

**BONITA UNIFIED SCHOOL DISTRICT**

**FIREWALL PROJECT**

**INSTALLATION, PROFESSIONAL SERVICES, & SOLUTION**



BONITA UNIFIED SCHOOL DISTRICT  
FIREWALL SOLUTION  
REQUEST FOR PROPOSAL

Opening Date and Time: December 21, 2016 @ 10:00:00 am

Bonita Unified School District will accept PROPOSALS for product installation, professional services and support of a proposed firewall solution.

The PROPOSALS must be received in the Bonita Unified School District Purchasing Office prior to 10:00:00 am on December 21, 2016, in a sealed envelope labeled with the proposal title. Proposals will be opened at above time and date. Proposals received after the above stated time will be returned to bidder unopened.

Proposals must be signed. A copy of the request for proposal is available at <http://do.bonita.k12.ca.us/District/Business-Services/Purchasing/index.html> and the USAC EPC Portal.

The Board of Trustees of the Bonita Unified School District reserves the right to accept or reject any and all proposals, to waive any irregularities in the proposals, to be sole judge as to the merit, quality and acceptability of materials proposed and their compliance to the specifications, if it be in the best interest of the District.

Respectfully Submitted  
Anna G Hamilton  
Director of Purchasing/Warehouse

## PROJECT BACKGROUND

The District currently uses two SonicWall NSA 6600 firewalls as its primary firewall and content filter. These firewalls run in an active-passive configuration utilizing two ISP internet connections distributed across two data centers. The SonicWall NSA firewalls currently provide threat protection, malware detection, and AD based SSO

## E-RATE REQUIREMENTS

Signed copy to be returned with bid response.

The Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced price meals.

### 1) E-RATE CONTINGENCY

The project herein is contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate. Even after award of contract(s) and/or E-rate funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.

### 2) SERVICE PROVIDER REQUIREMENTS

The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

- a. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP.
- b. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <http://www.usac.org/sl/service-providers/step01/default.aspx>
- c. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>
- d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status will be disqualified from participation in the bidding process and will be considered non-responsive. More information about FCC Red and Green Light Status may be found at this website: [http://www.fcc.gov/debt\\_collection/welcome.html](http://www.fcc.gov/debt_collection/welcome.html)
- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2017.
- f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project **is complete (including any contract and USAC approved extensions)**.

- g. Goods and services provided shall be clearly designated as “E-rate Eligible”. Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be “cost allocated” to show the percentage of eligible costs per SLD guidelines.
- h. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC “Item 21 Template”. Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions.
- i. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
- j. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an “Invoice Check” with the USAC  
<http://www.usac.org/sl/applicants/step07/invoice-check.aspx>
- k. Services providers must comply with the FCC rules for Lowest Corresponding Price (“LCP”). Further details on LCP may be obtained at USAC's website: <http://www.usac.org/sl/service-providers/step02/lowest-corresponding-price.aspx>

### 3) **SERVICE PROVIDER ACKNOWLEDGEMENTS**

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
- c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Should it not be the lowest corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.
- d. This offer is in full compliance with USAC’s Free Services Advisory <http://www.usac.org/sl/applicants/step02/free-services-advisory.aspx>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

### 4) **STARTING SERVICES/ADVANCE INSTALLATION**

The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract “effective date”, E-rate eligible goods and/or services requested in this RFP shall be delivered no earlier than the start of the 2017 funding year (July 1, 2017). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be

considered as also delivered on July 1.

## **EARLY FUNDING CONDITIONS**

### **Category 1**

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year.

- *Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six months prior to July 1 of the funding year.*
- *The Category 1 service must depend on the installation of the infrastructure.*
- *The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services (DA 02-3365 , released December 6, 2002). This FCC decision only applies to Priority 1 services (telecommunications services and Internet access).

The complete text can be found at the following URL:

<http://www.usac.org/sl/applicants/step05/installation.aspx>

### **Category 2**

There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

- *We also amend our rules for category two non-recurring services to permit applicants to seek support for category two eligible services purchased on or after April 1, three months prior to the start of funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.*

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#) , released July 23, 2014). This FCC decision only applies to Category 2 services (Internal Connections).

## **5) INVOICING**

- a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission and certification of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.
- b. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

6) **FCC/SLD AUDITABILITY**

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. Respondent hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFP for ten (10) years after final payment. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Respondent and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

7) **PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS EXPIRATION**

During the term of any Agreement resulting from this RFP, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The District shall not enter into a separate Agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

I, the undersigned, as an authorized agent of \_\_\_\_\_ (Service Provider Name), hereby certify that I have read the E-rate Supplemental Terms and Conditions, am fully compliant and intend to cooperate with the E-rate process as outlined above.

