



**Beaufort County School District**

Solicitation Number: 21-001  
Date Printed: June 23, 2020  
Date Issued: July 16, 2020  
Procurement Officer: Kaylee Yinger, CPPB  
Phone: 843-322-2349  
Email: Kaylee.Yinger@beaufort.k12.sc.us

**Request for Proposals (RFP)**

DESCRIPTION: **Network Electronics Systems and Services**  
SUBMIT OFFER BY (Opening Date & Time): **August 20, 2020 @ 2:00 PM (EST)**  
QUESTIONS MUST BE RECEIVED BY: August 13, 2020  
NUMBER OF COPIES TO BE SUBMITTED: **Six (6) Original Signed Copies and One Redacted Version on CD**

**Offers must be submitted in a sealed package. Solicitation Number & Opening Date must appear on package exterior.**

SUBMIT YOUR SEALED OFFER TO EITHER OF THE FOLLOWING ADDRESSES:

MAILING ADDRESS:  
Beaufort County School District  
Procurement Office  
P.O. Drawer 309  
Beaufort, SC 29901-0309

PHYSICAL ADDRESS:  
Beaufort County School District  
Procurement Office  
2900 Mink Point Blvd  
Beaufort, SC 29902

**AWARDS & AMENDMENTS:**

Award will be posted at the Physical Address stated above on or after August 20, 2020. The award, this solicitation, and any amendments will be posted at the following web address: [www.beaufort.k12.sc.us](http://www.beaufort.k12.sc.us)

You must submit a signed copy of this form with Your Offer. By submitting a proposal or bid, You agree to be bound by the terms of the Solicitation. You agree to hold Your Offer open for a minimum of ninety (90) calendar days after the Opening Date.

NAME OF OFFEROR: \_\_\_\_\_ (Full legal name of business submitting the offer) ENTITY TYPE: \_\_\_\_\_

\_\_\_\_\_  
AUTHORIZED SIGNATURE (Person signing must be authorized to submit binding offer to enter contract on behalf of Offeror named above)

\_\_\_\_\_  
PRINTED NAME TITLE

Instructions regarding Offeror's name: Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror above. An offer may be submitted by only one legal entity. The entity named as the Offeror must be a single and distinct legal entity. Do not use the name of a branch office or a division of a larger entity if the branch or division is not a separate legal entity, i.e., a separate corporation, partnership, sole proprietorship, etc.

**PAGE TWO**  
**(Return Page Two with Your Offer)**

|   |  |
|---|--|
| <b>HOME OFFICE ADDRESS</b> (Address for Offeror's home office/<br>Principal place of business):<br><br><br><br><br> | <b>NOTICE ADDRESS</b> (Address to which all procurement<br>and contract related notices should be sent):<br><br><br><br><br> |
| <b>PHONE NUMBER:</b>  |  |
| <b>EMAIL ADDRESS:</b>   |  |

|  |   |
|--|---|
| <b>PAYMENT ADDRESS</b> (Address to which payments will be sent):<br><br><br><br><br><br><br><br><br><br><input type="checkbox"/> Payment Address Same as Home Office Address<br><input type="checkbox"/> Payment Address Same as Home Notice Address<br>(check one only) | <b>ORDER ADDRESS</b> (Address to which all purchase orders<br>will be sent):<br><br><br><br><br><br><br><br><br><br><input type="checkbox"/> Payment Address Same as Home Office Address<br><input type="checkbox"/> Payment Address Same as Notice Address<br>(check one only) |
|--|---|

|  |                         |                             |
|--|-------------------------|-----------------------------|
| <b>ACKNOWLEDGEMENT OF AMENDMENTS:</b>  | <u>Amendment Number</u> | <u>Amendment Issue Date</u> |
| Offeror acknowledges receipt of amendments by indicating amendment number and its date of issue. |                         |                             |

|   |
|---|
| <b>MINORITY PARTICIPATION-</b> Are you a Minority Business Enterprise: Yes <input type="checkbox"/> No <input type="checkbox"/><br>If yes, please include a copy of your certification. |
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## 1.0 SCOPE OF SOLICITATION:

### 1.0.1 ACQUIRE SERVICES:

The primary objective of this Request for Proposal (RFP) is to solicit qualified proposals from Offerors for new network electronics including core switches, edge switches, wireless access points, wireless controllers, hardware management systems, appropriate maintenance, technical support, and other optional systems and services.

There are approximately 35,000 district provided student and staff wired and wireless devices. These are comprised mostly of Windows laptops and Apple iPads but also include some desktops and workstations. The district has a 1:1 device program for students so each student in the district has a wireless laptop or iPad. At any time in any classroom there could be 25 to 30 wireless computers accessing the network. The district also provides approximately 27280 wired switch ports providing data and PoE for computers, wireless access points and other specialized devices such as in ceiling amplifiers and time clocks. The district has approximately 2250 wireless access points.

Because our current district-wide data electronics are due for refresh in a year or two it is likely this will be done under the contract that comes from this procurement. Wireless network access points will be refreshed in groups over the next 3 to 5 years as well.

As part of the refresh it will be expected that the new network environment will be equivalent to our current configuration including but not limited to NAC rules, policies, and all configurations.

Pricing responses should be structured with guaranteed percentage discounts off the Manufacturer Suggest Retail Price (MSRP), similar to the GSA, and guaranteed hourly rates valid throughout the contract term.

Beaufort County School District is located in the heart of the South Carolina Low Country. It is a land rich in natural beauty, history and resources and an area of economic contrast and cultural diversity. The District is a public-school district which serves approximately 22,000 students and approximately 2,300 full time employees; currently comprised of 19 elementary/early childhood centers, two PK-8 Academies, six middle and six high schools, one Alternative Program and an Administrative Office.

### 1.0.2 RFP – TWO (2) PART PROCESS:

**This RFP is a two-part process:** a technical proposal and a cost proposal. As described below, the two parts are to be submitted at the same time, but in separate envelopes. The technical proposals will be evaluated first. During the technical evaluation, the evaluation committee members shall consider and score the responsibility of the Proposer based on the information requested by the District and provided by the Proposer,

including, but not limited to credentials and experience of the Proposer and the key staff who will administer the services and other such information.

Each proposal set (technical and cost) shall be complete and submitted in the format requested in the following section, in order to facilitate timely evaluation of all of the proposals. Each Proposer shall submit one (1) original and six (6) copies of both the technical proposal and the cost proposal. Each technical proposal shall be bound, sealed in an envelope or container, and marked as noted. Each cost proposal shall be sealed in a separate envelope.

**1.0.3 MAXIMUM CONTRACT PERIOD (ESTIMATED):**

October 2020 - September 2025  
(Extensions beyond the five (5) year contract period must be approved by the BCSD Superintendent)

**2.0 INSTRUCTIONS TO OFFERORS – A. GENERAL INSTRUCTIONS**

**2.0.1 DEFINITIONS, CAPITALIZATION, AND HEADINGS (FEB 2015):**

CLAUSE HEADINGS USED IN THIS SOLICITATION ARE FOR CONVENIENCE ONLY AND SHALL NOT BE USED TO CONSTRUE MEANING OR INTENT – EVEN IF NOT CAPITALIZED. THE FOLLOWING DEFINITIONS ARE APPLICABLE TO ALL PARTS OF THE SOLICITATION, UNLESS EXPRESSLY PROVIDED OTHERWISE.

AMENDMENT – means a document issued to supplement the original solicitation document.

BCSD – means the Beaufort County School District

BOARD – means the elected Board of Education of the Beaufort County School District

BUYER – means the Procurement Officer

CHANGE ORDER- means any written alteration in specifications, delivery point, rate of delivery, period of performance, price, quantity, or other provisions of any contract accomplished by mutual agreement of the parties to the contract.

CONTRACT MODIFICATION- means a written order signed by the Procurement Officer, directing the contractor to make changes which the changes clause of the contract authorizes the Procurement Officer to order without the consent of the contractor.

CONTRACTOR- means the Offeror receiving an award as a result of this solicitation.

COVER PAGE- means the top page of the original solicitation on which the solicitation is identified by number. Offerors are cautioned that Amendments may modify information provided on the Cover Page.

E-RATE – The terms “E-Rate” and “Program” refer to the E-Rate Program and are interchangeable.

E-RATE PRODUCTIVITY CENTER or EPC – The terms E-Rate Productivity Center or EPC, or its successor however named, refer to the Universal Service Administrative Service company’s (USAC’s) web-based portal to which BCSD’s E-Rate Program information and documents are uploaded/transferred and certified.

LOWEST CORRESPONDING PRICE (LCP) – means the lowest price that a service provider charges to non-residential customers who are similarly situated to a particular E-Rate applicant for similar services. See 47 CFR § 54.500(f).

OFFER- means the bid or proposal submitted in response to this solicitation. The terms “Bid” and “Proposal” are used interchangeably with the term “Offer”.

OFFEROR- means the single legal entity submitting the offer. The term “Bidder” is used interchangeably with the term “Offeror.” See bidding provision entitled “Signing Your Offer” and “Bid/Proposal as Offer to Contract.”

ORDERING ENTITY- Using Governmental Unit that has submitted a Purchase Order.

PAGE TWO- means the second page of the original solicitation, which is labeled Page Two.

PROCUREMENT OFFICER- means the person or his successor, identified as such on Cover Page.

YOU and YOUR- mean Offeror.

SOLICITATION -means of this document, including all its parts, attachments, and any Amendments.

SUBCONTRACTOR- means any person having a contract to perform work or render service to Contractor as a part of the Contractor’s agreement arising from this solicitation.

USING GOVERNMENTAL UNIT – means the unit(s) of government identified as such on the Cover Page. If the Cover Page names a “Statewide Term Contract” as the Using Governmental Unit, the Solicitation seeks to establish a Term Contract [11-35-310(35)] open for use by all South Carolina Public Procurement Units [11-35-4610(5)].

WORK - means all labor, materials, equipment and services provided or to be provided by the Contractor to fulfill the Contractor’s obligations under the Contract.

## 2.0.2 AMENDMENTS TO SOLICITATION (JAN 2004):

- a) This solicitation may be amended at any time prior to opening. All actual and prospective Offerors should monitor the following web site for the issuance of Amendments: <http://beaufortschools.net>.

Offerors shall acknowledge receipt of any amendment to this solicitation

- 1) by signing and returning the amendment,

- 2) by identifying the amendment number and date in the space provided for this purpose on Page Two,
  - 3) by letter, or
  - 4) by submitting a bid that indicates in some way that the bidder received the amendment.
- c) If this solicitation is amended, then all terms and conditions which are not modified remain unchanged.

**2.0.3 AUTHORIZED AGENT (FEB 2015):**

All authority regarding this procurement is vested solely with the responsible Procurement Officer.

**2.0.4 AWARD NOTIFICATION (NOV 2007):**

Notice regarding any award or cancellation of award will be posted at the location specified on the Cover Page. If the contract resulting from this Solicitation has a total or potential value in of fifty thousand dollars or more, notice of such will be sent to all Offerors responding to the Solicitation. Should the contract resulting from this Solicitation have a total or potential value of one hundred thousand dollars or more, such notice will be sent to all Offerors responding to the Solicitation and any award will not be effective until the eleventh day after such notice is given.

**2.0.5 BID / PROPOSAL AS OFFER TO CONTRACT (JAN 2004):**

By submitting Your Bid or Proposal, You are offering to enter into a contract with the BCSD. Without further action by either party, a binding contract shall result upon final award. Any award issued will be issued to, and the contract will be formed with, the entity identified as the Offeror in this solicitation. An Offer may be submitted by only one legal entity, "joint bids" are not allowed.

**2.0.6 BID ACCEPTANCE PERIOD (JAN 2004):**

In order to withdraw Your Offer after the minimum period specified on the Cover Page, You must notify the Procurement Officer in writing.

**2.0.7 BID IN ENGLISH & DOLLARS (JAN 2004):**

Offers submitted in response to this solicitation shall be in the English language and in US dollars, unless otherwise permitted by the Solicitation.

**2.0.8 BOARD AS PROCUREMENT AGENT (FEB 2015):**

The Procurement Officer is an employee of the Board acting on behalf of the District pursuant to the Consolidated Procurement Code. Any contracts awarded as a result of this procurement are between the Contractor and the District. The Board is not a party to such contracts, unless and to the extent that the Board is a using governmental unit and bears no liability for any party's losses arising out of or relating in any way to the contract.

2.0.9 CERTIFICATE OF INDEPENDENT PRICE DETERMINATION (MAY 2008):

GIVING FALSE, MISLEADING, OR INCOMPLETE INFORMATION ON THIS CERTIFICATION MAY RENDER YOU SUBJECT TO PROSECUTION UNDER SECTION 16-9-10 OF THE SOUTH CAROLINA CODE OF LAWS AND OTHER APPLICABLE LAWS.

- a) By submitting an offer, the offeror certifies that –
  - 1) The prices in this offer have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other offeror or competitor relating to –
    - (i) Those prices
    - (ii) The intention to submit an offer; or
    - (iii) The methods or factors used to calculate the prices offered.
  - 2) The prices in this offer have not been and will not be knowingly disclosed by the offeror, directly or indirectly, to any other offeror or competitor before bid opening (in the case of a sealed bid solicitation) or contract award (in case of a negotiated solicitation) unless otherwise required by law; and
  - 3) No attempt has been made or will be made by the offeror to induce any other concern to submit or not to submit an offer for the purpose of restricting competition.
- b) Each signature on the offer is considered to be a certification by the signatory that the signatory-
  - 1) Is the person in the offeror's organization responsible for determining the prices being offered in this bid or proposal, and that the signatory has not participated and will not participate in any action contrary to paragraphs (a)(1) through (a)(3) of this certification; or
  - 2) (i) Has been authorized, in writing, to act as agent for the offeror's principals in certifying that those principals have not participated, and will not participate in any action contrary to paragraphs (a)(1) through (a)(3) of this certification [As used in this subdivision (b)(2)(i), the term "principals" means the



person(s) in the offeror's organization responsible for determining the prices offered in this bid or proposal];

- (ii) As an authorized agent, does certify that the principals referenced in subdivision (b)(2)(i) of this certification have not participated, and will not participate, in any action contrary to paragraphs (a)(1) through (a)(3) of this certification; and
  - (iii) As an agent, has not personally participated, and will not participate, in any action contrary to paragraph(s) (a)(1) through (a)(3) of this certification.
- c) If the offeror deletes or modifies paragraph (a)(2) of this certification, the offeror must furnish with its offer a signed statement setting forth in detail the circumstances of the disclosure.

#### 2.0.10 CERTIFICATION REGARDING DEBARMENT AND OTHER RESPONSIBILITY MATTERS (JAN 2004):

- a) By submitting on Offer, Offeror certifies, to the best of its knowledge and belief, that-
- 1) Offeror and/or any of its Principals-
    - i) Are not presently debarred, suspended, proposed for debarment, or declared ineligible for the award of contracts by any state or federal agency;
    - ii) Have not, within a three-year period preceding this offer, been convicted of or had a civil judgment rendered against them for: commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, state, or local) contract or subcontract; violation of Federal or state antitrust statutes relating to the submission of offer; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, tax evasion, or receiving stolen property; and
    - iii) Are not presently indicted for, or otherwise criminally or civilly charged by a governmental entity with, commission of any of the offenses enumerated in the paragraph a) 1) ii) of this provision.
  - 2) Offeror has not, within a three-year period preceding this offer, had one or more contracts terminated for default by any public (Federal, state, or local) entity.
- b) "Principals," for the purposes of this certification, means officers; directors; owners; partners; and persons having primary management or supervisory responsibilities within a business entity (e.g., general manager; plant manager; head of a subsidiary, division, or business segment, and similar positions).

- c) Offeror shall provide immediate written notice to the Procurement Officer if, at any time prior to contract award, Offeror learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
- d) If Offeror is unable to certify the representations stated in paragraphs a) 1) and 2), Offeror must submit a written explanation regarding its inability to make the certification. The certification will be considered in connection with a review of the Offeror's responsibility. Failure for the Offeror to furnish additional information as requested by the Procurement Officer may render the Offeror non-responsible.
- e) Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render, in good faith, the certification required by paragraph a) of this provision. The knowledge and information of an Offeror is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings
- f) The certification in paragraph a) of this provision is a material representation of fact upon which reliance was placed when making award. If it is later determined that the Offeror knowingly or in bad faith rendered an erroneous certification, in addition to other remedies available to the BCSD, the Procurement Officer may terminate the contract resulting from this solicitation for default.

