

**SEALED BID REQUEST  
RFP for Managed Internal  
Broadband Services**

**Contact:  
Vincent Crossley  
(417) 625-5200 (ext. 2025)  
VincentCrossley@joplinschools.org**

## INSTRUCTIONS:

Award of this bid will be approved by the Joplin Schools Board of Education. The School District of Joplin retains the right to accept and/or reject any and/or all bids submitted.

Acceptance of this bid is subject upon Joplin Schools obtaining Federal E-Rate Program funding.

**Bidders must provide their E-Rate SPIN number with the response.**

A copy of Joplin Schools formal bid terms is attached and made part of this request.

*Product specifications:* Please quote specified model and brand OR Equal.  
List complete ordering information (your item and/or catalog number, etc.) on the bid.

*Terms and delivery:* All items are to be quoted F.O.B. Joplin. Merchandise should be shipped immediately upon arrival of order. Payment will be made approximately 30 days after delivery.

*Deadline:* Deadline for this bid is **12 NOON CST February 16, 2021**. Return the entire bid via secure electronic submission OR via sealed bid (see Submission of Bids for full details). Quotations will be opened at the above time at 825 South Pearl Ave in Joplin, MO 64802

*Pricing:* Prices on this bid must be honored through **DECEMBER 20, 2021**.

*Shipping and Handling:* All bids must include all shipping and handling charges under Total Cost.

**SUBMISSION OF BIDS (Please read carefully. Directions must be followed in order to be a part of this sealed bidding process.)**

*Secure Electronic Submission:*

We have a secure method of receiving vendor bids via e-mail. If you wish to submit your quotation in this way, please e-mail your quotation to the below email address. DO NOT SEND YOUR QUOTE DIRECTLY TO A DISTRICT EMPLOYEE'S EMAIL OR IT WILL NOT BE CONSIDERED SEALED AND THEREFORE WILL NOT QUALIFY FOR THE BID PROCESS:

**[sealedbid@joplinschools.org](mailto:sealedbid@joplinschools.org)**

The bid should be received by the date and time specified on this bid form. Be sure that the subject line reads:

**Managed Internal Broadband Services**

E-mailing your bid is not a requirement. You may mail your bid, but it must be **SEALED**.

E-mailed bids will not be opened until the specified deadline.

*Sealed Hard Copy Submission:*

If you prefer to send your bids via traditional mail please send the SEALED bid to the below address in a sealed envelope:

**Joplin Schools  
ATTN: Technology Dept – Managed Internal Broadband Services  
825 South Pearl Ave  
Joplin MO 64802**

**\*\*NOTE\*\***

Submissions sent via fax or to an email other than sealedbid@joplinschools.org will not be accepted. This is a sealed bid process DO NOT SEND BIDS to any email other than: sealedbid@joplinschools.org in order to be included in this bidding process.

Thank you for your interest in Joplin Schools.

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## Scope of Work

The Respondent's RFP response must include the necessary labor and other associated services to develop the following scope and deliverables. Any vendor wishing to submit a bid must complete a walkthrough before the bid submission. Walkthroughs may be scheduled with Vincent Crossley via email (VincentCrossley@JoplinSchools.org) or phone (417-625-5200 ext 2025).

## Managed Internal Broadband Services

- Vendor should have certifications for all hardware and software proposed and must have at least one reference account demonstrating the proposed solution
- Vendor shall conduct a site survey and will provide a network design based upon customer requirements and facility layouts determined during the walk through.
- This is to include installation, activation and initial configuration of all hardware provided within the network design.
- Vendor will provide a 5-year proposal to include both services as well as a lease agreement for any needed hardware.
- The MIBS proposal shall encompass both the wired and wireless network infrastructure.
- Support must be provided for comprehensive access control/BYOD, and automated network configuration compliance.

## Hardware Compatibility Requirements for Switching and Routing

The proposed MIBS solution must integrate with Joplin Schools existing HP/Aruba 2900 and 5400 Switches, Aruba 7220 WiFi Controller Cluster, Aruba 100 / 200 / 300 series Managed APs, Aruba Instant AP systems, and Fortinet Firewall Cluster.

