

# REQUEST FOR PROPOSAL (RFP)

## ERATE Next Generation Firewall

### Scott County Public Schools

Issue Date: 12/16/2022

470 #: VA-Scott-470-Cat2-NextGen-Firewall-2023-2024

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals to establish a contract through fair and competitive negotiations for a SonicWall Next Generation Firewall (or equivalent or better).

The goods and services requested in these documents are part of the E-Rate filings for Funding Year 2018 for Scott County Public Schools.

Further information can be found at the USAC Website [www.universalservice.org](http://www.universalservice.org).

- The vendor must provide their E-Rate Service Provider Identification Number (SPIN) number on proposal in order to be eligible for consideration.
- The vendor must agree to comply with rules and regulations of USAC. Vendors must be familiar with billing methods and timelines associated with USAC.
- Bids and awards related to this RFP are subject to receiving approval for funding through the E-Rate process. In the event projects are not funded, Scott County Public Schools reserves the right to modify the scope of the project or cancel the project.
- The winning vendor must complete the necessary FCC Form 471 templates required for each school/entity, i.e. Internal Connections, Basic Maintenance of Internal Connections and Managed Internal Broadband Services.
- Should the package not meet expectation, Scott County School Board reserves the right to engage in individual discussions with two or more qualified Bidders.

## BACKGROUND

- Scott County Public Schools requests proposals to hardware, software, implementation, and ongoing maintenance & support for a SonicWall SuperMassive 9800 high availability security appliance or equivalent.

## SITE VISITS

- Questions or arrangement for a site visit to look at any installation may be submitted to Debby Brickey, Technology Coordinator, through email, [debby.brickey@scottschools.com](mailto:debby.brickey@scottschools.com) Answers to questions may be shared with other vendors if necessary to provide clarification to the RFP process.
- This project will not be implemented until an E-rate Funding Commitment is received.

## DUE DATE

Proposals will be received in the Scott County Public Schools Administration Building at the following address, 340 East Jackson Street, Gate City, VA 24251 until **9:00 AM EST Tuesday, January 18, 2023**. **Proposals will be opened and publicly read at the hour of 10:00 AM at the Scott County Public Schools Administration Building. The Scott County School Board reserves the right to reject any or all bids.**

## SPECIFICATIONS

Listed below are part numbers and quantities for proposal. **Vendors may submit alternative equipment as long as the equipment is an equivalent make and model or serves a similar functionality.**

Scott County Public Schools reserves the right to adjust quantities prior to purchasing to meet the needs of the corporation.

### Next Generation Firewall-

- Firewall shall support 4-10 GB-SFP interface.
- Firewall shall support 36 or greater Gbps firewall throughput inspection
- Firewall shall support 20 or greater Gbps Application Inspection throughput
- Firewall shall support 20 or greater Gbps IPS throughput
- Firewall shall support 19 or greater Gbps VPN throughput
- Firewall shall support 8,000,000 or greater Maximum Connections
- The firewall must be application aware and should have Intrusion Protection and Malware Detection
- The District will not consider a software only solution. Content filtering capability is not necessary as the District already has a separate solution in place.

## Pricing

- Each line item on proposal should clearly list the following information:
  - Location (Building Name)
  - Quantity
  - Manufacturer
  - Part Number
  - Description
  - Unit Price
  - Extended Price
  - Classification (See categories below)
  - Classification for each line item of products/services in a separate column on the proposal/bid from one of the following categories:
    - Cabling or Connectors
    - Caching (equipment or recurring service)
    - Data Distribution (router or switch)
    - Data Protection (firewall or UPS)
    - Miscellaneous (installation or training) – For training, please include who is doing the training, who is being trained, and when the training will take place.
    - Racks
    - Software (Operating System Software of Eligible Equipment)
    - Wireless Data Distribution (Antenna, Access Point, or LAN Controller)
- Any ongoing subscription pricing must be listed separate.
- Licenses, software, and basic maintenance for the adequate performance of eligible components should be included in proposal.

- If applicable, vendor is to specify change fees, freight assurance fees, shipping charges, taxes, surcharges and contingency fees for eligible equipment.
- If applicable, vendor is to specify the manufacturer's warranty provided as an integral part of an eligible component without separately identifiable cost.
- While price will be the most heavily weighted factor in our evaluation of the bids, the School Division reserves the right to award the proposal to the best-qualified vendor

## REFERENCES

The vendor must include a list of at least three (3) clients for whom the vendor has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. Information provided should include the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information. In addition, a brief description of services rendered for the reference should be included.

## EVALUATION CRITERIA

Criteria	
Cost	45
Adequacy of the responses to this RFP	10
References from three other schools/divisions supporting satisfactory performance of the service from the vendor	5
Invoicing: Reimbursements/Discounts (preference given to vendors who are willing to discount invoice with E-Rate discount)	35
Local or in-state vendor	5
<b>Total:</b>	<b>100</b>

## Timeline

- Bids Due January 18, 2023 at 9:00 AM EST
- Bids Opened January 18, 2023 at 10:00 AM EST
- Target date for review of proposals January 18, 2023
- Anticipated selection of vendor-January 20<sup>th</sup>, 2023

## Point of Contact

Any questions concerning technical specifications or Statement of Work (SOW) requirements must be directed to:

Debby Brickey, Technology Coordinator

Address: 340 East Jackson Street, Gate City, VA 24251

Email: [debby.brickey@scottsschools.com](mailto:debby.brickey@scottsschools.com)