



SCOPE OF SERVICES

Grant Parish School Board is requesting proposals for delivery of Internet Access and wide area network (WAN) services to the district. The current services are provided by wireless/fiber mix but enhanced fiber services are now required to support rapidly growing bandwidth needs and to meet the State Education Technology Directors Association standard recognized in the FCC Second E-rate Modernization order as the benchmark standard for bandwidth for school districts

- Internet access and the district hub for WAN connectivity is the Grant Parish School Board Main office building at 512 Main Street, Colfax, LA 71417.
 - Demarcation Point: server room
- WAN connections are expected to be delivered to the eligible service locations from the district hub at the following locations:
 - Eligible Entity 1, Colfax Elementary School at 301 Third Street, Colfax, LA 71417
 - Demarcation Point: assistant principal office
 - Eligible Entity 2, Georgetown High School at 4528 Hwy 500, Georgetown, LA 71432
 - Demarcation Point: server room
 - Eligible Entity 3, Grant Junior High at 17773 Hwy 167, Dry Prong, LA 71423
 - Demarcation Point: telecom closet
 - Eligible Entity 4, Grant High School at 17779 Hwy 167, Dry Prong, LA 71423
 - Demarcation Point: server room
 - Eligible Entity 5, Montgomery High School at 900 Harrison Street, Montgomery, LA 71454
 - Demarcation Point: telecom room
 - Eligible Entity 6, Pollock Elementary School at 4001 Hwy 8, Pollock, LA 71467
 - Demarcation Point: main office
 - Eligible Entity 7, South Grant Elementary School at 1000 Hwy 1241, Dry Prong, La 71423
 - Demarcation Point: server room
 - Eligible Entity 8, Verda Elementary School at 2580 Hwy 122, Montgomery, LA 71454
 - Demarcation Point: main office
 -

The new services are being planned to begin on July 1, 2018 which represents the expiration of the current services. **All respondents must be capable of providing telecommunication services under the Universal Service Support Mechanism, be a registered vendor with USAC, and have a USAC issued 498 ID (formerly Service Provider Identification Number-SPIN).**

1. The first option is a fully managed, leased lit fiber solution. One-time special construction should be bid separately from the monthly recurring cost for the fully managed leased service.
2. The second option is a leased dark fiber solution that includes special construction, the monthly lease fee, and maintenance. One-time special construction costs should be bid separately from the monthly lease fee. Maintenance fees can be included in the monthly lease fee.
3. The third option is a leased dark fiber (IRU) solution that includes special construction, the IRU fee, and fiber maintenance. One-time special construction costs should be bid separately from the IRU fee. Monthly maintenance fees should be bid separately from the IRU fee.
4. The fourth option is for services delivered over third-party networks. This service option is to represent any technology neutral third party transport mediums including both fiber and non-fiber options. The service is a fully managed service, with the service provider supplying the equipment, provisioning the bandwidth and providing technical support/management of the service. One-time special construction should be bid separately from the monthly recurring cost for the fully managed leased service. While the bandwidth and service requirements are the same as leased lit fiber, this request is technology neutral and can include non-fiber solutions.
5. The fifth option is for self-provisioned (district owned) fiber to the designated locations and includes all eligible special construction charges. Maintenance should be bid separately from the special construction charges for the self-provisioned fiber.

6. For any leased dark fiber, leased dark fiber (IRU), and self-provisioned solutions, we also require necessary network equipment to place fiber into service. Equipment should be bid separately from any fiber services.

Grant Parish School Board will consider traditional network designs (such as hub and spoke) or alternative proposals that, in accordance with E-rate guidance, maximize cost effectiveness. Respondents should clearly illustrate proposed network design and construction routes. Grant Parish School Board is not advocating or mandating any preconceived network design or construction route and leaves this decision up to the vendor to present their best solution while recognizing the cited termination locations.

