

Baldwin-Whitehall School District

# Request for Proposal

Uninterruptible Power Supply (UPS) Replacement



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Baldwin-Whitehall School District Request for Uninterruptible Power  
Supplies (UPS) Proposal  
for E-rate Year 2019 (July 1, 2019 – June 30, 2020)

The Baldwin-Whitehall School District operates a network refresh program that requires the replacement of aging Uninterruptible Power Supplies (UPS) deployed at each school building. This program needs to address basic equipment obsolescence, and to the extent possible, provide the network infrastructure to support new ways for collaborative education to share resources and provide the network infrastructure to support the latest standards for our district to share resources and provide online services. The Baldwin-Whitehall School District Request for Uninterruptible Power Supplies (UPS) Proposal for E-rate Year 2019, requests bids for Uninterruptible Power Supplies (UPS). The Uninterruptible Power Supplies (UPS) needs to be replaced in E-rate Year 2019 which covers the period from July 1, 2019 through June 30, 2020. The Baldwin-Whitehall School District Uninterruptible Power Supplies (UPS) replacement program's goal is to provide services to the district that will support Baldwin-Whitehall School District's vision of collaborative education serving the needs over the next five years.

The Baldwin-Whitehall School District provides wired and wireless services for student, faculty, and public access during district events. The need for a more reliable Uninterruptible Power Supplies (UPS) allowing greater visibility on operations is of crucial importance with the greater number of online tools and resources, looking towards a 1:1 environment, bringing in their own devices (BYOD) and more internally managed computers connecting to a secure wired and wireless network.

## **1. Overview of the Baldwin-Whitehall School District**

The Baldwin-Whitehall School District operates and administers technologies, and related support services for education to the public students from K-12. The Baldwin-Whitehall School District serves 3 municipalities in the suburbs of Pittsburgh including Baldwin, Whitehall and Baldwin Township.

The shared technologies and services administered and supported by Baldwin-Whitehall School District include:

- 1:1 program with Chromebooks (1500) at our high school and our middle school (900)
- 4300 students and 300 faculty
- Management of 1100 PC's and laptops for students and faculty.
- Management of 750 tablets and iPads for students and faculty.
- Electronic collaboration system(s) including Google Apps for Education.
- Wide Area Network connecting 5 school buildings, and 2 non-instructional facilities. School buildings are connected to central administration at 20 Gbps, and the 2 non-instructional facilities connected at 1Gbps. Local Area Network linking a

total of 29 closets between the 7 buildings and connecting a wide variety of devices to the Internet.

## **2. Background of network**

Baldwin-Whitehall School District acquires, maintains, and manages the network that interconnect the district. Network responsibilities include:

- Internet access for all faculty and students computers.
- Internet filtering on all faculty and students computers as mandated by CIPA and the E-rate funding.
- Design and ongoing management of high speed and high availability network to link all points of service.
- Our district has a wireless network that is designed to support both secure access as well as free public WiFi.
- Management of network service providers including contract negotiation, billing, service level management, and repair management.
- Design and consulting support for local networks.
- File storage and reliable data backups.
- E-rate filing and administration.

In 2014, Baldwin-Whitehall School District purchased a core switch to serve as the core link for all buildings in the district. The Wide Area Network (WAN) link consists of (2) 10Gbps links to educational buildings, and 1Gbps to the non-instructional buildings.

In 2017, Baldwin-Whitehall School District purchased a firewall with a single 10Gbps uplink to our ISP, 10Gbps uplink for network, and 10Gbps uplink to our DMZ.

## **3. Services Requested**

The purpose of this RFP is to secure Uninterruptible Power Supplies (UPS) to address the following;

- a. Replace older Uninterruptible Power Supplies (UPS) to support 1 hour or more off-grid time for wired & wireless devices.
- b. Implement solutions that enhance management capabilities and support future technologies and services;
- c. Anticipate life cycles of product and technologies that could have an impact on a program over the next 5 years.

Our major goals include:

- a. Equipment (Standard Obsolescence)  
The program should offer products that replace the older Uninterruptible Power Supplies (UPS). The new equipment must support the following standard features:

- Mounting brackets
- Capacity for closet to remain self-sustained for a period of time of at least 60 minutes.
- Minimum of 10% growth capacity on power usage maintaining the 60 minutes of load time.
- Ethernet Network Interface card (SNMP & email communication)
- Double conversion Uninterruptible Power Supplies (UPS) (Voltage and Frequency)
- Identify warranties, and if an option exists for extended warranties covering 3 years (Option 1) and 5 year(Option 2) terms.
- Equipment should be only new not refurbished or reconditioned.
- Software and firmware updates for 5 years bundled (if separate)

b. Centralized Management

The Baldwin-Whitehall School District seeks additional tools and technologies to better support the Uninterruptible Power Supplies (UPS) purchased through this RFP process.

Centralized management of proposed Uninterruptible Power Supplies (UPS), including:

- Configuration management
- Auditing of power events
- Email notification on power related events
- Temperature readings and notifications

#### 4. E-rate and General Requirements

Baldwin-Whitehall School District intends to apply for Category 2 E-rate funding for eligible Uninterruptible Power Supplies (UPS) and services. Bidders must meet the following terms and conditions and all E-rate requirements.