#### 2.0.11 CODE OF LAWS AVAILABLE:

The Beaufort County School District Procurement Code is available at [http:// beaufortschools.net](http://beaufortschools.net) . The South Carolina Regulations are available at <http://www.scstatehouse.net/coderegs/statmast.htm>.

#### 2.0.12 COMPLETION OF FORMS / CORRECTION OF ERRORS (JAN 2006):

All prices and notations should be printed in ink or typewritten. Errors should be crossed out, corrections entered and initialed by the person signing the bid. Do not modify the solicitation document itself (including bid schedule). (Applicable only to offers submitted on paper.)

#### 2.0.12 DISCLOSURE OF CONFLICTS OF INTEREST OR UNFAIR COMPETITIVE ADVANTAGE (FEB 2015):

You warrant and represent that your offer identifies and explains any unfair competitive advantage you may have in competing for the proposed contract and any actual or potential conflicts of interest that may arise from your participation in this competition or your receipt of an award. The two underlying principles are:

- a) Preventing the existence of conflicting roles that might bias a contractor's judgment, and

- b) Preventing an unfair competitive advantage. If you have an unfair competitive advantage or a conflict of interest, the District may withhold award. Before withholding award on these grounds, an offeror will be notified of the concerns and provided a reasonable opportunity to respond. Efforts to avoid or mitigate such concerns, including restrictions on future activities, may be considered. Without limiting the foregoing, you represent that your offer identifies any services that relate to either this solicitation or the work and that has already been performed by you, a proposed subcontractor, or an affiliated business of either.

#### 2.0.13 DEADLINE FOR SUBMISSION:

Any offer received after the Procurement Officer of the governmental body or his designee has declared that the time set for opening has arrived, shall be rejected unless the offer has been delivered to the designated purchasing mail room at 2900 Mink Point Blvd, which services that purchasing office prior to the bid opening (R.19-445.2070(H)).

#### 2.0.14 DRUG FREE WORK PLACE CERTIFICATION (JAN 2004):

By submitting an Offer, Offeror certifies that, if awarded a contract, Contractor will comply with all applicable provisions of The Drug-free Workplace Act, Title 44, Chapter 107 of the South Carolina Code of Laws, as amended.

#### 2.0.15 DUTY TO INQUIRE (FEB 2015):

Offeror, by submitting an Offer, represents that it has read and understands the Solicitation and that its Offer is made in compliance with the Solicitation. Offerors are expected to examine the Solicitation thoroughly and should request an explanation of any ambiguities, discrepancies, errors, omissions, or conflicting statements in the Solicitation. Failure to do so will be at the Offeror's risk. All ambiguities, discrepancies, errors, omissions, or conflicting statements in the Solicitation shall be interpreted to require the better quality or greater quantity of work and/or materials, unless otherwise directed by amendment. Offeror assumes responsibility for any patent ambiguity in the Solicitation that Offeror does not bring to BCSD's attention.

#### 2.0.16 ETHICS CERTIFICATE (MAY 2008):

By submitting an Offer, the offeror certifies that the offeror has and will comply with, and has not, and will not, induce a person to violate Title 8, Chapter 13 of the South Carolina Code of Laws, as amended (ethics act). The following statutes require special attention:

- a) Section 8-13-700, regarding use of official position for financial gain;
- b) Section 8-13-705, regarding gifts to influence action of public official;

- c) Section 8-13-720, regarding offering money for advice or assistance of public official;
- d) Sections 8-13-755 and 8-13-760, regarding restriction on employment by former public official;
- e) Section 8-13-755, prohibiting public official with economic interest from acting on contracts;
- f) Section 8-13-790, regarding recovery of kickbacks;
- g) Section 8-13-1150, regarding statements to be filed by consultants; and
- h) Section 8-13-1342, regarding restrictions on contributions by contractor to candidate who participated in awarding of contract. The District may rescind any contract and recover all amounts expended as a result of any action taken in violation of this provision. If contractor participates, directly or indirectly, in the evaluation or award of public contracts, including without limitation, change orders or task orders regarding a public contract, contractor shall, if required by law to file such a statement, provide the statement required by Section 8-13-1150 to the procurement officer at the same time the law requires the statement to be filed.

2.0.17 OMIT TAXES FROM PRICE (JAN 2004):

Do **not** include any sales or use taxes in your price that BCSD may be required to pay.

2.0.18 PROTESTS (JUNE 2006):

Any prospective Bidder, Offeror, Contractor, or Subcontractor who is aggrieved in connection with the solicitation of a contract shall protest within fifteen days of the date of issuance of the applicable solicitation document at issue. Any actual Bidder, Offeror, Contractor, or Subcontractor who is aggrieved in connection with the intended award or award of a contract shall protest within ten days of the date notification of award is posted in accordance with this code. A protest shall be in writing, shall set forth the grounds of the protest and the relief requested with enough particularity to give notice of the issues to be decided, and must be received by the appropriate chief procurement officer within the time provided.

2.0.19 PROHIBITED COMMUNICATIONS AND DONATIONS (FEB 2015):

Violation of these restrictions may result in disqualification of your offer, suspension or debarment, and may constitute a violation of law.

- a) During the period between publication of the solicitation and final award, **you must not communicate, directly or indirectly, with the District or its employees, agents or officials regarding any aspect of this procurement activity**, unless otherwise

approved in writing by the Procurement Officer. All communications must be solely with the Procurement Officer.

- b) You are advised to familiarize yourself with Regulation 19-445.2165, which restricts donations to a governmental entity with whom you have or seek to have a contract. **You represent that your offer discloses any gifts made, directly or through an intermediary, by you or your named subcontractors to or for the benefit of the District during the period beginning eighteen months prior to the Opening Date.**

#### 2.0.20 PUBLIC OPENING (JAN 2004):

Offers will be publicly opened at the date/time and at the location identified on the cover page, or last Amendment, whichever is applicable.

#### 2.0.21 QUESTIONS FROM OFFERORS (FEB 2015):

- a) Any prospective Offeror desiring an explanation or interpretation of the solicitation, drawings, specifications, etc., must request it in writing. Questions regarding the original solicitation or any amendment must be received by the Procurement Officer no later than five (5) days prior to opening unless an earlier date is stated on the Cover Page. Label any communication regarding your questions with the name of the Procurement Officer, and the solicitation's title and number. Oral explanations or instructions will not be binding. Any information given a prospective Offeror concerning a solicitation will be furnished promptly to all other prospective Offerors as an Amendment to the solicitation, if that information is necessary for submitting offers or if the lack of it would be prejudicial to other prospective Offerors. See clause entitled "Duty to Inquire." **We will not identify you in our answer to your question.**
- b) The BCSD seeks to permit maximum practicable competition. Offerors are urged to advise the Procurement Officer – as soon as possible – regarding any aspect of this procurement, including any aspect of the Solicitation that unnecessarily or inappropriately limits full and open competition.

#### 2.0.22 REJECTION/CANCELLATION:

The BCSD may cancel this solicitation in whole or in part. The BCSD may reject any or all proposals in whole or in part. A minimum of three bids is desired. If less than three bids are received, BCSD will make a determination.

#### 2.0.23 RESPONSIVENESS / IMPROPER OFFERS (JUN 2015):

- a) Bid as Specified: Offers for supplies or services other than those specified will not be considered unless authorized by the Solicitation.

- b) **Multiple Offers:** Offerors may submit more than one Offer, provided that each Offer has significant differences other than price. Each separate Offer must satisfy all Solicitation requirements. If this solicitation is an Invitation for Bids, each separate Offer must be submitted as a separate document. If this solicitation is a Request for Proposals, multiple Offers may be submitted as one document, provided that you clearly differentiate between each Offer and you submit a separate cost proposal for each Offer, if applicable.
- c) **Responsiveness:** Any Offer that fails to conform to the material requirements of the Solicitation may be rejected as non-responsive. Offers which impose conditions that modify material requirements of the Solicitation may be rejected. If a fixed price is required, an Offer will be rejected if the total possible cost to the BCSD cannot be determined. Offerors will not be given an opportunity to correct any material nonconformity. Any deficiency resulting from a minor informality may be cured or waived at the sole discretion of the Procurement Officer. [R.19-445.2070 and Section 11-35-1520(13)]
- d) **Price Reasonableness:** Any Offer may be rejected if the Procurement Officer determines in writing that it is unreasonable as to price. [R. 19-445.2070].
- e) **Unbalanced Bidding:** The BCSD may reject an Offer as non-responsive if the prices bid are materially unbalanced between line items or subline items. A bid is materially unbalanced when it is based on prices significantly less than cost for some work and prices which are significantly overstated in relation to cost for other work, and if there is a reasonable doubt that the bid will result in the lowest overall cost to the BCSD even though it may be the low evaluated bid, or if it is so unbalanced as to be tantamount to allowing an advance payment.
- f) **Do not submit bid samples or descriptive literature unless expressly requested.** Unsolicited bid samples or descriptive literature will not be examined or tested, will not be used to determine responsiveness, and will not be deemed to vary any of the provision of the solicitation

#### 2.0.24 SIGNING YOUR OFFER:

Every Offer must be signed by an individual with actual authority to bind the Offeror.

- a) If the Offeror is an individual, the Offer must be signed by that individual. If the Offeror is an individual doing business as a firm the Offer must be submitted in the firm name, signed by the individual, and state that the individual is doing business as a firm.
- b) If the Offeror is a partnership, the Offer must be submitted in the partnership name followed by the words “by its Partner” and signed by a general partner.

- c) If the Offeror is a corporation, the Offer must be submitted in the corporate name, followed by the signature and title of the person authorized to sign.
- d) An Offer may be submitted by a Joint Venture involving any combination of individuals, partnerships, or corporations. If the Offeror is a Joint Venture, the Offer must be submitted in the name of the Joint Venture and signed by every participant in the Joint Venture in the manner prescribed in paragraphs a) through c) above for each type of participant.
- e) If an Offer is signed by an Agent, other than as stated in subparagraphs a) through d) above, the Offer must state that it has been signed by an Agent. Upon request, Offeror must provide proof of the Agent's authorization to bind the principal.

#### 2.0.25 BCSD OFFICE CLOSINGS:

If an emergency or unanticipated event interrupts normal government processes so that offers cannot be received at the BCSD office designated for receipt of bids by the exact time specified in the solicitation, the time specified for receipt of offers will be deemed to be extended to the same time of day specified in the solicitation on the first work day on which normal government processes resume. In lieu of an automatic extension, an Amendment may be issued to reschedule bid opening. If BCSD offices are closed at the time a pre-bid or pre-proposal conference is scheduled, an Amendment will be issued to reschedule the conference.

#### 2.0.26 SUBMITTING CONFIDENTIAL INFORMATION (FEB 2015): (An overview is available at [www.procurement.sc.gov](http://www.procurement.sc.gov)):

- a) For every document Offeror submits in response to or with regard to this solicitation or request, Offeror must separately mark with the word "CONFIDENTIAL" every page, or portion thereof, that Offeror contends contains information that is exempt from public disclosure because it is either
  - 1) a trade secret as defined in Section 30-4-40(a)(1) or
  - 2) privileged and confidential, as that phrase is used in Section 11-35-410.
- b) For every document Offeror submits in response to or with regard to this solicitation or request, Offeror must separately mark with the words "TRADE SECRET" every page, or portion thereof, that Offeror contends contains a trade secret as that term is defined by Section 39-8-20 of the Trade Secrets Act.
- c) For every document Offeror submits in response to or with regard to this solicitation or request, Offeror must separately mark with the word "PROTECTED" every page, or portion thereof, that Offeror contends is protected by Section 11-35-1810.

- d) All markings must be conspicuous; use color, bold, underlining, or some other method in order to conspicuously distinguish the mark from the other text. Do not mark your entire response (Bid, Proposal, Quote, etc.) as confidential, trade secret, or protected. If your response or any part thereof, is improperly marked as confidential or trade secret or protected, the BCSD may, in its sole discretion, determine it non-responsive. If only portions of a page are subject to some protection, do not mark the entire page.
- e) By submitting a response to this solicitation or request, Offeror:
  - 1) agrees to the public disclosure of every page of every document regarding this solicitation or request that was submitted at any time prior to entering into a contract (including, but not limited to, documents contained in a response, documents submitted to clarify a response, and documents submitted during negotiations), unless the page is conspicuously marked "TRADE SECRET" or "CONFIDENTIAL" or "PROTECTED",
  - 2) agrees that any information not marked, as required by these bidding instructions, as a "Trade Secret" is not a trade secret as defined by the Trade Secrets Act, and
  - 3) agrees that, notwithstanding any claims or markings otherwise, any prices, commissions, discounts, or other financial figures used to determine the award, as well as the final contract amount, are subject to public disclosure.
- f) In determining whether to release documents, the BCSD will detrimentally rely on Offeror's marking of documents, as required by these bidding instructions, as being either "confidential" or "trade secret" or "PROTECTED".
- g) By submitting a response, Offeror agrees to defend, indemnify and hold harmless the BCSD, its officers, and its employees, from every claim, demand, loss, expense, cost, damage or injury, including attorney's fees, arising out of or resulting from withholding information by the District, that Offeror marked as "confidential" or "trade secret" or "PROTECTED". (All references to S.C. Code of Laws.)

#### 2.0.27 SUBMITTING A PAPER OFFER OR MODIFICATION (MAR 2015):

Unless specifically instructed otherwise in the solicitation, you should submit your offer or modification in accordance with the following instructions:

- a) All prices and notations should be printed in ink or typewritten. Errors should be crossed out, corrections entered and initialed by the person signing the bid. Do not modify the solicitation document itself (including bid schedule).
- b)



- 1) All copies of the Offer or, and any other documents required to be submitted with the offer shall be enclosed in a sealed, opaque envelope or package.
  - 2) Submit your offer or modification to the address on the Cover Page.
  - 3) The envelope or package must show the time and date specified for opening, the solicitation number, and the name and address of the bidder.  
If the offer or modification is sent by mail or special delivery service (UPS, Federal Express, etc.), the outermost envelope or wrapper must be labeled "OFFER ENCLOSED" on the fact thereof.
- c) If you are responding to more than one solicitation, submit each offer in a separate envelope or package.
- d) Submit the number of copies indicated on the Cover Page.
- e) Facsimile or e-mail offers, modifications, or withdrawals, will not be considered unless authorized by the Solicitation.

#### 2.0.28 WITHDRAWAL OR CORRECTION OF OFFER:

Offers may be withdrawn by written notice received at any time before the exact time set for opening. If the Solicitation authorizes facsimile offers, offers may be withdrawn via facsimile received at any time before the exact time set for opening. A bid may be withdrawn in person by a bidder or its authorized representative if, before the exact time set for opening, the identity of the person requesting withdrawal is established and the person signs a receipt for the bid. The withdrawal and correction of Offers is governed by S.C. Code Section 11-35-1520 and Regulation 19-445.2085.

### 2.1 SPECIAL INSTRUCTIONS

#### 2.1.1 BACKGROUND CHECKS:

Any and all persons with whom vendor/contractor employs, contracts, or otherwise causes to be located on BCSD property shall have passed a South Carolina and Nationwide criminal background check, to include the nationwide Sex Offender Registry. Successful completion of the criminal background checks shall occur prior to such individuals being present on BCSD property. The contractor/vendor is solely responsible for any and all fees and/or charges associated with completion of the background check(s) required herein. The BCSD reserves the right to deny access to any employee, contractor or person caused to be present on BCSD property by the vendor/contractor. Removal of employees on this basis shall not disrupt the project schedule or cost.

You may obtain a background check directly through the vendor we use for employee and volunteer screening. The cost is \$19.95.

<http://beaufortschools.net/cms/One.aspx?portalId=170925&pageId=302144>

For more information, please visit the website using the URL above.

#### 2.1.2 BOARD APPROVAL REQUIRED (JAN 2006):

Any award is subject to approval by the BCSD Board.

