

# REQUEST FOR PROPOSAL

Date: November 18, 2019

From: **KENAI PENINSULA BOROUGH SCHOOL DISTRICT**  
Purchasing Department  
139 East Park Avenue  
Soldotna, Alaska 99669  
(907)714-8876

**BID NUMBER:** #101-20

**BID DUE DATE:** 4:00 P.M., Alaska Time, January 31, 2020

**CLASSIFICATION:** E-Rate Telecommunications Services and Equipment

**DELIVERY DATE:** Within the timeframe beginning July 1, 2020 to no later than June 30, 2021, unless contracted differently

All bids submitted must remain valid for a period of 60 days (unless otherwise specified). Purchase is contingent upon receiving E-Rate subsidy

\*\*\*\*\*

If you are eligible for KPBSD Local Bidder Preference you must include the following information:

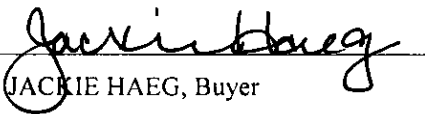
Kenai Peninsula Borough Sales Tax Account Number: \_\_\_\_\_

Kenai Peninsula Borough Personal Property Tax Account Number: \_\_\_\_\_

**YOU MUST BE CURRENT IN ALL PAYMENTS OF THE ABOVE.**

\*\*\*\*\*

FOR BUYER:

  
JACKIE HAEG, Buyer

FOR SELLER: Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

Signature of Bid Manager: \_\_\_\_\_

Printed Name of Bid Manager: \_\_\_\_\_

Date Returned: \_\_\_\_\_

**\*\* THIS PAGE MUST BE COMPLETED AND RETURNED WITH BID SUBMISSION \*\***

KENAI PENINSULA BOROUGH SCHOOL DISTRICT  
PURCHASING DEPARTMENT  
139 East Park Avenue  
Soldotna, Alaska 99669-7553

## INSTRUCTIONS TO BIDDERS

The Kenai Peninsula Borough School District, Purchasing Department (hereinafter also KPBSD or District), invites the submission of Bids to provide E-Rate Telecommunications Services to the District in accordance with the following Instructions to Bidders.

The District reserves the right to negotiate the terms and conditions of any contract entered into as a result of accepting any bid submitted by the successful Bidder(s). We will be seeking, at minimum, a 12-month contract term, 7/1/2020 through 6/30/2021.

Any interested party may obtain a copy of the Request for Proposal from the Kenai Peninsula Borough School District website at [www.kpbsd.k12.ak.us/Erate](http://www.kpbsd.k12.ak.us/Erate) or from the Purchasing Department, 139 East Park Avenue, Soldotna, AK 99669, and (907)714-8876.

To be considered for award, one (1) original of the bid must be received by the District Purchasing Department, 139 East Park Avenue, Soldotna, AK, 99669, no later than 4:00 p.m., Alaska Time, January 31, 2020. Each bid must be submitted in a single sealed envelope or package marked on the outside **“E-RATE Telecommunications Services and Equipment; Bid #101-20: Due: NLT 4:00 p.m., Alaska Time, January 31, 2020”**

**Bids delivered by fax or by electronic means are not acceptable and will not be considered.**

### GENERAL INSTRUCTIONS AND INFORMATION:

#### A. NON-DISCRIMINATION

Each bidder, in submitting bids, certifies that if awarded a contract resulting from this bid they as the contractor will not discriminate against any employee or applicant for employment because of race, color, religion, national origin, ancestry, age or sex. The contractor will take affirmative action to insure that applicants/employees are fairly treated. Such action shall include, but not be limited to the following: employment, upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this non-discrimination clause.

#### B. OCCUPATIONAL SAFETY AND HEALTH WARRANTY

Bidder, if awarded a contract, warrants that the product sold or service rendered to the buyer shall conform to the standards and/or regulations promulgated by the U.S. Department of Labor under the Occupational Safety and Health Act of 1970 (29 U.S.C. 651, OL 91-596) and all amendments thereto and the State of Alaska Occupational Safety & Health Act of 1973 and all amendments thereto. In the event the product sold does not conform to the OSHA standards and/or regulations, the buyer may return the product for correction or replacement at the seller's option and at the seller's expense or by buyer at seller's expense in the event seller fails to make the appropriate correction within a reasonable time.

#### C. COMPLIANCE

Bidder, if awarded a contract, shall comply with all State, Federal and local laws, regulations or orders applicable to the purchase, manufacture, processing and delivery of the merchandise. Successful bidder(s) shall certify in the following or substantially equivalent words on the invoice or other appropriate document: “We hereby certify that the goods covered by this invoice were produced in compliance with all applicable requirements of the Fair Labor Standards Act as amended, including Section 6 and 12 thereof, and of the regulations and orders of the U.S. Department of Labor under Section 14 thereof”.

D. BRAND

Brand names and manufacturer's number(s) furnished are the identification of the product required. Notation will be made for each item listed if alternates will not be considered. If an alternate is bid/proposed, complete descriptive literature sufficiently detailed for evaluation must accompany the bid. Failure of the bidder to include complete descriptive literature of alternate brands offered may be cause for rejection of their bid. The Kenai Peninsula Borough School District reserves the rights to determine what products are equivalent or equal in the event a substitute is considered.

E. EQUIPMENT

All product bid must be new (not remanufactured, rebuilt, or previously owned) No gray market product will be accepted. If a brand/manufacturer requires vendors to qualify with them prior to selling their product, the District will purchase only from the vendors that the brand/manufacturer approves as an authorized reseller.

F. PRICING

1. All prices quoted shall be net and must be F.O.B. Soldotna, Alaska, Kenai Peninsula Borough School District Warehouse. Quote unit prices only, unless otherwise specified in the bid document.
2. Minimum quantity or dollar amounts, on certain brands quoted, will not be accepted.
3. All submitted pricing must remain valid until June 30, 2021 for equipment unless otherwise specified.
4. Prices must include all federal, state, and local taxes when applicable as most taxes are eligible for subsidy under the E-Rate program. The bidder shall be responsible for submitting their sales and/or use tax number on page one (1) of this RFP.

G. CASH DISCOUNTS

All bid prices must be net. Cash discounts quoted for prompt payment of invoices will not be considered as a factor in the awarding of bids.

H. DELIVERY

1. Within the timeframe beginning no earlier than, July 1, 2020 to no later than June 30, 2021 and not without an official Purchase Order from the District. Such notification will depend on successful E-Rate funding award.
2. **Vendor may become ineligible for future bids unless all items are delivered within the specified time.**

*Extenuating circumstances to be given consideration in all above.*

3. **All deliveries shall be F.O.B. Kenai Peninsula Borough School District Warehouse, 139 E. Park Avenue, Soldotna, Alaska; unless otherwise specified in the bid document.**

I. SAMPLES

**Samples and/or specification sheets must be furnished at no charge when requested and when bidding brands other than specified or where noted.** All articles must be in strict conformance with the quality of the samples submitted and the requirements of the specifications. Samples will not be returned.

J. FEDERAL EXCISE TAXES

The School District is exempt from the Federal Excise taxes. Exemption Certificate will be furnished when required.

K. BIDS

1. It is the sole responsibility of the bidder to have its bid received by the District Purchasing Department prior to the time of the scheduled bid due date and time. Bid(s) will be marked with the date and time of receipt. Late Bids shall

not be considered and shall be returned to the bidder, unopened and marked with the date and hour of receipt, per School Board Policy, AR 3311, Bids. No responsibility will attach to any officer or agent of the District for the premature opening of, or the failure to open, a bid not properly addressed and identified.

2. One or more addenda to the Request for Proposal may be issued by the District after the RFP process is opened. A copy of any addendum issued by the District must be signed by the bidder and submitted along with its bid. While the District will make reasonable efforts to notify bidders of any addenda, it is the sole responsibility of the bidder to verify whether any addenda have been issued. Bidders should check the District website to ascertain if any addenda have been issued.

3. Bidders should read this Request for Proposal carefully and review all instructions contained herein. Incomplete or incorrect Bids may be rejected as not conforming to the essential requirements of the RFP.

4. This request implies no obligation on the part of the District. Award of this Request for Proposal is contingent upon the availability of funds. The District reserves the right to reject any and all bids and to act in the best interest of the Kenai Peninsula Borough School District.

5. No oral interpretation will be given on any part of the RFP documents. Any bidder in doubt as to the true meaning of any part of this RFP may submit a written request for an interpretation thereof. Two types of questions generally arise. One may be answered by directing the bidder to a specific section of the RFP. These questions may be answered by direct communication to the bidder submitting the question. Questions which, in the opinion of the Head Buyer, require a more detailed or complex reply, or require an answer that may affect responses to this RFP or may be prejudicial to other prospective bidders, will be answered by issuing an addendum. Questions must be received by the District Purchasing Department no later than 4:00 p.m. Alaska Time, January 18, 2020. Any addendum resulting from submitted questions will be posted to the District website 10 days before due date. It is the bidder's responsibility to check the website frequently prior to submitting their bid. Questions must reference the bid number and can be delivered as follows:

Re: RFP #101-20 E-Rate Telecommunications Services and Equipment

Fax: 907-262-7165

E-mail: [jhaeg@kpbsd.k12.ak.us](mailto:jhaeg@kpbsd.k12.ak.us)

Mail: Kenai Peninsula Borough School District Purchasing Department  
139 E Park Avenue  
Soldotna, AK 99669

6. If a bidder fails to notify the District of a discrepancy, defect, ambiguity or other error in the RFP, their bid shall be submitted at the bidder's own risk and should the bidder's submission, in whole or part, be deemed the winning bid, the bidder shall not be entitled to additional compensation or other consideration by reason of the discrepancy, defect, ambiguity or other error, or its later correction or clarification. Protests based on any discrepancy, defect, ambiguity or other error in the solicitation will be disallowed if the fault has not been brought to the attention of the District, in writing at least ten (10) days prior to the date set for submission of Bids. If such date falls on a weekend or holiday, the deadline shall be the last business day before the weekend or holiday.

7. All Bids and Addenda must be manually signed. A bid may be signed by: an officer or other agent of a corporate vendor, if authorized to sign contracts on its behalf; a member of a partnership; an owner of a privately-owned vendor; or agent if properly authorized by a power of attorney or equivalent document. The name and title of the individual(s) signing the bid must be clearly shown immediately below the signature.

