

Centralia Elementary School District



January 16, 2017

Mr. Stephen Powers
Technology Coordinator
Centralia Elem School District
6625 La Palma Ave
Buena park, CA 90620

Dear Mr. Powers:

In response to the Centralia Elem School District E-rate Form 470 #170050983 and RFP for Wide Area Network Digital Transmission Services, we're submitting the attached proposal for an AT&T solution that addresses your requirements.

AT&T is an experienced provider of E-rate-qualified services. Our Service Provider Identification Number (SPIN) information is as follows:

- AT&T Switched Ethernet – SPIN 143002665

In the following proposal, we describe the solution and summarize its benefits. We also describe the advantages of working with AT&T.

We're confident in the strength of this offer and in our capabilities to deliver and support it. We look forward to working with you.

Sincerely,

Sean Simpson
Client Solutions Executive

Centralia Elementary School District

Connecting Your World

AT&T Response to Centralia Elementary School District's RFP for Wide Area Network Digital Transmission Services

January 23, 2016

Sean E. Simpson

Client Solutions Executive

AT&T

3580 Orange St.

Riverside, CA 92501

Phone: 714-651-9665

sean.e.simpson@att.com



Proposal Validity Period—The information and pricing contained in this proposal is valid for a period of 90 days from the date written on the proposal cover page or until the E-rate filing window closes for the upcoming E-rate Funding year, whichever occurs later, unless rescinded or extended in writing by AT&T.

Proposal Pricing—Pricing proposed herein is based upon the specific product/service mix and locations outlined in this proposal, and is subject to AT&T's proposed terms and conditions for those products and services and the AT&T E-rate Rider unless otherwise stated herein. Any changes or variations in the proposed terms and conditions, the products/services, length of term, locations, and/or design described herein may result in different pricing. Prices quoted do not include applicable taxes, surcharges, or fees. In accordance with the tariffs or other applicable service agreement terms, Customer is responsible for payment of such charges.

Providers of Service—Subsidiaries and affiliates of AT&T Inc. provide products and services under the AT&T brand.

Copyright Notice and Statement of Confidentiality—© 2017 AT&T Intellectual Property. All rights reserved. AT&T, the AT&T logo, and all other AT&T marks contained herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks contained herein are the property of their respective owners. The contents of this document (except for the pricing applicable to E-rate funded services) are unpublished, proprietary, and confidential and may not be copied, disclosed, or used, in whole or in part, without the express written permission of AT&T Intellectual Property or affiliated companies, except to the extent required by law and insofar as is reasonably necessary in order to review and evaluate the information contained herein.

Disclaimer—For purposes of this Proposal, the identification of certain services as "eligible" or "non-eligible" for Universal Service ("E-rate") funding is not dispositive, nor does it suggest that this or any other services in this Proposal will be deemed eligible for such funding. Any conclusions regarding the eligibility of services for E-rate funding must be based on several factors, many of which have yet to be determined relative to the proposed services and equipment described herein. Such factors will include, without limitation, the ultimate design configuration of the network, the specific products and services provisioned to operate the network, and the type of customer, and whether the services are used for eligible educational purposes at eligible locations. In its proposal, AT&T will take guidance from the "Eligible Services List" and the specific sections on product and service eligibility on the Schools and Libraries Division ("SLD") of the Universal Service Administrative Company ("USAC") website www.usac.org/si. This site provides a current listing of eligible products and services, as well as conditionally eligible and ineligible services. This guidance notwithstanding, the final determination of eligibility will be made by the SLD after a review of the customer's E-rate application for this proposal. If AT&T is awarded the bid for this project, AT&T will provide assistance on the E-rate application solely on matters relative to the functionality of the services and products which comprise the network. Nevertheless, the responsibility for the E-rate application is with the customer. AT&T is not responsible for the outcome of the SLD's decision on these matters.

Broadband Internet Access—For information about AT&T's broadband Internet access services, please visit www.att.com/broadbandinfo.

End User Equipment—Beginning with funding year 2015, E-rate recipients must cost allocate non-ancillary ineligible components that are bundled with eligible products or services, including those end user device components that previously would have fallen within the scope of components not requiring cost allocation as described in the 2010 Clarification Order. Cost allocations are the responsibility of E-rate Applicants. For additional information, reference USAC/SLD website @ <http://www.usac.org/si> and Cost Allocation Guidelines for Services @ <http://www.usac.org/si/applicants/beforeyoubegin/eligible-services/cost-allocations.aspx>. Equipment availability and pricing is subject to change based on when plans are activated

Table of Contents

Executive Summary

To stay current with developments in education, Centralia Elem School District may need new technologies for data, Internet, and network services. In addition, you want to boost communication efficiency and maximize your E-rate benefits.

