

January 7, 2020

**Subject:Lowndes County School District
Request for Proposal
E-rate Year 2020-2021**

Vendors:

Lowndes County School District is soliciting separate sealed proposals for e-rate eligible products and services, including firewall, core data center switches, network switches and modules, Internet Access, and WAN services to all district sites. Enclosed is the Request for Proposal (RFP) for these products and services. An award will be made to the vendor offering the proposal which is the most advantageous and represents the best total value to the School District as determined by the enclosed criteria.

For the data center/school network switches and district wide area network, a mandatory meeting with subsequent walk-through of two facilities will begin at **8:30 AM, January 23, 2020, at the Lowndes Board of Education located at 1592 Norman Drive, Valdosta, GA 31601. Please meet in the boardroom. Please RSVP to Al Rowell, alrowell@lowndes.k12.ga.us or phone (229) 316-1864.**

Invoices will be paid promptly as soon as possible after receipt of materials and services ordered. If partial invoices are submitted, specify exactly the work covered by that invoice. We will pay no invoice until all services listed on that invoice have been delivered.

Lowndes County School District reserves the right to reject any and all proposals or any portion of said proposals, to waive technicalities, and to make any and all purchases to the best interest and advantage of the School District.

Any questions concerning this proposal should be sent via Email to:

Hugh Manning
E-rate Consultant
K12 Consultants
hugh@k12-consultants.com

INTRODUCTION

GENERAL INFORMATION:

Lowndes County School District is soliciting bids for WAN services, network firewall, wireless networks, core network switches.

PURPOSE:

Lowndes County School District is seeking participants to bid on e-rate eligible WAN services network firewall, wireless networks, core network switches. Interested parties will be required to submit a Contact Information form which includes SERVICE PROVIDER INFORMATION NUMBER (SPIN) for e-rate purposes with their proposal.

PROPOSAL FORMAT:

Proposals must be submitted in the format outlined in this document. Each proposal will be reviewed to determine if it is complete prior to actual evaluation. Proposals not containing the information requested will not be considered. Respondents shall use the prescribed format to clearly indicate their experience and qualifications describe their technical approach to the district project and fully describe their proposal. Proposals will be evaluated in light of the material and substantiating evidence presented in the proposal and not on the basis of what is inferred.

PROPOSAL(S) MUST BE RECEIVED BY:

Sealed proposal(s) are due by 2:30 p.m. on February 13, 2020

To be considered, each proposal must be physically in the possession of the school district at that time. Proposals received after that date and time will not be considered.

Lowndes County School District

ATTN: AL ROWELL

1592 Norman Drive

Valdosta, GA 31601

[A searchable PDF digital copy of the proposal must also be sent electronically to hugh@k12-consultants.com AFTER 2:30 p.m. February 13 but not later than 5 pm February 18, 2020.]

Contents of proposals from competing companies shall not be disclosed during the process of negotiation. Proposals shall be open for public inspection after contract award.

A signature of a person authorized to contract for the company is required. The signature must be in ink. You will need to provide two (2) original copies of your proposal. If additional copies are required the District will request the number needed in writing.

A signature of a person authorized to contract for the company is required. The signature must be in ink.

You will need to provide two (2) original printed copies of your proposal. If additional copies are required the District will request the number needed in writing. Also you will send an electronic, digital searchable copy to our E-rate consultant at hugh@k12consultants.com.

Please insert the exact company name and the signature of a responsible person to contact on your quotation. Please include an email address and direct phone number.

If U.S. Mail is used to forward your proposal, please allow adequate time to ensure delivery. Proposals received after the time shown will not be considered. Mark your envelope with your company name and "RFP E-rate Year 2020-21".

CONTRACT TERM:

Inception of this project is contingent on the award of E-Rate funding. Installation of E-Rate Eligible equipment must be completed over a 12-month period beginning July 1, 2020, and ending September 30, 2021, unless Schools and Libraries Division extends the completion date for non-recurring services. Work will be coordinated with on-going renovation and construction projects if any.

For the Wide Area Network the district requires a proposal for a 5 year lease, with 5 one-year renewal options in addition. The Wide Area Network must be available July 1, 2020, or as soon as funding is approved by e-Rate, whichever is later.