8. Each bidder understands and agrees that it submits its bid at its own risk and expense and releases the District from any claim for damages or other liability arising out of the Request for Proposal and award process, including but not limited to: bid preparation costs and costs associated with any challenge (administrative, judicial or otherwise (including attorney fees)) to the determination of the winning bid and/or rejection of Bids. No obligation of any sort is created nor may liability, financial or otherwise, be asserted against the District, its Board, Board members, employees, agents or insurers as a result of this Request for Proposal. By submitting a bid, each bidder agrees to be bound in this respect.

9. Bids may be withdrawn on written request delivered to the District Purchasing Department (fax is acceptable) prior to the time specified for submittal. Bids not withdrawn prior to the specified time may not be withdrawn for a period of sixty (60) calendar days after the time for receipt of Bids.

10. All Bids must comply with these instructions.

11. All Bids must be submitted on the forms provided by the District, or if none are included, in accordance with the requirements of the RFP.

12. Bidders must comply with all of the terms of this RFP, and all applicable local, state, and federal laws, codes and regulations. The District may reject any bid that does not comply with all of the material and substantial terms, conditions, and performance requirements of the RFP and any bid which contains information or material which cannot be verified or otherwise confirmed for purposes of determining responsiveness to the solicitation.

13. Bidders may not qualify a bid nor restrict the rights of the District. If a bidder does so, the District may determine the bid to be non-responsive and the bid may be rejected. If the District fails to identify or detect supplemental terms or conditions in a bid that conflict with those contained in this RFP or that diminish the District's rights under any award resulting from this RFP, the term(s) or condition(s) will be considered null and void.

14. The District shall have the authority to waive irregularities on any and all Bids, except that timeliness and manual signature requirements shall not be waived, when deemed to be in the best interest of the District.

15. The District reserves the right to reject any or all Bids, consider alternates and waive formalities in RFP procedures as is in the best interest of the Kenai Peninsula Borough School District.

16. The District reserves the right to select final quantities and product based on total cost and cost itemization.

17. The apparent low bidder(s) may be required, if deemed to be in the best interest of the District, to submit written verification of their ability to fill any order(s) subsequent to this RFP in accordance with the specifications and delivery time line established in this bid document, prior to final award.

18. Once the bid has been awarded and subsequent purchase orders have been issued, if the low bidder cannot fill the purchase orders in accordance with the specifications of the RFP, the District may vacate that award, cancel any affected purchase orders, and issue new purchase orders to the next lowest responsible bidder.

#### L. AGGRIEVED BIDDERS

Appeal Process for Aggrieved Bidders/Proposers for Contract Awards at \$25,000 or greater, KPBSD School Board Policy AR 3311, Bids:

##### **Appeal to Superintendent**

*Any party bidding or submitting a proposal for a contract or purchase order with the District for \$25,000 or greater may appeal to the Superintendent in writing, personally received at the District Purchasing office, within three (3) business days of the date of notice of intent to award a contract. The appeal may be hand delivered, by mail, or by facsimile and must comply with the requirements of this section.*

##### **Contents of Appeal**

*A written appeal shall, at minimum, contain the following:*

- a. The name, address, and telephone number of the interested party filing the appeal;*
- b. The signature of the interested party or the interested party's authorized representative;*
- c. Identification of the proposed award at issue;*
- d. A statement of the legal or factual grounds for the appeal;*
- e. Copies of all relevant documents; and*
- f. A fee of \$300.00 shall be paid to the District and must be received by the deadline for filing the written appeal. This fee shall be refundable if the appellant prevails in the appeal to the Superintendent.*

### **Rejection of appeal**

*The purchasing officer shall reject an untimely or incomplete appeal or an appeal filed without timely payment of the required fee.*

### **Stay of Award**

*If a timely and complete appeal is filed with the fee, the award of a contract or purchase order shall be stayed until all administrative remedies have been exhausted, unless the Superintendent determines in writing that award of the contract or purchase order pending resolution of the appeal is in the best interest of the District.*

### **Notice and response**

*Notice of the stay and appeal shall be delivered to any party who may be adversely affected by the Superintendent's decision by facsimile, first class mail or in person within three (3) business days of receipt of a properly filed appeal.*

### **Superintendent's decision**

*The Superintendent shall issue a written decision to the appellant within ten (10) business days of the date that the appeal is filed. If multiple appeals have been filed, they may be consolidated for purposes of the decision. Copies of the appeal and decision shall be provided as requested.*

## **M. PUBLIC RECORDS CLAUSE**

This Request for Proposal and the resulting Bids received will be kept confidential until the resulting award has been announced. All the Bids, together with copies of all documents pertaining to the award of this RFP, will be kept by the Purchasing Department and made a part of the record. Following award of the RFP, the Bid record will then become public information.

## **N. LOCAL PREFERENCE CONDITIONS**

School Board Policy AR 3311 states:

*KPBSD intends to give preference to local residents, businesses, contractors, producers and dealers to the extent consistent with the law and best interest of the public.*

*The district purchasing officer shall purchase from the lowest qualified, responsive, and responsible bidder or business. When bids or quotes are within 5% of being equal, preference may be given to local businesses if it is determined by the superintendent to be in the best interest of the district. For the purpose of this policy, a local business is defined as: any business or company having a physical presence in the borough, registered in the borough to collect sales tax, and locally provides the products and services sought. The 5% policy may be applied to all purchases up to \$25,000.00.*

*Note: Local Bidder Preference does not apply where the provisions of an applicable statute, regulation, or grant prohibit local bidder preference.*

### **Local Bidder Preference will not be considered in this E-Rate bid**

## **O. CONTRACTOR'S VIOLATIONS OF TAX ORDINANCES**

School Board Policy BP 3311 states:

*No contract or purchase order shall be awarded to any individual or business that is found to be in violation of the Kenai Peninsula Borough Code of Ordinances in the several areas of taxation which is not remedied within ten (10) days of notice.*

*Any contract can be terminated for cause if it is determined that the contractor is in violation of any taxation ordinance and if such violation is not remedied within ten (10) days of notification by regular mail. If the delinquency arises due to non-filing of sales tax, no payment will be made to the contractor until all filings have been made and all amounts due are remitted.*

*The District will remit any amounts owed by its contractor(s) to the Kenai Peninsula Borough for delinquent Borough taxes against any amount owing to the contractor(s) under a contract between the District and the contractor(s).*

**P. RESPONSE REQUIRED**

Your response, whether you are bidding or not, is our only indication of interest in District business. To assure continued receipt of Invitations when not bidding, return only the cover sheet with the statement “NO BID” on its face and the name of the firm. Continued failure to do so will result in automatic removal of your firm from the commodity listing selected for this RFP. Failure to respond to three (3) bids/Bids may result in being removed from the District’s bid list.

**Q. VENDOR SELECTION CRITERIA**

1. A committee, consisting of representatives from the Kenai Peninsula Borough School District will review and evaluate proposals determined to be qualified and responsive in order to select the best proposal.
2. The evaluation committee will formulate a numerical score for each proposal submitted based on the following criteria:
3. 3a-g is the evaluation criteria for the following services ONLY: Part 1.1 Leased Lit Fiber, Part 1.2 Dark Fiber IRU, Part 2 Data Services, Part 3 Internet Services, and Part 4 Internet Services Seward Sign:
  - a. Lowest cost per service proposed. Total cost will take into effect differing criteria for different goods and services. If exact bandwidth tiers are unavailable when comparing two proposals for services delivered at varying bandwidth tiers (e.g. one at 20Mbps and one at 25Mbps), comparisons for the portion of the cost derived from bandwidth levels will be made on a “per-Mbps” cost evaluation. (Lower cost = higher point value) (Maximum score = 20).
  - b. Service Level Agreement (SLA). Points in this category will be awarded based on provisions of the SLA attached to the service proposed. Factors considered include, but are not limited to, metrics such as uptime guarantees, latency/jitter specifications, response time, support access to dedicated Network Operation support, remedies to District for services that fail to perform to SLA, etc. (Higher service level guarantees = higher point value) (Maximum score = 15)
  - c. Value. There is additional benefit to the district by choosing this product or service over competitor. Vendor’s proposal provides higher level of service, additional service, higher bandwidth, more optimal network hub delivery location, advantageous contract terms, or some additional benefit deemed of value as determined by the committee. (Higher value to district = higher point value) (Maximum score = 15)
  - d. Lowest Implementation Cost to School District. Cost to District of implementing this proposal. Estimated employee or other cost to implement this service provider will be considered. General ease of implementation. (Lower implementation cost = higher point value) (Maximum score = 15)
  - e. Technical/Logistical Feasibility. Demonstration by respondent that solution is technically feasible. Upon request, provider is able to demonstrate that solution has, at minimum, passed preliminary evaluations for engineering, permitting, or other regulatory concerns, and the proposed solution is technically and logistically feasible. (Maximum score = 15)
  - f. Previous Satisfaction with vendor. General rating of District experience with vendor, including processes, services, staff, and billing systems. (Highest satisfaction = highest point value) (Score -5 to +5)
  - g. Service is fully E-Rate subsidized. Service with the least ineligible cost allocation or with the least ineligible taxes or fees is desirable. It can be time-consuming and costly to remove ineligible taxes and fees buried in invoices. (Less ineligible = higher point value) (Maximum score = 5)

4. 4a-f is the evaluation criteria for the following services ONLY: Part 1.3 Dark Fiber Equipment/Optics:

- a. Lowest cost per service proposed. Total cost will take into effect differing criteria for different goods and services (Lower cost = higher point value) (Maximum score = 20).
- b. Cisco compatibility. As the district has extensive experience and knowledge of Cisco equipment and may have no such experience and knowledge of another manufacturer's equipment, preference will be given to Cisco products - or products completely compatible with Cisco hardware, software, firmware, IOS, warranty, and customer support. Other elements considered include interoperability characteristics with certain switching and routing protocols presently in use, including, but not limited to, VLAN Trunking Protocol (VTP), Cisco Discovery Protocol (CDP), and Enhanced Interior Gateway Routing Protocol (EIGRP). In the case of SFP modules, considerations in this category include operational compatibility for use within both pre-existing and/or new Cisco equipment. (Cisco-compatible = higher point value) (Maximum score = 15)
- c. Value. There is additional benefit to the district by choosing this product or service over competitor. Vendor's proposal provides higher level of service, additional service, higher bandwidth, more optimal network hub delivery location, advantageous contract terms, or some additional benefit deemed of value as determined by the committee. (Higher value to district = higher point value) (Maximum score = 15)
- d. Lowest Implementation Cost to School District. Cost to District of implementing this proposal. Estimated employee or other cost to implement this service provider will be considered. General ease of implementation. (Lower implementation cost = higher point value) (Maximum score = 15)
- e. Previous Satisfaction with vendor. General rating of District experience with vendor, including processes, services, staff, and billing systems. (Highest satisfaction = highest point value) (Score -5 to +5)
- f. Service is fully E-Rate subsidized. Service with the least ineligible cost allocation or with the least ineligible taxes or fees is desirable. It can be time-consuming and costly to remove ineligible taxes and fees buried in invoices. (Less ineligible = higher point value) (Maximum score = 5)

R. CERTIFICATION

1. By submission of this proposal the bidder certifies:

- a. The bidder has not paid or agreed to pay any person, other than a bona fide employee of your company, a fee or brokerage resulting from the award of this contract.
- b. The prices quoted in this proposal have been arrived at independently, without consultation, communication or agreement, for the purpose of restricting competition as to any matter relating to such costs with any other bidder.
- c. The bidder will comply with all applicable legal provisions as set forth in the Alaska Statutes, as well as all federal, FCC E-Rate program, state, borough and school district regulations, and understands these provisions are part of any contract awarded to them.