In E-rate terminology, **special construction** refers to the upfront, non-recurring costs associated with the installation of new fiber to or between eligible entities. If no new fiber is being installed, then any installation costs are considered standard **non-recurring costs (NRC)**. Applicants may seek funding for special construction charges in connection with leased lit fiber, leased dark fiber, and self-provisioning. Special construction charges eligible for Category One support consist of three components:

1. construction of network facilities

2. design and engineering
3. project management

Note: The term “special construction” does not include network equipment necessary to light fiber, nor the services necessary to maintain the fiber. Charges for network equipment and fiber maintenance are eligible for Category One support as separate services, but not as special construction.

All options can include special construction or one-time E-rate eligible non-recurring costs as well as E-rate eligible recurring circuit costs. To the extent that the winning service provider installs additional strands of fiber for future business ventures, the winning service provider assumes full responsibility to ensure those incremental costs are allocated out of the special construction charges to the district in accordance with FCC rules and orders. If, after the issuance of the FCDL, USAC or the FCC determines that the winning service provider did not cost allocate those charges associated with the additional strands, Grant Parish School Board will not be responsible for reimbursing the winning vendor and the winning vendor will assume all responsibilities deemed ineligible by USAC. For examples of cost allocation, please see document in Appendix C as prepared by the State E-rate Coordinators’ Alliance (SECA).

Respondents are free to bid on a single or both services. Those responding with bids for both services should keep the responses and price proposals separate, as noted in the following sections.

Internet Access

Grant Parish School Board must have a dedicated symmetrical bandwidth solution (upload and download) of at least 500Mbps with Service Level Agreement (SLA) guarantees to the specified site. The solution should be scalable to 1Gbps with 100Mbps cost increments.

Grant Parish School Board will consider firewall and/or content filtering services as part of the Internet Access. Please note, these services are not mandatory. These services can be delivered via an on-premise CPE, or as a centralized service. Price quotes are requested for 36 month and 60 month terms of service. Any firewall or content filtering service component must be compatible with all district owned equipment.

Each respondent is required to complete the pricing matrix located in Appendix A of this RFP. Firewall services are eligible for E-rate reimbursement but content filtering is not and this should be reflected accordingly when filling out the pricing matrix. If special construction is necessary, respondents are **required** to separate out pricing in Appendix B: Special Construction Pricing. No increased pricing will be allowed during the term of the quoted special construction, NRC, and MRC rate in each pricing cell of the matrix. If an increase in bandwidth is requested during the contract period the contract does not renew. As bandwidth needs are steadily rising, respondents are free to bid higher tiers of bandwidth than what is requested to demonstrate their future scalability.

Wide Area Network

Grant Parish School Board is requesting a dedicated symmetrical transport bandwidth of at least 500 Mbps (1Gbps is desired) to all school locations and 10 Gbps to the district office with Service Level Agreement (SLA) guarantees between the designated endpoints. The solution can be scalable with 1 Gbps cost increments. Price quotes are requested for 36 month and 60 month terms of service. Each respondent is required to complete the pricing matrix located in Appendix A of this RFP. If special construction is necessary, respondents are **required** to separate out pricing in Appendix B: Special Construction Pricing. No increased pricing will be allowed during the term of the quoted special construction, NRC, and MRC rate in each pricing cell of the matrix. If an increase in bandwidth is requested during the contract period the contract does not renew. As bandwidth needs are steadily rising, respondents are free to bid higher tiers of bandwidth than what is requested to demonstrate their future scalability.

General Terms for All Proposals

Description of Proposal

Respondent will provide a description of their proposal for all services and solutions. Description will include an overview of the proposal, any deviations from the requested architecture, design or requirements, assumptions made, and other detail Grant Parish School Board may find useful or necessary (or could differentiate the solution from a competing proposal).

Service Level Agreement

Respondent will provide a proposed Service Level Agreement (SLA) with the RFP response. The proposal must include a description of the following services and how these services will be measured.

- Fiber Network Availability: the provider will make all reasonable efforts to ensure 99.99% network availability of each circuit.
- .25% frame/packet loss commitment
- 25ms network latency commitment
- 10ms network jitter commitment
- There is no right of provider to limit or throttle the capacity of the circuit at any time for any reason without express written permission from Grant Parish School Board.

