

*Ionia Public Schools*  
*Ionia, Michigan*  
***Request for Proposal***

**Computer Equipment**

Wireless Infrastructure  
November 13<sup>th</sup>, 2017

Due December 22<sup>nd</sup> 2017  
2:00pm

Ionia Public Schools  
Attn: Tim Blackmer  
Director of Technology  
364 E. Tuttle Road  
Ionia, MI 48846  
(616) 527-9680

**IONIA PUBLIC SCHOOLS**

**Specifications –  
RFP/ Network Development Technology Department  
Project –**

**IONIA PUBLIC SCHOOLS RESERVES THE RIGHT TO RENEW THIS  
CONTRACT FOR AN ADDITIONAL ONE (1) YEAR WITH THE CONSENT OF  
BOTH BUYER AND SELLER.**

\*\*\*

**COMPANY INFORMATION**

Name of the state where your home office/headquarters is located:

\_\_\_\_\_

Does any officer, partner, owner, sales representative, and/or spouse work for the Ionia Public Schools? \_\_\_\_\_(Yes or No)

If yes, please specify. \_\_\_\_\_

Please check one of the following:

\_\_\_\_\_ Vendor is the original equipment manufacturer of the offered products.

\_\_\_\_\_ Vendor is a qualified, authorized reseller of the offered products.

Company Name: \_\_\_\_\_ Company

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

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

\_\_\_\_\_  
Signature of Company's Authorized Official

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name of Contact Person (Type or Print)

\_\_\_\_\_  
Phone Number

## **INTRODUCTION:**

Ionia Public Schools desires to purchase Meraki Wireless equipment for our classrooms.

## **PURPOSE:**

The purpose of this RFP is to enable Ionia Public Schools to make a purchasing decision for the acquisition of new technologies over the next two years. The district intends to acquire Wireless technology that will meet the district requirements for 10Gb building distribution and 1Gb PoE to the desktop and high capacity wireless for every classroom.

## **SCOPE:**

Ionia Public Schools issues this RFP to facilitate equity among vendors and to provide a predetermined set of criteria representing our business and technical requirements. Vendors should submit a proposal that will meet or exceed the requirements stated in this document. Although part numbers are specified, equivalent products and configurations are acceptable.

## **VENDOR CONTACT**

Should vendor representatives or technicians need additional information or have questions about information presented in the RFP, these inquiries should be directed to the following individual(s):

Tim Blackmer, Director of Technology 616-522-9600

## **RFP PREPARATION COSTS:**

Issuance of this RFP does not commit Ionia Public Schools, in any way to pay any costs in the preparation and submission of the RFP, nor does the issuance of the RFP obligate Ionia Public Schools to award a contract or purchase. All costs related to the preparation and submission of the RFP shall be paid by the vendor.

## **RETENTION OF RFP DOCUMENTATION**

All RFP materials and supportive documentation submitted in response to this RFP become the permanent property of Ionia Public Schools.

## **REJECTION OF ANY OR ALL REPS**

Ionia Public Schools reserves the right to reject any or all proposals and to waive any informalities or irregularities. The vendor's submission of a proposal is recognition of this right.

## **TAXES**

Ionia Public Schools is exempt from local, state and federal taxes. In the event that taxes are imposed on the items purchased by these specifications, the district will not be responsible for payment of the taxes. The vendor shall absorb the taxes entirely.

## **CONTINGENCIES**

All proposals submitted shall be firm and not based upon uncertain events, products not in production, or experimental engineering theories. Vendors shall only propose those products and services in effect and available for installation at the time the proposal is submitted. *In effect and available* means the services must currently be in use and a minimum of three like products must be installed and operational in customer facilities. Purchase of equipment is contingent upon E-Rate funding.

## **VENDOR CONDUCT**

During the RFP process, vendors are not permitted to contact any Ionia Public Schools employee regarding this RFP unless at the request of Ionia Public Schools' designated project manager. Communications regarding this RFP will be accepted both in writing and by phone. This RFP will be governed by the ethical requirements of Ionia Public Schools. Violation of these conditions will subject any vendor to immediate disqualification. The designated project manager during the RFP process shall be:

Tim Blackmer  
Director of Technology  
250 E. Tuttle Rd., Ionia, MI 48846  
tblackm@ioniaschools.org  
616-522-9600

## **CREDENTIALS**

The proposing firm must provide information to confirm that the firm is a solvent, stable, and financially sound entity (i.e., audited financial statements).

The proposing firm must have experience working with K-12 educational organizations and provide a client list of similar projects.

## **EVALUATION PROCESS**

Ionia Public Schools will award the contract to the responsive and responsible vendor whose offer, in the district's estimation, provides the greatest overall benefit in response to the district's requirements. To determine this vendor, Ionia Public Schools will apply the best value concept. Criteria will include, but are not limited to:

- ✓ Financial stability of the manufacturer
- ✓ Past performance by the manufacturer
- ✓ Hardware specifications & Pricing
- ✓ Proposal's delivery and installation provisions
- ✓ Warranty on requested products
- ✓ Acquisition cost
- ✓ Lifecycle cost of continuing operation and maintenance of the hardware
- ✓ prompt, on-time delivery of products and services
- ✓ Service and support response times and capabilities of the vendor.
- ✓ Any additional or unique features offered such as:
  1. On-site installation, integration, start-up services, and basic user-orientation services.
  2. System management software that includes asset tracking, security management, network monitoring, and trouble-shooting.
  3. Product lifecycle support services that ensure installed equipment is maintained at the latest hardware, software, and firmware revision levels.
  4. Operating and productivity software bundled.
  5. Technology planning and assessment resources.

## **Equipment Specifications**

**\*\*All equipment must be Meraki or equivalent and be able to work with our existing Meraki Management system\*\***

### **Boyce Elementary Wireless Classrooms with Management**

8	MR52-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
1	MR84-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
2	4/7 dBi Dual-Band Omni Antenna Set (set of 2)	Cisco	Dual-Band Omni Antennas for MR84
9	LIC-ENT-5YR	Cisco	Preliminary US GPL - Meraki MR Ent License 5 Years

### **AA Rather Elementary Wireless Classrooms with Management**

8	MR52-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
1	MR84-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
2	4/7 dBi Dual-Band Omni Antenna Set (set of 2)	Cisco	Dual-Band Omni Antennas for MR84
9	LIC-ENT-5YR	Cisco	Preliminary US GPL - Meraki MR Ent License 5 Years

### **Douglas R. Welch Wireless Classrooms with Management**

3	MR52-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
1	MR84-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
2	4/7 dBi Dual-Band Omni Antenna Set (set of 2)	Cisco	Dual-Band Omni Antennas for MR84
4	LIC-ENT-5YR	Cisco	Preliminary US GPL - Meraki MR Ent License 5 Years

### **Jefferson Elementary Wireless Classrooms with Management**

8	MR52-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
1	MR84-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
2	4/7 dBi Dual-Band Omni Antenna Set (set of 2)	Cisco	Dual-Band Omni Antennas for MR84
9	LIC-ENT-5YR	Cisco	Preliminary US GPL - Meraki MR Ent License 5 Years

### **Ionia Middle School Wireless Classrooms with Management**

10	MR52-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
1	MR84-HW	Cisco	Preliminary US GPL- MR52 Cloud-Managed 802.11ac Access Point
2	4/7 dBi Dual-Band Omni Antenna Set (set of 2)	Cisco	Dual-Band Omni Antennas for MR84
11	LIC-ENT-5YR	Cisco	Preliminary US GPL - Meraki MR Ent License 5 Years