S. IMPLEMENTATION OF SERVICE

The successful bidder is not to deliver equipment or service prior to July 1, 2020 and not without written notification from the district to order equipment. Such notification may depend on successful E-Rate funding award. For purposes of E-Rate, services shall be invoiced via the Form 472 BEAR process, unless otherwise mutually agreed by both the Kenai Peninsula Borough School District and service provider.

T. CONTRACT TERM

1. It is the intent of the Kenai Peninsula Borough School District to enter into agreements for services commencing July 1, 2020 and ending June 30, 2021. Longer terms may be possible if so stated on the specification sheet describing the service.



2. If the bidder requires the District to sign a specific contract, then a copy of the contract MUST be included with the proposal. (At minimum, a DRAFT copy of the contract).
3. A contract will not be entered into unless the vendor has a FCC Service Provider Identification Number (SPIN) and a current Service Provider Annual Certification (SPAC) Form 473 filing.

U. INVOICES/PAYMENT

1. For those purchases generated by a purchase order, the purchase order number must be on all invoices to ensure fast processing. Invoices shall be submitted to the Kenai Peninsula Borough School District, Accounts Payable Department, 148 North Binkley Street, Soldotna, Alaska 99669.
2. Payment will be made only after submission of proper invoices as required by the District and within applicable state law.
3. Payment of any invoice shall not preclude the District from making claim for adjustment on any item or service found not to have been in accordance with general conditions and specifications.
4. Invoices must accurately reflect services delivered and must be submitted for payment in the proper E-Rate year. The vendor must act in such a manner so as not to disallow the district the opportunity to file for E-Rate subsidy.

V. AWARD

This RFP will be awarded Line by Line unless otherwise noted in the specifications.

# SPECIFICATIONS COVER SHEET

The Kenai Peninsula Borough School District is requesting competitive proposals for Telecommunications Services under the FCC E-Rate program.

This Request for Proposal not only seeks pricing on goods or services but the information contained in the vendor proposal is designed to provide us with necessary information required for the district's Funding Year 2020 E-Rate application. After proposals are opened, vendors may be contacted for clarifying information or requested to provide additional information, if necessary, for bid comparisons or E-Rate applications. Inability to provide the necessary information, including your SPIN number, in a timely manner may be cause for disqualification.

Pursuant to USAC/FCC regulation, we expect pricing consistent with the "Lowest Corresponding Price (LCP)" rules, defining LCP as the lowest price that a service provider charges nonresidential customers who are similarly situated to KPBSD, the applicant, for similar services.

Unless otherwise specified, the specification sheets are designed for you to just write your prices in the "Cost per Unit" column, write any installation costs associated with the service in the "Non-recurring" column, and enter N in the "enter N in the cell if Not eligible for E-Rate subsidy" column (this is column only provided on services where ineligibility is potentially an issue).

Vendors who have previously not followed proper E-Rate procedures in dealing with the District, USAC, or the FCC may be disqualified.

If we are not able to independently confirm at time of award we may ask the successful bidder to provide documentation verifying that:

Successful bidder has a current Service Provider Identification Number in the FCC E-Rate Program.

Successful bidders have a current SPAC Form 473 on file with USAC.

Successful bidders can provide verification that your company is not in violation of the federal Anti-Deficiency Act (not on the FCC Red Light List).

We anticipate requiring reimbursement through the BEAR Form 472 on all E-Rate transactions, but reserve the right to elect SPI (Service Provider Invoicing) if so desired by KPBSD. Providers unwilling or unable to support both billing methods may be considered non-responsive.

In the event that a substantial change to the Request for Proposal is necessary, the 28-day E-Rate competitive bidding timeframe may start over and that could then extend the closing date of the RFP. Such a circumstance will be noted in the Addenda on the website.

**RFP# 101-20**  
**Executive Summary**

**Overview**

In this RFP, KPBSD seeks telecommunications services connecting a number of 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 a number of 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 (based on service in Part 1.1, Parts 1.2 and 1.3, or Part 2). Awards are determined by cost analysis and rubric scoring as described in Section Q of the RFP Instructions to Bidders.

This RFP consists of four primary parts. Each part is summarized below.

**Part 1**

In Part 1 of this RFP, KPBSD seeks to compare proposals that provide connectivity among a number of school locations historically connected to a private fiber network and managed as a leased lit fiber solution.

KPBSD maintains a lease of fiber optic capacity on Homer Electric Association's fiber backbone running from Kenai, Alaska to Homer, Alaska. We have historically contracted with a telecommunications provider to light and manage this segment of fiber, along with the last-mile connectivity required to connect from this backbone ("HEA fiber huts") to school facilities.

In Part 1.1, we seek proposals that continue the historic model of telecommunications provider management of this network ("leased lit fiber"), providing end-to-end fiber connectivity to schools covered by this available fiber.

In Part 1.2 and Part 1.3, we seek proposals for IRUs ("dark fiber") and modulating equipment that provides last-mile connectivity between our existing fiber-optic backbone ("HEA fiber huts") and school locations. In this model, KPBSD would manage lighting the fiber while contracting with a telecommunications provider to provide fiber optic capacity through an Indefeasible Rights of Use (IRU) arrangement for a fixed term. This IRU arrangement would include both the dark fiber, as well as potential maintenance costs covering the dark fiber IRU.

**Part 2**

In Part 2 of this RFP, KPBSD seeks proposals for WAN connectivity to a number of school locations where we do not believe other connectivity options besides provider-owned and managed infrastructure exist. We also seek to explore pricing for those sites historically included in our private lit fiber network (Part 1), in the event it is cost-effective to reduce complexity of our network and transition to traditional wholly provider-owned and provider-managed services.

**Part 3**

In Part 3, KPBSD seeks proposals for internet service (with bundled transport) delivered to the District Office building at 148 N. Binkley Street in Soldotna, Alaska.

**Part 4**

In Part 4, KPBSD seeks proposals for a low-bandwidth consumer-grade internet service delivered to a Seward High School digital sign located in Seward, Alaska.

**This Specification Sheet must be returned with RFP# 101-20**

**RFP – Part 1.1: Leased Lit Fiber**

These are leased lit fiber services presently provided by Alaska Communications leveraging leased fiber provided by KPBSD. See project overview in **Row A**.

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	<b>Project Scope (See General Notes and Instructions Below)</b>				
	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		<b>General Instructions – Existing Private Fiber Optic Network</b>			
B1	1	#02 Ninilchik School	Attach Pricing – See <b>Row B</b> Instructions		
B2	1	#06 Homer High School	Attach Pricing – See <b>Row B</b> Instructions		
B3	1	#07 Kenai Central High School	Attach Pricing – See <b>Row B</b> Instructions		
B4	1	#09 Soldotna High School	Attach Pricing – See <b>Row B</b> Instructions		
B5	1	#11 Kenai Middle School	Attach Pricing – See <b>Row B</b> Instructions		
B6	1	#12 Skyview Middle School	Attach Pricing – See <b>Row B</b> Instructions		
B7	1	#13 Homer Middle School	Attach Pricing – See <b>Row B</b> Instructions		
B8	1	#31 Chapman Elementary School	Attach Pricing – See <b>Row B</b> Instructions		
B9	1	#45 Tustumena Elementary	Attach Pricing – See <b>Row B</b> Instructions		
B10	1	#46 Redoubt Elementary	Attach Pricing – See <b>Row B</b> Instructions		
B11	1	#50 West Homer Elementary	Attach Pricing – See <b>Row B</b> Instructions		
B12	1	#51 Mountain View Elementary	Attach Pricing – See <b>Row B</b> Instructions		
B13	1	#63 Kaleidoscope School of Arts and Sciences	Attach Pricing – See <b>Row B</b> Instructions		
B14	0*	#43 Soldotna Elementary (*see special notes)	Attach Pricing – See <b>Row B</b> Instructions		
B15	0*	Former #17 Soldotna Prep facility (*see special notes)	Attach Pricing – See <b>Row B</b> Instructions		
B16	1	Hub site aggregation (District Office, Soldotna)	Attach Pricing – See <b>Row B</b> Instructions		
B17		Possible integration of other sites into private lit fiber network	Attach Pricing – See <b>Row B</b> Instructions		
Row C		<b>General instructions – co-located sites</b>			
		#16 River City Academy			
		#64 Soldotna Montessori			
		#68 Fireweed Academy			
Row D	<b>Enter Contract Term for this specification sheet and attached pricing</b>				