AT&T has participated in the E-rate program since its inception. As one of the program's largest service providers, we bring a complete range of technology solutions, affordable access, and networking expertise to our community's K-12 schools and libraries.

Due to the near-constant stimulation of mobile phones and other devices, students expect to be connected and engaged with technology at all times. Today, this expectation extends

to the education environment, but effectively incorporating technology into the classroom can be challenging.

Moreover, education and technology budgets often come under pressure. Therefore, you need a supplier that can effectively support your goals while helping you maximize your E-rate benefits. E-rate funds can help pay for some of the following expenses:

- **Infrastructure**—Wi-Fi connectivity is becoming more common in the classroom, and new funding sources are available to support improved Wi-Fi. As a result, you have a unique opportunity to revisit your requirements and potentially add or enhance infrastructure.
- **Telecommunications**—Studies show that student achievement improves with parental involvement. Strong parent-to-teacher communication is easier to achieve using voice communication tools.
- **Internet Access**—The Internet opens classrooms to a wealth of content to engage students. For example, wireless LANs can bring exciting new topics or global collaboration.

Solution

We understand your challenges and the technologies that drive your educational institution. As a result, we've devised a solution that can help enable you to upgrade your technology, enhance your infrastructure, and gain additional efficiencies, which can help improve student achievement and expand the content available in the classroom.

Our solution for Centralia Elem School District is a good value and a smart investment. That's because we designed it based on your immediate needs—but in addition, you can easily add other services to it when you're ready.

We built the solution around AT&T Switched Ethernet Service, which is a transport service that uses industry-standard Ethernet technology to transport traffic among two or more locations. AT&T Switched Ethernet Service uses native Ethernet interfaces to transport data without using protocol conversion or special equipment.

The solution includes these key features:

- **Any-to-Any Connections**—let you configure any port so that it connects to any other port in your network. So instead of passing through your network hub, data packets take a more direct route to their destinations. As a result, a single Ethernet connection can provide your locations with various remote resources, such as virtual connections to a primary and backup data host.
- **Multiple Classes of Service (CoS) with Service Level Agreements (SLAs)**—CoS with SLAs lets you tune an Ethernet connection to each application's specific needs, such as the real-time and interactive requirements of delay-sensitive voice, video, and financial transactions. This capability enables your high-bandwidth network to efficiently and reliably transport interactive voice and video, which helps ensure that your employees can successfully communicate and collaborate.

- Bandwidth Speeds from 2 Mbps to 10 Gbps—You can choose from three physical port speeds and a wide variety of logical channel Committed Information Rates (CIRs) for your switched Ethernet service. This feature helps you meet your current network needs and lets you easily increase your network's speed and capacity in the future. So, instead of losing time because of a slow network response, you can help ensure that vital information is available when and where you need it.

Advantages of AT&T

AT&T provides extensive E-rate-eligible services including voice, data, network, wireless, Internet, and video. In addition, we can help you understand the E-rate program and how to maximize your benefits. As an eligible telecommunications company, AT&T complies with FCC rules and state and local procurement requirements. Also, we're one of the program's leading service providers in terms of the volume of facilitated Universal Service Fund (USF) benefits. You can find more information about AT&T and the E-rate program at <http://www.att.com/erate>.

Personalized Support

Because we understand the importance of personalized service, we give you an account team of specialists to design and implement your new solution. You'll receive ongoing, coordinated support from your account team for all of your AT&T services.

Your AT&T Account Team

Name	Title	Phone Number	Email
Sean Simpson	Client Solutions Executive	714-651-9665	ss6862@att.com
Agnes Barber	Technical Sales Consultant	404-281-0735	at7441@att.com

Proven experience makes AT&T the clear choice: we've provided service to almost 2,000 E-rate-eligible entities. And, we'll work with you to develop a comprehensive, cost-effective solution that supports your current needs yet allows for growth when necessary. We look forward to discussing our proposal.

Vendor Company Data

AT&T Overview

We can provide an overview of AT&T's services, reach, and network strength.