- a. Bidders must have an understanding of the E-rate modernization program, and E-rate Category 2 requirements specifically.
- b. The Bidder must have a valid Service Provider Identification Number (SPIN) and Federal Communications Commission Registration Number (FCCRN) and include this information in the bid. The Baldwin-Whitehall School District will not consider any proposals without a valid SPIN.
- c. Bidders must indicate their current status with the FCC and whether they have previously violated any E-rate requirements or have been “red-lighted” and if so, explain why.
- d. Bidders must submit their proposed contract with the bid response and must certify understanding that all services and terms of the final contract will be negotiated.
- e. Bidders must make known the terms of agreements or those dependencies the bidder has with any third party that could potentially prevent them from providing the products and/or service levels being proposed.
- f. Contracts may be dependent on the Baldwin-Whitehall School District’s ability to secure funding through the Federal Universal Service Fund (E-rate) program and the Regional Asset District.
- g. The Bidder must agree to comply with all other requirements of the Federal Universal

Service Fund (E-rate) program. Any program violations that are the fault of the Bidder, and not the Baldwin-Whitehall School District, will be the responsibility of the Bidder to resolve and the Bidder agrees to be solely responsible for any costs related to such violations.

- h. The Baldwin-Whitehall School District will consider partial bids and reserves the right to unbundle any or all proposals and award multiple contracts based on price, availability, and products when, in Baldwin-Whitehall School District's judgment, it best serves the district. The Baldwin-Whitehall School District reserves the right to seek additional or fewer quantities than provided in this RFP.
- i. This RFP is made without any previous agreement with any other person, firm or corporation making a bid for the same purpose, and is in all respect fair and without collusion or fraud.
- j. The Baldwin-Whitehall School District reserves the right to alter or cancel the Baldwin-Whitehall School District Request for Uninterruptible Power Supplies (UPS) Proposal for E-rate Year 2019 at any time.
- k. The Baldwin-Whitehall School District reserves the right to reject any and all proposals for any reason.
- l. Proposals submitted in response to this RFP shall become the property of Baldwin-Whitehall School District. Baldwin-Whitehall School District will share all proposals with internal staff and board members. All proposals received shall remain confidential, with the exception of any information disclosed through the E-rate program, or when Baldwin-Whitehall School District is legally required.

## 5. Proposal Process

- a. Proposal Delivery
  - a. **RFPs should be submitted no later than 4:00 PM ET on February 25<sup>th</sup>, 2019.**
  - b. In an effort to limit the impact on our natural resources, we ask that all RFPs be submitted via email to:
    - David Green
    - Baldwin-Whitehall School District
    - Network & Information Systems Administrator
    - [dgreen@bwschools.net](mailto:dgreen@bwschools.net)
- b. For questions or comments regarding this RFP process or the RFP documents, please submit your questions or comments in email. A walk thru can be obtained for more detailed information, walkthroughs may be scheduled up to and including February 15, 2019. Requests for walkthroughs past February 15 will be denied. A walkthrough will only be scheduled during normal business hours, 8:00 AM until 3:30 PM Monday through Friday. You may submit requests for information and/or clarification in writing until 12:00 pm Friday, February 15, 2019. If it becomes necessary for Baldwin-Whitehall School District to revise any part of this RFP, or to provide clarification or additional information after the documents are released, Baldwin-Whitehall School District will post addendums to the EPC Portal.

Please submit questions via email to:

David Green  
Baldwin-Whitehall School District  
Network & Information Systems Administrator  
[dgreen@bwschools.net](mailto:dgreen@bwschools.net)

- c. This RFP is referenced by its Form 470 Application Number 190009916. This application number should be included in the subject line of all inquiries and RFP submissions.

d. **Proposal Preparation Instructions**

**I. Cover Letter** (maximum 1 page)

**II. Proposal Summary**

Please summarize your response and your company's qualifications. Additionally, you may use this section at your discretion to articulate why your company's products and services are uniquely suited for enterprise networking.

**III. Services Requested**

Response to the goals outlined under section Services Requested. These include:

- Creation of a program to replace the Uninterruptible Power Supplies (UPS) for the Baldwin-Whitehall School District. This program is currently estimated to replace the current Uninterruptible Power Supplies (UPS). The total number of Uninterruptible Power Supplies (UPS)s will be finalized at time of contract signing, as quantities and locations may change.
- Additional features and functionality of proposed products that enhance the delivery of existing or new services. (As Options)
- Monitoring tools and ongoing maintenance should also be included in responses.
- Documentation supporting the estimated life cycle of proposed products and product families, warranties and maintenance contracts, and any other information that would support an ongoing replacement program.
- This particular 470/RFP does NOT seek to replace the Uninterruptible Power Supplies (UPS) currently deployed, whereas the proposals should focus on the actual capacity needed for each closet, and the their management.
- Vendor must collect and remove existing Uninterruptible Power Supplies (UPS) configuration to be replaced for the new equipment
- UPS assembly, staging, and applying migrated configurations (can be provided upon request)
- Onsite installation and final configuration of Uninterruptible Power Supplies (UPS).
- The plan for equipment must include new, not refurbished or remanufactured equipment

- Provide remote fine tuning
- Documentation supporting the estimated life cycle of proposed products and product families, warranties and maintenance contracts, and any other information that would support an ongoing replacement program.
- Installation and configuration of Uninterruptible Power Supplies (UPS) must be completed by the vendor and configured to Baldwin-Whitehall School District standards.

