

# **Request for Proposal**

**Talbot County Public Schools  
12 Magnolia St.  
Easton, Maryland 21601  
Phone 410-822-0330  
Fax 410-820-4260**

## **Request for Proposals Firewall Network Security Appliances**

Proposal Posting Date: January 9, 2020  
Proposal Due Date: 2/10/2020 3:30 p.m.

CONTACT: Steve Wilson  
PHONE: 410-822-0330, EXT 128  
Email: [swilson@talbotschools.org](mailto:swilson@talbotschools.org)

Minority Business Enterprises (MBE's) are encouraged to participate.

The Talbot County Public Schools reserves the right to waive any informality in, or to reject, any or all proposals.

The Talbot County Public Schools does not discriminate in admissions, access, treatment, or employment in its programs and activities on the basis of race, sex, age, color, national origin, religion, disability, sexual orientation or other basis prohibited by law. Appropriate accommodations for individuals with disabilities will be provided upon request.

By order of Talbot County Public Schools

Mrs. Kelly Griffith  
Superintendent of Schools

**Talbot County Public Schools**  
**12 Magnolia St.**  
**Easton, Maryland 21601**  
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## Request for Proposal

<b>Firewall Network Security Appliances</b>	
<b>RFP Number</b>	20-0116
<b>RFP Contact Information</b>	Stephen Wilson, IT Director swilson@talbotschools.org
<b>RFP Release Date</b>	January 9, 2020
<b>RFP Documents</b>	Maryland e-Market place <a href="https://www.tcps.k12.md.us/departments/technology/technology-request-proposals">https://www.tcps.k12.md.us/departments/technology/technology-request-proposals</a>
<b>Last date to email questions</b>	February 4, 2020 Email questions to Steve Wilson <a href="mailto:swilson@talbotschools.org">swilson@talbotschools.org</a> Subject Line Q&A RFP 20-0116
<b>Final question response</b>	February 5, 2020
<b>RFP closing Date - Time and Opening</b>	February 10, 2020 3:30 PM E.S.T
<b>RFP Selection</b>	Prior to USAC form 471 filing date
<b>Award of contract</b>	Contingent upon Talbot County Board of Education approval and funding
<b>Contract Start date</b>	July 1, 2020
<b>Contract End Date</b>	June 30, 2021

## **RFP Description:**

This RFP is for new Network Firewall Appliances and warranty service to be delivered between July 1, 2020 and June 30, 2021. Talbot County Public Schools has standardized on Sonic Wall Products. TCPS will entertain proposed solutions from other manufacturers, it is the vendor's responsibility and obligation to provide documentation and other evidence that a non- SonicWall product is functionally equivalent or better. Equipment that is shown to be equivalent in function and warranty is acceptable. In the instance that the solution is non-SonicWall, proof of equal functionality must be shown. Failure to show equal functionality may result in the disqualification of the bid.

This project is subject to the approval of funds by the Talbot County Public Schools Board of Education, it's funding agency, the Talbot County Council, and approval by the Universal Service Administrative Company (USAC), Schools and Libraries Division (SLD). Any vendor to be considered for the award must be a Sonic Wall partner or equivalent status for the proposed products and services and meet all the criteria as required by USAC/SLD. In the event of partial funding of this project, TCPS reserves the right to prioritize and purchase a partial amount of bid prices.

Included in this RFP is a complete description of the proposed equipment, part numbers, extended warranties, and installation location. List all equipment and software proposed to include model numbers, version numbers, etc. All equipment should be priced FOB Talbot County Education Center, 12 Magnolia Street Easton MD 21601, and is subject to approval by TCPS.

In addition to the USAC/SLD websites, RFP notices will be posted in the Talbot County Public Schools' Website and available at the Talbot County Public Schools' Central Office and posted on the Maryland eMarketPlace.