#### 2.1.3 CLARIFICATION (NOV 2007):

Pursuant to Section 11-35-1520(8), the Procurement Officer may elect to communicate with you after opening for the purpose of clarifying either your offer or the requirements of this solicitation. Such communications may be conducted only with offerors who have submitted an offer which obviously conforms in all material aspects to the solicitation. Clarification of an offer must be documented in writing and included with the offer. Clarifications may not be used to revise an offer or the solicitation.

#### 2.1.4 CONTENTS OF OFFER (RFP) – (FEB 2015):

- a) Offers should be complete and carefully worded and should convey all of the information requested.
- b) Offers should be prepared simply and economically, providing a straightforward, concise description of offeror's capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.
- c) The contents of your offer must be divided into two parts, the technical proposal and the business proposal. Each part should be bound in a single volume.
- d) If your offer includes any comment over and above the specific information requested in the solicitation, you are to include this information as a separate appendix to your offer. Offers which include either modifications to any of the solicitation's contractual requirements or an offeror's standard terms and conditions may be deemed non-responsive and not considered for award.

#### 2.1.5 MAGNETIC MEDIA -- REQUIRED MEDIA AND FORMAT (MAR 2015)

In addition to your original offer, you must submit an electronic copy or copies on compact disk (CD), DVD, USB drive. Submit the number of copies indicated on the cover page. Your technical/business and cost proposals must be on separate media. Every disk or USB drive must be labeled with the solicitation number and the offeror's name, and specify whether contents address technical proposal or business proposal. If multiple disk sets are provided, each disk in the set must be appropriately identified as to its relationship to the set, e.g., 1 of 2. Each electronic copy must be identical to the original hard copy. File format shall be compatible with Microsoft Office (Version 2003 or later) or Adobe Acrobat or equivalent Portable Document Format (.pdf) viewer. The Procurement Officer must be able to view, search, copy and print electronic documents

without a password.

#### 2.1.6 MAIL PICK-UP:

The District picks up mail from the USPS Drawer 309 once daily around 8:30 a.m. excluding weekend and holidays. (See deadline for submission of offer Page 1) Please note that it is the vendor's responsibility to be sure their proposal arrives at the Procurement Department – District Office at the specified date and time.

#### 2.1.7 OPENING PROPOSALS – INFORMATION NOT DIVULGED (FEB 2015):

In competitive sealed proposals, neither the number nor identity of offerors nor prices will be divulged at opening.

#### 2.1.8 PRICE AS DISCOUNT (JAN 2006):

Your price must be in the form of a single percentage discount to apply to a catalog, price sheet, or price schedule as described.

#### 2.1.9 PROTEST – CPO:

Any protest must be addressed to the Chief Procurement Officer, Procurement Office, and submitted in writing

a) by email to: [kaylee.yinger@beaufort.k12.sc.us](mailto:kaylee.yinger@beaufort.k12.sc.us)

b) by facsimile at 843-322-0748

c) by post or delivery to: P.O. Drawer 309, Beaufort, SC 29901-0309 OR  
2900 Mink Point Boulevard, Beaufort, SC 29902

### 3.0 SCOPE OF WORK/SPECIFICATIONS

#### 3.0.1 PERFORMANCE LOCATION:

After award, all services shall be provided to the location(s) specified by this Solicitation.

#### 3.0.2 QUALITY – NEW: All items must be new. Factory seconds are not acceptable.

#### 3.0.3 The primary objective of this Request for Proposal (RFP) is to solicit qualified proposals from Offerors for new network electronics including core switches, edge switches, wireless access points, wireless controllers, and other optional systems and services.

#### 3.0.4 Beaufort County School District today uses Extreme Networks core and edge routers/switches. For our wireless networks we use Extreme Networks wireless APs and controllers with management tools. The District will consider products from all

manufacturers and solutions that meet the requirements of this RFP. All proposed systems must be compatible with BCSD's existing systems.

- 3.0.5 In addition to compatibility between proposed WAP solution and our data electronics, please provide any added benefits that your solution would give with regard to performance and interactivity with our data network electronics.
- 3.0.6 Pricing responses should be structured with guaranteed percentage discounts off of Manufacturer's Suggest Retail Price (MSRP), similar to the GSA, unit pricing for equipment, maintenance, etc., as well as labor. These prices shall not increase for the initial contract period of three years. See Exhibit A. Hourly rates will not increase throughout the contract term. See Response Form.
- 3.0.7 After the initial three-year contract, MSRP pricing can be updated and sent to the BCSD Procurement Officer with information supporting an increase before the contract anniversary date to reflect the manufacturer's latest price schedules. See section 7.1.21.
- 3.0.8 Because the District participates in the E-Rate Program, the Contractor may not charge the District a price above the Lowest Corresponding Price (LCP) for E-Rate eligible products and services. See 47 CFR § 54.511(b). It is the Contractor's obligation to provide the LCP to the District, and the Contractor's obligation is not tied to Contractor's response to this Request for Proposal (RFP) or to its associated FCC Form 470. The Contractor must actually charge a rate that is the LCP, not just offer the LCP in a bid response. See 47 CFR § 54.511; 47 CFR § 54.500(f).

### **3.1 CURRENT NETWORK ENVIRONMENT**

- 3.1.1 Currently installed wired electronics in every site are Extreme 460 edge and Extreme S3 core switches. The District core switch is an Extreme S6 and DR core is an Extreme S4. Connections to the core are via 10G SFP + using single mode and/or multimode fiber connections.
- 3.1.2 Currently installed wireless access points (WAPs) are Extreme Networks AP3935i and AP310i. In general, there is a WAP installed in the center of every BCSD classrooms plus additional WAPs in common and administrative areas.
- 3.1.3 Currently installed wireless controllers are dual Extreme VE-6125 (Extreme Cloud Appliance -XCA) controllers in HA configuration.
- 3.1.4 Current Network Access Control (NAC) system is the Extreme Management Console. Proposed system must be compatible with our NAC system, automatically distributing devices to proper subnets based on their enrollment profiles. If compatibility is not

possible a replacement system must be proposed with description in the response form and pricing in pricing sheet.

- 3.1.5 Current MDM is JAMF. Proposed solution must be compatible with BCSD's current system.

## **3.2 CURRENT NETWORK MANAGEMENT**

- 3.2.1 All Extreme switches are managed via Extreme Network's Extreme Management Console (XMC) and Purview management software.
- 3.2.2 All Extreme WAPs are managed via the Extreme Wireless Controllers.

## **3.3 WORK INCLUDED**

- 3.3.1 Contractor shall provide all the knowledge, labor, testing, equipment, project management, professional services, etc., as required to perform the services specified. It is likely the successful vendor will implement a turn-key solution for the refresh of our network switches in all BCSD sites. BCSD technology staff members may shadow during this implementation to learn. BCSD technology staff members will handle smaller future implementations.
- 3.3.2 The work shall be conducted in accordance with a project schedule as mutually determined and agreed upon by the Contractor and BCSD. BCSD shall not be liable for any additional charges by the Contractor for any BCSD-initiated schedule compressions or delays.
- 3.3.3 All work that will negatively impact the instructional program or existing services, causing outages, delays, or disruptions must be scheduled with BCSD for after normal school and work hours. Normal and work school hours are typically from 7:00 a.m. - 5:00 p.m., Monday through Friday.
- 3.3.4 BCSD shall not be liable for restocking charges for hardware that is delivered to the installation site but not installed as the result of a Change Order. BCSD shall make reasonable attempts to identify reduced hardware requirements prior to delivery to the installation site.
- 3.3.5 Vendor must provide at least a 180-day warranty of workmanship and engineering services beginning on day of project acceptance.
- 3.3.6 Contractor is responsible for all equipment to be installed by contractor until officially accepted by BCSD. This means contractor is responsible for receiving

shipments/deliveries, storing equipment and supplies, removing trash, as well as relocating removed equipment to location provided by BCSD. BCSD will assist with the above responsibilities but will not be responsible nor take ownership until equipment is installed, working, and accepted.

### **3.4 EXECUTION: GENERAL**

- 3.4.1 Clearly and completely specify all items and actions relative to the installation and operation of the proposed equipment that BCSD will be responsible for providing and/or performing.
- 3.4.2 Coordinate work with BCSD or its agent and other construction or communications contractors on-site and other third parties whose work may affect or be affected by the Services described herein.
- 3.4.3 During the installation, BCSD or its agent will conduct periodic inspections to verify the installation is proceeding according to the guidelines specified. Deficiencies found and reported to Contractor must be corrected within 24 hours by Contractor, or as otherwise required by BCSD, at no additional expense to BCSD.
- 3.4.4 Personnel associated with Contractor shall be clearly identified as an employee of Contractor through the wearing of BCSD provided ID badges and company logoed shirts.
- 3.4.5 Contractor shall use skilled personnel specifically trained and certified (if required by the manufacturer) by the manufacturer for the products being installed to ensure proper installations and configurations as well as proper transfer of applicable warranties to BCSD. The identified project team shall maintain the appropriate training, certification, and licensing throughout the contract term as required to perform the services.
- 3.4.6 Contractor shall notify BCSD, in writing, of any condition(s) that will inhibit Contractor from installing equipment or performing the Services in a manner that is safe and consistent with industry practices.
- 3.4.7 Contractor shall provide a project manager, skilled in the implementation of projects similar in magnitude and complexity as that being proposed, who shall be actively involved in the implementation acting as the main point of contact. This project manager shall not be reassigned from the project without the prior written approval of BCSD. Exceptions will normally be granted based upon change in employment status, illness, etc., and such approval shall not be unreasonably withheld so long as the replacement project manager is equally experienced and skilled. BCSD reserves the right to interview and approve/disapprove the project manager and/or replacement project manager(s) at its sole discretion.

3.4.8 Contractor shall clearly label all system components and interconnect cables as per BCSD standards with labels appropriate for this equipment. All labels shall be laser printed, not handwritten. Identification markers shall be plastic or nylon with indelible ink-stamped or machine-generated tags. Contractor shall permanently attach tags using an attachment method that will not cause injury to the cable or equipment or present a hazard to maintenance personnel. All labels shall be clearly, logically and permanently marked.

**A red colored label provided by vendor shall be affixed or attached to all equipment which is associated with an E-Rate Funding Request Number (FRN). Final tag style, data, etc. will be determined prior to installation. Contractor shall provide the BCSD with a list of E-rate supported assets using a BCSD supplied Asset Import Template.**

Vendor shall label all switches and/or wireless access points with district provided asset tags. This number should be inputted in the spreadsheet to be supplied to BCSD.

3.4.9 Contractor shall review current network topologies, configurations, IP schema, DHCP scopes, etc., and provide best practice recommendations for improvement as applicable.

3.4.10 Contractor is responsible for the complete “turn-key” installation, programming and customizing for all products installed unless otherwise indicated in this RFP or future SOW documents. Contractor is responsible for all work, including coordination with BCSD and other parties as required to install the system in accordance with the project schedule. Nothing contained in this section shall be construed as a limitation on Contractor's responsibilities in producing all work necessary for the complete and satisfactory installation of the Systems. Contractor’s duties include but are not limited to the following:

- 3.4.10.1 Check for and process dead on arrival equipment (DOA).
- 3.4.10.2 Provide the district with a list of all equipment installed including E-rate supported assets using a BCSD supplied Asset Import Template.
- 3.4.10.3 Rack and stack switches. Mount wireless access points.
- 3.4.10.4 Install firmware updates.
- 3.4.10.5 Implement configurations.
- 3.4.10.6 Verify connectivity and performance.
- 3.4.10.7 Troubleshoot and debug.
- 3.4.10.8 Label and asset tag equipment

- 3.4.11 Contractor design and implementation personnel shall be skilled, experienced, and certified as per manufacturer in designing and implementing systems of the type proposed.
- 3.4.12 BCSD intends to reuse the existing fiber jumpers if they are compatible with the new network electronics.

### **3.5 COORDINATION MEETINGS**

- 3.5.1 Contractor shall schedule a meeting with BCSD at least once a year throughout the contract term depending on projects per year to review Contractor's performance, reporting issues, invoicing, E-Rate coordination, Change Control Management, etc. Contractor shall be responsible for documenting and distributing the meeting minutes within three business days from each meeting to all meeting participants.
- 3.5.2 After contract award, Contractor shall participate in an onsite meeting with BCSD to:
  - 3.5.2.1 Introduce Contractor's management team, account manager, project manager, lead engineer, and others as applicable.
  - 3.5.2.2 Exchange contact information.
  - 3.5.2.3 Review escalation procedures.
  - 3.5.2.4 Discuss work hours, building access, etc.
  - 3.5.2.5 Review invoicing requirements.
  - 3.5.2.6 Review E-Rate coordination requirements.
  - 3.5.2.7 Discuss potential issues, coordination requirements, and processes.
- 3.5.3 For the purpose of this RFP, a "project" includes the expansion of an existing system, installation of a new system, and other similar work that requires multiple days to perform and typically requires the assignment of a project manager by the Contractor to coordinate and manage the work. MAC work and Support Ticket work would not normally be considered a project. For each project, Contractor shall participate in a project kickoff/planning meeting with BCSD to:
  - 3.5.3.1 Introduce project team members
  - 3.5.3.2 Discuss work hours, building access, etc.
  - 3.5.3.3 Review the scope of work



3.5.3.4 Further develop the project plan and implementation schedule

3.5.3.5 Coordinate site access and identify unique site requirements

3.5.4 During each “project”, Contractor's project manager shall attend progress meetings periodically during the implementation period with BCSD to report on the status of the work. Additional meetings may be required depending upon the type and quantity of problems encountered. Contractor’s project manager and other team members shall participate in periodic conference calls as required. Contractor shall be responsible for preparing minutes of all project meetings. Contractor shall distribute meeting minutes within three business days of each project meeting to all meeting participants.

3.6.1 This section applies to “projects” (not MAC/Support work) as defined in 3.5.3

3.6.2 For new construction projects, cutover is defined as the date the school facility officially opens. For existing school facilities such as renovations, cutover is defined as the date BCSD utilizes effectively the System and/or Services. Contractor shall ensure that personnel skilled and knowledgeable in all aspects of System operation are present at the at cutover. These personnel or their shift replacements shall remain on site until BCSD and Contractor agree that no major operational deficiencies exist. For example, if WAPs are installed and tested in a school in the afternoon and at night, contractor shall have tech on-site at school opening the following morning.

3.6.3 Both BCSD and Contractor agree that some problems may not be apparent immediately and can only be detected through normal everyday use. For this reason, an Acceptance Period, wherein the system can be further tested, shall be invoked. Immediately following Cutover, a minimum thirty-calendar day Acceptance Period shall commence. During the Acceptance Period, and particularly during the first fifteen days, BCSD will use the System and report all problems, glitches, and nuances to the Contractor in writing within twenty-four hours of identification of the problem. The Contractor shall provide corrective action within twenty-four hours. Minor problems determined after day twenty-one of the Acceptance Period shall automatically extend the Acceptance Period seven additional calendar days. Major problems determined after day fifteen of the Acceptance Period shall automatically extend the Acceptance Period fourteen additional calendar days. In this event, Acceptance shall occur when the System has operated completely and without minor failure for at least seven days, and completely and without major failure for at least fourteen days. BCSD shall not intentionally cause the Acceptance Period to be extended without just cause.

3.6.4 BCSD shall verify all required activities have been performed in a final joint walk-through with the Contractor prior to system Acceptance. There shall be no provisions for automatic Acceptance. A phased Acceptance test may be performed; however, Acceptance of any phase is conditional on the Acceptance of the project as a whole. Full payment, according to

the payment schedule, will only be made after full and complete Acceptance of the entire system. Acceptance shall only occur upon the written notification to the Contractor from BCSD. All contract requirements must be met prior to Acceptance.