GENERAL CONDITIONS

1. Locations of Sites

<u>Location</u>	<u>Address</u>	<u>WAN</u>	<u>Firewall</u>	<u>Switch Network</u>
Lowndes Board of Education	1592 Norman Drive, Valdosta	X	X	X
Clyattville Elementary	5386 Madison Highway, Valdosta	X		
Dewar Elementary	3539 Mt Zion Church Road, Valdosta	X		X
Hahira Elementary	350 Claudia Drive, Hahira	X		X
Lake Park Elementary	604 West Marion Avenue, Lake Park	X		
Moulton-Branch Elementary	5725 Perimeter Road, Valdosta	X		
Pine Grove Elementary	4175 River Road, Valdosta	X		
Westside Elementary	2470 James Road, Valdosta	X		
Hahira Middle	101 S. Nelson Street, Hahira	X		
Lowndes Middle	2379 Copeland Road, Valdosta	X		
Pine Grove Middle	4159 River Road, Valdosta	X		X
Lowndes High School	1606 Norman Drive, Valdosta	X		
Parker Mathis Learning Center	1500 Lankford Drive, Valdosta	X		

Maintenance	2102 E. Hill Avenue, Valdosta	X		
Transportation	1064 Howell Road, Valdosta	X		

2. Scope of Work

The following are the General Conditions for the work to be performed as outlined in the Specifications.

It is understood that except as otherwise specifically stated in the contract, the Vendor shall provide and pay for all material, labor, tools, equipment, transportation, temporary construction of every nature and all other services and facilities of every nature whatsoever, necessary to execute, complete and deliver the work within the specified time. Permits and licenses necessary for the execution of the work shall be secured and paid for by the Vendor.

3. Change in Contract

The Owner will not be responsible for any change in the work involving extra cost unless approval in writing is furnished by the Owner before such work is begun.

4. Affidavits

Before acceptance of work by Lowndes County School System, the Vendor will be required to furnish affidavits on enclosed forms.

5. Payments

Payment will be for each job only after inspection and approval by an approved Lowndes County Board of Education employee assigned by the Superintendent. Such approval will be given only after all debris, equipment, materials, etc. are removed from the property, all cleaning completed, and any damage repaired. Provisions for deposits must be clearly explained.

6. Application for Payment

All applications for payment shall be submitted, signed by the Vendor and mailed to:

Accounting Department
Lowndes County Schools
1592 Norman Drive
Valdosta, GA 31601

7. Addenda

Any addenda issued during the time of the request for proposal shall be covered in the proposal, and in closing the contract they shall become part thereof.

8. Contract Award and Interpretations

Lowndes County Schools may accept any RFP offered on an all, part, or none basis, whichever is in the best interest of the School System. The Lowndes County Schools System reserves the right to reject any or all RFPs and to accept that RFP which will, in its opinion, best meet the

needs of the system. The Lowndes County Schools System reserves the right to waive any technicalities and formalities in the proposals.

By submission of this RFP the proposer acknowledges that the Lowndes County Schools System has the right to make any inquiry or investigation they deem appropriate to substantiate or supplement information supplied by the proposer.

9. Company Responsibility

The selected Company will be required to assume total responsibility for all services offered in this proposal. The selected Company will be considered the prime Company and the sole point of contact with regard to all contractual matters. The Company shall submit periodic progress reports. The Company must agree to participate in all stages of the e-rate process.

10. Taxes, Fees, Code, Compliance, Licensing

The Company shall be responsible for payment of any required taxes or fees associated with the contract. These taxes and/or fees will be clearly noted within the proposal. The Company shall be responsible for compliance with all applicable code and statutes and permitting requirements. All engineering, design-installation and construction work shall be done by Companies licensed in the State of Georgia.

11. Vendor's Qualifications

Vendors may be required, before awarding of contract, to demonstrate to the complete satisfaction of the Lowndes County School System, that vendor has the necessary facilities, ability and financial resources to execute the work in a satisfactory manner and within the time specified; that vendor has had experience in construction work as same or similar nature; that vendor has past history and references which will assure the Lowndes County School System of his qualifications for executing the work; that the vendor is an authorized reseller or representative for the products being proposed..

12. Specifications

The vendor will provide materials as specified in this RFP. Any substitutions must be approved in writing by the Lowndes County Schools.

13. Warranty

Warranty terms on the hardware and any associated software should be clearly defined and must include a parts and labor warranty for one year with statement of costs for renewals of support.