**Signature:** \_\_\_\_\_ **Title:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Service Provider Name:** \_\_\_\_\_

## PROJECT GOALS

### **Purpose:**

The Bonita Unified School District ("The District") is soliciting bids for its edge firewalls. The District seeks an authorized reseller and integrator that can provide product installation, professional services and support of a proposed firewall solution. The District seeks a firewall solution that can scale to its needs as listed below.

### **Vendor Minimum Qualifications:**

The Vendor, if other than the manufacturer, shall provide a current, dated, and signed authorization from the manufacturer that the Vendor is an authorized distributor, dealer or service representative and is authorized to sell the manufacturer's products. Failure to comply with this requirement may result in bid rejection. This includes the certification to license the product and offer in-house service, maintenance, technical training assistance, and warranty services, including availability of spare parts and replacement units if applicable.

### **Background:**

The District currently uses two SonicWall NSA 6600 firewalls as its primary firewall and content filter. These firewalls run in an active-passive configuration utilizing two ISP internet connections distributed across two data centers. The SonicWall NSA firewalls currently provided threat protection, malware detection, and AD based SSO.

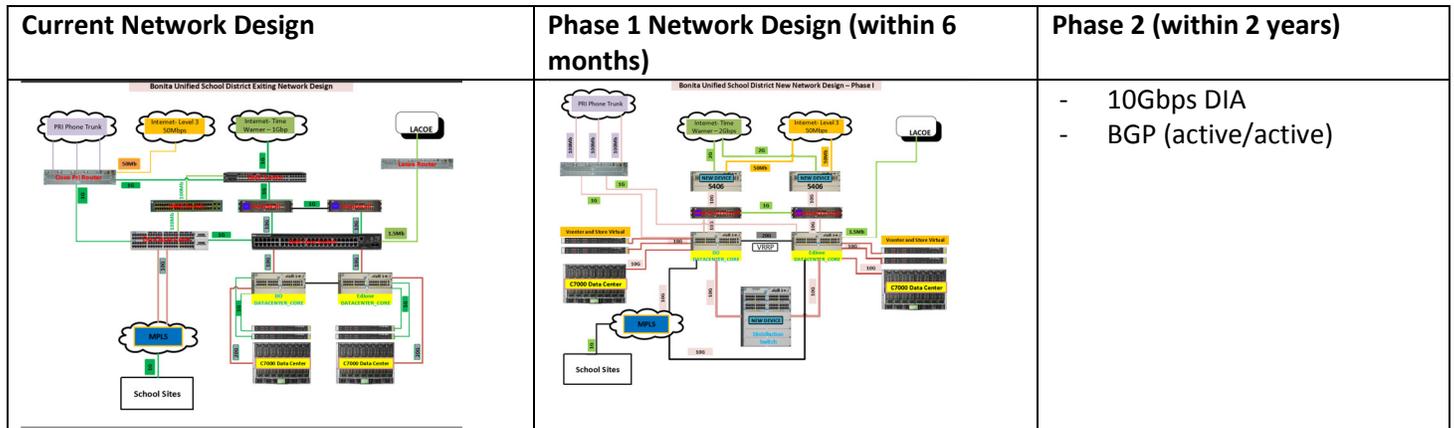
The District's current firewall solution lacks in the following areas:

- Doesn't provide identity tracking/SSO for clients not logging into Active Directory.
- Limited content filtering capability.
- No native Chromebook support.
- Limited logging capability.
- Poorly configured.

### **Site Information:**

- The District utilizes HP 5400 series switches and Cisco 3845 routers within its data center.
- The District has 12 schools, 14 locations, approximately 10,000 students with about 1,000 employees.
- Internet access is centrally provided from the District Office.
- Each site is connected via a 1Gbps layer 3 MPLS network.
- The District has about 7,000 devices moving towards about 12,000 within 2 years.
  - o Chromebooks
  - o Windows computers
  - o Ipad tablets
  - o MAC computers
- Two internet connections (1Gbps & 50Mbps) with immediate plans to move to up 5GB and eventually 10Gbps.
- District supports "Bring your own device" (BYOD) and take home devices.