### **3.7 CORE SWITCH PERFORMANCE REQUIREMENTS**

3.7.1 Core switches should meet the performance requirements below.

3.7.1.1 Modular design

3.7.1.2 1000 BaseT

3.7.1.3 10 GbE over UTP up to 100m

3.7.1.4 10 GbE SFP+

3.7.1.5 40 GbE SFP+

3.7.1.6 100 GbE SFP+

3.7.1.7 Command Line Interface (CLI), SNMP v1, v2c, v3

3.7.1.8 Layer 2 switching

3.7.1.9 Layer 3 routing - RIP, OSPF v3, Spanning Tree, BGP

3.7.1.10 VLANs, ACLs, QoS, IPv4 and IPv6 unicast and multicast, DHCP

3.7.1.11 Ingress/egress bandwidth policing/rate limiting per flow/ACL

3.7.1.12 IEEE 802.3ad Link aggregation and M-LAG

3.7.1.13 IEEE 802.1ae (MACsec) layer 2 encryption

3.7.1.14 IEEE 802.1Qbb Priority-based Flow Control

3.7.1.15 IEEE 802.1aq Shortest Path Bridging

3.7.1.16 Port mirroring

3.7.1.17 Threat detection and response

3.7.1.18 Hot swappable, redundant power supplies

3.7.1.19 Hot swappable, redundant cooling fans

### **3.8 EDGE SWITCH PERFORMANCE REQUIREMENTS**

3.8.1 Edge switches should meet the performance requirements below.

3.8.1.1 Stackable, 1U

3.8.1.2 100/1000 BaseT

3.8.1.3 Multi Gig (2500/5000 BaseT) for 802.11ac Wave 2 Support

3.8.1.4 10 GbE over UTP up to 100m

3.8.1.5 10 GbE SFP+

3.8.1.6 40 GbE SFP+

3.8.1.7 Command Line Interface (CLI), SNMP v1, v2c, v3

3.8.1.8 Layer 2 switching

3.8.1.9 VLANs, ACLs, QoS, IPv4 and IPv6 unicast and multicast, DHCP

3.8.1.10 Ingress/egress bandwidth policing/rate limiting per flow/ACL

3.8.1.11 IEEE 802.3ad Link aggregation and M-LAG

3.8.1.12 IEEE 802.3af, IEEE 802.3at, and IEEE 802.3bu (15.4 to 90W)

3.8.1.13 IEEE 802.1ae (MACsec) layer 2 encryption

3.8.1.14 IEEE 802.1Qbb Priority-based Flow Control

3.8.1.15 IEEE 802.1aq Shortest Path Bridging

3.8.1.16 Threat detection and response

3.8.1.17 Redundant power supplies

3.8.1.18 Stacking cables included

### **3.9 WIRELESS ACCESS POINT PERFORMANCE REQUIREMENTS**

3.9.1 WAPs should provide the minimum features and capabilities as listed below. It is understood that some features specified below may be provided by other components

(controllers, management system, etc). If this is the case, simply indicate as such in your response.

3.9.1.1 Enterprise class product

3.9.1.2 802.11a/b/g/n/AC (wave 2)/AX (preferred) with backwards compatibility

3.9.1.3 2.4 GHz and 5.0 GHz radios. 4X4 MIMO antennas.

3.9.1.4 Capability to use an Enterprise key for encryption

3.9.1.5 Self-healing, self-optimizing, auto load balancing

3.9.1.6 Interference detection and avoidance

3.9.1.7 Coverage hole detection with auto correction

3.9.1.8 Rogue WAP detection and prevention

3.9.1.9 Optimized for high throughput capacity.

3.9.2 The current and most common standard placement for classroom WAPs is in the center of the drop ceiling. Admin area WAP locations are determined by user density and/or wireless survey. Large space locations are usually wall mounted (e.g. two WAPs each on opposing gym walls, at least 12' high).

3.9.3 For areas with inaccessible ceilings, Contractor shall notify BCSD of any WAP installation locations that involve inaccessible ceiling. Contractor shall assess the field conditions and recommend to BCSD the most viable mounting approach.

3.9.4 Label each WAP as directed by BCSD.

3.9.5 Connect each WAP to the WAP outlet using a BCSD or contractor supplied patch cord.

3.9.6 BCSD will usually provide and install the patch cords at the closet end.

### **3.10 WIRELESS CONTROLLER**

3.10.1 Wireless controller(s), if applicable for the proposed solution, *must* provide the minimum features and capabilities as listed below. It is understood that some features specified below may be provided by other components (WAPs, management system, etc). If this is the case, simply indicate as such in your response.

3.8.1.1 HA Configuration, Enterprise class products

3.8.1.2 Redundant power supplies and fans

3.10.1.3 Centralized controllers with high survivability, load balancing, and auto failover

3.10.2 The wireless controllers will be centralized in the Data Center located at our Mink Point site and redundant controller(s) located at our DR site in Bluffton. Rack space, electrical services, HVAC, grounding bars, and network access will be provided by BCSD.

3.10.3 If the wireless controllers can operate as a virtual machine (VM) then provide as an option. In this case BCSD would provide the virtual hosts as required to meet the manufacturer's written requirements, otherwise Contractor shall provide and install the hardware.

3.10.4 Contractor shall be responsible for the complete configuration, programming, and customization required for the installation of the wireless controllers.

### **3.11 NETWORK MANAGEMENT**

3.11.1 It is BCSD's desire to have a 'single pane of glass' from which both the wired and wireless systems, new equipment and legacy equipment, can be effectively managed. The network management system should meet the performance requirements below.

3.11.1.1 Single Pane of Glass

3.11.1.2 Integrated Wired/Wireless management

3.11.1.3 Dashboard and reports

3.11.1.4 Open Application Programmatic Interface (API)

3.11.1.5 Network Inventory Management

3.11.1.6 Historical data collection and trend analysis

3.11.1.7 Policy-based network

3.11.1.8 Identity and access control

3.11.1.9 Troubleshooting

3.11.1.10 Third-party network integration

#### 3.11.1.11 Application Visibility

- 3.11.2 The network management system will be centralized in the Data Center located at 2900 Mink Point, Beaufort, SC, 29902. Rack space, electrical services, HVAC, grounding bars, and network access will be provided by BCSD.
- 3.11.3 If the network management system can operate on a VM then BCSD will provide the VMs as required to meet the manufacturer's written requirements, otherwise Contractor shall provide and install the hardware.
- 3.11.4 Contractor shall be responsible for the complete configuration, programming, and customization required for the installation of the network management system.
- 3.11.5 The wireless management system *should* provide the minimum features and capabilities as listed below. It is understood that some features specified below may be provided by other components (WAPs, controllers, etc.). If this is the case, simply indicate as such in your response.
- 3.111.1 Operating platform: Virtual machines, to be provided by the district, are preferred. High survivability, load balancing, and auto failover
  - 3.111.2 Ability to distinguish between a district owned device and a non-district owned device.
  - 3.11.1.3 Authenticate via integration with BCSD's Active Directory for enforcement of roles and policies. BCSD's existing RADIUS servers may potentially be used depending on the pros and cons presented.
  - 3.11.1.4 Ability of district faculty, staff, and students to self-enroll personal devices by authenticating with AD thus associating that personal device with the user's AD account. It is strongly preferred that enrollment does not require installation of any software/client on a personal device.
  - 3.11.1.5 Limit the number of personal devices per authenticated user.
  - 3.11.1.6 Black-list specific devices by MAC address and restrict by SSID.
  - 3.11.1.7 Traffic shaping, prioritizing, and management. Application and device filtering and prioritizing. Time of day access.
  - 3.11.1.8 Spectrum analysis
  - 3.11.1.9 Robust reporting

3.11.1.10 Device Tracking

3.11.1.11 Batch MAC address import

**3.12 WIRELESS MANAGEMENT SYSTEM (if no “single pane of glass” application)**

3.12.1 The wireless management system *should* provide the minimum features and capabilities as listed below. It is understood that some features specified below may be provided by other components (WAPs, controllers, etc.). If this is the case, simply indicate as such in your response.

3.12.1.2 Operating platform: Virtual machines, to be provided by the district, are preferred. High survivability, load balancing, and auto failover.

3.12.1.3 Ability to distinguish between a district owned device and a non-district owned device (personal).

3.12.1.4 Authenticate via integration with BCSD’s Active Directory for enforcement of roles and policies. BCSD’s existing RADIUS servers may potentially be used depending on the pros and cons presented.

3.12.1.5 Ability of district faculty, staff, and students to self-enroll PERSONAL devices by authenticating with AD thus associating that personal device with the user’s AD account. It is strongly preferred that enrollment does not require installation of any software/client on a personal device.

3.12.1.6 Limit the number of personal devices per authenticated user.

3.12.1.7 Black-list specific devices by MAC address and restrict by SSID.

3.12.1.8 Traffic shaping, prioritizing, and management. Application and device filtering and prioritizing. Time of day access.

3.12.1.9 Spectrum analysis

3.12.1.10 Robust reporting

3.12.1.11 Device Tracking

3.12.1.12 Batch MAC address import

3.12.2 The wireless management system will be centralized in the Data Center located at 2900 Mink Point, Beaufort, SC, 29902. Rack space, electrical services, HVAC, grounding bars, and network access will be provided by BCSD for appliance solution.

- 3.12.3 If the wireless management system can operate on a VM then BCSD will provide the VMs as required to meet the manufacturer's written requirements, otherwise Contractor shall provide and install the hardware.
- 3.12.4 Contractor shall be responsible for the complete configuration, programming, and customization required for the installation of the wireless management system. This also includes:
  - 3.12.4.1 Auto discovery or manual entry of all WAPs
  - 3.12.4.2 Integration with the wireless controllers
  - 3.12.4.3 Importing heat maps
  - 3.12.4.4 Setting wall and door thickness/types and the associated dB values
  - 3.12.4.5 Import or manual entry of MAC addresses
  - 3.12.4.6 Setting up to 20 custom scheduled reports with input from BCSD
  - 3.12.4.7 Importing Google Earth images of school locations
  - 3.12.4.8 Working with BCSD to set severity levels, notifications, thresholds, and other adjustable parameters.

### **3.13 WIRELESS SURVEYS**

- 3.13.1 Contractor shall perform a wireless survey for each system installation, recommend optimal WAP locations, where additional WAPs are needed, and provide other similar recommendations intended to optimize the system design and performance. Most BCSD classrooms have a wireless network drop in the approximate center of the room ceiling. Additional wireless survey(s) should be performed to validate the recommendations and make additional recommended adjustments, repeating the process as necessary to fully optimize the system. BCSD staff will "shadow" the Contractor and Contractor shall mentor the BCSD staff to the extent necessary until BCSD staff is knowledgeable in conducting wireless surveys and interpreting the results.

There are approximately 35,000 district provided Students and staff wireless devices. These are comprised mostly of Windows laptops and Apple iPads. The district does have a 1:1 device program for students so each student in the district has a wireless laptops or iPad. At any time in any classroom there could be 25 to 30 wireless computers accessing the wireless network.



- 3.13.2 BCSD will be responsible for providing base building drawings required for any wireless surveys.
- 3.13.3 The wireless surveys will include the generation of heat maps (aka coverage maps) that graphically indicate the wireless coverage provided by the WAPs.
- 3.13.4 BCSD technical staff will shadow the Contractor during some of the wireless surveys. Contractor's mentoring will include interpreting the results of the heat maps, including but not limited to, identifying dead zones and overlap, identifying interference, identifying where to optimally relocate existing WAPs to improve coverage and/or performance, identifying where to optimally install new WAPs to improve coverage and/or performance, etc.
- 3.13.5 Contractor will mark up the drawings to graphically indicate the recommended locations of any new WAPs and/or relocation of any existing WAPs.

### **3.14 KNOWLEDGE TRANSFER**

- 3.14.1 Knowledge Transfer shall include:
  - 3.14.1.1 Functional overview of the network management system.
  - 3.14.1.2 Functional overview of the wireless controller configuration and administration if different from the network management system.
  - 3.14.1.3 Wireless survey mentoring as specified in 3.13.
- 3.14.2 Knowledge Transfer shall be provided by Contractor personnel skilled at teaching and experienced in the operation of the Systems.
- 3.14.3 Contractor shall provide 24-man hours of Knowledge Transfer. BCSD agrees the Knowledge Transfer sessions will be conducted in 8-hour segments.
- 3.14.4 In the event issues (design, performance, functional, etc.) are detected during the Knowledge Transfer sessions, time spent reviewing, trouble-shooting, and/or resolving these issues will not count against the 24-man hours.

### **3.15 SYSTEM TESTING**

- 3.15.1 Upon completion of installation, Contractor shall test the entire System in accordance with 3.11.2 and 3.11.3 below. BCSD must witness all system tests for each system installed. BCSD shall notify Contractor in writing of any deficiencies in the system tests

or provide written notification that the system tests are completed and accepted.  
Contractor shall not proceed to Cutover until the system tests are accepted by BCSD.

3.15.2 Demonstrate the wired system tests listed below.

3.15.2.1 Connect BCSD teacher and student devices to network and access internet site

3.15.2.2 Provide evidence of max throughput for 1 gig and 10 gig connections

3.15.3 Demonstrate the wireless system tests listed below.

3.15.3.1 Self-healing, self-optimizing/load balancing of WAPs

3.15.3.2 Interference detection and avoidance

3.15.2.3 Coverage hole detection and correction

3.15.2.4 Detection and prevention of rogue WAPs

3.15.2.5 Stress test the WAP(s) to demonstrate throughput

3.15.2.6 Auto-failover of the wireless controllers

3.15.2.7 Load balancing of the wireless controllers

3.15.2.8 Auto-failover of the wireless management system

3.15.2.9 Load balancing of the wireless management system

3.15.2.10 Ability to distinguish between district owned device and PERSONAL device

3.15.2.11 Limit the number of PERSONAL devices per authenticated user

3.15.2.12 Black-list specific devices by MAC address and restrict by SSID

3.15.2.13 Traffic shaping and prioritization

3.15.2.14 Application filtering and prioritization

3.15.2.15 Device filtering and prioritization

3.15.2.16 Spectrum analysis

3.15.2.17 Device tracking

3.15.2.18 Batch MAC address import

3.15.2.19 Guest account management

3.15.2.20 Provide evidence of max throughput for wireless connections

3.15.3 All system tests will most likely occur outside of normal school hours.

### **3.16 PROJECT DELIVERABLES**

3.16.1 Contractor shall provide hyperlinks to manufacturer's manuals and related documentation for all products installed. This information on USB thumb drive or via URL link is acceptable.

3.16.2 For each location installed, provide all documentation in editable electronic format with site name, diagrams, layouts, configurations, interconnectivity, IP addresses, MAC addresses, serial numbers, switches and AP names/identifiers, FRN number, passwords and maintenance accounts, and a drawing with the exact locations of the switches and APs. Also include Contractor information such as contact, hours of operation, phone numbers, email addresses, escalation procedures, warranty documentation, etc.

3.16.3 For all equipment purchased by BCSD, Contractor will provide the information below in a MS Excel spreadsheet. (BCSD will provide contractor with an Asset Import Template.) The required information is the following:

- a) Asset Name/Description;
- b) E-rate Funding Request Number (FRN) – BCSD's E-rate Manager will provide;
- c) BCSD Asset Tag Number;
- d) Purchased Date;
- e) Purchase order or transaction number;
- f) Received Date;
- g) Make/Manufacturer;
- h) Model Number;
- i) Serial Number;
- j) MAC Address (if applicable);
- k) IP Address (if applicable);
- l) Site Name (school, etc.);
- m) Site Billed Entity Number (BEN) – BCSD's E-rate Manager will provide;
- n) Location at Site;
- o) Installation Date;
- p) Operational Date;
- q) Warranty type and period;

r) Notes (if applicable)

### 3.17 QUOTES AND INVOICES

- 3.17.1 During the contract term other related projects may arise that are not directly addressed in this RFP. As these needs are identified, at BCSD's request, Contractor shall prepare and submit a quotation for the materials and labor to be provided. The quote shall include the MSRP, BCSD's percentage discount off the MSRP, and BCSD's cost in three separate columns for each material line item. The quote shall clearly indicate labor costs by resource (engineer, senior technician, etc.) and the associated hourly rate.
- 3.17.2 Contractor shall coordinate the production of quotes for E-rate equipment and services with BCSD staff and E-rate consultant. The quotes must breakdown E-rate eligible and ineligible equipment and services, including taxes and other eligible fees.
- 3.17.3 At BCSD's request, Contractor shall prepare and submit a written Statement of Work (SOW) with the applicable quotation(s) for BCSD's review and approval. It is anticipated the SOW will be required for all Projects and, to a much lesser extent, some service work. The SOW shall not include term and conditions, but instead shall reference the terms and conditions associated with this contract.
- 3.17.4 Be advised BCSD participates in the E-Rate program to the maximum extent possible each year and intends to continue as long as the program exists. BCSD intends to apply for E-Rate support in the 2020/2021 E-Rate Year and thereafter throughout the contract term. BCSD has an E-Rate consultant to assist with the paperwork, track progress, suggest recommendations, provide updates, etc. Contractor shall coordinate with BCSD, BCSD's E-Rate consultant, the Schools and Library Division (SLD), and others in complying with all E-Rate requirements. **BCSD normally uses the Billed Entity Applicant Reimbursement (BEAR) process but may instead use the Service Provider Invoice (SPI) process at BCSD's sole discretion.**
- 3.17.5 Because the District participates in the E-Rate Program, the Contractor may not charge the District a price above the Lowest Corresponding Price (LCP) for E-Rate eligible products and services. See 47 CFR § 54.511(b). It is the Contractor's obligation to provide the LCP to the District, and the Contractor's obligation is not tied to Contractor's response to this Request for Proposal (RFP) or to its associated FCC Form 470. The Contractor must actually charge a rate that is the LCP, not just offer the LCP in a bid response. See 47 CFR § 54.511; 47 CFR § 54.500(f).
- 3.17.6 In order to create pricing transparency as required by the FCC's Seventh Report and Order, Item 21 information entered in BCSD's FCC Forms 471 will be publicly

available. All vendor contracts executed after the effective date of the Order may not contain any restrictions barring publication of this pricing data.