In the U.S., AT&T serves over 133 million wireless subscribers, and is a premier provider of broadband, long distance, and local voice services. We also offer our communication services in almost every other country and territory in the world. Our services enable calls from more than 225 countries as well as wireless data roaming—for laptops, hand-held devices, and other data services—in more than 200 countries.

As a worldwide provider of IP-based services, we offer an extensive portfolio of Virtual Private Network (VPN) and Voice over IP (VoIP) services, which we back with security and support capabilities. We deliver these services to you via one of the world's most advanced backbone networks. Our wholly owned backbone network, which we operate from 38 Internet data centers (IDCs) on five continents, uses Multiprotocol Label Switching (MPLS) technology to integrate multiple network services.

The network provides MPLS-based services in 198 countries and includes more than

- 3,800 nodes
- 1,053,240 fiber route miles
- 36 Internet Data Centers on 4 continents

We also operate a wireless network that includes

- Coverage of more than 99% of the U.S. population, including the top 100 U.S. markets.
- Superior speeds for data and video services, as well as operating efficiencies using the same spectrum and infrastructure for voice and data on an IP-based platform.
- Digital transmission technologies known as GSM, General Packet Radio Services and Enhanced Data Rates for GSM Evolution for data communications.
- The nation's fastest mobile broadband network. 4G speeds are available with our Universal Mobile Telecommunications System/High-Speed Downlink Packet Access (UMTS/HSDPA) broadband and HSPA+ network technology, combined with our upgraded backhaul.
- Transition to more advanced LTE technology

In addition to retail communication services, AT&T is a global leader in wholesale communication services. Our wholesale organization serves carriers, wireless service providers, systems integrators, cable providers, Internet service providers (ISPs), and content providers that need global, regional, and local end-to-end solutions.

A key to our success in providing and integrating services is AT&T Labs, our research and development group. AT&T Labs has won eight Nobel Prizes and has more than 12,500 patents. Our researchers and engineers developed some of the world's major technological inventions, including the transistor, solar cell, cell phone, and communications satellite. In addition, AT&T Labs led in developing DSL and other broadband Internet transport and delivery systems as well as wireless data networks.

You can find additional corporate information at the following link

<http://www.att.com/gen/investor-relations?pid=5711>.

When you choose AT&T as your provider, you get innovative products and high-quality service.

Experience and Client References

Vendor Qualifications

Any individual firm submitting a proposal must be able to provide evidence that the individual or firm and its personnel carrying out the responsibilities have expertise and experiences in all areas identified in the Services Required section of this RFP. The vendor shall provide three (3) K-12 references consisting of similar work and scope.

AT&T Response:

The AT&T family of companies has been participating in the E-Rate program for schools and libraries since the program's inception, and can provide a complete range of E-Rate-eligible services to assure your schools and libraries are connected; from local and long distance phone service to network design and integration, webhosting, Internet access and eligible infrastructure components.

We're proud to bring our telecommunications expertise and knowledge of the E-Rate program to your school or library, helping to ensure that all eligible K-12 schools and libraries have affordable access to advanced telecommunications services.

AT&T began offering Switched Ethernet (ASE) in 2011. We have provided ethernet solutions since the late 1990's.

Reference

Before awarding any contract, the DISTRICT reserves the right to require the vendor to submit evidence of qualifications, as it may deem appropriate. This evidence may be concerning financial, technical, and other qualifications as well as relevant experience and skills of the vendor.

AT&T Response:

AT&T began offering Switched Ethernet (ASE) in 2011. We have provided ethernet solutions since the late 1990's.

During negotiations or presentations, your AT&T account team will secure customer references.

Most customers do not wish to be contacted directly as references. So, your account team will work to arrange contact or to supply you with direct contact information.

Consequently, we're unable to provide you with customer references until that time.

Technical Capabilities

QUALIFICATIONS

Please provide responses to the following questions as well as details to offer a comprehensive representation of your company and its services.

