must commit to minimum service availability of 99.5% measured on a monthly basis, excluding scheduled maintenance windows communicated at least 72 hours in advance Services proposed must include a formal Service Level Agreement (SLA) with documented uptime commitments and service credits for non-performance. Requirements include: • 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** represents individual school sites in this RFP, with bandwidth needs at or exceeding 100Mbps. I am requesting pricing for **100Mbps to 300Mbps service in the following increments (100Mbps, 200Mbps, 300Mbps) for sites in B1.** Be sure to **include any applicable one-time non-recurring costs (NRC) required to activate service**. Be sure to review the hub aggregation requirements discussed in **Row F**. If existing infrastructure limits service at the requested bandwidth levels, see instructions in **Row A10** and provide either special construction costs, as well as pricing at the best-available level of service without special construction (if possible).
B1	Sterling Elementary is located at 35096 Sterling Highway, Sterling, AK 99672. Approximate GPS coordinates are 60.537119,-150.797176. Existing service is delivered over provider-owned fiber at a rate of 100Mbps with traffic aggregation occurring at our Soldotna District Office data center WAN hub. NOTE: Sterling Elementary has been the topic of possible school consolidation over the past 12 months. I anticipate this facility will be contracted separately from other facilities and limited to a 1-year contract term.
B2	Soldotna Elementary (Consolidated) is currently undergoing architectural design to move the existing Soldotna Elementary facility, combined with the existing Redoubt Elementary facility, into the former Soldotna Prep School facility located at 426 W Redoubt Ave, Soldotna, AK 99669. This project MAY happen in the E-Rate 2026-27 year, so I am soliciting proposals for service delivery. If this consolidation does not occur this year, no service will be needed, and I will readvertise next year. The consolidated facility would be located at 426 West Redoubt Avenue, Soldotna, AK 99669. Approximate GPS coordinates are 60.4878252, -151.0950859. Previous service was delivered over provider-owned fiber at a rate of 100Mbps.
Row C	**Row C** includes sites with bandwidth requirements approaching 100Mbps. I am requesting pricing for **100Mbps and 150Mbps** for all sites in **Row C**. Be sure to review the hub aggregation requirements discussed in **Row F**.
C1	Tebughna School is located at 46400 D. Street, Tyonek, AK 99682. Approximate GPS coordinates are 61.068081,-151.143541. Existing service is delivered over provider-owned fiber-optic entrance at a current rate of 100Mbps. This link presently utilizes microwave middle-mile infrastructure.
Row D	Row D includes sites with bandwidth requirements approaching 100Mbps in communities with historically limited telecommunications infrastructure. I am requesting pricing for the following bandwidth tiers: **25Mbps, 50Mbps, 75Mbps, 100Mbps, and 200Mbps**. Be sure to review the hub aggregation requirements discussed in **Row F**.
D1	Nanwalek School is located at 63550 Alexandrovsky Street, Nanwalek, Alaska 99603. Existing service is delivered over provider-owned fiber entrance at a current rate of 25Mbps with a microwave middle-mile.
D2	Port Graham School is located at 63693 Graham Road, Port Graham, Alaska 99603. Existing service is delivered over provider-owned fiber entrance at a current rate of 25Mbps with a microwave middle-mile.
Row E	**Row E** includes a possible new charter school possibly opening for the 2026-2027 school year. Approval of the Nikolaevsk Charter School is still pending action by the State School Board, scheduled for early 2026. If this Charter approval does not materialize, I will not be contracting service for this location.

	For sites in **Row E**, I am requesting pricing for the following bandwidth tiers: **75Mbps, 100Mbps, 150Mbps, and 200Mbps**. Be sure to review the hub aggregation requirements discussed in **Row F**.
E1	Nikolaevsk Charter School is a new charter school approved by the KPBSD Board of Education on November 17, 2025, possibly opening in fall 2026, pending final approval by the State Board of Education. The school facility has not been finalized, but current discussions anticipate utilizing the former Nikolaevsk School facility located at 65524 Nikolaevsk, Nikolaevsk, AK 99556. Approximate GPS coordinates are 59.811451,-151.612923.
Row F	All services proposals in **Row B, Row C, Row D, and Row E** must include end-to-end connectivity to one of three hub sites noted in **Row A5** instructions above (District Office, Homer High, or Seward Middle). 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, Row C, Row D, or Row E** 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. If your proposal includes multiple sites aggregating to a single hub aggregation circuit, provide pricing for the hub aggregation circuit at the following bandwidth tiers: **50Mbps, 75Mbps, 100Mbps, 200Mbps, 300Mbps**. Note: in some cases, an existing hub aggregation circuit may already exist with capacity to carry additional MPLS/EVPLAN or similar traffic. If your proposal has technical limitations that *require* hub aggregation traffic to exist outside of existing circuits, please note that in your proposal.
Row G	I will consider a 1, 3, 3+1+1, or 5-year contract. In the case of the 3+1+1, this arrangement includes a base 3-year term with two optional 1-year extensions with mutual agreement. If submitting for multiple contract durations, submit separate specification sheets for each contract duration and label accordingly. See Section U in RFP Instructions to Bidders.