

RFP #106-26

Executive Summary

Overview

In this three-part RFP, KPBSD seeks proposals for network firewalls and switching to support a partial refresh of our wired network infrastructure at select district schools and facilities as well as replacement of our data center perimeter firewall.

KPBSD's district-wide wired network has historically been comprised primarily of Cisco routers and switches which provide basic routing and packet switching to support connectivity throughout the district with a FortiGate firewall cluster providing organizational edge security. In order to support a transition to a more security-oriented network design, KPBSD previously issued a Security Fabric RFP soliciting proposals for routing and switching equipment to replace aging Cisco equipment while offering expanded security capabilities, standardized policy management, and traffic visibility. The result of that RFP was the introduction of Fortinet firewalls and switches at four KPBSD schools with centralized management through Fortinet's FortiManager platform.

This RFP seeks to procure equipment which will be used in the continued phase out and replacement of legacy routing and switching hardware with new security-oriented infrastructure. Additional equipment to equip a new charter elementary school is also included in this RFP. Functionality of this new equipment is intended to match goals for equipment sought through our initial security fabric RFP including:

- Ability to standardize security policies between our public edge and internal edge
- SD-WAN
- Application-based traffic controls
- Support a framework for Zero Trust Network Access (ZTNA)

Recognizing that overlap exists between edge security platforms and internal security solutions, compatibility with existing security 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 firewalls or other equivalent security-capable routing devices, switches, and any additional required licensing/entitlements to support them and does not seek installation or similar services. KPBSD intends to perform all necessary installation to make functional the purchased network 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, 2026 but prior to June 30, 2027.

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 472 BEAR invoicing at its discretion, but reserves the right to consider any responses to this RFP which lack SPI invoicing support as non-responsive.

Note: some of this equipment is scheduled to support two schools potentially opening during the 2026 E-Rate Funding Year. Nikolaevsk Charter School was approved by the KPBSD Board of Education, but is pending final State of Alaska Board of Education approval. Additionally, work is underway to prep a facility to consolidate Soldotna Elementary and Redoubt Elementary schools into a single facility, with the possibility of being ready for opening later in 2026. The purchase contract awarded as a result of this RFP will contain language clarifying that purchases for these two facilities is contingent upon the establishment of a firm opening date within the 2026 E-Rate Funding Year.

Part 1: Category 2 Firewalls

In Part 1 of this RFP, KPBSD seeks proposals for firewalls or other similarly capable security-oriented Layer 3 equipment. This equipment routes all traffic between networks at district sites and manages security policies for downstream switches at each site. Firewalls with bundled Unified Threat Protection (UTP) services in this section are intended to replace our perimeter data center firewall cluster.

Part 2: Category 2 Switching

In Part 2 of this RFP, KPBSD seeks proposals for switches capable of enforcing existing centrally managed security policies or other similarly capable security-oriented Layer 2 equipment. This equipment serves internal connection needs for both end-users, as well as infrastructure components such as the wireless network or backbone distribution between cabling facilities within a building.

Part 3: Management Software

In Part 3 of this RFP, KPBSD seeks proposals for licensing of software to centrally manage equipment described in Parts 1 and 2 of this RFP.

RFP – Part 1: E-Rate Category 2 Eligible Firewalls

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 manufacturers 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		Fortinet (or equivalent) FortiGate-201G's with Unified Threat Protection	
B1	2	Fortinet #FG-201G-BDL-950-12 FortiGate-201G Hardware plus 1 Year FortiCare Premium and FortiGuard Unified Threat Protection (UTP), or equivalent.	
Row C		Fortinet (or equivalent) FortiGate-201G's	
C1	4	Fortinet #FG-201G FortiGate-201G 10 x GE RJ45 (including 1 x MGMT port, 1 x HA port, 8 x switch ports), 4 x GE SFP slots, 8 x 5GE RJ45, 8 x 10GE SFP+ slots, NP7Lite and CP10 hardware accelerated, 480GB onboard SSD storage, or equivalent.	
C2	4	Fortinet #FC-10-F2H1G-247-02-12 FortiGate-201G 1 Year FortiCare Premium Support, or equivalent.	
Row D		Fortinet (or equivalent) FortiGate-121G's	
D1	7	Fortinet #FG-121G FortiGate-121G 18 x GE RJ45 ports (including 1 xMGMT port, 1 X HA port, 16 x switch ports), 8 x GE SFP slots, 4 x 10GE SFP+ slots, SP5 hardware accelerated, 480GB onboard SSD storage, dual AC power supplies, or equivalent.	
D2	7	Fortinet #FC-10-F121G-247-02-12 FortiGate-121G 1 Year FortiCare Premium Support, or equivalent.	

