



**Request for Proposal #24-0201**

# **DARK OR LIT FIBER SERVICES E-RATE YEAR 27**

**Proposal Due Date:**

**Thursday, January 11, 2024 by 4:00pm**

**Contact: Tina Alvarez-Bevens, Contract Analyst**

**Sacramento City Unified School District**

**5735 47<sup>th</sup> Avenue, Sacramento, CA 95824**

**Telephone: (916) 643-2464**

**Email: [Tina-alvarez-bevens@scusd.edu](mailto:Tina-alvarez-bevens@scusd.edu)**

**Webpage: [www.scusd.edu/request-proposals-and-qualifications-0](http://www.scusd.edu/request-proposals-and-qualifications-0)**

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qualifications. No corrected or resubmitted proposals will be accepted after the deadline. Faxed responses are not appropriate for submission and will not be accepted or considered. If no RFP responses are received, applicant reserves the right to proactively solicit for RFP responses. No exceptions will be allowed.

### **Proposal Results**

Proposal results will be posted on the District's website at [www.scusd.edu/request-proposals-and-qualifications-0](http://www.scusd.edu/request-proposals-and-qualifications-0) on or around **January 26, 2024**.

### **RFP Schedule**

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December 5, 2023      RFP Released - Posted

5. Ongoing Monthly Recurring Costs for Maintenance and Operations for Leased Dark fiber circuits must be specified.
6. All proposed plans should include detailed billing.
7. Provide a Return on Investment (ROI) cost comparison between Leased Dark Fiber and Leased Lit Fiber circuit options over a 20-year period assuming each Lit Fiber site is configured at a 10Gbps service for the first 5 years, increasing to 20 Gbps for years 6-10, and 40 Gbps for years 11-20.
8. Cost Proposal will include:
  - Costs for Services– See Cost Proposal Section
  - Include costs for both Leased Dark Fiber and Leased Lit Fiber options, as specified.
9. All Leased Lit Fiber proposals must have the option to upgrade bandwidth incrementally as needed during the term of the contract if Leased Lit Fiber option is chosen.
10. The listed site must have the option to downgrade bandwidth as needed during the term of the contract if Leased Lit Fiber option is chosen.
11. Pricing for 60 Month (Five Year) contract terms for Leased Dark Fiber and Leased Lit Fiber. Unless otherwise agreed upon, the contract start date will be July 01, 2024, contingent upon E-Rate funding. The District will have perpetual rights to use the fiber with the first right of refusal after the initial contract term is up.
12. Prices to remain firm through SLD approval, execution, and duration of the proposed contract. In the event of a price decrease for service or from the manufacturer, said decrease shall be passed on to the Sacramento City Unified School District and documented with new price sheet sent to the District Office.
13. All equipment/services costs must be new and included and identified separately.
14. Manufacturer must warrant all parts and equipment.
15. Vendor must be a certified reseller of parts and equipment.
16. Vendor can provide alternative financing options compatible with the E-Rate program, if available.
17. Vendor must participate in the California Teleconnect Program.

### Leased Dark Fiber Maintenance

Operations and Maintenance Practices: The District will require on-going maintenance and operations of the fiber. When pricing maintenance and operations, the respondent should include an overview of fiber maintenance practices, including:

- Call before you dig locate services;
- Routine maintenance and inspection,
- Scheduled maintenance windows and scheduling practices for planned outages,
- Fiber monitoring including information on what fiber management software is used, what fiber monitoring system is used, and who performs the monitoring,
- Handling of unscheduled outages and customer problem reports, description of what service level agreement is included, and what alternative service levels may be available at additional cost,
- What agreements are in place with applicable utilities and utility contractors for emergency restoration,
- Repair of fiber breaks,
- Replacement of damaged fiber,
- Replacement of fiber which no longer meets specifications,
- Policies for customer notification regarding maintenance

### Leased Dark Fiber Maintenance Service Level agreement

Respondents must include the following:

- Commitment to proactively monitor fiber 24/7/365
- In case of outage or service impacting incident, commitment to inform fiber lessee of any fiber outage or cut within 30 minutes of occurrence
- In case of outage or service impacting incident, commitment to present lessee with plan for service restoration or improvement within one hour of occurrence
- In case of outage or service impacting incident a mean time to repair of 4 hours
- Provide an escalation list with qualifications summary of each person on the escalation list
- Provision of a 24/7/365 phone number in case lessee is first to discover outage or service impacting incident.
- Provision of financial or service credit penalty if this service level agreement is violated.