## Data Center Map



### Specifications / Requirements

- The District is seeking bids for two the Palo Alto PA-5000 series firewalls or equivalent. The firewall must be designed for large enterprise environments. It must support URL filtering, Threat Prevention, SSL decryption, VPN, Active-Active run environment. Traffic flows up to 10Gbps while running threat prevention and SSL decryption must be capable. It must be capable of supporting over 10,000 connected devices both onsite and remote. URL filtering in both an on premise and take model must be supported. The proposed solution must work with the current and proposed network as outlined in the entire Scope of Work.
  - Functional Requirements
    - Enforce network use policy based upon applications, users and content
    - Inspect all network traffic per policy to protect against threats including vulnerability exploits, viruses, spyware and data leakage.
    - Inspect network traffic to ensure only proper, business-approved content per District policy is accessed by users.
    - Centrally manageable
  - Technical Requirements
    - Identify and control applications on any port.
    - Identify and control circumventors.
    - Decrypt outbound SSL.
    - Provide application function control.
    - Scan for viruses and malware in allowed collaborative applications.
    - Deal with unknown traffic by policy.
    - Identify and control applications sharing the same connection.
    - Enable the same application visibility and control for remote users.
    - Make network security simpler, not more complex with the addition of application control.
    - Deliver the same throughput and performance with application control active.
    - VPN
    - URL Filtering
    - Deployed in an Active-Active multiple ISP environment.
    - 10GE SFP+ support (at least 4 ports)
    - Intrusion Prevention System
    - IPSec VPN tunnel support
    - Routing: Policy Based Routing, OSPF, BGP
  - Other
    - 1, 3, 5 year warranty options available.
    - NBD hardware replacement
    - 24x7 phone support

## Equivalency Language

For convenience in designation on the plans or in the scope or work, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal".

### Requested Information:

- Bids and responses should include the following information
  - Itemized cost for proposed solution
  - 1, 3 and 5 year warranty options (described in detail)
    - Including cost for next year warranty costs.
    - Next business day replacement
  - Installation / professional services cost.
  - Training for up to 4 network engineers.
  - Any assumptions necessary to work within the BUSD environment. I.e. required GBICs, cables, ancillary switch gear, etc
  - The vendor shall provide three (3) K-12 references consisting of similar work and scope.
  
- The proposed solution price must include a complete bill of materials, applicable sales tax, applicable shipping, and installation. The cost should be Erate eligibility and Erate Ineligibility clearly identified. Applicable state discount contracts such as CMAS or WSCA should be clearly identified. The District reserves the right to purchase all, none or a combination of products listed on proposal.
  
- The District further reserves the right to accept Vendor proposals in whole or in part, therefore having the flexibility to select equipment and services that best meet the needs of the District. Vendors may respond to all or part of the RFP. Responses should separate out each part.

<b>GRAND TOTAL BID AMOUNT FOR ALL ITEMS</b>		
<b>(ITEMIZE EACH)</b>		
	Erate Eligible	Erate Ineligible
Parts & Warranty	\$	\$
Recurrent / Charges (after 1 year)	\$	\$
Warranty / Support	\$	\$
Installation	\$	\$
Professional Services	\$	\$
Tax	\$	\$
Shipping	\$	\$
Total	\$	\$
	Subtotal Erate Ineligible	\$
	Subtotal Erate Eligible	\$
	<b>PROJECT GRAND TOTAL</b>	\$

Please provide a breakdown for the Grand Total

1. Write in the totals above
2. Attach an itemized, detailed quotation for all items and Erate eligibility and Erate ineligibility clearly identified.

**Evaluation Factors for Award.** Any award to be made pursuant to this RFP will be based upon the proposal with appropriate consideration given to operational, technical, cost and management requirements.

**The assumption is that proposed solutions meet the RFP scope of work. If they do not, and bulleted list of how it does not should be clearly provided.**

Evaluations of offers will be based upon the Proposer's responsiveness to the RFP and the total price quoted for all the items covered by the RFP.

The following elements will be the primary consideration in evaluating all submitted proposals and in the selection of a Proposer:

- a. 35% - Price of ELIGIBLE products and services, including unit prices, labor rates, travel/trip charges (if applicable), total cost of ownership, etc.
- b. 5% Add Ineligible cost of goods and a percent
- c. 15% - Technical feature set of products.
- d. 15% - Proposer's experience, 3 years prior experience, overall installation and integration capabilities based upon performance record and availability of sufficient high quality personnel with the required skills and experience for the specific approach.
- e. 10% - Client references and/or citations from prior installations where equal services have been provided for projects of similar size and scope as well as from objective 3<sup>rd</sup> party reviews.
- f. 20% - The extent to which the Proposer's solution fulfills the stated requirements as set out in this RFP.

Discussions and/or interviews may, at the District's sole option, be conducted with Proposers to permit further evaluation and to allow the District to inquire further into the Proposer's experience on similar projects and other relevant inquiries. All Proposers will be accorded fair and equal treatment with respect to any opportunity for discussion and/or interviews and any written revisions of proposals.

**Instructions to Vendors:**

**General Information**

All responses shall conform to instructions provided in this Request for Proposal (RFP) document.

**Site Walks (optional)**

Vendors may walk the sites in order to inspect entrance facilities – Demarc to MPOE. Site walks are available by appointment only. Please contact Aaron Weathersby or Anna Hamilton at (909) 971.8320 ext 5250 or [hamilton@bonita.k12.ca.us](mailto:hamilton@bonita.k12.ca.us). Site walk must be set up before December 7, 2016.

