

**WILCOX UNIFIED SCHOOL DISTRICT  
REQUEST FOR QUOTE – E-RATE ELIGIBLE SERVICES  
NETWORK MODULATING EQUIPMENT**

**DATE:** December 21, 2023

**DUE DATE:** February 8, 2024

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The Willcox Unified School District is requesting quotes for network modulating equipment per the detailed specifications and quantities listed below to support a dark fiber, self-provisioned fiber or non-fiber wide area network. The District currently has a request for dark or lit fiber services and this equipment would facilitate the connection if a dark fiber provider is selected.

The contract start date is anticipated to be July 1, 2024, or upon notification of approval of E-Rate funding for this project; at the District's discretion. In any case, no work will begin prior to July 1, 2024.

The District is seeking services and pricing through an approved State Master Contract or other Cooperative Purchasing Contract that is acceptable according to the Arizona State Procurement Rules. Please be advised that this is a Request for Quote and not a formal sealed RFP/Bid process. Arizona State Procurement Code requires a formal sealed bidding process; or purchasing from an approved cooperative purchasing contract, or compliant consortium procured contract for any procurement in excess of \$100,000.00. **Any quote whose total value exceeds \$100,000.00 and is not linked to a current approved cooperative purchasing contract, or a compliant consortium procured contract will be disqualified by Arizona State Procurement Code.**

Quotes should be delivered electronically to email address [erate@wusd13.org](mailto:erate@wusd13.org) no later than the posted due date. Quotes can be mailed or delivered in person to the District Office. Extensions may be requested up to three days prior to the posted due date. Extensions will be granted at the District's discretion. It is the prospective vendor's responsibility to deliver the requested quote on or prior to the posted due date and time.

The submission of a quote will indicate that the prospective vendor understands the requirements and specifications and that the services and materials requested can be supplied, and the required delivery time line can be met as specified.

Please direct all questions and requests for information to Kevin Davis via email at [erate@wusd13.org](mailto:erate@wusd13.org).

**Additional Instructions:**

1. The pricing quoted must be compliant with the prospective vendor's State Master Contract or Cooperative Purchasing Contract pricing structure. A copy of any and all contracts that the district will be expected to sign must accompany the quote provided.
2. Submitted quotes must clearly identify the prospective vendor's State Master Contract or Cooperative Purchasing Contract number, if applicable, and E-Rate SPIN.
3. The original contract offered should not expire prior to June 30, 2025, and should include specifications that allow for extensions at the discretion of the applicant; not to exceed a total of 60 months.
4. Submitted quotes must include all items on the Required Equipment List in the quantities requested; no partial quotes will be accepted.
5. Submitted quotes must identify the cost for all equipment, supplies, and labor, including any costs

for campus assessment, project management, documentation, travel, taxes, etc.

6. All taxes, including sales taxes, must be identified separately. Sales tax will not be included in the competitive evaluation of the quote but will be included in the E-Rate Funding Application.
7. Submitted quotes must separate all costs by school or location, including labor, configuration, taxes, shipping or freight, travel, and lodging.
8. The products quoted must be eligible for E-Rate under the Category 1 Data Transmission Services and Internet Access provision, compliant with the Schools and Libraries Division Eligible Services List for the current funding year. The costs for services not eligible for E-Rate must be clearly itemized separate from eligible services.
9. Any pricing proposed must comply with the FCC Lowest Corresponding Price Rule as required by the Universal Service First Report and Order and restated in the FCC E-Rate Modernization Report and Order, adopted July 11, 2014. The FCC Lowest Corresponding Price rule prohibits an E-rate services offeror from offering or charging E-rate applicants a price higher than the lowest price that the offeror charges to non-residential customers who are similarly situated to a particular school, library, rural health care provider or consortium that purchase directly from the offeror.
10. Provide a minimum of three references; preferably Arizona school districts.
11. The District will evaluate all compliant quotes received and reserves the right to select the quote that is the most cost effective, compliant with FCC Fair and Competitive Bidding Rules.

**Failure to comply with these general specifications may be grounds for disqualification and award may be made to the next most cost-effective provider.**

### **Equipment Specifications:**

1. The preferred equipment brand is Meraki. However, equivalent brands can be quoted and will be considered. Any brands and models specified in the Required Equipment List below is included in order to establish the level of quality and/or feature set being sought.
2. All equipment must be new manufacture. Refurbished or used equipment warranted as new will not be acceptable.
3. Include a statement with your quote indicating the level of partnership your organization has with the original equipment manufacturer being proposed.
4. All equipment installed will be labeled by the successful vendor using durable labels. Labels will identify E-Rate year and E-Rate Funding Request Number.
5. The minimum acceptable warranty period is 3 years. Please specify the warranty period for all equipment quoted. If there is a cost to extend the warranty to meet the minimum requirement, please include this cost in the quote under ineligible for E-Rate support.

### Required Equipment List

Location	Make/Model - Part Number*	Description	Quantity
<b>Willcox Middle School</b>	Meraki MS-425-16	Layer 3 Fiber Switch	1
<b>Willcox Elementary School</b>	Meraki MS-425-16	Layer 3 Fiber Switch	1
<b>District Office</b>	Meraki MS-425-16	Layer 3 Fiber Switch	1
<b>Preschool Building A</b>	Meraki MS-425-16	Layer 3 Fiber Switch	1
	Meraki MA-SFP-10GB-LR	10G Singlemode SFP+	4
Include 3-year license for switches			

\*Other brands will be considered if they provide the same functionality.

### Evaluation Criteria:

Evaluation of the offers will be based on but not limited to the following criteria, in order of priority:

1. **Cost of ELIGIBLE Services** – Primary evaluation factor.
2. **Cost of INELIGIBLE Services**
3. **Equivalence of Technical Design/Meets Scope of Work** – Conformance with general and technical specifications.
4. **Vendor Qualifications/Level of Partnership with OEM** – Vendor’s experience, level of partnership with the original equipment manufacturer.
5. **Strength of References** – Including previous experience with the district.