### **Responder Service Provider Information**

Responders must provide the following Service Provider information:

1. Length of time business has provided this type of service.
2. Responder Service Level Agreement (SLA) included in proposal.
3. Indicate any options available.
4. Indicated if pricing reflects individual “port /demark” charges, or for the entire point-to-point circuit.
5. Show applicable discounts separately, if applicable.
6. An implementation timeline proposal starting April 1, 2024.
7. Indicate how charges will be incurred as services are implemented.
8. Responders must include 3 reference sites using your service. References from a District, School, Library or a County Office of Education in California are preferred.
  - Job Location
  - Contact name and telephone number
  - Date of contract
  -

3. 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://apps.fcc.gov/coresWeb/publicHome.do>.
4. 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).
5. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, of the funding year.
6. 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.
7. 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. A summary sheet must also be provided to provide the cumulative amount for all sites.
8. 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.
9. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/>.


#### **Responder Service Provider Acknowledgements**

1. 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 Substitution.
2. 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.

3. This offer is in full compliance with USAC's Free Services Advisory <https://www.usac.org/e-rate/applicant-process/competitive-bidding/free-services-advisory/>. 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.



- 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).

#### 6. Invoicing

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.

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. Additionally, if the service qualifies for California Teleconnect Funds then the service provider will invoice the California PUC.

#### 7. 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. Responder 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 Responder 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.

8. 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 Responder. 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. Responders must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

**Proposal Format**

Proposals must be clear, concise, complete, well organized, and demonstrate Responder's qualifications and ability to follow instructions. The quality of responses, not length of responses or visual exhibits is important. Responder shall furnish complete specifications and rates for all services requested. Additional pricing schedules detailing items listed on the proposal shall be attached to the proposal form.

Responders shall submit one (1) original signed proposal, three (3) additional hard copies, and one (1) digital copy (flash drive) in write protected PDF format. The proposals shall be organized in the format listed below and shall be limited to thirty (30) pages (excluding attachments and appendices) on 8 ½" x 11" paper with all responses bound with tabs separating each section. Responders shall read each item carefully and answer accurately to ensure compliance with District requirements.

Failure to provide all requested information will result in disqualification of the proposal. Responders must submit a copy of the proposal to the District Office at the address listed below. The proposal must be submitted in a sealed envelope with the name of the Responder and the name of the District Office on the outside of the envelope. The envelope must be addressed to the District Office, 1000 North 1st Street, Suite 100, Phoenix, AZ 85004. The proposal must be submitted by the deadline listed below. The proposal must be submitted in a sealed envelope with the name of the Responder and the name of the District Office on the outside of the envelope. The envelope must be addressed to the District Office, 1000 North 1st Street, Suite 100, Phoenix, AZ 85004. The proposal must be submitted by the deadline listed below.

recommendations for consideration such as installation, maintenance, support and design that is relevant to the total solution of the District's technology needs.

All requirements must be addressed in your proposal. Non-responsive proposals will not be considered. All responses, whether selected or rejected, shall become the property of the District. Submission of a proposal indicates acceptance by the Responder of the conditions contained in this request for RFPs, unless clearly stated and specifically noted in the proposal submitted and in the contract between the District and the Responder selected. Firms are responsible for checking the website periodically for any updates or revisions to the RFP. All proposals will be considered valid and prices will be considered fixed for a period of sixty (60) days following submission. nio a 02 Tto-n a 5- din .01c

Proposals will be evaluated on the following criteria:

- Cost – 30%
- Design – 20%
- Extent of positive experience with District and/or other Public Agencies in California (including references) – 20%
- Company Size and Stability – 10%
- Quote preparation, thoroughness and responsiveness to RFP requirements – 10%
- Terms of Service and Implementation Timeline – 10%

### **Award of Contract**

This RFP does not commit the District to award a contract, to defray any costs incurred in the preparation of a proposal pursuant to the RFP, or to procure or contract for work.