- 3.17.7 Contractor shall submit invoices for Service Work to BCSD on a monthly basis for systems and services **rendered in arrears** and due net-30 days.
- 3.17.8 BCSD may require contractor to submit invoices for Projects to BCSD, due net-30 days, in accordance with the progress payment schedule listed below.

| <b>Milestone</b>       | <b>% Payment</b> |
|------------------------|------------------|
| “Kickoff” Per Project  | 25%              |
| Materials on Job (MOJ) | 25%              |
| Cutover                | 40%              |
| Acceptance             | 10%              |

“Kickoff” is the date upon which the project team officially meets to commence a particular project or group of projects. If a formal "kickoff" meeting is not conducted, the release date of the purchase order(s) will be used instead.

- 3.17.9 Each invoice shall be clearly marked and delineated with the appropriate line item details for all sites on that one invoice including, costs for equipment and work performed (labor), dates of service delivery, CC reference number (or purchase order (PO) number if used), etc., and any BCSD requested details. Invoices shall clearly indicate labor costs by resource (engineer, senior technician, etc.) and the associated hourly rate. Contractor shall irrevocably and forever forfeit payments due to Contractor by BCSD for Services rendered in a specific month if Contractor fails to submit an invoice later than 12-months after the monthly Service was rendered. For example, if an invoice for Services rendered in January 2020 is not submitted by February 1, 2021, then Contractor shall irrevocably and forever forfeit any and all payments due to Contractor by BCSD for Services rendered in the month of January 2020.
- 3.17.10 Contractor shall delineate E-Rate eligible items and ineligible items on Contractor’s invoices per the SLD’s current Eligible Services List, as well as provide other details as requested. In cases where products and services may be eligible for E-Rate support, Contractor shall work with BCSD or its designated agents to prepare the detailed submissions that are required by the SLD. BCSD prefers to utilize the Service Provider Invoice (SPI), or Discounted Invoices, process to receive its E-Rate discounts but will utilize the Billed Entity Applicant Reimbursement (BEAR) process when the project installation schedule requires it. Whenever the SPI process is utilized, Contractor shall submit invoices to BCSD for review before submitting the invoices to USAC. Contractor shall submit detailed invoices to BCSD that clearly indicate which portion of the charges

are eligible for support and which are not, based on the SLD's review, and possible adjustment, of BCSD's funding requests.

Contractor's invoices must provide, at a minimum, the following information:

- a) Description of the project;
- b) Location/site of the project;
- c) Date(s) of service delivery;
- d) Purchase Order number; and
- e) Line item detail of all equipment and services delivered, delineated between E-Rate eligible and ineligible equipment and services per the applicable SLD's Eligible Services List

3.17.11 The BCSD shall pay the Contractor, after the submission of proper invoices or vouchers, the prices stipulated in this Contract for supplies delivered and accepted or services rendered and accepted, less any deductions provided in this contract. Unless otherwise specified in this Contract, including the purchase order, payment shall not be made on partial deliveries accepted by the BCSD. Payment will be made by check or purchase card (credit card). Payment and interest shall be made in accordance with S.C. Code Section 11-35-45. Contractor waives imposition of an interest penalty unless the invoice submitted specifies that the late penalty is applicable.

### **3.18 APPLICABLE STANDARDS**

3.18.1 Contractor shall quote and perform services that shall meet FCC, EIA, IEEE, UL, ANSI, LPI, NCTA, NFPA, NEC, NEMA and other applicable standards. Contractor shall keep himself informed of, and shall comply with all applicable laws, ordinances, rules, regulations and orders of the City, County, State, Federal or other public bodies having jurisdiction affecting the work. Contractor shall provide all necessary safeguards for safety and protection as set forth by the United States Department of Labor, Occupational Safety and Health Administration. Violations shall be corrected at Contractor's expense. Contractor will pay for all applicable royalties, permits, and license fees and defend all suits and claims for infringement of any rights.

### **3.19 ENVIRONMENTAL PROTECTION**

3.19.1 Contractor shall control litter at all times by keeping it in containers. Contractor shall remove any installation debris from the site and dispose of it properly off-site in compliance with local ordinances. At no time shall the contractor make use of the District's waste receptacles. Contractor shall remove major trash daily. All other related

trash, dust, dirt, etc., must be removed and cleaned. All work areas must be returned to original conditions upon completion of work each day.

### **3.20 DAMAGED OR DEFECTIVE MATERIALS**

3.20.1 Contractor shall replace defective or damaged components at no additional cost to BCSD.

### **4.0 INFORMATION FOR OFFERORS TO SUBMIT:**

In order to ensure a uniform review process and to obtain the maximum degree of comparability, it is required that proposals be submitted in the format outlined below. Any portion not included will be cause for possible elimination from the proposal process. Any portions of the submitted proposal that are to be treated by the District as proprietary and confidential information must be clearly marked as such. Proprietary and confidential information submitted by an Offeror shall not be subject to public disclosure; however, the Offeror must invoke this protection by so stating in writing. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secrets or proprietary information. The classification of the entire proposal document, line item prices and/or total proposal prices as proprietary or trade secret information is not acceptable and may result in rejection of the proposal as nonresponsive. By submission of a proposal, you are guaranteeing that all goods and services meet the requirements of this RFP.

4.0.1 The Proposal shall include the information listed below, tabbed and indexed in the following sequence:

4.0.1.1 Offeror shall submit a signed Cover Page and Page Two.

4.0.1.2 Executive Summary:

A business or executive summary of the Offeror's firm. Inclusion of historical and financial information about the firm is encouraged. Section is limited to three (3) pages, exempting financials. Include and describe offeror's Partnership level with manufacturer.

4.0.1.3 Bidder Experience and Capabilities:

Comprehensive description of the firm's experience in supplying the services required by this Request for Proposal, preferably with a school district comparable to BCSD. Five overall school district references for similar projects to include name of school district, title and **correct** phone number and e-mail address of district contact, and dates of project; with general details of the services provided.

4.0.1.4 Bidder Project Manager and Project Personnel:

Résumés or business experience summary of Project Manager, Project Staff and other parties who will provide services for the project.

4.0.1.5 SPIN # required for E-Rate

4.0.1.6 Proposed terms and conditions to be incorporated into the contract including any applicable warranties, guarantees, or maintenance terms

4.0.1.7 Sample Invoice indicating how Contractor will delineate E-rate eligible and ineligible equipment and services.

4.0.1.8 Technical information and cut-sheets on all components Offeror plans to install and manage

4.0.1.9 Certification and Testing Procedures

4.0.1.10 Financial Stability:

Each Offeror must provide their audited end of year financial reports for the last three (3) fiscal years. The financial statements should indicate a positive cash flow for three (3) years.

4.0.1.11 All objections, exceptions and observations regarding the specified Services and requirements collated in a separate document with regards to specific Section to which the Offeror objects, takes exception(s), or provide(s) observation.

4.0.1.12 Acknowledgement of Section 7.1.23 - **Purchasing Card (VISA credit card).**

4.0.1.13 In addition to forms and/or information required elsewhere in this solicitation, the offeror must provide a copy of any required license(s). Failure to provide this information may make your bid non-responsive.

Offeror should submit all other information and documents requested in this part and in parts 2.2 - Special Instructions; 3.0 - Scope of Work; 4.0 Response Form; 5.0 - Qualifications; 8.0 - Bidding Schedule/Price Proposal; and any appropriate attachments addressed in section 9.0 - Attachments to Solicitations.

4.1 RESPONSE FORM:

See Attached 4.1 Response Form.

**5.0 QUALIFICATIONS:**



#### 5.0.1 QUALIFICATIONS OF OFFEROR:

To be eligible for award of a contract, a prospective Contractor must be responsible. In evaluating an Offeror's responsibility, the BCSD Standards of Responsibility and information from any other source may be considered. An Offeror must, upon request of the BCSD, furnish satisfactory evidence of its ability to meet all contractual requirements. Unreasonable failure to supply information promptly in connection with a responsibility inquiry may be grounds for determining that you are ineligible to receive an award.

#### 5.0.2 It is preferred for all prospective Contractors to meet the minimum qualifications listed below.

5.0.2.1 Full time sales and support resources physically residing within 300 miles from Beaufort, SC

5.0.2.2 Experience with K-12 schools of similar size and scope as demonstrated through the customer references.

#### 5.1. QUALIFICATIONS – REQUIRED INFORMATION (MAR 2015):

Submit the following information or documentation for you and for any subcontractor (at any tier level) that you identify pursuant to the clause titled Subcontractor – Identification. Err on the side of inclusion. You represent that the information provided is complete.

Proposers must meet or exceed these qualifications to be considered for award. Any exceptions to the requirements listed should be on a separate sheet marked "Exceptions" and clearly detailed in proposer's response.

- a) The general history and experience of the business in providing work of similar size and scope. Five (5) year minimum.
- b) Information reflecting the current financial position. Include the most current audited financial statement and audited financial statements for the last three (3) fiscal years.
- c) A detailed, narrative statement listing the three (3) most recent, comparable contracts (including contact information) which have been performed.
- d) A list of similar projects for which Offeror has performed, at any time during the past three (3) years, services substantially similar to those sought with this solicitation. Err on the side of inclusion; by submitting an Offer, Offeror represents that the list is complete. School District experience is desired.
- e) Offeror shall provide with their proposal copies of all appropriate certifications, licenses and permits, as well as evidence to support the documentation.

- f) Must have knowledge of and comply with all currently applicable, and as they become enacted during the contract term, federal, state and local laws, statutes, ordinances, rules and regulations. All laws of the State of South Carolina, whether substantive or procedural, shall apply to the contract, and all statutory, charter, and ordinance provisions that are applicable to public contracts in the District shall be followed with respect to the contract.
- g) List of failed projects, suspensions, debarments, and significant litigation.
- h) List of at least five (5) references of similar projects for these services.

## 5.2 OFFEROR E-RATE QUALIFICATIONS

All Offerors proposing Wireless and Wired Systems and Services Solution must qualify and be in good standing with the E-Rate program managed by the Schools and Libraries Division (SLD). Requirements include, but are not limited to:

- a) Securing and maintaining a valid Service Provider Identification Number (SPIN);
- b) Annually filing the Form 473, Service Provider Annual Certification (SPAC);
- c) Company not under “Red Light” status with the FCC; and
- d) Company and/or its officers may not be the subject(s) of an investigation or have been debarred by the FCC.

## 6.0 AWARD CRITERIA:

### 6.0.1 AWARD CRITERIA – PROPOSALS:

Award will be made to the highest ranked, responsive and responsible offeror whose offer is determined to be the most advantageous to the District.

### 6.0.2 AWARD TO MULTIPLE OFFERORS (JAN 2006):

Award may be made to one Offeror.

### 6.0.3 DISCUSSIONS AND NEGOTIATIONS (FEB 2015):

Submit your best terms from both a price and a technical standpoint. Your proposal may be evaluated, and your offer accepted without any discussion, negotiations, or prior notice. Ordinarily, nonresponsive proposals will be rejected outright without prior notice. Nevertheless, the District may elect to conduct discussions, including the possibility of limited proposal revisions, but only for those proposals reasonably susceptible of being selected for award. [11-35-1530(6); R. 19-445.2095(1)] If improper revisions are

submitted during discussions, the District may elect to consider only your unrevised initial proposal, provided your initial offer is responsive. The District may also elect to conduct negotiations, beginning with the highest ranked offeror, or seek best and final offers, as provided in Section 11-35-1530(8). Negotiations may involve both price and matters affecting the scope of the contract, so long as changes are within the general scope of the request for proposals. If negotiations are conducted, the District may elect to disregard the negotiations and accept your original proposal. [06-6058-1]

#### 6.0.4 EVALUATION FACTORS:

Offerors will be evaluated using only the factors stated below. Evaluation factors are stated in the relative order of importance, with the **first factor being the most important**. Once evaluation is complete, all responsive Offerors will be ranked from most advantageous to least advantageous.

- Proposed cost of E-Rate eligible components and services, including percent discounts, costs, labor rates, travel/trip charges, maintenance, etc. (30%).
- Proposed design/solution that meets the primary intent of this procurement including, but not limited, to performance, scalability, reliability, compatibility, redundancy, security, applicability, etc. (25%).
- Quality of the proposal including preparation, thoroughness, and responsiveness to the RFP requirements (10%).
- Offeror capabilities, financial stability, support infrastructure, and staff experience/certifications (10%).
- The best interest of BCSD (10%).
- K12 customer references from prior installations where similar services have been provided (10%).
- Proposed cost of E-Rate ineligible components and services, including percent discounts, costs, labor rates, travel/trip charges, maintenance, etc. (5%).

#### 6.0.7 ORAL PRESENTATIONS:

During the evaluation process, the Evaluation Committee **may**, at its discretion, request all firms to make oral presentations. Such presentations will provide firms with an opportunity to answer any questions the Evaluation Committee may have on a firm's proposal.

#### 6.0.8 UNIT PRICE GOVERNS (JAN 2006):

In determining award, unit prices will govern over extended prices unless otherwise stated.

### 7.0 TERMS & CONDITIONS- A. GENERAL

#### 7.0.1 ASSIGNMENT, NOVATION, AND CHANGE OF NAME, IDENTITY, OR STRUCTURE (FEB 2015):

- a) Contractor shall not assign this contract, or its rights, obligations, or any other interest arising from this contract, or delegate any of its performance obligations, without the express written consent of the responsible Procurement Officer. The foregoing restriction does not apply to a transfer that occurs by operation of law (e.g., bankruptcy; corporate reorganizations and consolidations, but not including partial asset sales. Notwithstanding the foregoing, contractor may assign monies receivable under the contract provided that the District shall have no obligation to make payment to an assignee until thirty days after contractor (not the assignee) has provided the responsible procurement officer with:
  - i) Proof of the assignment,
  - ii) the identity (by contract number) of the specific District contract to which the assignment applies, and
  - iii) the name of the assignee and the exact address or account information to which assigned payments should be made.
- b) If contractor amends, modifies, or otherwise changes its name, its identity (including its trade name), or its corporate, partnership or other structure, or its FEIN, contractor shall provide the procurement officer prompt written notice of such change.
- c) Any name change, transfer, assignment, or novation is subject to the conditions and approval required by Regulation 19-445.2180, which does not restrict transfers by operation of law.

#### 7.0.2 BANKRUPTCY - GENERAL (FEB 2015):

- a) Notice: In the event the Contractor enters into proceedings relating to bankruptcy, whether voluntary or involuntary, the Contractor agrees to furnish written notification of the bankruptcy to the Using Governmental Unit. This notification shall be furnished within two (2) days of the initiation of the proceedings relating to the bankruptcy filing. This notification shall include the date on which the bankruptcy petition was filed, the identity of the court in which the bankruptcy petition was filed, and a listing of all BCSD contracts against which final payment has not been made. This obligation remains in effect until final payment under this Contract.

- b) Termination: This Contract is voidable and subject to immediate termination by the BCSD upon the Contractor's insolvency, including the filing of proceedings in bankruptcy.