#### IV. **Cost Proposal**

Pricing tables must be included for services as proposed by the vendor.

Additionally, the cost proposal should address the following points:

- Vendors should provide separate pricing schedules for each component you are responding to: Uninterruptible Power Supplies (UPS), software, Installation, etc. **It is the Baldwin-Whitehall School District's expectation that proposed prices will be honored throughout the term of a negotiated agreement.**
- Vendors may choose to respond to partial or complete solutions. The Baldwin-Whitehall School District welcomes cost-effective alternatives to products or designs which the vendor deems to be worthy of consideration. In cases where an alternative is being suggested, we request that you provide the rationale for the alternative.
- Please list all one-time charges and fees, such as for installation.
- Please list any corrective or preventive maintenance that needs to be done to the UPS during a period of 5 years including costs.
- Please describe your preferred pricing strategy for the products and services you would propose.
- For extended warranties lists covering 3 years (Option 1) and 5 year (Option 2) terms.
- Please identify if you are bidding on any other services from an Baldwin-Whitehall School District 470 application for E-rate Year 2019, and if there is any impact on how you priced your response to this RFP.
- Please list any optional or supplementary products or services you are proposing and the benefit to the Baldwin-Whitehall School District, and how they would be priced.
- Please indicate the assumptions you used to develop the pricing strategy, or any other part of your proposal.

#### V. **Requirements**

Response to each of the terms and conditions identified in the section *E-rate and General Requirements*

#### VI. **Client References**

The Baldwin-Whitehall School District would like 3 references from the vendor. Please supply the following information for each reference:

- Name of company.



- Number of employees.
  - Contact name and phone number.
  - Approximate number of locations.
  - Approximate number of computers.
  - Vendor products currently in use.
- e. **Basis of Award** - Awards will be granted to the most cost-effective solution(s) that best meet the goals of a developing network equipment replacement program. In keeping with the guidelines of E-rate, price will be the most heavily weighted factor, but not the sole factor in evaluating proposals. Other factors of consideration may include, but are not limited to service scalability, reliability, management capability, industry position, and flexibility of terms and arrangements. The customer does not guarantee any award of contract by submitting a RFP.
- f. The Baldwin-Whitehall School District will not be liable in any way for any costs incurred by Vendors in the preparation of their proposals in response to this RFP nor for the presentation of their proposals and/or participation in any discussions or negotiations.
- g. Vendors must submit proposals that are complete, thorough and accurate. Brochures and other similar material may be included, but should be relevant to the RFP.

## 6. Estimated Building UPS Capacities

Building	Function	KVA Rating	Minimum Estimated Backup Time
BHS	MDF/IDF A	*20KVA	10 minutes
BHS	IDF B	2200VA	60 minutes
BHS	IDF C	2200VA	60 minutes
BHS	IDF D	2200VA	60 minutes
BHS	IDF E	2200VA	60 minutes
BHS	IDF F	2200VA	60 minutes
BHS	IDF G	***2200VA	60 minutes
BHS	IDF H	2200VA	60 minutes
BHS	IDF J	***2200VA	60 minutes

BHS	IDF K	2200VA	60 minutes
BHS	IDF L	2200VA	60 minutes
BHS	IDF M	2200VA	60 minutes
BHS	IDF N	2200VA	60 minutes
BHS	Stadium	2200VA	60 minutes
HMS	MDF	**2200VA and 2200VA	60 minutes
HMS	IDF 1	2200VA	60 minutes
HMS	IDF 2	2200VA	60 minutes
HMS	IDF 3	2200VA	60 minutes
MES	MDF	****2200VA	60 minutes
MES	IDF 1	2200VA	60 minutes
PES	MDF	****2200VA	60 minutes
PES	IDF 1	2200VA	60 minutes
PES	IDF 2	2200VA	60 minutes
WES	MDF	****2200VA	60 minutes
WES	IDF 1	2200VA	60 minutes
WES	IDF 2	2200VA	60 minutes

\*BHS MDF/A is a estimate of capacity needed. Capacity should include all equipment in the room. This includes but not limited to: network switches, SAN, Servers, Rauland TC6, Media Distribution Equipment, 2 way Radio transmitters, and Clock headend unit.

\*\*HMS MDF Server room capacity must include network switches, 2 servers, and a Rauland TC5 headend unit.

\*\*\*These closets capacities must include network network switches, and Rauland TC6 satellite cabinets

\*\*\*\* These closets capacities must include network network switches, 1 server, and Rauland TC5 headend units.