The contract shall be awarded to the Responder with the highest best value score. In the event of a tie (more than one Responder have the same highest best value score), District may award the Project to the Responder of its choice.

If the Responder to which the Board awards the contract refuses to execute the contract and submit a payment bond, performance bond, proof of required insurance, and other required documents, the Board may revoke the award to that Responder and award to the Responder that submitted the next highest ranked proposal.

The District reserves the right to reject any and all RFPs for any reason whatsoever. The District may waive informalities or irregularities in RFPs received where such is merely a matter of form and not substance, and the correction or waiver of which is not prejudicial to other RFPs. The District expressly reserves the right to postpone response opening for its own convenience, to negotiate with more than one Responder concurrently, or to cancel all or part of this RFP. Decisions to award contract(s) as a result of this RFP are final and without appeal.

### **Contract**

The contract awarded as a result of this solicitation shall be a fixed price contract for which the offered price will include all labor, material, equipment, services, software, hardware, travel, shipping, and price administrative cost, associated with providing the products and services listed herein and offered by proposer.

### **Contract Format**

It is mutually agreed by and between District and Responder that the District's acceptance of Responder's proposal, upon approval by the Governing Board, shall create a contract between the parties thereto. District and Responder with whom District chooses to contract if any, shall execute a Contract Signature page based on the RFP, the response and the attached Letter of Agreement. The Contract will, by default, incorporate all requirements, terms and conditions contained in the RFP. In the event of any conflict between this RFP and the Contract Signature Page, the terms of the RFP will take precedence, unless otherwise specifically stated in a written amendment. District will not enter into any separate Contract of Agreement with Responder except as specifically stated herein.

## **Terms and Conditions**

### Compliance with Laws

This contract shall be in accordance with the laws in the State of California. All RFPs shall comply with the current federal, state, local and other laws relative thereto.

### Compliance with Statutes

Consultant hereby warrants that all applicable Federal and State statutes and regulations and/or local ordinances will be complied with in connection with the delivery of the services offered.

### Independent Contractor

Contractor shall be an independent contractor and not an agent or employee of District under this Agreement. Contractor shall be responsible for any damage, loss, or other claim arising out of the performance of its services under this Agreement.

### Fingerprinting

Education Code section 45125.1 applies to this Agreement. Responder will certify that, pursuant to Education Code Section 45125.1, Responder will have conducted the required criminal background check of all its employees who may have contact with District pupils or unsupervised access to any District campus and shall certify that none of those employees have been reported by the Department of Justice as having been convicted of a serious or violent felony as specified in Penal Code sections 667.5(c) and/or 1192.7(c). Upon verification from the DOJ that those persons fingerprinted have no record of a serious or violent felony, the Responder will so certify by signing and submitting to the Governing Board of District the certification form attached.

Failure to comply with these terms, or permitting unsupervised access by an employee whose name



### Erasures

The proposal submitted must not contain any erasures, interlineations, or other corrections unless each such correction is suitably authenticated by affixing in the margin immediately opposite the correction the initials of the persons signing the proposal.

### Bonds

A certified check, cashier's check, or bid bond in the amount designated on the Bid Form shall be provided with your bid as a guarantee that the contractor, upon award, shall execute the contract, in conformity with the contract.

### Patents, Etc.

The Responder shall hold the District, its officers, agents, servants, and employees harmless and free from liability of any nature or kind on account of use (by publisher, manufacturer, or author) of any copyrighted or non-copyrighted composition, secret process, patented invention, article or appliance furnished or used under this RFP.

### Signing of Proposals

The signature of all persons signing shall be in longhand and executed by principal duly authorized to make contracts. The bidder's legal name shall be fully stated. Obligations assumed by such signature must be fulfilled.

### Failure to Fulfill Contract

When any Responder shall fail to deliver any article or service or shall deliver any article or service which does not conform to the specifications, the District may, at its sole discretion, annul and set aside the contract entered into with said Responder, either in whole or in part, and make and enter into a new contract for the same items in such manner as seems to the Board of Education to be to the best advantage of the District. Any failure for furnishing such articles or services by reason of the failure of the Responder, as above stated, shall be a liability against such Responder and his sureties. The Board of Education reserves the right to cancel any articles or services which the successful Responder may be unable to furnish because of economic conditions, governmental regulations or other similar causes beyond the control of the Responder provided satisfactory proof is furnished to the Board or Education, if requested.