14. Accident Prevention

Precautions shall be exercised at all times for the protection of persons (including employees) and property and hazardous conditions shall be guarded against or eliminated.

15. Indemnification

Vendor agrees to hold the Lowndes County School System harmless and to indemnify the Lowndes County School System from every expense, liability or payment arising out of or through injury (including death) to any person or persons or damage to property (regardless of

who the owner may be of the property) of any place in which work is located arising out of or suffered through any act or omission of the Vendor or subcontractor.

16. Insurance

Contractor shall maintain the following insurance (a) comprehensive general liability, including blanket contractual, covering bodily injuries with limits of no less than \$1,000,000 per occurrence, and property damage with limits of no less than \$1,000,000 per occurrence; and (b) commercial automobile liability, including blanket contractual, covering bodily injuries with limits of no less than \$1,000,000 per occurrence, and property damage with limits of no less than \$1,000,000 per accident (c) statutory worker's compensation insurance, including \$1,000,000 employer's liability insurance (d) employee dishonesty and/or crimes coverage with respect to personnel of Contractor having access to County buildings, with limits of no less than \$50,000 per occurrence. All insurance shall be provided by an insurer(s) acceptable to the County, and shall provide for thirty (30) days prior notice of cancellation to the County. Upon request, Contractor shall deliver to the County a certificate or policy of insurance evidencing Contractor's compliance with this paragraph. Contractor shall abide by all terms and conditions of the insurance and shall do nothing to impair or invalidate the coverage.

17. Vendor's Representative

Lowndes County School System reserves the right, with sole discretion, to refuse to allow any representative of the Vendor to service the contract in any manner. In this event the Vendor shall furnish another representative that is acceptable to Lowndes County School System. Representatives will be expected to pass a sexual offender check through the system's Checkmate Pro visitor check-in service at the schools.

18. School District Regulations

The Vendor and his representatives shall follow all applicable Lowndes County School System regulations while on school district property, including the no smoking, no weapons and drug-free policies. No work shall interfere with school activities or environment unless permission is given by the Principal or an approved Lowndes County Board of Education employee assigned by the Superintendent.

19. Governing Law

All RFPs and related documents submitted to the Lowndes County School System by vendors are governed under the laws of the state of Georgia.

20. Work hours

All work performed will be in coordination with and at the convenience of the Lowndes County Schools.

21. Georgia Open Records Act

All proposals submitted in response to this solicitation may be subject to the Georgia Open Records Act, which permits any member of the public to inspect and/or copy documents prepared and maintained or received in the course of the operation of the public office or agency.

22. Contract Form

Upon Contract award, the standard written Purchase Order form or completely executed contract mailed, or otherwise furnished, to the successful vendor results in a binding contract.

23. Proposal Format

All proposing vendors must provide at a minimum, the following information. Any portion not included will be cause for possible elimination from the proposal process. Each response will be reviewed to determine if it is complete prior to actual evaluation. The information should be organized as indicated below. Clarity and brevity are considered important in proposal preparation.

The intent of the district is that all responses follow the same format in order to evaluate each response fairly. Proposals will be evaluated in light of the material and substantiation evidence presented in the proposal, and not on the basis of what is inferred.

- a. Table of Contents
Responses shall include a table of contents properly indicating the section of the information included.
- b. Understanding of the Project
Each company shall complete a concise abstract stating the respondent's overview of the project. Clearly state all Form 470 Applications Numbers you are responding to in your proposal(s).
- c. Company Qualifications
The Proposing vendor should submit a company profile; an organization chart; a statement of qualifications; vendor relationships; staff certifications; and resumes of Account Executives, Project Managers, and key systems engineers.
- d. Company Client Base/References
If the Lowndes County Schools does not have previous experience with the Company, the Company must have a minimum of three (3) references of jobs completed within the past two years. These references must be school districts. Please include
Job Description
Job Location
Contact name, email address, and telephone numbers
Date Completed
- e. Completed affidavit sheets
- f. Cost Proposal
Lowndes County School District is seeking a firm, fixed price proposal for each 470 Application Number. Proposals received must include an itemized listing of any and all charges associated with completion of the project to include parts, installation, tax, project management, per-diem, travel, insurance, rentals and miscellaneous expenses. Lowndes County School District will make any changes, additions or deletions to the RFP, in writing. All companies are solely responsible for the accuracy of all measurements and counts.