## Requirements for Network Policy Management

The management solution should include the following requirements:

- User Device Visibility, Control, and Attack Response
- Identify what devices are being used, how many, where they are connecting from, and which operating systems are supported
- Enforce accurate policies that provide proper user and device access, regardless of user, device type or location
- Protect resources via dynamic policy controls and real-time threat remediation that extends to third-party systems.
- BYOD Device provisioning without IT involvement
- Identify compliant endpoints with posture-based health checks
- Manage and Share Bonjour, DLNA and UPnP services
- Facilitate Network Segregation between Servers, Staff and Student endpoints
- Dynamic policy management with unified wired and wireless enforcement
- Provide High availability utilizing our existing Aruba WiFi Controller Cluster

## General considerations for proposed solution

- Out-of-the-box integration with third party security platforms including MDM, FortiNet next generation firewall, SIEM, and IDS/IPS
- Consistent wired and wireless application visibility and policy enforcement
- Wired and wireless access policies for users and IoT devices

**Bidder E-Rate SPIN Number :** \_\_\_\_\_

## **JOPLIN SCHOOLS FORMAL BID TERMS AND STANDARD CONDITIONS**

By submission of bid, written or electronic, bidder certifies that he has read all terms and conditions and that bids are submitted in accordance therewith. Such terms and conditions will be a part of each contract awarded.

1. Bids are to be submitted only on the specified bid sheet. Original must be signed by a responsible agent of the firm making the bid and show his or her title.
2. Both written and electronic bids must be sealed and be marked as sealed bids. All bids will be opened and read at the time and date specified on the bid sheet. This may be witnessed by any bidder or his/her agent. Bids received in the Purchasing Office after the specified time will not be considered.
3. Prices quoted will be considered to be net prices unless otherwise stated by the bidder. Cash discounts requiring payments in less than 15 days will not be considered in making awards.
4. Prices quoted shall be F.O.B. the designated Joplin Schools delivery point unless otherwise specifically stated on proposal. In either case, delivery charges must be prepaid.
5. By submission of bid, bidder certifies that he will be in a position to make delivery of items for which he/she bids within a period not exceeding 30 days after receipt of order or award unless otherwise specifically stated by line item. In the event that more than 30 days will be required, he shall state the number of days which will be required on each item which he/she cannot deliver during the 30-day period. Time of delivery in excess of 30 days may be considered in making awards.
6. Acceptance of a bid by Joplin Schools will be in the form of a regular purchase order, contract, or special written notice, to be issued within 30 days following the date of opening.
7. In case of default of contractor in making deliveries as per contract, Joplin Schools may procure the articles or services from other sources and hold the contractor responsible for all excess costs occasioned thereby. Bidder's record as to satisfactory performance under previous contracts will be considered a factor in making awards and retaining his name on bid lists.
8. Joplin Schools reserves the right to reject any or all bids, in part or in whole, and to waive informalities in bids received.
9. Bids on items which are proposed as "equal" to base specifications must show name of manufacturer, brand name, and catalog number, if any. In addition, bidder will furnish samples and complete specifications on such items, if and when requested by Joplin Schools. In all such cases the burden of establishing equality is upon the bidder and failure to do so within a reasonable time will result in rejection. Alternative bids (those on items which do not meet minimum specifications or which are submitted under highly restrictive conditions) will not be considered unless no other type bid for the item is received.
10. In case of tie bids, with all other factors considered equal, award will be made to only one of the low bidders. "Splitting" will be avoided and award of previous contract(s) will not be a factor. Awarding of the bid when all other factors considered are equal will be determined by the flip of a coin.
11. Final inspection and acceptance or rejection will be made after delivery. Items rejected because of non-conformance shall be removed and replaced immediately with those which meet specifications.
12. Quality, time of performance, probability of performance, and location of bidder will be factors in awards of all contracts.
13. In the event of any conflict between this policy and the bid proposal or terms submitted on any particular contract or purchase, the terms and conditions set forth in this policy shall take precedence.

Note: A copy of this policy shall be furnished to all prospective bidders who are invited to bid on any contract with or purchase from the District, and the same shall become and be a part of each invitation to bid.