Instructions	
Row A	Project Scope
A1	<p>KPBSD seeks to replace aging routing wired network infrastructure with multi-layer network equipment that offers a wholistic management framework with a focus on enhanced security capabilities at multiple school sites and facilities across the district. Additionally, we seek to replace our data center perimeter firewall cluster which is fully integrated into the same security fabric spanning downwards into our downstream facilities.</p> <p>This part of the RFP represents the firewall appliances which will integrate with managed switches and management software to comprise a wholistic security fabric.</p> <p>Purchase contract term would be from April 1, 2026 to June 30, 2027. Note that E-Rate permits Category 2 purchases to occur beginning April 1, 2026 for E-Rate funding year 2026-2027.</p> <p>In the perfect situation, E-Rate would notify us of our funding decision prior to the start of the funding year (July 2026), we would buy the equipment and install it during summer 2026. In the less-than-perfect situation, a funding decision could easily languish until after summer 2026 and well into the 2026-2027 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>As noted in the Executive Summary, some of this equipment is scheduled to support two schools potentially opening during the 2026 E-Rate Funding Year. Nikolaevsk Charter School was approved by the KPBSD Board of Education, but is pending final State of Alaska Board of Education approval. Additionally, work is underway to prep a facility to consolidate Soldotna Elementary and Redoubt Elementary schools into a single facility, with the possibility of being ready for opening later in 2026. The purchase contract awarded as a result of this RFP will contain language clarifying that purchases for these two facilities is contingent upon the establishment of a firm opening date within the 2026 E-Rate Funding Year.</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	Fortinet (or equivalent) FortiGate-201G's with Unified Threat Protection
B1	The listed Fortinet firewall, or its equivalent, is the firewall we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.
Row C	Fortinet (or equivalent) FortiGate-201G's
C1	The listed Fortinet firewall, or its equivalent, is the firewall we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.
Row D	Fortinet (or equivalent) FortiGate-121G's
D1	The listed Fortinet firewall, or its equivalent, is the firewall we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.

This Specification Sheet must be returned with RFP #106-26

RFP – Part 2: E-Rate Category 2 Eligible Switching
<p>Any vendor may bid on any or all services. Enter cost for each unit (Quantity 1) in Cost per Unit column.</p> <p>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!</p> <p>Company Name _____</p>

Special Note on Product or Service Descriptions
<p>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 manufacturers may periodically revise their part numbers or otherwise alter standard configurations used for submitting orders.</p> <p>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!</p> <p>See RFP Instructions to Bidders - Section K.5 for information on how to contact KPBSD Purchasing with any questions.</p>

Row A	Project Scope (See Instructions Below)		
	Qty	Product or Service Description	Cost per Unit (Quantity 1)
Row B		Fortinet (or equivalent) FortiSwitch 448E-POE's	
B1	29	Fortinet #FS-448E-POE FortiSwitch-448E-POE Layer 2/3 FortiGate switch controller compatible PoE+ switch with 48 x GE RJ45 ports, 4 x 10 GE SFP+, with automatic Max 421W POE output limit, or equivalent.	
B2	29	Fortinet #FC-10-S448P-247-02-12 FortiSwitch-448E-POE 1 Year FortiCare Premium Support, or equivalent.	
Row C		Fortinet (or equivalent) FortiSwitch 424E-POE's	
C1	16	Fortinet #FS-424E-POE FortiSwitch-424E-POE Layer 2/3 FortiGate switch controller compatible PoE+ switch with 24 x GE RJ45 ports, 4 x 10 GE SFP+, with automatic Max 250W POE output limit, or equivalent.	
C2	16	Fortinet #FC-10-S424P-247-02-12 FortiSwitch-424E-POE 1 Year FortiCare Premium Support, or equivalent.	
Row D		Fortinet (or equivalent) FortiSwitch 108F-FPOE's	
D1	13	Fortinet #FS-108F-FPOE FortiSwitch-108F-FPOE L2+ management switch with 8xGE + 2xSFP + 1xRJ45 console and automatic limited 130W POE, or equivalent.	