### 7.0.3 CHOICE OF LAW (JAN 2006):

The Agreement, any dispute, claim or controversy relating to the Agreement, and all the rights and obligations of the parties shall, in all respects, be interpreted, construed, enforced and governed by and under the laws of the State of South Carolina, except its choice of law rules. As used in this paragraph, the term "Agreement" means any transaction or agreement arising out of, relating to, or contemplated by the solicitation.

### 7.0.4 CONTRACT DOCUMENTS & ORDER OF PRECEDENCE (FEB 2015):

- a) Any Contract resulting from this solicitation shall consist of the following documents:
  - 1) a Record of Negotiations, if any, executed by you and the Procurement Officer,
  - 2) the solicitation, as amended,
  - 3) documentation of clarifications 11-35-1520(8) or discussions 11-35-1530(6) of an offer, if applicable,
  - 4) your offer,
  - 5) any statement reflecting the District's final acceptance (a/k/a "award"), and
  - 6) purchase orders.

These documents shall be read to be consistent and complimentary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above.

- b) The terms and conditions of documents (1) through (5) above shall apply notwithstanding any additional or different terms and conditions in any other document, including without limitation:
  - i) a purchase order or other instrument submitted by the BCSD or
  - ii) any invoice or other document submitted by Contractor, or
  - iii) any privacy policy, terms of use, or end user agreement.

Except as otherwise allowed herein, the terms and conditions of all such documents shall be void and of no effect.

- c) No contract, license, or other agreement containing contractual terms and conditions will be signed by any Using Governmental Unit. Any document signed or otherwise

agreed to by persons other than the Procurement Officer shall be void and of no effect.

#### 7.0.5 DISCOUNT FOR PROMPT PAYMENT (JAN 2006):

- a) Discounts for prompt payment will not be considered in the evaluation of Offers. However, any offered discount will form a part of the award and will be taken if payment is made within the discount period indicated in the offer by the Offeror. As an alternative to offering a discount for prompt payment in conjunction with the Offer, Offerors awarded contracts may include discounts for prompt payment on individual invoices.
- b) In connection with any discount offered for prompt payment, time shall be computed from the date of the invoice. If the Contractor has not placed a date on the invoice, the due date shall be calculated from the date the designated billing office receives a proper invoice, provided the District annotates such invoice with the date of receipt at the time of receipt. For the purpose of computing the discount earned, payment shall be considered to have been made on the date that appears on the payment check or, for an electronic funds transfer, the specified payment date. When the discount date falls on a Saturday, Sunday, or legal holiday when Federal Government offices are closed, and Government business is not expected to be conducted, payment may be made on the following business day.

#### 7.0.6 DISPUTES (JAN 2006):

- a) Choice-of-Forum: All disputes, claims, or controversies relating to the Agreement shall be resolved exclusively by the appropriate Chief Procurement Officer in accordance with Title 11, Chapter 35, Article 17 of the South Carolina Code of Laws, or in the absence of jurisdiction, only in the Court of Common Pleas for, or a federal court located in, Beaufort County, State of South Carolina. Contractor agrees that any act by the Government regarding the Agreement is not a waiver of either the Government's sovereign immunity or the Government's immunity under the Eleventh Amendment of the United States Constitution. As used in this paragraph, the term "Agreement" means any transaction or agreement arising out of, relating to, or contemplated by the solicitation.
- b) Service of Process: Contractor consents that any papers, notices, or process necessary or proper for the initiation or continuation of any disputes, claims, or controversies relating to the Agreement; for any court action in connection therewith; or for the entry of judgment on any award made, may be served on Contractor by certified mail (return receipt requested) addressed to Contractor at the address provided as the Notice Address on Page Two or by personal service or by any other manner that is permitted by law, in or outside South Carolina. Notice by certified mail is deemed duly given upon deposit in the United States mail.

#### 7.0.7 EQUAL OPPORTUNITY (JAN 2006):

Contractor is referred to and shall comply with all applicable provisions, if any, of Title 41, Part 60 of the Code of Federal Regulations, including but not limited to Sections 60-1.4, 60-4.2, 60-4.3, 60-250.5(a), and 60-741.5(a), which are hereby incorporated by reference.

7.0.8 FALSE CLAIMS (JAN 2006):

According to the S.C. Code of Laws § 16-13-240, "a person who by false pretense or representation obtains the signature of a person to a written instrument or obtains from another person any chattel, money, valuable security, or other property, real or personal, with intent to cheat and defraud a person of that property is guilty" of a crime.

7.0.9 FIXED PRICING REQUIRED:

Any pricing provided by contractor shall include all costs for performing the work associated with that price. Except as otherwise provided in this solicitation, Contractor's price shall be fixed for the duration of this contract, including option terms. This clause does not prohibit contractor from offering lower pricing after award.

7.0.10 NO INDEMNITY OR DEFENSE (FEB 2015):

Any term or condition is void to the extent it requires BCSD to indemnify, defend, or pay attorney's fees to anyone for any reason.

7.0.11 NOTICE (JAN 2006):

- a) After award, any notices shall be in writing and shall be deemed duly given:
  - 1) upon actual delivery, if delivery is by hand,
  - 2) upon receipt by the transmitting party of automated confirmation or answer back from the recipient's device if delivery is by telex, telegram, facsimile, or electronic mail, or
  - 3) upon deposit into the United States mail, if postage is prepaid, a return receipt is requested, and either registered or certified mail is used.
- b) Notice to contractor shall be to the address identified as the Notice Address on Page Two. Notice to the BCSD shall be to the Procurement Officer's address on the Cover Page. Either party may designate a different address for notice by giving notice in accordance with this paragraph.

7.0.12 PAYMENT AND INTEREST (FEB 2015):

- a) The BCSD shall pay the Contractor, after the submission of proper invoices or vouchers, the prices stipulated in this Contract for supplies delivered and accepted or services rendered and accepted, less any deductions provided in this contract. Unless otherwise specified herein, including the purchase order, payment shall not be made on partial deliveries accepted by the BCSD.
- b) Unless otherwise provided herein, including the purchase order, payment will be made by check mailed to the payment address on "Page Two".
- c) Notwithstanding any other provision, payment shall be made in accordance with S.C. Code Section 11-35-45, or Chapter 6 Title 29 (real property improvements) when applicable, which provides the Contractor's exclusive means of recovering any type of interest from the Owner. Contractor waives imposition of an interest penalty unless the invoice submitted specifies that the late penalty is applicable. Except as set forth in this paragraph, the BCSD shall not be liable for the payment of interest on any debt or claim arising out of or related to this contract for any reason.
- d) Amounts due to the BCSD shall bear interest at the rate of interest established by the South Carolina Controller General pursuant to Section 11-35-45 ("an amount not to exceed fifteen percent each year"), as amended, unless otherwise required by Section 29-6-30.
- e) Any other basis for interest, including but not limited to general (pre- and post-judgment) or specific interest statutes, including S.C. Code Ann. Section -34-31-20, are expressly waived by both parties. If a court, despite this agreement and waiver, requires that interest be paid on any debt by either party other than as provided by items (c) and (d) above, the parties further agree that the applicable interest rate for any given calendar year shall be the lowest prime rate as listed in the first edition of the Wall Street Journal published for each year, applied a simple interest without compounding.
- f) The District shall have all of its common law, equitable and statutory rights of set-off.

#### 7.0.13 PUBLICITY (Jan 2006):

Contractor shall not publish any comments or quotes by the BCSD employees or include the BCSD in either news releases or a published list of customers, without the prior written approval of the Procurement Officer.

#### 7.0.14 PURCHASE ORDERS (JAN 2006):

Contractor shall not perform any work prior to the receipt of a purchase order from the using governmental unit. The using governmental unit shall order any supplies or services to be furnished under this contract by issuing a purchase order. Purchase orders may be used to elect any options available under this contract, e.g., quantity, item, delivery date, payment method, but are subject to all terms and conditions of this



contract. Purchase orders may be electronic. No particular form is required. An order placed pursuant to the purchasing card provision qualifies as a purchase order.

#### 7.0.15 SURVIVAL OF OBLIGATIONS (JAN 2006):

The Parties' rights and obligations which, by their nature, would continue beyond the termination, cancellation, rejection, or expiration of this Contract shall survive such termination, cancellation, rejection, or expiration, including, but not limited to, the rights and obligations created by the following clauses: Indemnification - Third Party Claims, Intellectual Property Indemnification, and any provisions regarding warranty or audit.

#### 7.0.16 TAXES (JAN 2006):

Any tax the Contractor may be required to collect or pay upon the sale, use or delivery of the products shall be paid by the BCSD, and such sums shall be due and payable to the Contractor upon acceptance. Any personal property taxes levied after delivery shall be paid by the BCSD. It shall be solely the BCSD's obligation, after payment to Contractor, to challenge the applicability of any tax by negotiation with, or action against, the taxing authority. Contractor agrees to refund any tax collected, which is subsequently determined not to be proper and for which a refund has been paid to Contractor by the taxing authority. In the event that the Contractor fails to pay, or delays in paying, to any taxing authorities, sums paid by the BCSD to Contractor, Contractor shall be liable to the BCSD for any loss (such as the assessment of additional interest) caused by virtue of this failure or delay. Taxes based on Contractor's net income or assets shall be the sole responsibility of the Contractor.

#### 7.0.17 TERMINATION DUE TO UNAVAILABILITY OF FUNDS (JAN 2006):

Payment and performance obligations for succeeding fiscal periods shall be subject to the availability and appropriation of funds therefore. When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal period, the Contract shall be canceled. In the event of a cancellation pursuant to this paragraph, Contractor will be reimbursed the resulting unamortized, reasonably incurred, nonrecurring costs. Contractor will not be reimbursed any costs amortized beyond the initial contract term.

#### 7.0.18 THIRD PARTY BENEFICIARY (JAN 2006):

This Contract is made solely and specifically among and for the benefit of the parties hereto, and their respective successors and assigns, and no other person will have any rights, interest, or claims hereunder or be entitled to any benefits under or on account of this Contract as a third-party beneficiary or otherwise.

#### 7.0.19 WAIVER (JAN 2006):

The-BCSD does not waive any prior or subsequent breach of the terms of the Contract by making payments on the Contract, by failing to terminate the Contract for lack of performance, or by failing to strictly or promptly insist upon any term of the Contract. Only the Procurement Officer has actual authority to waive any of the BCSD's rights under this Contract. Any waiver must be in writing.

## **7.1 TERMS AND CONDITIONS – B. SPECIAL:**

### **7.1.1 BANKRUPTCY – GOVERNMENT INFORMATION (FEB 2015):**

- a) All government information (as defined in the clause herein entitled “Information Security – Definitions”) shall belong exclusively to the District and Contractor has no legal or equitable interest in or claim to such information. Contractor acknowledges and agrees that in the event Contractor enters into proceedings relating to bankruptcy, whether voluntary or involuntary, District information in its possession and/or under its control will be considered property of its bankruptcy estate.
- b) Contractor agrees to notify the District within forty-eight (48) hours of any determination that it makes to file for bankruptcy protection, and Contractor further agrees to turn over to the District, before such filing, all government information that is in Contractor's possession in a format that can be readily utilized by the District.
- c) In order to protect the integrity and availability of district information, Contractor shall take reasonable measures to evaluate and monitor the financial circumstances of any subcontractor that will process, store, transmit or access District information.

### **7.1.2 CHANGES (JAN 2006):**

- a) Contract Modification: By a written order, at any time, and without notice to any surety, the Procurement Officer may, subject to all appropriate adjustments, make changes within the general scope of this Contract in any one or more of the following:
  - 1) drawings, designs, or specifications, if the supplies to be furnished are to be specially manufactured for the BCSD in accordance therewith;
  - 2) method of shipment or packing;
  - 3) place of delivery;
  - 4) description of services to be performed;
  - 5) time of performance (*i.e.*, hours of the day, days of the week, etc.); or,
  - 6) place of performance of the services.

Subparagraphs 1) to 3) apply only if supplies are furnished under this contract.  
Subparagraphs 4) to 5) apply only if services are performed under this contract.

- b) Adjustments of Price or Time for Performance: If any such change increases or decreases the Contractor's cost of, or the time required for, performance of any part of the work under this contract, whether or not changed by the order, an adjustment shall be made in the contract price, the delivery schedule, or both, and the contract modified in writing accordingly. Any adjustment in contract price made pursuant to this clause shall be determined in accordance with the Price Adjustment Clause of this contract. Failure of the parties to agree to an adjustment shall not excuse the Contractor from proceeding with the Contract as changed, provided that the BCSD promptly and duly make such provisional adjustments in payment or time for performance as may be reasonable. By proceeding with the work, the Contractor shall not be deemed to have prejudiced any claim for additional compensation, or an extension of time for completion.
- c) Time Period for Claim: Within 30 days after receipt of a written contract modification under Paragraph a) of this clause, unless such period is extended by the Procurement Officer in writing, the Contractor shall file notice of intent to assert a claim for an adjustment. Later notification shall not bar the Contractor's claim unless the BCSD is prejudiced by the delay in notification.
- d) Claim Barred After Final Payment: No claim by the Contractor for an adjustment hereunder shall be allowed if notice is not given prior to final payment under this contract.

#### 7.1.3 COMPLIANCE WITH LAWS (JAN 2006):

During the term of the Contract, Contractor shall comply with all applicable provisions of laws, codes, ordinances, rules, regulations, and tariffs.

#### 7.1.4 CONTRACT LIMITATIONS (JAN 2006):

No sales may be made pursuant to this Contract for any item or service that is not expressly listed. No sales may be made pursuant to this contract after expiration of this contract. Violation of this provision may result in termination of this Contract and may subject contractor to suspension or debarment.

#### 7.1.5 CONTRACTOR'S LIABILITY INSURANCE – GENERAL (FEB 2015):

- a) Without limiting any of the obligations or liabilities of Contractor, Contractor shall procure from a company or companies lawfully authorized to do business in South Carolina and with a current A.M. Best rating of no less than A: VII, and maintain for the duration of the contract, insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of

the work and the results of that work by the contractor, his agents, representatives, employees or subcontractors.

- b) Coverage shall be at least as broad as:
- 1) Commercial general Liability (CGL): Insurance Services Office (ISO) Form Number CG 00 01 12 07 covering CGL on an “occurrence” basis, including products-completed operations, personal and advertising injury, with limits no less than \$1,000,000 per occurrence. If a general aggregate limit applies, the general aggregate limit shall be twice the required occurrence limit. This contract shall be considered to be an “insured contract” as defined in this policy.
  - 2) Auto Liability: ISO Form Number CA 00 01 covering any auto (Code 1), or if Contractor has no owned autos, hired, (Code 8) and non-owned autos (Code 9), with limits no less than \$1,000,000 per accident for bodily injury and property damage.
  - 3) Worker’s Compensation: As required by the State of South Carolina, with Statutory Limits, and Employer’s Liability Insurance with limit of no less than \$1,000,000 per accident for bodily injury or disease.
- c) Every applicable Using Governmental Unit, and the officers, officials, employees and volunteers of any of them, must be covered as additional insured on the CGL policy with respect to liability arising out of work or operations performed by or on behalf of the Contractor including materials, parts or equipment furnished in connection with such work or operations. General Liability coverage can be provided in the form of an endorsement to the Contractor’s insurance at least as broad as ISO Form Number CG 20 10 11 85 or if not available, through the addition of both CG 20 10 and CG 20 37 if a later edition is used.
- d) For any claims related to this contract, the Contractor’s insurance coverage shall be primary insurance as respects the District, every applicable Using Governmental Unit, and the officers, officials, employees and volunteers of any of them. Any insurance or self-insurance maintained by the District, every applicable Using Governmental Unit, or the officers, officials, employees and volunteers of any of them, shall be excess of the Contractor’s insurance and shall not contribute with it.
- e) Prior to commencement of the work, the Contractor shall furnish the District with original certificates and amendatory endorsements or copies of the applicable policy language effecting coverage required by this section. All certificates are to be received and approved by the District before work commences. However, failure to obtain the required documents prior to the work beginning shall not waive the Contractor’s obligation to provide them. The District reserves the right to require complete, certified copies of all required insurance policies, including endorsements required by this section, at any time.