All questions or requests for RFP interpretation shall be submitted in writing via email to Steve Wilson [swilson@talbotschools.org](mailto:swilson@talbotschools.org)

All bidders shall be registered as a service provider with the Universal Service Administrative Company–School and Libraries Division (USAC-SLD) for the E-Rate Program. Bidders agree to comply with all requirements of the E-Rate Program for service providers. All bidders shall furnish their Service Provider Identification Number (SPIN) on their bid form. Minority Business Enterprises are encouraged to participate.

Talbot County Public Schools reserves the right to waive any informality in, or to reject any and all bids.

Talbot County Public Schools reserves the right to award the contract (subject to funding) to the vendor who offers the best solution in the sole opinion of the school system.

Talbot County Public Schools reserves the right to terminate a contract for failure to comply with the terms of the contract.

The applicant intends that the Form 472 Billed Entity Applicant Reimbursement (BEAR) method for reimbursement of eligible Category 2 E-Rate funds. If the Form 472 BEAR method is selected the service provider will be notified when the purchase order is issued. If not specifically stated on the purchase order, the applicant shall utilize the Form 474 BEAR method.

Under some circumstances the applicant may elect to use the Form 474 Service Provider Invoice (SPI) method will be utilized for reimbursement of eligible Category 2 E-Rate funds. Service provider shall invoice the applicant for only the non-discount portion of the cost as indicated on the Funding Commitment Decision Letter (FCDL). The service provider may then file a Form 474 for reimbursement from USAC for the discount portion of the cost as indicated on the FC DL.

Whichever reimbursement method is used, the service provider is responsible for stating the eligibility percentage of all products or services to be offered on the Bid Form. These eligibility percentages will be used by the applicant on the Form 471. This provision is a condition of your bid submission and cannot be modified, changed, or nullified by any statement or language in your bid, service agreement, or contract.

If the service provider intends for there to be a contract for the services being bid, then a copy of the contract signed by the bidder shall be submitted with the bid. The contract shall also include a signature line for approval by the bidding entity.

If your bid includes any item for which either the manufacturer or USAC have determined E-Rate funding eligibility, then you must list the part number/SKU of the item, its E-Rate eligibility percentage, and the source of the eligibility determination. Include this documentation with your bid submission.

Attach to the Bid a complete description of the proposed equipment including performance specifications, proposed technological solutions, equipment, warranties, etc. List all equipment and software proposed to include description, SKU, cost, model numbers, version numbers, etc. All equipment and services are subject to approval by TCPS. Service provider shall identify any specific services, components or costs that are not eligible for E-Rate funding. **Any components or services not eligible for E-Rate funding must be cost allocated separately on the Bid Form.**

Service provider shall identify on the Bid Form which products and/or services are eligible for E-Rate funding in either Category 2 Internal Connections or in Category 2 Basic Maintenance of Internal Connections, including their percentage of E-Rate eligibility. See the Bid Form.

On the bid form itemize all equipment/services including all accessories included in the bid if these are prices as separate items. For example: cables, optical receivers, fan units, configuration, licenses, installation, power supplies, etc.

A manufacturer's multi-year warranty for a period of up to three years that is provided as an integral part of an eligible component, without a separately identifiable cost, may be included in the cost of the component. If your bid includes any such warranty, provide a detailed description.

List separately support and service costs that are identified as E-Rate eligible Category 2 Basic Maintenance of Internal Connections. Contract term for eligible support services shall be for a minimum of one year to begin July 1, 2019. However, the Board will consider awarding the contract for multiple years up to a 5-year term.

Any bid containing pricing for Basic Maintenance of Internal Connections (BMIC) shall cross reference the specific equipment, building location, and term of service (beginning and end dates).