D2	13	Fortinet #FC-10-F108F-247-02-12 FortiSwitch-108F-FPOE 1 Year FortiCare Premium Support, or equivalent.	
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Instructions	
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A1	<p>KPBSD seeks to replace aging routing wired network infrastructure with multi-layer network equipment that offers a wholistic management framework with a focus on enhanced security capabilities at multiple school sites and facilities across the district. Additionally, we seek to replace our data center perimeter firewall cluster which is fully integrated into the same security fabric spanning downwards into our downstream facilities.</p> <p>This part of the RFP represents the switches which will integrate with firewalls, managed switches, and management software to comprise a wholistic security fabric.</p> <p>Purchase contract term would be from April 1, 2026 to June 30, 2027. Note that E-Rate permits Category 2 purchases to occur beginning April 1, 2026 for E-Rate funding year 2026-2027.</p> <p>In the perfect situation, E-Rate would notify us of our funding decision prior to the start of the funding year (July 2026), we would buy the equipment and install it during summer 2026. In the less-than-perfect situation, a funding decision could easily languish until after summer 2026 and well into the 2026-2027 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>As noted in the Executive Summary, some of this equipment is scheduled to support two schools potentially opening during the 2026 E-Rate Funding Year. Nikolaevsk Charter School was approved by the KPBSD Board of Education, but is pending final State of Alaska Board of Education approval. Additionally, work is underway to prep a facility to consolidate Soldotna Elementary and Redoubt Elementary schools into a single facility, with the possibility of being ready for opening later in 2026. The purchase contract awarded as a result of this RFP will contain language clarifying that purchases for these two facilities is contingent upon the establishment of a firm opening date within the 2026 E-Rate Funding Year.</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	Fortinet (or equivalent) FortiSwitch 448-POE's
B1	The listed Fortinet switch, or its equivalent, is the switch we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.

Row C	Fortinet (or equivalent) FortiSwitch 424-POE's
C1	The listed Fortinet switch, or its equivalent, is the switch we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.

Row D	Fortinet (or equivalent) FortiSwitch 108F-FPOE's
D1	The listed Fortinet switch, or its equivalent, is the switch we desire. The equipment must be new and be eligible for manufacturer maintenance coverage.

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RFP – Part 3: E-Rate Category 2 Eligible Management Software

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Row A		Project Scope (See Instructions Below)	
	Qty	Product or Service Description	Cost per Unit (Quantity 1)
Row B		Fortinet (or equivalent) FortiManager VM	
B1	1	Fortinet #FMG-VM-10-UG Upgrade license for adding 10 Fortinet devices/Virtual Domains; allows for total of 2 GB/Day of Logs, or equivalent.	

Instructions

Row A		Project Scope	
A1		<p>KPBSD seeks to replace aging routing wired network infrastructure with multi-layer network equipment that offers a wholistic management framework with a focus on enhanced security capabilities at multiple school sites and facilities across the district. Additionally, we seek to replace our data center perimeter firewall cluster which is fully integrated into the same security fabric spanning downwards into our downstream facilities.</p> <p>This RFP represents the management software which will integrate with firewalls and managed switches to comprise a wholistic security fabric.</p> <p>Purchase contract term would be from April 1, 2026 to June 30, 2027. Note that E-Rate permits Category 2 purchases to occur beginning April 1, 2026 for E-Rate funding year 2026-2027.</p> <p>In the perfect situation, E-Rate would notify us of our funding decision prior to the start of the funding year (July 2026), we would buy the equipment and install it during summer 2026. In the less-than-perfect situation, a funding decision could easily languish until after summer 2026 and well into the 2026-2027 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>As noted in the Executive Summary, some of this equipment is scheduled to support two schools potentially opening during the 2026 E-Rate Funding Year. Nikolaevsk Charter School was approved by the KPBSD Board of Education, but is pending final State of Alaska Board of Education approval. Additionally, work is underway to prep a facility to consolidate Soldotna Elementary and Redoubt Elementary schools into a single facility, with the possibility of being ready for opening later in 2026. The purchase contract awarded as a result of this RFP will contain language clarifying that purchases for these two facilities is contingent upon the establishment of a firm opening date within the 2026 E-Rate Funding Year.</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>
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Row B	Fortinet (or equivalent) FortiManager VM
B1	The listed Fortinet FortiManager VM, or its equivalent, is the management software we desire.