Complete Proposal(s) Due by 2:30 p.m. February 13, 2020

g. Statement of Warranty

24. Withdrawal of Proposal

A proposal cannot be withdrawn after it is filed, unless Vendor makes a request in writing to the Lowndes County School System prior to time set for opening of RFP, unless Lowndes County School System fails to accept bid within one hundred and twenty (120) days after date fixed for opening of RFP.

25. Support for e-Rate application.

The proposing vendors shall exhibit their ability to assist w/ PIA, Attachments and the general working and understanding of the e-rate program.

PROJECTED TIME LINE:

January 7, 2020	E-rate RFP Posted
January 23, 2020 8:30 a.m.	Mandatory meeting for WAN, Data Center & School Network Switches/Modules
February 13, 2020 2:30 p.m.	Proposals due
March 9, 2020	Award date

EVALUATION CRITERIA

Each response will be reviewed prior to the selection process for completeness and adherence to format. A response will be considered complete if all requested sections are included in the proper order and properly completed. The company may also provide any and all recommendations for consideration such as installation, maintenance, support and design that is relevant to the total successful solution of the school district technology needs.

Evaluation of all proposals will be based on the following criteria:

Factor	Weight
Price	30%
Integration of solution within environment and interoperability with existing systems	25%
Prior experience/references	20%
Personnel competence and qualifications	15%
Experience with and support with e-Rate program	10%
Total	100%

ORAL INTERVIEW / PRESENTATION

If information is needed in addition to the proposals, the district reserves the right to bring in the top candidates for interviews/presentations.

Lowndes County School District
REQUEST FOR PROPOSALS—CONTACT FORM
(INCLUDE WITH PROPOSAL)

Please check () all that apply:

- () Application Description: **Wide Area Network**
- () Application Description: **Network Firewall**
- () Application Description: **Data Center and Network Switches and Modules**
- () Application Description: **Internet Access**

Name of Company: _____

Service Provider Information Number: _____

Contact Person, including title: _____

Address for contact person: _____

Email address for contact person: _____

FAX number for contact person: _____

Telephone number for contact person: _____

SCOPE OF WORK

Introduction

The Lowndes County School System is a public K-12 school system in Lowndes County, Georgia, serving over 10,600 students. The school system has approximately 1,400 employees located at fifteen sites distributed across one of the larger counties in Georgia at 511 square miles. The Valdosta City Schools is a separate independent school district within Lowndes County and not part of this RFP.

Current Network Design

This information is provided for vendors's benefit but in no way is intended to affect solutions to be quoted. From the district central office the Lowndes County Schools provides network internet access to seven elementary schools, three middle schools, one high school, one alternative center, and two support facilities. The incumbent wide area network provides individual 10 GB circuits between the Board of Education and the 14 schools and facilities.

The district currently receives 1.1 Gbps of internet bandwidth from the state of the Georgia via Peachnet and will contract for additional bandwidth from another ISP. We anticipate total throughput over the next five years to reach 3-5 Gbps.

The current Cisco ASA 5585x network firewall ends support in 2022. The district currently uses iBOSS as its content filter solution.

We use HP Intelligent Management Center (IMC) Standard and Aruba AirWave to manage our network infrastructure. Our current system standard for switches is Aruba/HP Procurve, and our edge switches at each site are Aruba/HP Procurve 5400 series switches. Each school LAN is configured with a star topology with each IDF connected to the MDF via multimode fiber.

WIDE AREA NETWORK FOR TELECOMMUNICATIONS / INTERNET DISTRIBUTION

Lowndes County Schools District is requesting proposals for a wide area network distribution system equivalent to the current WAN with individual 10 GB links to each district remote site from the District host site at the Board of Education.

A mandatory meeting with subsequent walk-through of two facilities will begin at 8:30 AM, January 23, 2020, at the Lowndes Board of Education located at 1592 Norman Drive, Valdosta, GA 31601. Please meet in the boardroom. Please RSVP to Al Rowell, alrowell@lowndes.k12.ga.us or phone (229) 316-1864.

This proposal should offer a five-year lease (with options for five one-year extensions) for 10 Gbps connectivity from the district host site to each remote school or facility via dedicated home run fiber to every location back to the hub site. Fiber crossing school campuses should be installed underground. The proposal should include leased layer 2/3 switching equipment to provide connectivity to an MDF as an SR fiber with an LC fiber termination at each facility. Lowndes County Schools will provide 19" rack space for Fiber Termination Panel and Fiber Termination Equipment as well as AC power through a UPS.