Instructions	
Row A	Project Scope and General Notes
A1	<p>KPBSD seeks proposals for leased lit fiber-optic service leveraging strands of fiber presently leased by KPBSD for the backbone of this private fiber network.</p> <p>In this section, Part 1.1, we seek proposals for a fully-managed leased lit fiber solution providing end-to-end connectivity between school sites and District Office. These proposals should leverage the backbone fiber lease provided by KPBSD (see A5), and supply the last-mile connectivity to each school location. Proposals should provide for leased lit fiber service utilizing these various components.</p> <p><b>Due to the non-shared nature of the backbone fiber lease central to this solution, the solution described in this portion (“Part 1.1: Leased Lit Fiber”) will be awarded as a single holistic award (not awarded line-by-line).</b> Proposals must, at minimum, provide service to those facilities noted in <b>Rows B1 – B16</b> as described below.</p>
A2	Responses to this section (Part 1.1) will be evaluated as described in Section Q, subparts 3a-3g in the RFP Instructions to Bidders.
A3	<p>All service proposals <b>MUST</b> include provisions for end-to-end connectivity from the school facility to the hub aggregation site at District Office, inclusive of all charges (LEC, taxes, or otherwise).</p> <p>District Office is located at 148 N. Binkley Street, Soldotna, AK 99669</p>
A4	<p><b>The private leased lit fiber-optic network solution sought in this portion of the RFP will be contracted separately from any data services requested in other parts of this RFP.</b></p> <p>KPBSD is seeking proposals for a leased lit-fiber solution leveraging fiber-optic strands provided by KPBSD for the backbone of this network, providing a fully-managed leased lit-fiber network to all facilities covered under this network. Solutions proposed should leverage the fiber-optic strands provided by KPBSD for regional connectivity, and cover last-mile services from each KPBSD/HEA fiber Point-of-Presence to each school and hub aggregation facility. See <b>Row A6</b> for discussion of fiber path and POPs.</p> <p>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 cost under the “Lowest cost per service proposed” scoring item (see Section Q in RFP Instructions to Bidders), KPBSD will utilize “cost-per-Mbps” comparisons at pricing tiers closest to those requested.</p> <p>Unless otherwise noted, all bandwidth levels requested are synchronous, with the same bandwidth required upstream and downstream.</p>
A5	<p>Proposals must include Monthly Recurring Costs (MRC) and any applicable Non-Recurring Costs (NRC) for <b>each requested bandwidth tier</b>.</p> <p>For each price group (MRC, NRC), <b>ineligible service fees or taxes must be identified and separated from eligible service costs</b>.</p> <p>I am not providing space on the spec sheet above to indicate the various pricing levels. Please specify contract term on specification sheet above and attach to appropriate pricing sheet(s) in your proposal. Pricing sheets should clearly indicate the technology proposed (e.g. fiber, microwave, copper, etc.), Monthly Recurring Costs (MRC), and Non-Recurring Costs (NRC) per location and bandwidth level. NRC are those costs charged by provider to implement and prepare service for delivery.</p> <p>Please be thorough and include all costs KPBSD would be expected to pay.</p>

A6	<p>KPBSD has an active fiber-optic lease on Homer Electric Association's fiber-optic network running from Kenai, Alaska to Homer, Alaska. This lease provides for up to 4U of 19" rack space and power for KPBSD (or designated contractor) use in delivering fiber-optic service over these fiber strands.</p> <p>KPBSD's lease provides for use of one pair of single-mode 1550nm dispersion shifted fiber-optic strands. The fiber runs from HEA's main office in Homer through HEA fiber huts in Anchor Point, Ninilchik, Kasilof, Soldotna, and to the HEA office in Kenai.</p> <p>Sixteen different school district locations are presently served from six HEA locations, using the KPBSD/HEA fiber lease as backbone transit, and provider-owned fiber for last-mile connectivity:</p> <ul style="list-style-type: none"> <li>• Homer HEA Main Office <ul style="list-style-type: none"> <li>○ Homer Middle</li> <li>○ Homer High</li> <li>○ West Homer Elementary / Fireweed Academy</li> </ul> </li> <li>• Anchor Point Hut <ul style="list-style-type: none"> <li>○ Chapman Elementary</li> </ul> </li> <li>• Ninilchik Hut <ul style="list-style-type: none"> <li>○ Ninilchik School</li> </ul> </li> <li>• Kasilof Hut <ul style="list-style-type: none"> <li>○ Tustumena Elementary</li> </ul> </li> <li>• Soldotna Hut <ul style="list-style-type: none"> <li>○ District Office</li> <li>○ Soldotna EI (inactive 2019)</li> <li>○ Soldotna High</li> <li>○ Skyview Middle</li> <li>○ Redoubt Elementary</li> <li>○ Soldotna Prep (inactive 2019)</li> </ul> </li> <li>• Kenai HEA Office <ul style="list-style-type: none"> <li>○ Kenai Middle School</li> <li>○ Kenai Central High School</li> <li>○ Kaleidoscope</li> <li>○ Mountain View</li> </ul> </li> </ul> <p>Approximate distance between HEA sites are as follows:</p> <table border="1" data-bbox="228 1215 1511 1375"> <tbody> <tr> <td>Kenai HEA Office to Soldotna Hut</td><td>11.3 miles</td></tr> <tr> <td>Soldotna Hut to Kasilof Hut</td><td>18 miles</td></tr> <tr> <td>Kasilof Hut to Ninilchik Hut</td><td>26 miles</td></tr> <tr> <td>Ninilchik Hut to Anchor Point Hut</td><td>19 miles</td></tr> <tr> <td>Anchor Point Hut to Homer HEA Main Office</td><td>16.5 miles</td></tr> </tbody> </table> <p>Traffic transiting on the HEA fiber leased to KPBSD is for the sole use of KPBSD. Providers are prohibited from utilizing these strands for any purpose other than for transmitting KPBSD traffic.</p>	Kenai HEA Office to Soldotna Hut	11.3 miles	Soldotna Hut to Kasilof Hut	18 miles	Kasilof Hut to Ninilchik Hut	26 miles	Ninilchik Hut to Anchor Point Hut	19 miles	Anchor Point Hut to Homer HEA Main Office	16.5 miles
Kenai HEA Office to Soldotna Hut	11.3 miles										
Soldotna Hut to Kasilof Hut	18 miles										
Kasilof Hut to Ninilchik Hut	26 miles										
Ninilchik Hut to Anchor Point Hut	19 miles										
Anchor Point Hut to Homer HEA Main Office	16.5 miles										
A7	Demarcation handoffs within school facilities shall be single-mode fiber-optic cable with LC connectors preferred, SC connectors acceptable.										
A8	The fiber lease agreement covering this backbone fiber, as well as fiber hut location information, is available for prospective bidder review in the KPBSD Purchasing Office at 139 E. Park Avenue in Soldotna. Contact Jackie Haeg <a href="mailto:jhaeg@kpbsd.k12.ak.us">jhaeg@kpbsd.k12.ak.us</a> .										
A9	School architectural drawings are available for review in the KPBSD Purchasing Office at 139 E. Park Avenue in Soldotna. Contact Jackie Haeg <a href="mailto:jhaeg@kpbsd.k12.ak.us">jhaeg@kpbsd.k12.ak.us</a> .										
A10	Services proposed must include a Service Level Agreement (SLA). 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.										

	SLA in this instance may contain exemptions for those areas of the network design outside the control of the provider (e.g. the fiber strands provided by KPBSD under lease from HEA), however, we expect to see SLA provisions for those portions of the network wholly managed and supplied by the provider.
A11	Given the length of this agreement, I will seek flexibility built into the contract should a school close. Additionally, I am interested in negotiating language into the contract to allow conversion of private leased lit fiber service to traditional provider-managed transport service in the event of failure of the HEA fiber, or the discontinuance of our HEA fiber lease.
A12	I would prefer an annual billing arrangement for this service, however, monthly invoicing arrangements will be considered.
Row B	<p><b>Row B</b> includes sites that have historically connected to our WAN via a private fiber-optic network. We seek proposals comparable to the present service. KPBSD maintains a fiber-optic lease for a pair of fiber strands running from Kenai to Homer, with Points-of-Presence along the path noted in <b>Row A6</b> above.</p> <p>It is our desire to enter into an agreement for leased lit-fiber service that leverages these fiber strands as backbone connectivity, providing a private fiber optic network. We seek a provider capable of providing leased lit fiber solutions for the last-mile integrating into our backbone fiber strands at existing Point-of-Presence locations for the backbone fiber. Ultimately, the service delivered to KPBSD shall be a fully - managed leased lit fiber solution.</p> <p>Presently, all facilities in <b>Row B</b> have demarcation handoffs utilizing LC or SC fiber connectors. These handoffs provide Layer 2 connectivity with all other facilities on this fiber network. We only require a Layer 2 handoff; no Layer 3 service is requested (KPBSD will provide Layer 3 routing at each facility).</p> <p>I am requesting pricing for <b>100Mbps, 300Mbps, 500Mbps, 1Gbps, 2Gbps, 3Gbps, 4Gbps, 5Gbps, and 10Gbps</b>. Be sure to <b>include any applicable one-time non-recurring costs (NRC) required to activate service</b>.</p>
B1	Ninilchik School is located at 15735 Sterling Highway, Ninilchik, AK 99639. Existing service is delivered via private fiber network at a rate of 100Mbps.
B2	Homer High School is located at 600 E. Fairview Avenue, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 300Mbps.
B3	Kenai Central High School is located at 9583 Kenai Spur Highway, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 300Mbps.
B4	Soldotna High School is located at 425 West Marydale Avenue, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 300Mbps.
B5	Kenai Middle School is located at 201 N. Tinker Lane, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 300Mbps.
B6	Skyview Middle School is located at 46188 Sterling Highway, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 300Mbps.
B7	Homer Middle School is located at 500 Sterling Highway, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 300Mbps.
B8	Chapman Elementary School is located at 73286 School Avenue, Anchor Point, AK 99556. Existing service is delivered via private fiber network at a rate of 100Mbps.
B9	Tustumena Elementary School is located at 58231 Sterling Highway, Kasilof, AK 99610. Existing service is delivered via private fiber network at a rate of 100Mbps.
B10	Redoubt Elementary School is located at 486 W. Redoubt Avenue, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 100Mbps.