In addition to the required services, the proposal may include but is not to be limited to the following services:

- Network operations center: Solution will provide customer support functions including problem tracking, resolution and escalation support management on a 24x7x365 basis. Customer has the right and is encouraged to call concerning any problems that may arise relative to its connection with vendor provided services.
- Trouble reporting and response: Upon interruption, degradation or loss of service, Customer may contact Vendor by defined method with a response based on trouble level. Upon contact from the Customer, the Vendor support team will initiate an immediate response to resolve any Customer issue. Customer will receive rapid feedback on trouble resolution, including potential resolution time.
- Escalation: In the event that service has not been restored in a timely manner, or the Customer does not feel that adequate attention has been allocated, the Customer can escalate the trouble resolution by request. A list of escalation contacts will be provided when implementation schedule is completed.
- Resolution: The Customer will be notified immediately once the problem is resolved and will be asked for verbal closure of the incident.
- Trouble reporting, escalation and resolution: A detail trouble reporting, escalation and resolution plan will be provided to the district.
- Measurement: Vendor stated commitment is to respond to any outage within two (2) hours and a four (4) hour restoration of service. Time starts from the time the Customer contacts vendor and identifies the problem.
- Reports: Upon request, an incident report will be made available to the Customer within five (5) working days of resolution of the trouble.
- Link performance per segment: The service will maintain the proposed link performance throughout the term of the contract.
- Planned downtime: The customer will be notified of any planned downtime of 24-72 hours in advance of such downtime, with 24 hour notice being absolute minimum time. Planned downtime refers to routine maintenance of equipment. Routine maintenance of equipment should be planned for times outside of our normal operating hours. M-F 7:00am- 4:00pm

Timeline

For each response, respondents must include a timeline for all bringing all sites and services online and an explanation of how much they are able to adhere to Grant Parish School Board's specified timeline. Respondents with existing infrastructure in the area should be able to bring all sites online by the July 1 start of the funding year.

Demarcation

All solutions must terminate service or infrastructure in the demarcation point at the addresses specified in this RFP. Solutions bringing service to the property line but not to the demarcation point are not acceptable. Respondent must specify specific demarcation setup included in base fees, e.g. wall mounted CPE and CAT6a handoff. If respondent requires a different demarcation point for their service other than what is specified in RFP, it must be explicitly noted in their response. Demarcation point must be inside a building located at the service location.

Network Diagram

For each response, respondents should include a network diagram displaying the paths to be used to serve each endpoint.

References

For each response, respondent must provide 3 references from current or recent customers (preferably K-12) with projects equivalent to the size of Grant Parish School Board. If respondent is bidding both the Internet access and WAN requests, provide 3 references for each.

Special Construction Payment Plan Option

The applicant requests that the respondents consider allowing Grant Parish School Board to pay the non-discount share of special construction costs (portion of costs that are the responsibility of the applicant) to be paid in equal installments over length of contract for services starting from Funding Year 2018. Responses must include agreement or non-agreement of this request.

Special Construction Information for Form 471 and PIA Review

All E-rate applications including special construction are subject to detailed questioning during PIA review where the cost of proposed special construction will be reviewed based on the cost of historical fiber builds in the region. Additionally, certain information on necessary special construction is needed to accurately fill out the Form 471. Respondents are **required** to fill out the table in Appendix B. Additionally, respondents are encouraged (but not required) to submit the additional information described in Appendix B that will likely be requested during PIA review. If respondents do not submit this additional information with their bid, and their solution is chosen, they must be prepared to promptly provide that information and any additional information not described in this RFP when requested.