- f) Should any of the above described policies be cancelled before the expiration date thereof; notice will be delivered in accordance with the policy provisions. In addition, the Contractor shall notify the District immediately upon receiving any information that any of the coverages required by this section are or will be changed, cancelled, or replaced.
- g) Contractor hereby grants to the District and every applicable Using Governmental Unit a waiver of any right to subrogation which any insurer of said Contractor may acquire against the District or applicable Using Government Unit by virtue of the payment of any loss under such insurance. Contractor agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether or not the District or Using Governmental Unit has received a waiver of subrogation endorsement from the insurer.
- h) Any deductibles or self-insured retentions must be declared to and approved by the District. The District may require the Contractor to purchase coverage with a lower deductible or retention or provide proof of ability to pay losses and related investigations, claim administration, and defense expenses with the retention.
- i) The District reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insure, coverage, or other special circumstances.

#### 7.1.6 CONTRACTOR PERSONNEL (JAN 2006):

The Contractor shall enforce strict discipline and good order among the Contractor's employees and other persons carrying out the Contract. The Contractor shall not permit employment of unfit persons or persons not skilled in tasks assigned to them.

#### 7.1.7 CONTRACTOR'S OBLIGATION – GENERAL (JAN 2006):

The Contractor shall provide and pay for all materials, tools, equipment, labor and professional and non-professional services, and shall perform all other acts and supply all other things necessary, to fully and properly perform and complete the work. The contractor must act as the prime Contractor and assume full responsibility for any Subcontractor's performance. The Contractor will be considered the sole point of contact with regard to all situations, including payment of all charges and the meeting of all other requirements.

#### 7.1.8 DEFAULT:

- a) 1) The District may, subject to paragraphs (c) and (d) of this clause, by written notice of default to the contractor, terminate this contract in whole or in part if the contractor fails to –

- i) Deliver the supplies or to perform the services within the time specified in this contract or any extension;
  - ii) Make progress, so as to endanger performance of this contract (but see paragraph (a)(2) of this clause; or
  - iii) Perform any of the other material provisions of this contract (but see paragraph (a)(2) of this clause).
- 2) The District's right to terminate this contract under subdivisions (a)(1)(ii) and (1)(iii) of this clause, may be exercised if the contractor does not cure such failure within 19 days (or more if authorized in writing by the Procurement Officer) after receipt of the notice from the Procurement officer specifying the failure.
- b) If the District terminates this contract in whole or in part, it may acquire, under the terms and in the manner the Procurement Officer considers appropriate, supplies or services similar to those terminated, and the contractor will be liable to the District for any excess costs for those supplies or services. However, the contractor shall continue the work not terminated.
- c) Except for defaults of subcontractors at any tier, the contractor shall not be liable for any excess costs if the failure to perform the contract arises from causes beyond the control and without the fault or negligence of the contractor. Examples of such causes include (1) acts of God or of the public enemy, (2) acts of the District in either its sovereign or contractual capacity, (3) fires, (4) floods, (5) epidemics, (6) quarantine restrictions, (7) strikes, (8) freight embargoes, and (9) unusually severe weather. In each instance the failure to perform must be beyond the control and without the fault or negligence of the contractor.
- d) If the failure to perform is caused by the default of a subcontractor at any tier, and if the cause of the default is beyond the control of both the contractor and subcontractor, and without the fault or negligence of either, the contractor shall not be liable for any excess costs for failure to perform, unless the subcontracted supplies or services were obtainable from other sources in sufficient time for the contractor to meet the required delivery schedule.
- e) If this contract is terminated for default, the District may require the contractor to transfer title and deliver to the District, as directed by the Procurement Officer, any
  - 1) completed supplies, and
  - 2) partially completed supplies and materials, parts, tools, dies, jigs, fixtures, plans, drawings, information, and contract rights (collectively referred to as "manufacturing materials" in this clause) that the contractor has specifically produced or acquired for the terminated portion of this contract. Upon direction of the Procurement Officer, the contractor shall also protect and preserve property in its possession in which the District has an interest.

- f) The District shall pay contract price for completed supplies delivered and accepted. The contractor and Procurement Officer shall agree on the amount of payment for manufacturing materials delivered and accepted and for the protection and preservation of the property; if the parties fail to agree, the Procurement Officer shall set an amount subject to the contractor's rights under the Disputes clause. Failure to agree will be a dispute under the Disputes clause. The District may withhold from these amounts any sum the procurement officer determines to be necessary to protect the District against loss because of outstanding liens or claims of former lien holders.
- g) If, after termination, it is determined that the contractor was not in default, or that the default was excusable, the rights and obligations of the parties shall, if the contract contains a clause providing for termination for convenience of the District, be the same as if the termination had been issued for the convenience of the District. If, in the foregoing circumstances, this contract does not contain a clause providing for termination for convenience of the District, the contract shall be adjusted to compensate for such termination and the contract modified accordingly subject to the contractor's rights under the Disputes clause.
- h) The rights and remedies of the District in this clause are in addition to any other rights and remedies provided by law or under this contract.

#### 7.1.9 ESTIMATED QUANTITY - UNKNOWN (JAN 2006):

The total quantity of purchases of any individual item on the contract is not known. The District does not guarantee that the District will buy any specified item or total amount. The omission of an estimated purchase quantity does not indicate a lack of need but rather a lack of historical information.

#### 7.1.10 ILLEGAL IMMIGRATION:

(An overview is available at [www.procurement.sc.gov](http://www.procurement.sc.gov)) By signing your offer, you certify that you will comply with the applicable requirements of Title 8, Chapter 14 of the South Carolina Code of Laws and agree to provide to the State upon request any documentation required to establish either: (a) that Title 8, Chapter 14 is inapplicable to you and your subcontractors or sub-subcontractors; or (b) that you and your subcontractors or sub-subcontractors are in compliance with Title 8, Chapter 14. Pursuant to Section 8-14-60, "A person who knowingly makes or files any false, fictitious, or fraudulent document, statement, or report pursuant to this chapter is guilty of a felony and, upon conviction, must be fined within the discretion of the court or imprisoned for not more than five years, or both." You agree to include in any contracts with your subcontractors' language requiring your subcontractors to (a) comply with the applicable requirements of Title 8, Chapter 14, and (b) include in their contracts with the sub-subcontractors' language requiring the sub-subcontractors to comply with the applicable requirements of Title 8, Chapter 14. [07-7B097-1]

#### 7.1.11 INDEMNIFICATION - THIRD PARTY CLAIMS - GENERAL (FEB 2015):

Notwithstanding any limitation in this agreement, and to the fullest extent permitted by law, Contractor shall defend and hold harmless Indemnitees for and against any and all suits or claims of any character (and all related damages, settlement payments, attorneys' fees, costs, expenses, losses or liabilities) by a third party which are attributable to bodily injury, sickness, disease or death, or to injury to or destruction of tangible property arising out of or in connection with the goods or services acquired hereunder or caused in whole or in part by any act or omission of contractor, its subcontractors, their employees, workmen, servants, agents, or anyone directly or indirectly employed by them or anyone for whose acts any of them may be liable, regardless of whether or not caused in part by an Indemnatee, and whether or not such claims are made by a third party of an Indemnatee; however, if an Indemnatee's negligent act or omission is subsequently determined to be the sole proximate cause of a suit or claim, the Indemnatee shall not be entitled to indemnification hereunder. Contractor shall be given timely written notice of any suit or claim. Contractor's obligations hereunder are in no way limited by any protection afforded under workers' compensation acts, disability benefits acts, or other employee benefit acts. This clause shall not negate, abridge, or reduce any other rights or obligations of indemnity which would otherwise exist. The obligations of this paragraph shall survive termination, cancelation, or expiration of the parties' agreement. This provision shall be construed fairly and reasonably, neither strongly for nor against either party, and without regard to any clause regarding insurance. As used in this clause, "Indemnitees" means the BCSD, its instrumentalities, agencies, departments, boards, political subdivisions and all their respective officers, agents and employees.

#### 7.1.12 INDEMNIFICATION - THIRD PARTY CLAIMS – DISCLOSURE OF INFORMATION (FEB 2015):

- a) Without limitation, Contractor shall defend and hold harmless Indemnitees from and against any and all suits, claims, investigations, or fines (hereinafter "action") of any character (and all related damages, settlement payments, attorneys' fees, costs, expenses, losses or liabilities) by a third party which arise out of or in connection with a disclosure of government information (as defined in the clause titled Information Security – Definitions) cause in whole or in part by any act or omission of contractor, its subcontractors at any tier, their employees, workmen, servants, agents, or anyone directly or indirectly employed by them or anyone for whose acts any of them may be liable, regardless of whether or not caused in part by an Indemnatee, and whether or not such action is brought by a third party or an Indemnatee, but only if the act or omission constituted a failure to perform some obligation imposed by the contract or the law.
- b) Indemnatee must notify contractor in writing within a reasonable period of time after Indemnatee first receives written notice of any action. Indemnatee's failure to provide or delay in providing such notice will relieve contractor of its obligations under this clause only if and to the extent that such delay or failure materially prejudices contractor's ability to defend such action. Indemnatee must reasonably cooperate with contractor's defense of such actions (such cooperation does not require and is



without waiver of an Indemnitees attorney/client, work product, or other privilege\_ and, subject to Title 1, Chapter 7 of the South Carolina Code of Laws, allow contractor sole control of the defense, so long as the defense is diligently and capably prosecuted. Indemnitee may participate in contractor's defense of any action at its own expense. Contractor may not, without Indemnitee's prior written consent, settle, compromise, or consent to the entry of any judgment in any such commenced or threatened action unless such settlement, compromise or consent:

- i. includes an unconditional release of Indemnitee from all liability related to such commenced or threatened action, and
  - ii. is solely monetary in nature and does not include a statement as to, or an admission of fault, culpability or failure to act by or on behalf of, an Indemnitee or otherwise adversely affect an Indemnitee. Indemnitee's consent is necessary for any settlement that requires Indemnitee to part with any right or make any payment or subjects Indemnitee to any injunction
- c) Notwithstanding any other provision, contractor's obligations pursuant to this clause are without any limitation whatsoever. Contractor's obligations under this clause shall survive the termination, cancellation, rejection, or expiration of the contract. This provision shall be construed fairly and reasonably, neither strongly for nor against either party, and without regard to any clause regarding insurance.
- d) "Indemnitee" means the State of South Carolina, its instrumentalities, agencies, departments, boards, political subdivisions and all their respective officers, agents and employees.

#### 7.1.13 INDEMNIFICATION - INTELLECTUAL PROPERTY (FEB 2015):

- a) Without limitation and notwithstanding any provision in this agreement, Contractor shall, upon receipt of notification, defend and indemnify the BCSD, its instrumentalities, agencies, departments, boards, political subdivisions and all their respective officers, agents and employees against all actions, proceedings or claims of any nature (and all damages, settlement payments, attorneys' fees (including inside counsel), costs, expenses, losses or liabilities attributable thereto) by any third party asserting or involving an IP right related to an acquired item. BCSD shall allow Contractor to defend such claim so long as the defense is diligently and capably prosecuted. BCSD shall allow Contractor to settle such claim so long as
  - 1) all settlement payments are made by Contractor, and
  - 2) the settlement imposes no non-monetary obligation upon BCSD.  
BCSD shall reasonably cooperate with Contractor's defense of such claim.
- b) In the event an injunction or order shall be obtained against BCSD's use of any acquired item, or if in Contractor's opinion, the acquired item is likely to become the subject of a claim of infringement or violation of an IP right, Contractor shall, without in any way limiting the foregoing, and at its expense, either:

- 1) procure for BCSD the right to continue to use, or have used, the acquired item, or
- 2) replace or modify the acquired item so that it becomes non-infringing but only if the modification or replacement does not adversely affect the specifications for the acquired item or its use by BCSD.

If neither (1) nor (2), above, is practical, BCSD may require that Contractor remove the acquired item from BCSD, refund to BCSD any charges paid by BCSD therefore, and take all steps necessary to have BCSD released from any further liability.

- c) Contractors obligations under this paragraph do not apply to a claim to the extent
  - 1) that the claim is caused by Contractor's compliance with specifications furnished by the BCSD unless Contractor knew its compliance with the BCSD's specifications would infringe an IP right, or
  - 2) that the claim is caused by Contractor's compliance with specifications furnished by the BCSD if the BCSD knowingly relied on a third party's IP right to develop the specifications provided to Contractor and failed to identify such product to Contractor.
- d) As used in this paragraph, these terms are defined as follows: "IP right(s)" means a patent, copyright, trademark, trade secret, or any other proprietary right. "Acquired item(s)" means the rights, goods, or services furnished under this agreement. "Specification(s)" means a detailed, exact statement of particulars such as a statement prescribing materials, dimensions, and quality of work.
- e) Contractor's obligations under this clause shall survive the termination, cancellation, rejection, or expiration of this Agreement.

#### 7.1.14 INFORMATION SECURITY – DEFINITIONS (FEB 2105):

The following definitions are used in those clauses that cross reference this clause.

**Compromise** – means disclosure of information to unauthorized persons, or a violation of the security policy of a system in which unauthorized intentional or unintentional disclosure, modification, destruction, or loss of an object may have occurred.

Without limitation, the term “compromise” includes copying the data through covert network channels, or copying the data to unauthorized media, or disclosure of information in violation of any obligation imposed by this contract.

**Data** – means a subset of information in an electronic format that allows it to be retrieved or transmitted.

**District Information** – means information (i) provided to Contractor by, or generated by Contractor for, the District or (ii) acquired or accessed by contractor as a result of performing the Work. Without limiting the foregoing, District information includes any information that Contractor acquires or accesses by software or web-based

services, which includes, without limitation, any metadata or location data. District information excludes unrestricted information.

**Information** – means any communication or representation of knowledge such as facts, statistics, or opinions, in any medium or form, including textual, numerical, graphic, cartographic, narrative, or audiovisual.

**Information System** – means a discrete set of information resources organized for the collection, processing, maintenance, use, sharing, dissemination, or disposition of information.

**Public Information** – means any specific information, regardless of form or format, that the District has actively and intentionally disclosed, disseminated, or made available to the public. Information is not public information solely because it may be subject to inspection pursuant to an unfulfilled public records request.

**Software** – means any computer program accessed or used by the District or a third party pursuant to or as a result of this contract.

**Third Party** – means any person or entity other than the District, the Contractor, or any subcontractors at any tier.

**Unrestricted Information** – means:

- 1) public information acquired other than through performance of the work,
- 2) information acquired by Contractor prior to contract formation,
- 3) information incidental to your contract administration, such a financial, administrative, cost or pricing, or management information, and
- 4) any ideas, concepts, know-how, methodologies, processes, technologies, techniques which Contractor develops or learns in connection with Contractor's performance of the work.

**Web-based Service** – means a service accessed over the internet and acquired, accessed, or used by the District or a third party pursuant to or as a result of this contract, including without limitation, cloud services, software-as-a-service, and hosted computer services.

#### 7.1.15 LICENSES AND PERMITS (JAN 2006):

During the term of the Contract, the Contractor shall be responsible for obtaining, and maintaining in good standing, all licenses (including professional licenses, if any), permits, inspections and related fees for each or any such licenses, permits and /or inspections required by the BCSD, county, city or other government entity or unit to accomplish the work specified in this solicitation and the contract.

#### 7.1.16 MATERIAL AND WORKMANSHIP (JAN 2006):

Unless otherwise specifically provided in this contract, all equipment, material, and articles incorporated in the work covered by this Contract are to be new and of the most suitable grade for the purpose intended.

#### 7.1.17 NEPOTISM POLICY:

The contractor shall immediately report to the Chief Finance and Operations Officer any current or pending employment of an immediate family member of the BCSD Superintendent, Executive Leadership Team, School Principals, Facilities Planning and Construction Officer, or Procurement/contracting personnel.

7.1.18 OWNERSHIP OF DATA & MATERIALS (JAN 2006):

All data, material and documentation prepared for the District pursuant to this contract shall belong exclusively to the District.

7.1.19 PERFORMANCE BOND REQUIRED: **NON-APPLICABLE**

A Performance Bond and a Labor and Material Payment Bond **will** be required for 100% of the proposed/contracted amount on the various projects that exceed \$50,000. The bonds must be issued by a surety company licensed in South Carolina, with an “A” minimum rating of performance as stated in the most current publication of “best’s key rating guide, property liability” which shall show a financial strength rating of at least five (5) time the contract amount. Each bond must be accompanied by a “power of attorney” authorizing the attorney in-fact to bind the surety and certified to include the date of the performance bond.