B11	West Homer Elementary is located at 995 Soundview, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 100Mbps.
B12	Mountain View Elementary is located at 315 Swires Road, Kenai AK 99611. Existing service is delivered via private fiber network at a rate of 100Mbps.
B13	Kaleidoscope School of Arts and Sciences is located at 549 N. Forest Drive, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 100Mbps.
B14	Soldotna Elementary, located at 143 Park Avenue in Soldotna, is not presently active on the existing private fiber network, however this facility was connected to the private fiber network as recently as spring 2019. KPBSD has no immediate plans to reconnect Soldotna Elementary to the private fiber network, but please include pricing for this facility should KPBSD desire to reconnect this facility to the private fiber network. Be sure to include any NRC costs associated with re-connecting this facility.
B15	Over the life of this contract, the potential exists that the former Soldotna Prep facility located at 426 W. Redoubt Avenue, Soldotna, AK 99669 may need to be reconnected. This facility was previously served on the private fiber network. There are no immediate plans to reconnect this facility, but please include pricing for this facility should KPBSD desire to reconnect this facility to the private fiber network. Be sure to include any NRC costs associated with re-connecting this facility.
B16	The hub facility for the private fiber network is located at the KPBSD District Office at 148 N. Binkley, Soldotna, Alaska 99669.
B17	KPBSD would be interested in integrating additional schools if able onto the private fiber network. If any of the other school sites noted in the <b>Part 2: Data Services</b> section of this RFP can be attached to the private fiber network, please provide pricing for each facility in both sections (e.g. provide a price in this private fiber network solution for private leased lit fiber, as well as providing a price in <b>Part 2: Data Services</b> for traditional service).
Row C	Sites in <b>Row C</b> are presently co-located with another school in the same physical building accounted for in other rows in <b>Row B</b> . There are presently no plans for these schools to move into other facilities. You do not need to provide pricing specific to these entities, but I must document the fact they are advertised for this service for purposes of E-Rate.
Row D	<p>I am seeking longer-term contracts for the private leased lit fiber solution. I would prefer a 5-year base term with 5 optional 1-year extensions for a possible potential term length of 10 years if all voluntary extensions are executed. I will also consider a 5-year and 10-year term with no optional extensions.</p> <p>If submitting for multiple contract durations, submit separate specification sheets for each contract duration and label accordingly. See Section T in RFP Instructions to Bidders.</p>



**This Specification Sheet must be returned with RFP# 101-20**

**RFP – Part 1.2: Dark Fiber IRU**

KPBSD seeks to compare options and availability of dark fiber Indefeasible Rights of Use (IRUs) available to supplement buildout of our fiber backbone. Dark fiber IRUs requested are noted below.

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	<b>Project Scope (See General Notes and Instructions Below)</b>				
	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		<b>General Instructions – Kenai HEA Office</b>			
B1	1	#07 Kenai Central	Attach Pricing – See <b>Row B</b> Instructions		
B2	1	#11 Kenai Middle	Attach Pricing – See <b>Row B</b> Instructions		
B3	1	#51 Mountain View	Attach Pricing – See <b>Row B</b> Instructions		
B4	1	#63 Kaleidoscope	Attach Pricing – See <b>Row B</b> Instructions		
Row C		<b>General Instructions – Soldotna Hut</b>			
C1	1	#09 Soldotna High	Attach Pricing – See <b>Row C</b> Instructions		
C2	1	#12 Skyview Middle	Attach Pricing – See <b>Row C</b> Instructions		
C3	0*	#17 (Former) Soldotna Prep	Attach Pricing – See <b>Row C</b> Instructions		
C4	0*	#43 Soldotna Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C5	1	#46 Redoubt	Attach Pricing – See <b>Row C</b> Instructions		
C6	1	District Office (Hub Aggregation Site)	Attach Pricing – See <b>Row C</b> Instructions		
Row D		<b>General Instructions – Kasilof Hut</b>			
D1	1	#45 Tustumena	Attach Pricing – See <b>Row D</b> Instructions		
Row E		<b>General Instructions – Ninilchik Hut</b>			
E1	1	#02 Ninilchik	Attach Pricing – See <b>Row E</b> Instructions		
Row F		<b>General Instructions – Anchor Point Hut</b>			
F1	1	#31 Chapman	Attach Pricing – See <b>Row F</b> Instructions		

Row G		General Instructions – Homer HEA Office	
G1	1	#06 Homer High	Attach Pricing – See Row G Instructions
G2	1	#13 Homer Middle	Attach Pricing – See Row G Instructions
G3	1	#50 West Homer Elementary	Attach Pricing – See Row G Instructions
Row H		General instructions – additional sites	
Row I		General instructions – co-located sites	
		#16 River City Academy	
		#64 Soldotna Montessori	
		#68 Fireweed Academy	
Row J	Enter Contract Term for this specification sheet and attached pricing		
Instructions			
Row A	Project Scope and General Notes		
A1	<p>KPBSD presently maintains a fiber-optic lease providing backbone connectivity from Kenai, Alaska to Homer, Alaska, with jumper points in Kenai, Soldotna, Kasilof, Ninilchik, Anchor Point, and Homer.</p> <p>KPBSD seeks proposals for fiber-optic Indefeasible Rights of Use (IRU) providing dark-fiber to provide last-mile connectivity between these jumper points on our existing fiber-optic backbone (HEA fiber lease) and school locations.</p>		
A2	Responses to this section (Part 1.2) will be evaluated as described in Section Q, subparts 3a-3g in the RFP Instructions to Bidders.		
A3	<p><b>Proposals under this section (Part 1.2: Dark Fiber IRU) may be awarded line-by-line.</b></p> <p>Part 1.1 (lit fiber) and Part 1.2 (dark fiber) are mutually exclusive and seek to compare two different methods of connectivity the same facilities. KPBSD intends to award either a holistic lit fiber solution covering all facilities noted in Part 1.1, or a solution based on possible line-item award covering dark fiber IRUs in Part 1.2.</p>		
A4	KPBSD is not interested in proposals that require upfront special construction charges in order to supply fiber IRUs. If fiber is not already available as a fiber IRU, please do not submit proposals requiring upfront special construction charges.		
A5	All dark fiber proposed must connect each requested school site to the nearest HEA fiber hut noted in the relevant Row B-G descriptions below.		
A6	Fiber shall be single mode fiber (SMF) optimized for either 1310nm or 1550nm wavelength transmission and capable of 10Gbps transmission. Please specify fiber optic type based on ITU-T standard (e.g. G.65x), optical loss numbers based on OTDR readings, as well as strand distance. If OTDR is not immediately available for the proposed fiber strand, provide a description of the fiber and estimated optical loss numbers, so we can verify that the proposed solution fits within optical loss budgets for equipment we intend to use to light the fiber.		
A7	Proposals should include maintenance provisions covering the fiber strand covered by the IRU.		
A8	<b>The fiber optic IRU (dark fiber) solution sought in this portion of the RFP will be contracted separately from any data services requested in other parts of this RFP.</b>		

	<p>IRU pricing structures requiring upfront payment for the entire term of the IRU is problematic in the E-Rate world. KPBSD seeks proposals that preferably include annual IRU and maintenance payments. Monthly invoicing will also be considered.</p> <p>Be sure to separate costs in proposals to indicate the portion of costs attributed to the IRU (dark fiber) and the portion attributed to maintenance charges.</p>
A9	<p>KPBSD has an active fiber-optic lease on Homer Electric Association's fiber-optic network running from Kenai, Alaska to Homer, Alaska. The fiber runs from HEA's main office in Homer through HEA fiber huts in Anchor Point, Ninilchik, Kasilof, Soldotna, and to the HEA office in Kenai.</p> <p>Sixteen different school district locations are presently served from six HEA locations, using the KPBSD/HEA fiber lease as backbone transit, and provider-owned fiber for last-mile connectivity, presently delivered as a lit fiber solution:</p> <ul style="list-style-type: none"> <li>• Homer HEA Main Office <ul style="list-style-type: none"> <li>○ Homer Middle</li> <li>○ Homer High</li> <li>○ West Homer Elementary / Fireweed Academy</li> </ul> </li> <li>• Anchor Point Hut <ul style="list-style-type: none"> <li>○ Chapman Elementary</li> </ul> </li> <li>• Ninilchik Hut <ul style="list-style-type: none"> <li>○ Ninilchik School</li> </ul> </li> <li>• Kasilof Hut <ul style="list-style-type: none"> <li>○ Tustumena Elementary</li> </ul> </li> <li>• Soldotna Hut <ul style="list-style-type: none"> <li>○ District Office</li> <li>○ Soldotna EI (inactive 2019)</li> <li>○ Soldotna High</li> <li>○ Skyview Middle</li> <li>○ Redoubt Elementary</li> <li>○ Soldotna Prep (inactive 2019)</li> </ul> </li> <li>• Kenai HEA Office <ul style="list-style-type: none"> <li>○ Kenai Middle School</li> <li>○ Kenai Central High School</li> <li>○ Kaleidoscope</li> <li>○ Mountain View</li> </ul> </li> </ul>
A10	<p>Specific locations of fiber huts are available for review in the KPBSD Purchasing Office at 139 E. Park Avenue in Soldotna. Contact Jackie Haeg <a href="mailto:jhaeg@kpbsd.k12.ak.us">jhaeg@kpbsd.k12.ak.us</a></p>
A11	<p>Given the length of this agreement, I will seek flexibility built into the contract should a school close allowing for termination of an individual IRU. Additionally, I am interested in negotiating language into the contract to allow for conversion of IRUs to traditional lit service over provider infrastructure should our backbone fiber become inoperable, or otherwise become unavailable for use.</p>
Row B	<p><b>Row B</b> includes sites that have historically connected to our WAN via a private fiber-optic network. We seek proposals that provide fiber-optic IRUs for one pair of single-mode fiber (dark fiber) running from the HEA Kenai office located at 280 Airport Way, Kenai, AK 99611 to each school location listed in <b>Row B</b>.</p>
B1	<p>Kenai Central High School is located at 9583 Kenai Spur Highway, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 300Mbps.</p>
B2	<p>Kenai Middle School is located at 201 N. Tinker Lane, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 300Mbps.</p>
B3	<p>Mountain View Elementary is located at 315 Swires Road, Kenai AK 99611. Existing service is delivered via private fiber network at a rate of 100Mbps.</p>