Required Notice to Proceed and Funding Availability

Grant Parish School Board will follow the purchasing policies of the Grant Parish School System and requirements and procedures of the FCC's E-rate program as administered by the Universal Service Administrative Company to be eligible for all available funding. The implementation of any associated contracts resulting from this competitive bid process will be dependent on the district's issuance of a written Notice to Proceed. E-rate funding notification alone will not signify Notice to Proceed. The district will have the right to allow the contract to expire without implementation if appropriate funding does not come available.

Additionally, any projects requiring **special construction** are also contingent on availability of funds to the district. The district will have the right to allow the contract to expire without implementation if funding is not available to proceed.

E-rate Modernization Order Note

Special construction and service eligibility for reimbursement have changed starting funding year 2016. See the Federal Communications Commission E-rate modernization order 2 (WC Docket No. 13-184) (<https://www.fcc.gov/document/fcc-releases-order-modernizing-e-rate-21st-century-connectivity>) for more information.

RFP Scoring Rubrics

Internet Access

% Weight	Criteria
<i>Must be highest weighted criteria</i>	E-rate eligible recurring and one-time circuit costs
40	Pricing
20	Service Reliability
15	Proposed contract terms and conditions
10	Understanding of parish needs\ location restraints
5	Complete bid submission
5	E-rate ineligible recurring or one-time costs
5	Provide references

Wide Area Network

% Weight	Criteria
<i>Must be highest weighted criteria</i>	E-rate eligible recurring and one-time circuit costs
40	Pricing
20	Service Reliability
15	Proposed contract terms and conditions
10	Understanding of parish needs\ location restraints
5	Complete bid submission
5	E-rate ineligible recurring or one-time costs

Appendix A: MRC/NRC Cost Tables

Internet Access

Location	Bandwidth	Eligible Monthly Recurring Cost		Ineligible monthly recurring cost	Eligible install /non-recurring cost	Ineligible install/non-recurring cost
		3-year contract	5-year contract			
District Office						
Colfax Elementary						
Georgetown High						
Grant Junior High						
Grant High						
Montgomery High						
Pollock Elementary						
South Grant Elementary						

Appendix A: MRC/NRC Cost Tables

Wide Area Network

Location	Bandwidth	Eligible Monthly Recurring Cost		Ineligible monthly recurring cost	Eligible install/ non-recurring cost	Ineligible install/ non-recurring cost
		3-year contract	5-year contract			
District Office						
Colfax Elementary						
Georgetown High						
Grant Junior High						
Grant High						
Montgomery High						
Pollock Elementary						
South Grant Elementary						
Verda Elementary						

Appendix B: Special Construction Pricing

Required with all bid submissions that include special construction

Internet Access

	Total Cost	Eligible Cost	Ineligible Cost
Internet access to district hub			

Wide Area Network

Location	Total Segment Cost	Eligible Cost	Ineligible Cost
District Office			
Colfax Elementary			
Georgetown High			
Grant Junior High			
Grant High			
Montgomery High			
Pollock Elementary			
South Grant Elementary			
Verda Elementary			
Total project costs			

Information that can be included now, but will be requested at a later date if chosen solution:

- Special construction cost breakout worksheet
- Route map of all build segments in kmz format
- Explanation of alternative routes that were explored and why the chosen route is the most cost-effective
- Explanation of special materials and procedures required that may have increased construction costs, such as:
 - Historical preservation or environmental issues
 - Bridge, waterway, railway, or highway crossings
 - Galvanized conduit
 - Directional boring through hard rock or under a paved surface
 - An excessive number of handholes, marker posts, or other OSP materials
 - Expensive pole attachment fees or make ready costs

**E-rate Special Construction
Excess Strands - Cost Allocation Scenarios
Funding Year 2018**

Prepared by the [State E-rate Coordinators' Alliance](#)
October 23, 2017

I. LEASED LIT FIBER AND LEASED DARK FIBER

A. Excess Strands for Applicant's Future Use

If the service provider installs additional strands for the applicant's exclusive future use in a leased dark fiber or leased lit fiber special construction project, and if the applicant can show documentation that buying a cable containing the number of strands placed in the fiber system for the applicant's future use is more cost effective than buying a fiber cable with the number of strands the applicant plans to place into service the first year, no cost allocation of the excess strands is required and no other special construction charges would need to be cost allocated.