<u>Location</u>	<u>Address</u>	<u>Desired Speed</u>
Lowndes Board of Education	1592 Norman Drive, Valdosta	- HOST -
Clyattville Elementary	5386 Madison Highway, Valdosta	10 Gbps
Dewar Elementary	3539 Mt Zion Church Road, Valdosta	10 Gbps
Hahira Elementary	350 Claudia Drive, Hahira [Windstream]	10 Gbps
Lake Park Elementary	604 West Marion Avenue, Lake Park	10 Gbps
Moulton-Branch Elementary	5725 Perimeter Road, Valdosta	10 Gbps
Pine Grove Elementary	4175 River Road, Valdosta	10 Gbps
Westside Elementary	2470 James Road, Valdosta	10 Gbps
Hahira Middle	101 S. Nelson Street, Hahira	10 Gbps
Lowndes Middle	2379 Copeland Road, Valdosta	10 Gbps
Pine Grove Middle	4159 River Road, Valdosta	10 Gbps
Lowndes High School	1606 Norman Drive, Valdosta	10 Gbps
Parker Mathis Learning Center	1500 Lankford Drive, Valdosta	10 Gbps
Maintenance	2102 E. Hill Avenue, Valdosta	10 Gbps
Transportation	1064 Howell Road, Valdosta	10 Gbps

Specifications for Wide Area Network

- The winning bid will provide WAN networking for all locations at specified bandwidth.
- Proposal must include costs for all necessary equipment to connect all sites.
- Solution must provide Ethernet WAN for all locations and the necessary hardware to terminate at each location.

- Solution will be monitored by vendor but managed by LCS.
- The solution must provide uptime of 99.92% or greater.
- Solution must provide routine maintenance of all equipment provided throughout the term of the lease.
- Solution must provide routing capability, support, and equipment for current and future routing protocols.
- Solution should provide 24 hour 7 day a week technical support with priority contact for critical response.
- Solution must provide verifiable evidence for expected throughput of rated bandwidth allocation.
- Solution must provide documentation of certified bandwidth.
- Winning bidder will provide parts replacement or provide parts on hand for immediate repair of critical equipment within 4 hours or less.
- Only fiber solutions will be considered for this bid.

NETWORK FIREWALL

The Lowndes County Schools District request proposals for a Palo Alto Networks PA-5220 or equivalent.

Specific requirements

- Fully redundant power supply
- Capability to integrate with Aruba Networks ClearPass
- Ability to provide complete SSL decryption on network throughput.
- Capability of providing threat protection for exploits, malware, spyware

General Specifications

Firewall product must meet the following minimum throughput requirements:

- 17 Gbps firewall throughput (App-ID enabled)
- 8 Gbps Threat Prevention throughput
- 8 Gbps IPsec VPN throughput
- 4,000,000 max sessions
- 150,000 new sessions per second³

Physical Interfaces

- (4)100/1000/10G Cu, (16) Gig/10Gig SFP/SFP+, (4) 40G QSFP+

VLANs

- 802.1q VLAN tags per device/per interface: 4,094/4,094
- Aggregate interfaces (802.3ad), LACP

Network Address Translation

- NAT modes (IPv4): static IP, dynamic IP, dynamic IP and port (port address translation)
- NAT64, NPTv6
- Additional NAT features: dynamic IP reservation, tunable dynamic IP and port oversubscription

IPsec VPN

- Key exchange: manual key, IKEv1 and IKEv2 (pre-shared key, certificate-based authentication)
- Encryption: 3DES, AES (128-bit, 192-bit, 256-bit)
- Authentication: MD5, SHA-1, SHA-256, SHA-384, SHA-512
- GlobalProtect™ large-scale VPN (LSVPN) for simplified configuration and management

Proposal must include

- 8 hours installation with configuration and integration into our environment.
- Cost for 1-year standard and premium support. Cost for 3 additional years of standard and premium support.
- Rackmount with hardware

CORE SWITCHES FOR DATA CENTER

The Lowndes County Schools solicits proposals for TWO next-generation modular network switches for the data center, Aruba 6400 series or equivalent with limited lifetime warranty.

General Specifications

28 Tbps System Switching Capacity

20 Bpps System Throughput Capacity

32,000 IPv4 Host Table (ARP)

Switches to have hot-swappable and redundant power supplies.