**Installation Timeline**

No billing can take place prior to July 1, 2017 though start up work can begin as early as April 1, 2017 in order to meet this deadline and maintain compliance with the E-Rate Program rules.

**Deadline for RFP Submittal**

Vendors must submit all required documents prior to the deadline. All proposals shall be complete and final with no additional information required after the close of the submittal date, unless specifically requested by the District. Responses received after the deadline will be returned unopened as not meeting the RFP requirements

**Request for Proposal Preparation Cost**

Costs for preparing responses and any other related material is the responsibility of the VENDOR, and shall not be chargeable in any manner to the DISTRICT. The DISTRICT will not be held liable for any cost incurred by VENDORS in responding to the RFP.

**Vendor Qualifications**

Any individual firm submitting a proposal must be able to provide evidence that the individual or firm and its personnel carrying out the responsibilities have expertise and experiences in all areas identified in the Services Required section of this RFP. The vendor shall provide three (3) K-12 references consisting of similar work and scope.

**Request for Proposal Submission Requirements**

All responses to this RFP must be submitted in hard copy form (no email or other electronic submission), no later than 10:00:00 a.m. on December 21, 2016 and clearly marked "FIREWALL PROJECT RFP," delivered to:

Bonita Unified School District  
Purchasing Office  
115 W Allen Avenue  
San Dimas, CA 91773

All other inquiries should be submitted in writing, no later than 4:30 pm on December 12, 2016 to: [hamilton@bonita.k12.ca.us](mailto:hamilton@bonita.k12.ca.us)

All submissions meeting the deadline requirement is the property of Bonita Unified School District and will not be returned. All information submitted in the proposals will be kept confidential and accessed only by those employees of the DISTRICT reviewing the proposals.

The content and sequence of the proposal will be as follows:

1. Cover Letter/Letter of Interest
2. Table of Contents
3. Vendor Company Data
4. Experience and Client References
5. Technical Capabilities
6. Cost Proposal
7. Transition Plan

### **References**

Before awarding any contract, the DISTRICT reserves the right to require the vendor to submit evidence of qualifications, as it may deem appropriate. This evidence may be concerning financial, technical, and other qualifications as well as relevant experience and skills of the vendor.

### **PAYMENT AND FUNDING**

The District intends to partially fund the services contemplated herein by leveraging the federal E-Rate program. Vendors should be familiar with and compliant with all applicable federal E-Rate policies. Bids from vendors that are not E-Rate eligible will not be considered for this RFP. Vendors must provide a response to this RFP that is compliant with E-Rate. Vendors must submit their E-Rate Service Provider Identification Number (SPIN) in the vendor response. Vendors must submit their E-Rate Federal Communications Commission Registration Number (FCCRN) in the vendor response along with proof of FCC Green Light Status. The successful bidder also must abide by the requirements for vendors under the E-rate program as set forth by the E-Rate program administrators. These requirements include, but are not limited to; filing of all Form 474 forms, extension of appropriate discounts to the participating eligible entities, careful record keeping for auditing purposes, and the provision of any information participating eligible entities must submit as part of their filing requirements. The bidder must identify and separate any costs that are associated with non E-Rate eligible entities and services as identified in the scope of work herein.

**ATTACHMENT A**

**BONITA UNIFIED SCHOOL DISTRICT LOCATIONS**

Installation will be at Bonita Unified School District 115 W. Allen Avenue, San Dimas, CA 91773 and will be servicing the following locations:

<b>Allen Ave Elementary</b> 740 Allen Ave. San Dimas, CA 91773	<b>Ekstrand Elementary</b> 400 N Walnut Ave. San Dimas, CA 91773
<b>Gladstone Elementary</b> 1314 W Gladstone San Dimas, CA 91773	<b>Grace Miller Elementary</b> 1620 Holly Oak St La Verne, CA 91750
<b>Laverne Heights Elementary</b> 1550 Baseline Rd. La Verne, CA 91750	<b>Oak Mesa Elementary</b> 5200 Wheeler Ave. La Verne, CA 91750
<b>Roynon Elementary</b> 2715 E St La Verne, CA 91750	<b>Shull Elementary</b> 825 N. Amelia San Dimas, CA 91773
<b>Lone Hill Middles School</b> 700 S Lone Hill San Dimas, CA 91773	<b>Ramona Middle School</b> 3490 Ramona Ave La Verne, CA 91750
<b>Bonita High School</b> 3102 D St. La Verne, CA 91750	<b>San Dimas High School</b> 800 W Covina Blvd San Dimas, CA 91773
<b>Ed Jones Education Center</b> 121 W Allen Ave San Dimas, CA 91773	

## Attachment B

### BONITA UNIFIED SCHOOL DISTRICT LOCATIONS