B4	Kaleidoscope School of Arts and Sciences is located at 549 N. Forest Drive, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 100Mbps.
Row C	<b>Row C</b> includes sites that have historically connected to our WAN via a private fiber-optic network. We seek proposals that provide fiber-optic IRUs for one pair of single-mode fiber (dark fiber) running from the HEA Soldotna Fiber Hut to each school location listed in <b>Row C</b> .
C1	Soldotna High School is located at 425 West Marydale Avenue, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 300Mbps.
C2	Skyview Middle School is located at 46188 Sterling Highway, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 300Mbps.
C3	Over the life of this contract, the potential exists that the former Soldotna Prep facility located at 426 W. Redoubt Avenue, Soldotna, AK 99669 may need to be reconnected. This facility was previously served on the private fiber network. There are no immediate plans to reconnect this facility, but please include pricing/availability for fiber IRUs to this facility should KPBSD desire to reconnect this facility to the private fiber network. Be sure to include any NRC costs associated with re-connecting this facility.
C4	Soldotna Elementary, located at 143 Park Avenue in Soldotna, is not presently active on the existing private fiber network, however this facility was connected to the private fiber network as recently as spring 2019. KPBSD has no immediate plans to reconnect Soldotna Elementary to the private fiber network, but please include pricing/availability for fiber IRUs to this facility should KPBSD desire to reconnect this facility to the private fiber network. Be sure to include any NRC costs associated with re-connecting this facility.
C5	Redoubt Elementary School is located at 486 W. Redoubt Avenue, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 100Mbps.
C6	The hub facility for the private fiber network is located at the KPBSD District Office at 148 N. Binkley, Soldotna, Alaska 99669. Existing service is delivered via private fiber network at a rate of 1Gbps.
Row D	<b>Row D</b> includes sites that have historically connected to our WAN via a private fiber-optic network. We seek proposals that provide fiber-optic IRUs for one pair of single-mode fiber (dark fiber) running from the HEA Kasilof Fiber Hut facility to each school location listed in <b>Row D</b> .
D1	Tustumena Elementary School is located at 58231 Sterling Highway, Kasilof, AK 99610. Existing service is delivered via private fiber network at a rate of 100Mbps.
Row E	<b>Row E</b> includes sites that have historically connected to our WAN via a private fiber-optic network. We seek proposals that provide fiber-optic IRUs for one pair of single-mode fiber (dark fiber) running from the HEA Ninilchik Fiber Hut facility to each school location listed in <b>Row E</b> .
E1	Ninilchik School is located at 15735 Sterling Highway, Ninilchik, AK 99639. Existing service is delivered via private fiber network at a rate of 100Mbps.
Row F	<b>Row F</b> includes sites that have historically connected to our WAN via a private fiber-optic network. We seek proposals that provide fiber-optic IRUs for one pair of single-mode fiber (dark fiber) running from the HEA Anchor Point Fiber Hut facility to each school location listed in <b>Row F</b> .
F1	Chapman Elementary School is located at 73286 School Avenue, Anchor Point, AK 99556. Existing service is delivered via private fiber network at a rate of 100Mbps.
Row G	<b>Row G</b> includes sites that have historically connected to our WAN via a private fiber-optic network. We seek proposals that provide fiber-optic IRUs for one pair of single-mode fiber (dark fiber) running from the HEA Homer Office located at 3977 Lake Street, Homer, AK 99603 to each school location listed in <b>Row G</b> .

G1	Homer High School is located at 600 E. Fairview Avenue, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 300Mbps.
G2	Homer Middle School is located at 500 Sterling Highway, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 300Mbps.
G3	West Homer Elementary is located at 995 Soundview, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 100Mbps.
Row H	KPBSD would be interested in integrating additional schools if able onto the private fiber network. If any of the other school sites noted in the <b>Part 2: Data Services</b> section of this RFP can be attached to the private fiber at respective HEA fiber hut/office endpoints via dark-fiber IRUs, please provide pricing for each facility. Be sure to still include that facility in other proposals as well (Part 1.1: lit fiber, if able to connect; Part 2: data services) in the event dark fiber IRUs are determined not cost-effective and I need to connect the school via other options.
Row I	Sites in <b>Row I</b> are presently co-located with another school in the same physical building accounted for in other rows in <b>Row I</b> . There are presently no plans for these schools to move into other facilities. You do not need to provide pricing specific to these entities, but I must document the fact they are advertised for this service for purposes of E-Rate.
Row J	<p>I am seeking to align the dark fiber IRU with our existing HEA fiber optic lease and would seek up to a 10-year term, preferably structured as a 5-year base term, with 5 optional 1-year extensions (5+1+1+1+1+1). I will also consider a 5-year and 10-year term with no optional extensions.</p> <p>If submitting for multiple contract durations, submit separate specification sheets for each contract duration and label accordingly. See Section T in RFP Instructions to Bidders.</p>

**RFP – Part 1.3: Dark Fiber Equipment/Optics**

In Part 1.2 of this RFP, KPBSD seeks to compare options and availability of dark fiber Indefeasible Rights of Use (IRUs) available to supplement buildout of our fiber backbone. Part 1.3 below compliments Part 1.2 and seeks proposals on equipment (optics, routers) used to light these fiber segments.

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 <b>Project Scope (See General Notes and Instructions Below)</b>			
	Qty	Product or Service Description	Cost per Unit (Quantity 1)
Row B		<b>General Instructions – Switch</b>	
B1	7	<p>Cisco Catalyst 9300 24 Port switch, or equivalent, configured as follows:</p> <ul style="list-style-type: none"> <li>• C9300-24T-EDU CATALYST 9300 24-PORT DATA ONLY, K12</li> <li>• CON-SNT-C90024TU SNTC-8X5XNBD CATALYST 9300 24-PORT DATA</li> <li>• C9300-NW-A-24-EDU C9300 NETWORK ADVANTAGE, 24-PORT LICENSE</li> <li>• S9300UK9-169 UNIVERSAL</li> <li>• PWR-C1-350WAC 350W AC CONFIG 1 POWER SUPPLY</li> <li>• PWR-C1-350WAC/2 350W AC CONFIG 1 SECONDARY POWER SUPPLY</li> <li>• CAB-TA-NA NORTH AMERICA AC TYPE A POWER CABLE</li> <li>• C9300-DNA-A-24 C9300 DNA ADVANTAGE, 24-PORT TERM LICENS</li> <li>• C9300-DNA-A-24-5Y C9300 DNA ADVANTAGE, 24-PORT, 5 YEAR TER</li> <li>• PI-LFAS-T PRIME INFRASTRUCTURE LIFECYCLE &amp; ASSURAN</li> <li>• PI-LFAS-AP-T-5Y PI DEV LIC FOR LIFECYCLE &amp; ASSURANCE TER</li> <li>• C9300-NM-8X CATALYST 9300 8 X 10GE NETWORK MODULE</li> <li>• NETWORK-PNP-LIC NETWORK PLUG-N-PLAY LICENSE FOR ZERO-TOU</li> </ul>	

Row C		General Instructions – SFP Single-Mode Optics	
C1	28**	Hummingbird Networks SFP-10G-LR-HN, or equivalent	
C2	8**	Hummingbird Networks SFP-10G-ER-HN, or equivalent	
C3	2**	Hummingbird Networks SFP-10G-ZR-HN, or equivalent	

Instructions	
Row A	Project Scope and General Notes
A1	<p>KPBSD presently maintains a fiber-optic lease providing backbone connectivity from Kenai, Alaska to Homer, Alaska, with jumper points in Kenai, Soldotna, Kasilof, Ninilchik, Anchor Point, and Homer.</p> <p>In Part 1.2 of this RFP, KPBSD seeks proposals for fiber-optic Indefeasible Rights of Use (IRU) providing dark-fiber to provide last-mile connectivity between these jumper points on our existing fiber-optic backbone (HEA fiber lease) and school locations.</p> <p>This portion of the RFP (Part 1.3) compliments Part 1.2 and seeks proposals for equipment (router/switching and optics) used to light these fiber segments.</p>
A2	Responses to this section (Part 1.3) will be evaluated as described in Section Q, subparts 4a-4f in the RFP Instructions to Bidders.
A3	<p><b>Proposals under this section (Part 1.3: Dark Fiber Equipment/Optics) may be awarded line-by-line.</b></p> <p>This RFP section (Part 1.3) will be awarded contingent upon an award of dark fiber IRUs in Part 1.2. If no solution is awarded in Part 1.2, no equipment/optics will be awarded in Part 1.3.</p>
A4	Purchases of equipment in this section will be timed to coincide with the delivery of fiber-optic IRUs awarded in Part 1.2 (if any). Equipment orders are only to be executed upon receipt of an official KPBSD purchase order.
Row B	<b>Row B</b> includes equipment designed to provide Layer 3 routing and Layer 2 switching capabilities.
B1	<p>The Catalyst 9300 Switch, or equivalent, as configured in <b>Row B1</b>, is the switch we desire. Part numbers and line-item descriptions for configurable options are provided. If proposing an alternate solution, please ensure the solution proposed is operationally equivalent with regard to features (both of the base unit and specified optional features) noted in these rows. The equipment must be new and be eligible for manufacturer maintenance coverage (e.g. eligible for SMARTNet or device manufacturer equivalent).</p> <p>If you are required to include additional options, please be sure to include detail and pricing for any additional options.</p> <p>We anticipate purchasing (7) switches, however, this number is subject to change based on exact number of IRUs awarded in Part 1.2 to each fiber hut. Provide per-unit (quantity 1) pricing.</p>
Row C	<b>Row C</b> includes Small Form Pluggable (SFP) fiber-optic transceivers.
C1	The Hummingbird Networks SFP-10G-LR-HN, or equivalent, is the SFP optic module we desire. The equipment must be new; no used, refurbished, or recertified equipment.

	<p>We anticipate purchasing (28) SFP-10G-LR-HN units, however, this number is subject to change based on exact type of fiber, along with optical loss and distance characteristics of the fiber IRUs awarded in Part 1.2. Provide per unit (quantity 1) pricing.</p>
C2	<p>The Hummingbird Networks SFP-10G-ER-HN, or equivalent, is the SFP optic module we desire. The equipment must be new; no used, refurbished, or recertified equipment.</p> <p>We anticipate purchasing (8) SFP-10G-ER-HN units, however, this number is subject to change based on exact type of fiber, along with optical loss and distance characteristics of the fiber IRUs awarded in Part 1.2. Provide per unit (quantity 1) pricing.</p>
C3	<p>The Hummingbird Networks SFP-10G-ZR-HN, or equivalent, is the SFP optic module we desire. The equipment must be new; no used, refurbished, or recertified equipment.</p> <p>We anticipate purchasing (2) SFP-10G-ZR-HN units, however, this number is subject to change based on exact type of fiber, along with optical loss and distance characteristics of the fiber IRUs awarded in Part 1.2. Provide per unit (quantity 1) pricing.</p>



**This Specification Sheet must be returned with RFP# 101-20**

**RFP – Part 2: Data Services**

These are services presently provided by Alaska Communications, GCI, and TelAlaska.