### Contract Exclusive

The provisions of the contract shall in no way prohibit the District from making purchases from another supplier for the same services as herein listed.

### Proprietary Information

There can be no portions of the submitted quote to be treated as proprietary and confidential information even if they are marked as such. Due to the California Public Records Act all information submitted is to be considered open for public review.

### Debarment, Suspension, and Other Responsibility Matters

As required by Executive Order 12549, Debarment and Suspension, and implemented at 34 CFR Part 85, for prospective participants in primary covered transactions, as defined at 34 CFR Part, 85, Sections 85, 105 and 85.110—





libraries (E-Rate), offered by the Federal Communications Commissions (FCC), via the Schools and Libraries Division (SLD). The proposal and the contract negotiated implementing this proposal, are conditional and subject to full E-Rate funding by the SLD. The District reserves the right to cancel or in any manner reduce the scope of this procurement in the event the SLD does not completely fund the request for funding submitted referencing this proposal.

#### E-Rate Spin

Each vendor providing services to the District as part of the E-Rate program must have a Service Provider Identification Number (SPIN). Vendor is responsible to apply to and receive from the Schools and Libraries Division a valid SPIN. Schools and Libraries Division can be reached online at: <http://www.usac.org/sl>.

#### Brands

When a particular brand or brand and model number are named in connection with any item, it is named as a standard of quality and utility only. A Bidder may submit a bid to furnish an item other than that named, but the item offered by the Bidder must state in the Bid Form the brand with its model number, if any, which he will furnish. The District shall be the sole judge of whether an offered item is the equal of 6 (m)-6ap7c.6 (i)7.1.ionl5275.1 ()11.6 (f)-5.6 (an )0.louualed i ( t)6.3 (he-5.6 (an )0aii)-4.2 (c)1 (i)-4.3 (o

## List of All District



Location 'A'	Location 'Z'	Total NRC for Dark Fiber	MRC for Dark Fiber (Maint. & Ops)	MRC for Lit Fiber 10Gbps	MRC for Lit Fiber 20Gbps	MRC for Lit
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Location 'A'		Location 'Z'		Total NRC for Dark Fiber	MRC for Dark Fiber (Maint. & Ops)	MRC for Lit Fiber 10Gbps	MRC for Lit Fiber 20Gbps	MRC for Lit Fiber 40Gbps	Lat. / Lon. Coordinate
The Met	810 V Street, Sacramento, 95818	Sac City USD HUB	5735 47th Ave, Sacramento 95824						
Purchasing /Warehouse	3051 Redding Street, Sacramento 95820	Sac City USD HUB	5735 47th Ave, Sacramento 95824						
Nicholas	5100 El Paraiso Avenue, Sacramento, 95824	Sac City USD HUB	5735 47th Ave, Sacramento 95824						

Non Erate Eligible site

Location 'A'	Location 'Z'	Total NRC for Dark Fiber
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**RFP Form**

**RFP 24-0201**

Sacramento City Unified School District

5735 47<sup>th</sup> Ave.

Sacramento, California 95824

To: Superintendent and Members of the Board of Education

The undersigned, doing business under the full and complete legal Responder name as set forth below, having examined the Notice to Responders, RFP Instructions, Scope of Work & Requirements, General Conditions, Agreement and all other documents forming a part of the RFP package for the above



Name  
Chief Business Officer  
Title

5735 47th Avenue Sacramento, CA 95824  
Address

[janea-marking@scusd.edu](mailto:janea-marking@scusd.edu)  
Email

916-643-9055

Name  
\_\_\_\_\_  
Title

\_\_\_\_\_  
Address

\_\_\_\_\_  
Email

\_\_\_\_\_



**Fingerprint Certification**

**RFP 24-0201**

Responder Certification

I, \_\_\_\_\_, am an authorized representative of/doing business as (Name of Responder/consultant)\_\_\_\_\_, and hereby certify that, pursuant to Education Code SDC /TT2(on )11.5 (C)-4.3 (o)11.c2TM60 that\_\_\_\_oucat