Evaluation

<b>Criteria for Firewall Network Security Appliances</b>	<b>Points</b>
Price of the eligible products and services	40
Prior experience with Manufacturer	15
Prior experience with Reseller	10
Meets technical requirements	35
Failure to provide equivalent product or service specifications may disqualify proposal	100 total

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Tilghman Elementary

Percent E-Rate Eligible \_\_\_\_\_%

		Total Price	IC	BMIC
1	SONICWALL NSA 2650 Part Number 01-SSC-1936) or equivalent			
1	24X7 SUPPORT FOR NSA 2650 3YR Part Number 01-SSC-1773 or equivalent			
2	24X7 SUPPORT FOR NSA 2650 1YR Part Number 01-SSC-1541 or equivalent			

Building Total \$ \_\_\_\_\_

White Marsh Elementary

Percent E-Rate Eligible \_\_\_\_\_%

		Total Price	IC	BMIC
1	SONICWALL NSA 2650 Part Number 01-SSC-1936 or equivalent			
1	24X7 SUPPORT FOR NSA 2650 3YR Part Number 01-SSC-1773 or equivalent			
2	24X7 SUPPORT FOR NSA 2650 1YR Part Number 01-SSC-1541 or equivalent			

Building Total \$ \_\_\_\_\_

Chapel District Elementary

Percent E-Rate Eligible \_\_\_\_\_%

		Total Price	IC	BMIC
1	SONICWALL NSA 2650 Part Number 01-SSC-1936 or equivalent			
1	24X7 SUPPORT FOR NSA 2650 3YR Part Number 01-SSC-1773 or equivalent			
2	24X7 SUPPORT FOR NSA 2650 1YR Part Number 01-SSC-1541 or equivalent			

Building Total \$ \_\_\_\_\_

Easton Middle School

Percent E-Rate Eligible \_\_\_\_\_%

		Total Price	IC	BMIC

1	SONICWALL NSA 3650 Part Number 01-SSC-1937 or equivalent			
1	24X7 SUPPORT FOR NSA 3650 3YR Part Number 01-SSC-3445 or equivalent			
2	24X7 SUPPORT FOR NSA 3650 1YR Part Number 01-SSC-3439 or equivalent			

Building Total     \$ \_\_\_\_\_

Easton High School

Percent E-Rate Eligible \_\_\_\_\_%

		Total Price	IC	BMIC
1	SONICWALL NSA 4650 Part Number 01-SSC-1938 or equivalent			
1	24X7 SUPPORT FOR NSA 4650 3YR Part Number 01-SSC-3489 or equivalent			
2	24X7 SUPPORT FOR NSA 4650 1YR Part Number 01-SSC-3487 or equivalent			

Building Total     \$ \_\_\_\_\_

St. Michaels Middle High & Elementary School (Campus School)

Percent E-Rate Eligible \_\_\_\_\_%

		Total Price	IC	BMIC
1	SONICWALL NSA 3650 Part Number 01-SSC-1937 or equivalent			
1	24X7 SUPPORT FOR NSA 3650 3YR Part Number 01-SSC-3445 or equivalent			
2	24X7 SUPPORT FOR NSA 3650 1YR Part Number 01-SSC-3439 or equivalent			

Building Total     \$ \_\_\_\_\_

Talbot County Public School's Education Center serving all schools

Percent E-Rate Eligible \_\_\_\_\_%

		Total Price	IC	BMIC
1	SONICWALL NSA 9250 Part Number 01-SSC-1941 or equivalent			
1	24X7 SUPPORT FOR NSA 9250 3YR Part Number 01-SSC-0034 or equivalent			

2	24X7 SUPPORT FOR NSA 9250 2YR Part Number 01-SSC-0032 or equivalent			
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Building Total     \$ \_\_\_\_\_

My company, \_\_\_\_\_ is an Authorized Reseller of SonicWall products (or the alternative products proposed) and have a Service Provider Application Number (SPIN).

Authorized  
Signature \_\_\_\_\_ Date \_\_\_\_\_

\_\_\_\_\_

Email \_\_\_\_\_

\_\_\_\_\_

Name Printed

\_\_\_\_\_ Phone

\_\_\_\_\_ Ext \_\_\_\_\_

Name of Company

\_\_\_\_\_

Company Address

USAC Service Provider Identification Number (SPIN) \_\_\_\_\_

Cost of E-Rate ineligible items or services, if any (attach detailed list):

\$ \_\_\_\_\_

Total project cost for all parts, materials, services, FOB 12 Magnolia St., Easton Md 21601 \$ \_\_\_\_\_

**Product Data Sheet Attached**