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	<b>Project Scope (See Instructions Below)</b>				
	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		<b>General Instructions – Small Sites</b>			
B1	1	#03 Susan B. English School	Attach Pricing – See <b>Row B</b> Instructions		
B2	1	#15 Marathon School	Attach Pricing – See <b>Row B</b> Instructions		
B3	1	#35 Hope School	Attach Pricing – See <b>Row B</b> Instructions		
B4	1	#37 Moose Pass	Attach Pricing – See <b>Row B</b> Instructions		
Row C		<b>General Instructions – Standard Sites</b>			
C1	1	#02 Ninilchik School	Attach Pricing – See <b>Row C</b> Instructions		
C2	1	#06 Homer High School	Attach Pricing – See <b>Row C</b> Instructions		
C3	1	#07 Kenai Central High School	Attach Pricing – See <b>Row C</b> Instructions		
C4	1	#09 Soldotna High School	Attach Pricing – See <b>Row C</b> Instructions		
C5	1	#10 Nikiski Middle/High School	Attach Pricing – See <b>Row C</b> Instructions		
C6	1	#11 Kenai Middle School	Attach Pricing – See <b>Row C</b> Instructions		
C7	1	#12 Skyview Middle School	Attach Pricing – See <b>Row C</b> Instructions		
C8	1	#13 Homer Middle School	Attach Pricing – See <b>Row C</b> Instructions		
C9	1	#31 Chapman Elementary School	Attach Pricing – See <b>Row C</b> Instructions		
C10	1	#33 Paul Banks Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C11	1	#44 Sterling Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C12	1	#45 Tustumena Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C13	1	#46 Redoubt Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C14	1	#48 K-Beach Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C15	1	#50 West Homer Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C16	1	#51 Mountain View Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C17	1	#52 Nikiski North Star Elementary	Attach Pricing – See <b>Row C</b> Instructions		
C18	1	#63 Kaleidoscope School of Arts and Sciences	Attach Pricing – See <b>Row C</b> Instructions		
C19	1	#66 Homer Flex School	Attach Pricing – See <b>Row C</b> Instructions		
C20	1	#67 Kenai Alternative	Attach Pricing – See <b>Row C</b> Instructions		
C21	0*	#43 Soldotna Elementary (*see notes in C21)	Attach Pricing – See <b>Row C</b> Instructions		

C22	0*	Former #17 Soldotna Prep (*see notes in C22)	Attach Pricing – See <b>Row C</b> Instructions
Row D		<b>General Instructions - Tebughna</b>	
D1	1	#01 Tebughna School	Attach Pricing – See <b>Row D</b> instructions
Row E		<b>General Instructions – Hub Aggregation</b>	Attach Pricing – See <b>Row E</b> instructions
Row F		<b>General Instructions – Seward Middle</b>	
F1	1	#14 Seward Middle	Attach Pricing – See <b>Row F</b> Instructions
Row G		<b>General instructions – non-serviced sites</b>	
		#16 River City Academy (co-located in Skyview Middle School)	Not applicable (non-serviced site)
		#64 Soldotna Montessori (co-located in Soldotna Elementary)	Not applicable (non-serviced site)
		#65 Aurora Borealis Charter (Kenai Alternative)	Not applicable (non-serviced site)
		#68 Fireweed Academy (West Homer, Homer)	Not applicable (non-serviced site)
		#68 Fireweed Academy (Satellite Campus, Homer)	Not applicable (non-serviced site)
		#80 Connections (Soldotna, presently on district office local network)	Not applicable (non-serviced site)
		#80 Connections (Seward Middle)	Not applicable (non-serviced site)
		#80 Connections (Homer, Paul Banks)	Not applicable (non-serviced site)
Row H		General instructions – potential new schools	Not applicable (potential new construction)
Row I		<b>Enter Contract Term for this specification sheet and attached pricing</b>	

Instructions	
Row A	Project Scope
A1	<p>KPBSD seeks to improve a portion of our existing WAN infrastructure by soliciting proposals for leased lit-fiber transport or non-fiber high-bandwidth terrestrial transport. Proposals under this section should be for provider-managed WAN transport services over provider infrastructure.</p> <p>Note that some sites in this section overlap with schools requested in Parts 1.1 and 1.2. We seek to compare costs of service delivery over the private lit fiber or IRU arrangement description in Part 1 against traditional lit service described in this section. The intent is to only award a single solution per site with each site receiving service either through the private lit fiber network, IRU, or traditional transport.</p> <p>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 "Value" and "Implementation Cost to 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.</p>
A2	Responses to this section (Part 2) will be evaluated as described in Section Q, subparts 3a-3g in the RFP Instructions to Bidders.
A3	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):

	<p>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 99669</p> <p>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.</p>
A4	<p><b>Sites in Row B, Row C, and Row D</b> each have their own specific bandwidth tiers requested.</p> <p>KPBSD is seeking proposals for <b>low-latency, high-bandwidth terrestrial solutions ("leased lit-fiber" or non-fiber terrestrial transport, such as microwave or fixed-wireless)</b> to meet present and future wide-area-network demand. Non-terrestrial solutions (e.g. satellite) will not be considered. Ability for technology to support future bandwidth growth is important and may be considered under the "Value" evaluation matrix category.</p> <p>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.</p> <p>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 Q in RFP Instructions to Bidders), KPBSD will utilize "cost-per-Mbps" comparisons at pricing tiers closest to those requested.</p> <p>Unless otherwise noted, all bandwidth levels requested are synchronous, with the same bandwidth required upstream and downstream.</p>
A5	<p>Proposals must include Monthly Recurring Costs (MRC) and any applicable Non-Recurring Costs (NRC) for <b>each requested bandwidth tier</b>.</p> <p>For each price group (MRC, NRC), <b>ineligible service fees or taxes must be identified and separated from eligible service costs</b>.</p> <p>I am not providing space on the spec sheet above to indicate the various pricing levels. Please specify contract term on specification sheet above and attach pricing sheet(s) in your proposal. Pricing sheets should clearly indicate the technology proposed (e.g. fiber, microwave, copper, etc.), Monthly Recurring Costs (MRC), and Non-Recurring Costs (NRC) per location and bandwidth level. NRC are those costs charged by provider to implement and prepare service for delivery.</p> <p>Please be thorough and include all costs KPBSD would be expected to pay.</p>
A6	<p><b>If your proposal includes special construction (e.g. no existing facilities exist to bring lit-fiber or comparable terrestrial service), I would like to see two separate options for service:</b></p> <ul style="list-style-type: none"> <li>a) <b>a lit-fiber or comparable terrestrial proposal</b> with pricing at requested service levels including all MRC, one-time NRC (installation fees, etc.), and special construction detail and pricing, and,</li> <li>b) <b>pricing at service level capable of delivery over existing infrastructure</b> (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.).</li> </ul> <p>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</p>

	<p>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").</p> <p>If you cannot supply an alternate proposals (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.</p>
A7	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.
A8	School architectural drawings are available for review in the KPBSD Purchasing Office at 139 E. Park Avenue in Soldotna. Contact Jackie Haeg <a href="mailto:jhaeg@kpbsd.k12.ak.us">jhaeg@kpbsd.k12.ak.us</a> .
A9	Services proposed must include a Service Level Agreement (SLA). 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	<p><b>Row B</b> includes sites with minimal bandwidth requirements. I do not anticipate bandwidth needs above 100Mbps for any site in <b>Row B</b>.</p> <p>I am requesting pricing for <b>10Mbps, 25Mbps, 50Mbps, 75Mbps, and 100Mbps</b> for sites in <b>Rows B1-B4</b>. Review specifics in Row A1-A8 above regarding services requested.</p> <p>Be sure to review the hub aggregation requirements discussed in <b>Row E</b>.</p>
B1	Susan B. English School is located at 365 Winifred Avenue, Seldovia, AK 99663. Existing service is delivered over provider-owned copper entrance at a current rate of 20Mbps.
B2	Marathon School is located at 405 Marathon Road, Kenai, AK 99611. Existing service is delivered over provider-owned copper entrance at a rate of 10Mbps.
B3	Hope School is located at 19635 Hope Highway, Hope, AK 99605. Existing service is delivered over provider-owned copper entrance at a current rate of 10Mbps.
B4	Moose Pass School is located at 31810 Depot Road, Moose Pass, AK 99631. Existing service is delivered over provider-owned fiber entrance at a current rate of 20Mbps.
Row C	<p><b>Row C</b> includes sites with bandwidth requirements exceeding 100Mbps.</p> <p>I am requesting pricing for <b>100Mbps to 2Gbps service in the following increments (100, 200, 300, 400, 500, 750, 1000, 1500, 2000) for sites in C1 through C22</b>. Be sure to <b>include any applicable one-time non-recurring costs (NRC) required to activate service</b>.</p> <p>Be sure to review the hub aggregation requirements discussed in <b>Row E</b>.</p>
C1	Ninilchik School is located at 15735 Sterling Highway, Ninilchik, AK 99639. Existing service is delivered via private fiber network at a rate of 100Mbps.
C2	Homer High School is located at 600 E. Fairview Avenue, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 300Mbps.
C3	Kenai Central High School is located at 9583 Kenai Spur Highway, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 300Mbps.
C4	Soldotna High School is located at 425 West Marydale Avenue, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 300Mbps.

