



AMERICAN PREPARATORY ACADEMY

January 13, 2023

Request for Bid: APAER2023

American Preparatory Academy is requesting bids for equipment to upgrade some of our internal network infrastructure. This is an E-rate category 2 project. Our network is a full stack Meraki environment. We are upgrading some of our equipment to obtain connectivity link speeds greater than 1Gb/s. Our current environment allows all networking devices to be monitored, configured, and upgraded from a single control pane. This feature is a key factor in determining product equivalency. Bids for the following categories will be accepted:

Bid Categories:

1. Networking equipment
2. Cabling accessories
3. Uninterrupted Power Supplies

Details for each of the categories are outlined on subsequent pages.

All questions and responses must be emailed to cheadlee@apamail.org with the subject "APAER23".

All questions must be received no later than January 27, 2023.

All bid responses must be received no later than February 14, 2023.

All responses will be opened for evaluation on February 15, 2023.

Please observe these general requirements when bidding:

- Bids should have all products and services listed on individual lines with individual and quantity totals.
- American Preparatory Academy may award bids on an individual category basis. Vendors should note if a bundled discount will apply to a multiple category bid.
- Discounts requiring specific quantities or items to be purchased together should be noted.
- American Preparatory Academy reserves the right to determine if a product is equivalent.
- If a product is determined to be non-equivalent, the entire bid category will not be scored.

Bids will be considered based on the following criteria:

Price – 40 points

Product equivalency – 30 points. Provide justification.

Past performance – 20 points - If a bidder has no past performance with American Preparatory Academy, then 3 letters of recommendation will be accepted as proof of past performance. Provide justification.

Dedicated education support team – 10 points. Provide justification.

Please direct questions and responses by email to:
cheadlee@apamail.org with the subject line “APAER23”.

Thank you for your interest,

Clarke Headlee
Chief Technology Officer

Networking Equipment

Firewalls

Key features: Must be able to be managed, upgraded, monitored, and controlled by our single pane of control.

Note: Content filtering is not an eligible e-rate category 2 item. Both license bids are required to make sure the appropriate costs are reflected to USAC. We will be using the advanced license but need enterprise license bid for cost allocation.

- Meraki MX 250; or equivalent / 4 units
- Meraki MX 250; or equivalent enterprise license 3 years / 4 each
- Meraki MX 250; or equivalent advanced security license 3 years / 4 each
- Meraki MA-PWR-250WAC; or equivalent / 4 units

Switches

Key features: Must be able to be managed, upgraded, monitored, and controlled by our single pane of control.

- Meraki MS 355 24 x2; or equivalent / 15 each
- Meraki MS 355 24 x2; or equivalent enterprise license 3 years / 15 each
- Meraki MA-PWR-1025WAC; or equivalent / 15 each

- Meraki MS 350 24x; or equivalent / 7 units
- Meraki MS 350 24x; or equivalent enterprise license 3 years / 7 each
- Meraki MA-PWR-1025WAC; or equivalent / 7 each

- MS 425 16; or equivalent / 3 each
- MS 425 16; or equivalent enterprise license 3 years / 3 each
- Meraki MA-PWR-250WAC; or equivalent / 3 each

Cabling Accessories

SFP Modules and Stacking Cables

Key features: Must be compatible, supported, and approved by manufacturer of switches.

- Meraki 10Gb sfp+ SR MM fiber optic module; or equivalent / 28 each
- Meraki 10Gb sfp+ LR SM fiber optic module; or equivalent / 2 each
- Meraki 40 Gb MA-CBL-40G-3M; or equivalent / 10 each
- Meraki 40 Gb MA-CBL-40G-1M; or equivalent / 10 each

Uninterrupted Power Supplies

UPS

Key features: 2u rackmount, 1500va, 6 5-15r plugs, monitoring capable, must be under 19 inches depth.

- APC Smart-UPS, Line Interactive, 1500VA, Rackmount 2U, 120V, 6x NEMA 5-15R outlets, SmartConnect Port+SmartSlot, AVR, LCD; or equivalent / 35 each