**Statement of Non-Conflict of Interest**

**RFP 24-0201**

The Responder hereby warrants that he or she has no business or financial interests that are in conflict with his or her obligations to the District and further agrees to disclose any such interest which may be acquired during the life of an agreement with the District. The Responder also certifies that it and its members are not, officers, agents, or employees of the District, nor have they been since January 1, 2001.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Responder

\_\_\_\_\_  
Date

## **Insurance Acknowledgement**

**RFP 24-0201**

Notice to Bidders regarding Indemnity and Insurance Requirements

### **Commercial General Liability and Automobile Liability Insurance**

Contractor shall procure and maintain, during the life of the contract, Commercial General Liability Insurance and Automobile Liability Insurance that shall protect Contractor and District, from all claims for bodily injury, property damage, personal injury, death, advertising injury, and medical payments arising from operations under this Contract. This coverage shall be provided in a form at least as broad as Insurance Services (ISO) Form CG 0001 11188. Contractor shall ensure that Products Liability and Completed Operations coverage, Fire Damage Liability, and Any Auto including owned, non-owned, and hired, are included within the above policies and at the required limits, or Contractor shall procure and maintain these coverages separately.

Contractor's deductible or self-insured retention for its Commercial General Liability Insurance policy shall not exceed \$25,000 unless approved in writing by District.

All such policies shall be written on an occurrence form.

### **Excess Liability Insurance**

Contractor may procure and maintain, during the life of this Contract, an Excess Liability Insurance Policy to meet the policy limit requirements of the required policies if Contractor's underlying policy limits are less than required.

There shall be no gap between the per occurrence amount of any underlying policy and the start of the coverage under the Excess Liability Insurance Policy. Any Excess Liability Insurance Policy shall be written on a following form and shall protect Contractor, District, State, Construction Manager(s), Project Manager(s), and Architect(s) in amounts and including the provisions as set forth in the Supplementary Conditions (if any) and/or Special Conditions, and that complies with all requirements for Commercial General Liability and Automobile Liability and Employers' Liability Insurance.

**Subcontractor(s)**: Contractor shall require its Subcontractor(s), if any, to procure and maintain Commercial General Liability Insurance, Automobile Liability Insurance, and Excess Liability Insurance (if Subcontractor elects to satisfy, in part the insurance required herein by procuring and maintaining an Excess Liability Insurance Policy) with forms of coverage and limits equal to the amounts required of the Contractor.

### **Workers' Compensation and Employers' Liability Insurance**

In accordance with provisions of section 3700 of the California Labor Code, the Contractor and every Subcontractor shall be required to secure the payment of compensation to its employees. Contractor shall procure and maintain, during the life of this Contract, Workers' Compensation Insurance and Employers' Liability Insurance for all of its employees engaged in work under this Contract, on/or at the Site of the Project. This coverage shall cover, at a minimum, medical and surgical treatment, disability benefits, rehabilitation therapy, and survivors' death benefits.

Contractor shall require its Subcontractor(s), if any, to procure and maintain Workers' Compensation Insurance and Employers' Liability Insurance for all employees of Subcontractor(s). Any class of employee or employees not covered by a Subcontractor's insurance shall be covered by Contractor's insurance. If any class of employee or employee engaged in Work under this Contract,

The insurance requirements set forth herein shall in no way limit the Contractor's liability arising out of or relating to the performance of the work or related activities.

Failure of Contractor and/or its Subcontractor(s) to comply with the insurance requirements herein shall be deemed a material breach of the agreement.

**Insurance Policy Limits**

Contractor to comply with any provision of law, any failure or alleged failure to timely and properly fulfill all of its obligations under the Contract Documents in strict accordance with their terms, and without limitation, any stop payment notice actions or liens, including Civil Wage and Penalty Assessments and/or Orders by the California Department of Industrial Relations.

**Bid Bond**

**RFP 24-0201, DARK OR LIT FIBER SERVICES for E-Rate Year 27**

**(Note: If Bidder is providing a bid bond as its bid security, Bidder must use this form, NOT a surety company form.)**

KNOW ALL PERSONS BY THESE PRESENTS:

That the undersigned,