C5	Nikiski Middle/High School is located at 52275 Education Drive, Nikiski, AK 99635. Existing service is delivered over provider-owned fiber-optic entrance at a rate of 100Mbps.
C6	Kenai Middle School is located at 201 N. Tinker Lane, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 300Mbps.
C7	Skyview Middle School is located at 46188 Sterling Highway, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 300Mbps.
C8	Homer Middle School is located at 500 Sterling Highway, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 300Mbps.
C9	Chapman Elementary School is located at 73286 School Avenue, Anchor Point, AK 99556. Existing service is delivered via private fiber network at a rate of 100Mbps.
C10	Paul Banks Elementary is located at 1340 East End Road, Homer, AK 99603. Existing service is delivered over provider-owned fiber-optic entrance at a rate of 100Mbps.
C11	<p>Sterling Elementary is located at 35096 Sterling Highway, Sterling, AK 99672. Existing service is delivered over provider-owned copper at a rate of 30Mbps.</p> <p>Note: infrastructure into Sterling Elementary has historically been limited. We have immediate bandwidth needs for this facility. Be sure to review special notes regarding special construction and existing infrastructure proposals in <b>Row A1 – A9</b> above, especially <b>A6</b> regarding special construction and existing infrastructure proposals.</p>
C12	Tustumena Elementary School is located at 58231 Sterling Highway, Kasilof, AK 99610. Existing service is delivered via private fiber network at a rate of 100Mbps.
C13	Redoubt Elementary School is located at 486 W. Redoubt Avenue, Soldotna, AK 99669. Existing service is delivered via private fiber network at a rate of 100Mbps.
C14	K-Beach Elementary School is located at 1049 Poppy Lane, Soldotna, AK 99669. Existing service is delivered over provider-owned fiber-optic entrance at a rate of 100Mbps.
C15	West Homer Elementary is located at 995 Soundview, Homer, AK 99603. Existing service is delivered via private fiber network at a rate of 100Mbps.
C16	Mountain View Elementary is located at 315 Swires Road, Kenai AK 99611. Existing service is delivered via private fiber network at a rate of 100Mbps.
C17	Nikiski North Star Elementary School is located at 45600 Holt Lamplight Road, Nikiski, AK 99611. Existing service is delivered over provider-owned fiber-optic at a current rate of 100Mbps.
C18	Kaleidoscope School of Arts and Sciences is located at 549 N. Forest Drive, Kenai, AK 99611. Existing service is delivered via private fiber network at a rate of 100Mbps.
C19	Homer Flex School is located at 4122 Ben Walters Lane, Homer, AK 99603. Existing service is delivered over provider-owned fiber-optic entrance at a current rate of 100Mbps.
C20	Kenai Alternative is located at 705 Frontage Road, Suite C, Kenai, AK 99611. Existing service is delivered over provider-owned fiber-optic entrance at a current rate of 100Mbps.
C21	Soldotna Elementary, located at 143 Park Avenue in Soldotna, is not presently served by any telecommunications provider. KPBSD has no immediate plans to reconnect Soldotna Elementary, but please include pricing for this facility should KPBSD desire to reconnect this facility. Be sure to include any NRC costs associated with re-connecting this facility.
C22	Over the life of this contract, the potential exists that the former Soldotna Prep facility located at 426 W. Redoubt Avenue, Soldotna, AK 99669 may need to be reconnected. This facility was previously served on the private fiber network. There are no immediate plans to reconnect this facility, but please include pricing for this facility should KPBSD desire to reconnect this facility using traditional data transport service. Be sure to include any NRC costs associated with re-connecting this facility.

Row D	<p><b>Row D</b> includes sites with bandwidth requirements below 100Mbps. I am requesting pricing for <b>15Mbps, 25Mbps, 35Mbps, 50Mbps, 75Mbps, and 100Mbps</b> for all sites in <b>Row D</b>. Be sure to review the hub aggregation requirements discussed in <b>Row E</b>.</p>
D1	<p>Tebughna School is located at 46400 D. Street, Tyonek, AK 99682. Existing service is delivered over provider-owned fiber-optic entrance at a current rate of 15Mbps. This link presently utilizes microwave middle-mile infrastructure.</p>
Row E	<p>All services proposals in <b>Row B, Row C, and Row D</b> must include end-to-end connectivity to one of three hub sites noted in <b>Row A3</b> instructions above (District Office, Homer High, or Seward Middle).</p> <p>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 <b>Row B, Row C, or Row D</b> 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. This may also apply if the technology serving the facility does not support multiple connections across a single hub facility (Tebughna and Hope are presently in this situation).</p> <p>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: <b>100Mbps, 200Mbps, 300Mbps, 400Mbps, 500Mbps, 750Mbps, 1.0Gbps, 1.5Gbps, 2.0Gbps, 2.5Gbps, 3.0Gbps, 3.5Gbps, 4.0Gbps, 4.5Gbps, and 5.0Gbps</b>.</p>
Row F	<p>Presently, we have a 150Mbps circuit connecting Seward Middle School in Seward to District Office in Soldotna. Seward Middle School serves as a hub-aggregation facility in the Seward area, connecting Seward High School, Seward Elementary School, and Moose Pass through a combination of private and provider-based connectivity.</p> <p>For network traffic management purposes, we specifically request that this circuit be delivered to each endpoint as a standalone circuit (e.g. traffic for this circuit is not bundled with other hub-aggregation traffic landing at either Seward Middle or District Office).</p> <p>For the Seward Middle to District Office circuit, I am requesting pricing for the following bandwidth tiers: <b>100Mbps, 150Mbps, 200Mbps, 300Mbps, 400Mbps, 500Mbps, 750Mbps, 1.0Gbps</b>.</p>
F1	<p>Seward Middle School is located at 304 Sea Lion Avenue, Seward, AK 99664. Existing service is delivered over provider-owned fiber entrance at a current rate of 150Mbps. Be sure to include the matching circuit to District Office at 148 N. Binkley Street, Soldotna, AK 99669 to ingress/egress traffic to/from Seward Middle.</p>
Row G	<p>Sites in Row G are not receiving telecomm provider services directly. These are multiple schools in the same buildings; e.g. Charter schools co-located in neighborhood schools. There are no present plans for any of these schools to move into their own buildings, but I am advertising for services in the off chance they do. You do not need to provide pricing for schools in Row G. I will assume tariff pricing should I need it.</p>
Row H	<p>There are no known new schools at this time, however, should the need for service at a new facility arise over the duration of this contract, I am advertising services under this 470. You do not need to provide pricing for schools in Row H. I will assume tariff pricing should I need it.</p>
Row I	<p>I will consider a 1, 2, 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 T in RFP Instructions to Bidders.</p>

**This Specification Sheet must be returned with RFP# 101-20**

**RFP – Part 3: Internet Services**

These are services presently provided by Alaska Communications.

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	<b>Project Scope (See Instructions Below)</b>			
	Qty	Product or Service Description	Cost per Unit	Non-recurring cost(s)
Row B	1	<b>General Instructions – Internet Services</b>		
B1		1.00 Gbps (minimum)		
B2		1.25 Gbps		
B3		1.50 Gbps		
B4		1.75 Gbps		
B5		2.00 Gbps		
B6		2.25 Gbps		
B7		2.50 Gbps		
B8		2.75 Gbps		
B9		3.00 Gbps		
B10		3.50 Gbps		
B11		4.00 Gbps		
B12		4.50 Gbps		
B13		5.00 Gbps		
Row C	<b>Enter Contract Term for this specification sheet and attached pricing</b>			

**Instructions**

Row A	Project Scope
A1	KPBSD seeks proposals for basic internet access (including bundled transport) with no value-add services.
A2	Responses to this section (Part 3) will be evaluated as described in Section Q, subparts 3a-3g in the RFP Instructions to Bidders.
A3	<p>KPBSD maintains our own IP address space (Autonomous System Number and /22 CIDR block) registered through ARIN. Provider must be able to accept BGP advertisement of this ASN/CIDR block from our equipment.</p> <p>We presently advertise the entire /22 in one advertisement, but reserve the right to carve that space into multiple advertisements as necessary (for instance, to accommodate an alternate regional ISP connection).</p>

A4	<p>We expect that service (e.g. the demarcation handoff) is provided using public, non-KPBSD, IPv4 space. In other words, we require the provider-facing interface(s) on our edge equipment be addressed in your IPv4 space to allow for the potential for multi-homed configurations. Although we are not currently multi-homed, we require flexibility to seamlessly migrate providers if changing from one internet service provider to another.</p> <p>Presently, this handoff to us is accomplished via a /30 public IPv4 netblock.</p>
A5	KPBSD desires a defined level of support and service that is exclusively directed to the corporate/mission critical user. Furthermore, we require full measurement of service – no oversubscribing bandwidth.
A6	Services proposed must include a Service Level Agreement (SLA). SLA should outline items such as network availability/uptime metric, trouble reporting, response time, escalation and resolution procedures, as well as include remedies available to customer if service performance falls below established SLA benchmarks.
A7	Unless otherwise noted or approved, all services should be delivered via a standard RJ-45 Ethernet cable or single-mode OS1 or OS2 fiber-optic cable. LC connectors are preferred, but SC connectors are acceptable.
A8	School architectural drawings are available for review in the KPBSD Purchasing Office at 139 E. Park Avenue in Soldotna. Contact Jackie Haeg <a href="mailto:jhaeg@kpbsd.k12.ak.us">jhaeg@kpbsd.k12.ak.us</a> .
A9	Internet service provided over satellite will not be considered.
A10	If the solution requires premise gateway hardware, provider maintains ownership, management, and maintenance responsibilities of said hardware. KPBSD will supply adequate wiring closet/rack space and power.
Row B	<p>At the time of our Form 470 filing, we presently maintain 1.0 Gbps of internet service in Soldotna provided by ACS, and have realized growth at approximately 100-300Mbps per year, but this is only an estimate.</p> <p>Proposal costs must include delivery (transport) to the District Office at 148 N. Binkley Street in Soldotna, AK 99669. In other words, the data circuit costs should be built into the internet bandwidth price tiers proposed.</p>
B1-B13	Enter pricing for the appropriate bandwidth tier in the <b>Cost per Unit</b> column. Enter installation charges in the <b>Non-Recurring</b> column.
Row C	I will consider a 1, 2, 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 T in RFP Instructions to Bidders.



**This Specification Sheet must be returned with RFP# 101-20**

<b>RFP – Part 4: Internet Services, Seward High Sign</b>
<p>This is basic consumer-grade internet service to connect Seward High School signage located on GCI property at 1606 Alice Drive, Seward, AK 99664, presently provided by GCI.</p> <p>Any vendor may bid on any or all services. Enter cost in <b>Cost per Unit</b> column. If there is also a non-recurring cost, such as installation charges, enter the non-recurring charges in the <b>Non-Recurring</b> column on the same row.</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><b>Company Name</b> _____</p>

Row A	<b>Project Scope (See Instructions Below)</b>			
	Qty	Product or Service Description	Cost per Unit	Non-recurring cost(s)
Row B	1	<b>General Instructions – Internet Services</b>		
	B1	320Kbps/256Kbps Basic Internet Service		
Row C	<b>Enter Contract Term for this specification sheet and attached pricing</b>			

<b>Instructions</b>	
Row A	Project Scope
A1	KPBSD seeks proposals for basic consumer-grade internet access with no value-add services.
A2	Responses to this section (Part 4) will be evaluated as described in Section Q, subparts 3a-3g in the RFP Instructions to Bidders.
A3	Service does not need to connect to any hub aggregation facility. This is basic consumer-grade public internet access.
Row B	Seward High School owns a modern digital electronic sign. Seward High is at 2100 Swetmann, but the sign is located along the Seward Highway on GCI property at 1606 Alice Drive, Seward, AK 99664. We require a basic internet service to support programming the sign.
B1	Enter quantity 1 costs for the requested service. If your service level tiers do not go as low as requested, include pricing for your lowest bandwidth basic internet offering.
Row C	I will consider month-to-month agreements, or a 1, 2, or 3 year base term with possible contract extensions. If submitting for multiple contract durations, submit separate specification sheets for each contract duration and label accordingly. See Section T in RFP Instructions to Bidders.