Switch to be configured and engineered to replicate current data center routes and VLANS

Switch to be configured and engineered to provide:

SWITCH ONE - Server Room

Minimum port requirements

SFP+	30
GBICS (LRM)	8
GBICS (SR)	4
3 m DAC	12
10G Cu	6
1G Cu	112

SWITCH TWO - Core

Minimum Port Requirements

SFP+	30
GBICS (LRM)	5
GBICS (SR)	18
10G Cu	6
1G Cu	14

NETWORK SWITCHES-HAHIRA ELEMENTARY

The Lowndes County Schools solicits proposals for ONE layer 3 modular network switches for local area network at Hahira Elementary School, Aruba 5412R modular switch or equivalent with limited lifetime warranty.

General Specifications

Routing table size: 10000 entries (IPv4), 5000 entries (IPv6)

MAC address table size: 64000 entries

Throughput:

5412R Switches: up to 1142.8 Mpps

Routing/Switching capacity:

5412R Switches: 1920 Gbps

Switch fabric speed:

5412R Switches: 2030 Gbps

Switches to have hot-swappable and redundant power supplies.

Switch to be configured and engineered to replicate current network routes and VLANs

Switch to be configured and engineered to provide:

MDF CORE Switch

1GB POE+	68
1GB	144
SFP+	10

NETWORK SWITCHES-DEWAR ELEMENTARY

The Lowndes County Schools solicits proposals for ONE layer 3 modular network switches for local area network at Hahira Elementary School, Aruba 5412R modular switch or equivalent with limited lifetime warranty.

General Specifications

Routing table size: 10000 entries (IPv4), 5000 entries (IPv6)

MAC address table size: 64000 entries

Throughput:

5412R Switches: up to 1142.8 Mpps

Routing/Switching capacity:

5412R Switches: 1920 Gbps

Switch fabric speed:

5412R Switches: 2030 Gbps

Switches to have hot-swappable and redundant power supplies.

Switch to be configured and engineered to replicate current network routes and VLANS

Switch to be configured and engineered to provide:

MDF CORE Switch

1GB POE+	112
1GB	96
SFP+	10

IDF 200 Switch

1GB POE+	92
1GB	120
SFP+	2

**NETWORK MODULES FOR 2.5 GBPS, 5 GBPS, 10 GBPS OVER TWISTED PAIR COPPER NETWORK
CABLE-PINE GROVE MIDDLE SCHOOL**

The Lowndes County Schools solicits proposals for network switch modules to provide 1/2.5/5/10GBase-T (PoE+) network connectivity over existing Cat 6 cabling to installed wireless access points for local area network at Pine Grove Middle School. School currently has Aruba 5400R series modular switches installed at each MDF and IDF. Solution should provide multi-gigabit twisted-pair network interfaces that are interoperable with the NBASE-T ecosystem of 2.5/5Gbps products as well as with existing industry standard 1GbE/10GbE devices

The Lowndes County School System seeks proposals for Aruba HPE expansion modules J9995A 1/2.5/5/10GBase-T (PoE+) x 8 for HPE Aruba 5406R with installation and configuration as indicated below. System will consider equivalent solutions that provide the same network connectivity from MDF/IDF to wireless access point.

Requirements

Location	8-port module J9995A or equivalent
MDF	1
IDF-A	1
IDF-B	1
IDF-C	2
IDF-D	1
IDF-E	1

INTERNET ACCESS

Internet service bi-directional and symmetrical (same speeds up and down) in these increments: 500 Mbps, 1 Gbps, 1.5 Gbps, 2 Gbps.

Internet service to be terminated at the data center located in the Lowndes County Board of Education office located at 1592 Norman Drive

Include with your proposal your Responder Service Level Agreement (SLA).

Contract must have the option to upgrade bandwidth incrementally as needed during the term of the contract.

Contract must have the option to downgrade bandwidth incrementally as needed during the term of the contract.

Three-year (36 Month) term with option for two annual extensions and/or a Five year (60 Month) contract. Unless otherwise agreed upon, the contract start date will be July 1, 2020, or as soon as funding is approved by e-Rate, whichever is later.

In your proposal clearly indicate any one-time non-recurring costs, monthly recurring costs, and indicate any charges or portion of charges that would not be e-Rate eligible.