7.1.20 PRICE ADJUSTMENTS (JAN 2006):

- a) Method of Adjustment: Any adjustment in the contract price made pursuant to a clause in this contract shall be consistent with this Contract and shall be arrived at through whichever one of the following ways is the most valid approximation of the actual cost to the Contractor (including profit, if otherwise allowed):
- 1) by agreement on a fixed price adjustment before commencement of the pertinent performance or as soon thereafter as practicable;
  - 2) by unit prices specified in the Contract or subsequently agreed upon;
  - 3) by the costs attributable to the event or situation covered by the relevant clause, including profit if otherwise allowed, all as specified in the Contract; or subsequently agreed upon;
  - 4) in such other manner as the parties may mutually agree; or,
  - 5) in the absence of agreement by the parties, through a unilateral initial written determination by the Procurement Officer of the costs attributable to the event or situation covered by the clause, including profit if otherwise allowed, all as computed by the Procurement Officer in accordance with generally accepted

accounting principles, subject to the provisions of Title 11, Chapter 35, Article 17 of the S.C. Code of Laws.

- b) **Submission of Price or Cost Data:** Upon request of the Procurement Officer, the Contractor shall provide reasonably available factual information to substantiate that the price or cost offered, for any price adjustments is reasonable, consistent with the provisions of Section 11-35-1830.

#### 7.1.21 PRICE ADJUSTMENT – LIMITED – AFTER INITIAL TERM ONLY (JAN 2006):

Upon approval of the Procurement Officer, prices may be adjusted for any renewal term. Prices shall not be increased during the initial term. Any request for a price increase must be received by the procurement officer at least ninety (90) days prior to the expiration of the applicable term and must be accompanied by sufficient documentation to justify the increase. If approved, a price increase becomes effective starting with the term beginning after approval. A price increase must be executed as a change order. Contractor may terminate this contract at the end of the then current term if a price increase request is denied. Notice of termination pursuant to this paragraph must be received by the Procurement Officer no later than fifteen (15) days after the Procurement Officer sends contractor notice rejecting the requested price increase.

#### 7.1.22 PRICE ADJUSTMENTS – LIMITED BY CPI “OTHER GOODS AND SERVICES” (JAN 2006):

Upon request and adequate justification, the Procurement Officer may grant a price increase up to but **not to exceed 3%**, the unadjusted percent change for the most recent 12 months for which data is available, that is not subject to revision, in the Consumer Price Index (CPI) for all urban consumers (CPI-U), “Other Goods and Services” for services, as determined by the Procurement Officer. The Bureau of Labor and Statistics publishes this information on the web at [www.bls.gov](http://www.bls.gov).

#### 7.1.23 PURCHASING CARD (JAN 2006):

**Contractor agrees to accept payment by the South Carolina Purchasing Card for no extra charge. The Purchasing Card is issued by Visa. The purchasing card allows BCSD to make authorized purchases from a vendor without the requirement to issue a purchase order.**

#### 7.1.24 RELATIONSHIP OF THE PARTIES (JAN 2006):

Neither party is an employee, agent, partner, or joint venture of the other. Neither party has the right or ability to bind the other to any agreement with a third party or to incur any obligation or liability on behalf of the other party.

#### 7.1.25 RESTRICTIONS ON PRESENTING TERMS OF USE OR OFFERING ADDITIONAL SERVICES (FEB 2015):

- a) Citizens, as well as public employees (acting in their individual capacity), should not be unnecessarily required to agree to or provide consent to policies or contractual terms in order to access services acquired by the District pursuant to this contract (hereinafter “applicable services”) or, in the case of public employees, to perform their job duties; accordingly, in performing the work, contractor shall not require or invite any citizen or public employee to agree to or provide consent to any end user contract, privacy policy, or other terms of use (hereinafter “terms of use”) not previously approved in writing by the procurement officer. Contractor agrees that any terms of use regarding applicable services are void and of no effect.
- b) Unless expressly provided in the solicitation, public contracts are not intended to provide contractors an opportunity to market additional products and services; accordingly, in performing the work, contractor shall not – for itself or on behalf of any third party – offer citizens or public employees (other than the procurement officer) any additional products or services not required by the contract.
- c) Any reference to contractor in items (a) or (b) also includes any subcontractor at any tier. Contractor is responsible for compliance with these obligations by any person or entity that contractor authorizes to take any action related to the work.
- d) Any violation of this clause is a material breach of contract. The parties acknowledge the difficulties inherent in determining the damage from any breach of these restrictions. Contractor shall pay the District liquidated damages of \$1,000 for each contact with a citizen or end user that violates this restriction.

**7.1.26 STORAGE OF MATERIALS (JAN 2006):**

Absent approval of the District, Contractor shall not store items on the premises of the using governmental unit prior to the time set for installation.

**7.1.27 TERM OF CONTRACT – EFFECTIVE DATE / INITIAL CONTRACT PERIOD:**

The anticipated effective date of this contract will be October 1, 2020. The initial term of this agreement is for 36 months from the effective date or until the project and any addendums are complete.

**7.1.28 TERM OF CONTRACT – OPTION TO RENEW (Jan 2015) **NOT APPLICABLE**:**

- a) At the end of the initial term, and at the end of each renewal term, this contract has the option to renew for a period of three (3) years, unless contractor receives notice that the BCSD elects not to renew the contract at least thirty (30) days prior to the date of renewal. With the exception of a voluntary extension subject to BCSD Superintendent’s approval, this contract expires no later than the last date stated on the maximum contract periods.

- b) Contractor acknowledges that, unless excused by Section 11-57-320, if the contractor is on the then-current Iran Divestment Act List as of the date of any contract renewal, the renewal will be void ad initio.

#### 7.1.29 TERM OF CONTRACT - TERMINATION BY CONTRACTOR (JAN 2006):

Contractor may terminate this contract at the end of the initial term, or any renewal term, by providing the Procurement Officer notice of its election to terminate under this clause at least ninety days prior to the effective date of termination.

#### 7.1.30 TERMINATION FOR CONVENIENCE – (JAN 2006):

- 1) Termination. The Procurement Officer may terminate this contract in whole or in part, for the convenience of the District. The Procurement Officer shall give written notice of the termination to the contractor specifying the part of the contract terminated and when termination becomes effective.
- 2) Contractor’s Obligations. The contractor shall incur no further obligations in connection with the terminated work and on the date set in the notice of termination the contractor will stop work to the extent specified. The contractor shall also terminate outstanding orders and subcontracts as they relate to the terminated work. The contractor shall settle the liabilities and claims arising out of the termination of subcontracts and orders connected with the terminated work. The Procurement Officer may direct the contractor to assign the contractor’s right, title, and interest under terminated orders or subcontracts to the District. The contractor must still complete the work not terminated by the notice of termination and may incur obligations as are necessary to do so.
- 3) Right to Supplies. The Procurement Officer may require the contractor to transfer title and deliver to the District in the manner and to the extent directed by the Procurement Officer:
  - 1) any completed supplies; and
  - 2) Such partially completed supplies and materials, parts, tools, dies, jigs, fixtures, plans, drawings, information, and contract right (hereinafter called “manufacturing material”) as the contractor has specifically produced or specially acquired for the performance of the terminated part of this contract. The contractor shall, upon direction of the Procurement Officer, protect and preserve property in the possession of the contractor in which the District has an interest. If the Procurement Officer does not exercise this right, the contractor shall use best efforts to sell such supplies and manufacturing materials in accordance with the standards of Uniform Commercial Code Section 2-706. Utilization of this section in no way implies that the District has breached the contract by exercise of the Termination for Convenience Clause.

- 4) Compensation.
- 1) The contractor shall submit a termination claim specifying the amounts due because of the termination for convenience together with cost or pricing data required by Section 11-35-1830 bearing on such claim. If the contractor fails to file a termination claim within one year from the effective date of termination, the Procurement Officer may pay the contractor, if at all, an amount set in accordance with subparagraph (c) of this paragraph.
  - 2) The Procurement Officer and the contractor may agree to a settlement and that the settlement does not exceed the total contract price plus settlement costs reduced by payments previously made by the District, the proceeds of any sales of supplies and manufacturing materials under paragraph (3) of this clause, and the contract price of the work not terminated;
  - 3) Absent complete agreement under subparagraph (b) of the paragraph, the Procurement Officer shall pay the contractor the following amounts, provided payments agreed to under subparagraph (b) shall not duplicate payments under this subparagraph:
    - i) contract prices for supplies or services accepted under the contract;
    - ii) costs reasonably incurred in performing the terminated portion of the work less amounts paid or to be paid for accepted supplies or services;
    - iii) reasonable costs of settling and paying claims arising out of the termination of subcontracts or orders pursuant to paragraph (2) of this clause. These costs must not include costs paid in accordance with subparagraph (c)(iii) of this paragraph;
    - iv) any other reasonable costs that have resulted from the termination. The total sum to be paid the contractor under this subparagraph shall not exceed the total contract price plus the reasonable settlement costs of the contractor reduced by the amount of payments otherwise made, the proceeds of any sales of supplies and manufacturing materials under subparagraph (b) of this paragraph, and the contract price of work not terminated.
  - 4) Contractor must demonstrate any costs claimed, agreed to, or established under subparagraphs (b) and (c) of this paragraph using its standard record keeping system, provided such system is consistent with any applicable Generally Accepted Accounting Principles.
- e) Contractor's failure to include an appropriate termination for convenience clause in any subcontract shall not:
- i) affect the District's right to require the termination of a subcontract
  - ii) increase the obligation of the District beyond what it would have been if the subcontract had contained an appropriate clause.



**8.0 BIDDING SCHEDULE / PRICE BUSINESS PROPOSAL:**

**See Exhibit A**

**See Response Form**

## 9.0 ATTACHMENTS TO SOLICITATION

### MINORITY AND WOMAN BUSINESS ENTERPRISE POLICY AND REQUIREMENTS:

*Mission of the Beaufort County School District Board of Education:  
To serve the community by providing the opportunity for each student to receive a highly effective education*

#### **Statement of Policy**

It is the policy of the Beaufort County School District that discrimination against businesses on the basis of race, color, national origin, and gender is prohibited. No person shall be denied the benefit of, or otherwise discriminated against, on the grounds of race, color, national origin or gender in connection with the award and/or performance of any contract or modification of a contract between a vender or contractor and the Board which contract is paid or is to be paid for, in whole or part, with monetary appropriations of the Board. Further, it is the policy of BCSD to encourage and promote on an inclusionary basis contracting opportunities for all business, without regard to race, color, national origin or gender. It is expected that all firms seeking to do business with the Beaufort County School District will comply with this BCSD policy.

#### **M/WBE Compliance**

Potential bidders must demonstrate their process for contracting or utilizing businesses as subcontractors or suppliers for work on projects undertaken is open to businesses regardless of race, gender or ethnicity, by fulfilling one (1) of three (3) alternative eligible bidder categories.

1. Documentation of prior M/WBE on projects undertaken in South Carolina during the previous two (2) years at the level of availability.
2. Documentation of prior good faith outreach efforts on all projects undertaken in South Carolina during the previous two (2) years.
3. Commitment to future good faith outreach efforts in all projects undertaken in South Carolina.

On eligible projects that equal or exceed five million dollars in value, potential bidders are required to make a good faith effort to enter into a joint venture or Mentor/Protégé arrangement at the prime contractor level which includes at least one (1) certified minority- and/or woman-owned firm.

- Companies involved in joint venture Mentor/Protégé arrangements must be of a different race or gender ownership.
- Each eligible bidder shall submit with each bid submission on an eligible contract:
  1. A complete and signed subcontractor plan. Eligible bidders who submit bid proposals which fail to utilize minority- and/or woman-owned business enterprises at a level consistent with availability, must submit documentation

- detailing their “good faith outreach efforts” to utilize minority- and/or woman owned firms.
2. Written documentation demonstrating the eligible bidder’s good faith efforts to identify, contract with, or utilize businesses, including certified M/WBEs, as sub-contractors or suppliers on the eligible project.
- Acceptable good faith effort documentation:
    1. The eligible bidder contacted the District Purchasing and Contract Compliance Offices, other private sector and government entities, or M/WBEs organizations, to identify available businesses to work on the eligible bidder project, including minority-and woman-owned firms.
    2. The eligible bidder placed notices of opportunity for minority-and woman-owned firms to perform subcontracting work on the eligible project in newspapers, trade journals and other relevant publications specifically targeted to M/WBEs, or communicated such notices or opportunities via the Internet or by other available media means.
    3. The eligible bidder submitted invitations to bid for work on the eligible project to qualified businesses, including minority-and woman-owned firms.
    4. The eligible bidder included in such notices and invitations, a full disclosure of the criteria upon which bids, proposals or quotes would be evaluated, and also included contact information for inquiries, submissions, or requests to review any necessary bid documents.
    5. The eligible bidder promptly responded to inquiries, provided necessary physical access and time for all interested businesses to fully review all necessary bid documents, and otherwise provided information, access and time to allow all interested businesses to prepare bids and quotes, regardless of race, gender or ethnicity.
    6. The eligible bidder considered, hired, or otherwise utilized qualified and available businesses for an eligible project, including minority-and woman-owned firms.
    7. For each business which contacted or was contacted by the eligible bidder regarding sub-contracting or services on the eligible project, the eligible bidder shall maintain all written documents reflecting such contact, including bids, quotes and proposals.

### **Subcontractor Participation**

Beaufort County School District, through its contract documents, encourages contractors to utilize minority subcontractors on their projects.

A prime contractor must identify M/WBE utilization expenditures to certified M/WBE subcontractors that perform a commercially useful function in the work of the contract. An M/WBE subcontractor is considered to perform a commercially useful function when it is responsible for the execution of a distinct element of the work of a contract for which the MBE or WBE has the skill and expertise and carries out its responsibilities by actually performing, managing and supervising the work involved.

**Business Utilization Report**

In order to facilitate an effective monitoring system, each contractor, bidder or offeror must submit a completed and signed Utilization Report with the bid submission which lists the names, addresses and contact persons of the M/WBE and majority owned businesses, if any, to be used in the contract, the type of work each business will perform, the dollar value of the work and the scope of work. The Utilization Report submitted by the contractor shall be submitted as a part of the contract with BCSD. If the information contained in the Contractor’s Utilization Report changes by the time the contract is executed, the Contractor shall amend the Utilization Report and such amended Utilization Report shall be incorporated into the contract.

**Business Enterprise Utilization Report**

List all vendors/subcontractors to be used on this project. All MBEs or WBEs proposed for utilization on this project must be certified by the Small and Minority Business Assistance Office through the State of South Carolina according to the criteria of the Beaufort County School District’s Minority Business Enterprise Plan prior to utilization on this project.

In column 2 below, please specify ethnic/racial/gender group as follows:

- AABE – African-American Business Enterprise
- HBE – Hispanic Business Enterprise
- ABE – Asian-American Business Enterprise
- WBE – Woman Business Enterprise

| <u>Sub-Contractor Name</u> | <u>Gender Group</u> | <u>Address</u> | <u>Phone #</u> | <u>Other</u> | <u>E-Mail</u> |
|----------------------------|---------------------|----------------|----------------|--------------|---------------|
|                            |                     |                |                |              |               |
|                            |                     |                |                |              |               |
|                            |                     |                |                |              |               |
|                            |                     |                |                |              |               |

**Statement of Intent**

We, the undersigned have prepared and submitted all the documents required for this project. We have prepared these documents with a full understanding of the Beaufort County School District’s goal to ensure equal opportunities in the proposed work to be undertaken in performance of this project. Specifically the BCSD seeks to encourage and promote on an inclusionary basis contracting opportunities without regard to the race, gender, national origin or ethnicity of the ownership or management of any business and that it is an equal opportunity employer and contracting entity. We certify that the representations contained in the Minority/Woman Business Enterprise (M/WBE) Utilization Report, which we have submitted with this solicitation, are true and correct as of this date. We commit to undertake this contract with the Minority/Woman Business utilization Report we have submitted, and to comply with all non-discrimination provisions of the Minority/Woman Business Enterprise Program in the performance of this contract.

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Signature

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Date

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Project: \_\_\_\_\_