If the service provider installs excess strands for the applicant's exclusive future use in a leased dark fiber or leased lit fiber special construction project where the excess strands will remain dormant until they are lit for the applicant in the future, and if the applicant cannot show that it is not more cost effective than buying the exact number of fiber strands being lit in the first year, the applicant must cost allocate the costs associated with the excess strands only. No other special construction charges would need to be cost allocated.

B. Excess Strands for Service Provider's Future Use

For lit services special construction and leased dark fiber special construction, if the service provider wishes to place extra strands in the build for its own use, the E-rate applicant must cost allocate the cost of the service provider-owned extra strands, as well as all incremental costs of those extra strands from the special construction E-rate funding request. It is not a pro-rata share, but an incremental cost calculation that must be backed by detailed documentation.

Example 1 from Funding Year 2018 USAC Fiber Training Slides applies:

COST-ALLOCATION: FIBER EXAMPLES

- **Example 1:** Leased lit fiber or leased dark fiber provider installs 12-strands in fiber run to a large school district hub and wants to add 36 additional strands for its own ineligible use, resulting in additional labor costs (e.g., splicing) and plant costs (e.g., larger termination boards, additional handholes).

Result: Cost of 36 additional fiber strands and all associated incremental increases in costs (e.g., the additional labor/outside plant costs) above what would be incurred if only the 12-strands of fiber were installed must be allocated out of the applicant's special construction funding request.

© 2017 Universal Service Administrative Co.

26

Applicant's should seek documentation from the provider which outlines the added incremental costs attributable to designing, managing and constructing a fiber system with a 48-strand cable instead of a 12-strand cable. Such costs should include (but are not limited to):

- Splice Labor. If any fibers over the applicant's fibers are spliced, the labor for these additional splices must be cost allocated.
- Splice Enclosures are placed to protect splices. If any fibers over the applicant's fibers are spliced and require an enclosure, the enclosures for these additional splices must be cost allocated.
- Fiber Installation Labor. This represents the incremental cost of pulling a larger cable through the buried conduit.
- Structured materials installation. This represents the additional cost of burying a larger conduit to support the additional fibers.

Note that the costs associated with installing a larger cable strand than what is required by the applicant are ineligible and the service provider should not include such costs in their special construction billing to the applicant but should be prepared to show evidence during PIA review that it did not charge the applicant for these incremental costs.

Figure 1: Here is a table outlining some possible incremental costs:

Item	12 Strand cable construction	48 strand cable construction	Cost Allocation Amount that service provider should remove from the special construction request
Fiber Cable	38 cents per foot	\$1.04 per foot	66 cents per foot
Design and Engineering	\$2.12 per foot	\$2.42 per foot	30 cents per foot to depict additional splices at A and Z locations
Project Management	\$1.18 per foot	\$1.18 per foot	0
Splice labor*	\$11.00 per splice	\$11.00 per splice	\$11 per splice over 12 splices at any splice site
Splice enclosures**	\$205 per enclosure	\$205 per enclosure	\$205 per enclosure for every enclosure over 12
Fiber Patch Panel	\$71.43 per panel	\$218.60 per panel	\$147.17 per panel
Conduit and other structured materials	1.25" conduit required \$1.95 per foot Handhole (40,000 lb rated) \$2695 per unit Fiber Marker \$30 per unit	1.5" conduit required \$2.35 per foot Handhole (40,000 lb rated) \$2695 per unit Fiber marker \$30 per unit	40 cents per foot No cost difference for handhole No cost difference per marker
Fiber Installation Labor ***	25 cents per foot	28 cents per foot	3 cents per foot
Structured Materials Installation (conduit, markers, handholes)****	\$2.85 per foot	\$3.10 per foot	25 cents per foot
Markers	Place every 500'	Place every 500'	No cost difference
Handholes	Place every 1000'	Place every 1000'	No cost difference