	Yes/No
1. The vendor must be able to guarantee network availability at least 99.5% of the time in a calendar month, and packet delivery of 99.5% or greater, except for outages caused by the customer's equipment, fiber cuts by third parties, acts of God, or other Force Majeure events.	Yes
<p>Please elaborate:</p> <p>For AT&T Switched Ethernet Service (ASE), the network availability parameter for the Service Level Agreements (SLA) is at least 99.99% for all ports (except broadband) and Classes of Service (CoS).</p> <p>We calculate network availability as the percentage of time during a month that the network is capable of accepting and delivering your data. Network availability includes the Ethernet core network and the local loop, and the calculation excludes network outage time during maintenance windows.</p> <p>The calculation for Network Availability for a given month is as follows:</p> <p>Network Availability = [(24 hours x days in the month x 60 minutes x number of customer ports in the LATA) – network outage time] / (24 hours x days in the month x 60 minutes x number of customer ports in the LATA)</p>	

<p>Credits are subject to the following terms and conditions:</p> <ul style="list-style-type: none"> • You must notify AT&T when the service within a calendar month fails to meet the committed level. • You must request a service credit within 45 days after the end of the month in which the failure occurred. • After we verify that the service performance for network availability was less than the committed level, we provide you with a credit equal to 10% of the Monthly Recurring Charge (MRC) for all affected ports. 	
<p>2. Does your company monitor all telecommunication and/or Internet services 24 hours per day, seven days per week, 365 days per year?</p>	<p>Yes</p>
<p>Please elaborate:</p> <p>The Ethernet Network Operating Center (ENOC) provides technical support for AT&T Switched Ethernet (ASE) Service.</p> <p>The ENOC is responsible for the customer-facing network, including any equipment associated with the ASE network. It functions as the Overall Control Office (OCO) and Maintenance Control Office (MCO) for ASE and has dedicated, knowledgeable staff to identify and resolve network-impacting maintenance conditions. It monitors components in the network infrastructure and, in many cases, may be actively working to resolve an event before you notice it. The 24X7 center tracks and coordinates problem analysis and repair, and if a dispatch is required, hands -off the Work Force Administration Controller (WFAC) trouble ticket within the ASE customer-facing network.</p>	
<p>3. Can your company ensure CESD 99.95% for all telecommunication and/or Internet service availability during each week of service provided with telecommunication and/or Internet service latency across your company's network, facilities and services not to exceed 30 milliseconds maximum?</p>	
<p>Please elaborate:</p> <p>With AT&T Switched Ethernet Service (ASE), we provide a Class of Service (CoS) Service Level Agreement (SLA) for network latency, Packet Delivery Rate (PDR), and jitter.</p> <p>We measure the latency, jitter, and Packet Delivery Rate (PDR) by averaging monthly sample measurements we take between the Network Termination Equipment (NTE) to which your</p>	

ports are attached and the network. We base the SLA's parameters on the LATA-wide average of outbound the traffic between your NTE and the network.

AT&T Switched Ethernet (ASE) CoS SLA service parameters

	Service Measurement		
Class of Service	Latency (one-way)	Jitter	Packet Delivery Rate (PDR)
Real Time	5 ms	3 ms	99.995%
Interactive	13 ms	10 ms	99.95%
Business Critical—High	20 ms	N/A	99.9%
Business Critical—Medium	30 ms	N/A	99.9%
Non-Critical High	50 ms	N/A	99.5%
Non-Critical Low (This CoS is only offered as part of the PPCoS Package)	N/A	N/A	N/A
Broadband Basic	N/A	N/A	N/A

The credits are subject to the following terms and conditions:

- You must notify AT&T when the service parameters within a calendar month fail to meet the committed level.
- You must request a service credit within 45 days after the end of the month when the failure occurred.
- After we verify that the service performance for that parameter failed to meet the committed level, we have one month to correct the problem.
- If after one month, the service performance for that parameter is still failing to meet the committed level, we will provide you with a service credit equal to 25% of the monthly recurring charge for your affected ports (for SLAs other than network availability). We will only apply one credit per port per calendar month.
- Latency may vary on ports with Real Time Committed Information Rate (CIR) of 10 Mbps or below and we do not use real time Ethernet Virtual Channel (EVCs) on these ports to determine whether the latency SLA is met.
- EVCs connecting basic or Per Packet Class of Service (PPCoS) ports to broadband ports are not subject to Class of Service SLAs and we exclude them from calculations that determine whether the SLAs are met.

The following are not subject to the Real Time Latency SLA and we exclude them from calculations that determine whether the Latency SLA is met:

- Real time EVCs between ports that are connected with an inter-Central Office facilities path extending more than 200 miles
- EVC CIRs in excess of 1000 Mbps
- EVC CIRs using a PPCoS serving arrangement with a package exceeding 1000 Mbps real time

4. Is your company able to provide, at no additional

charge, immediate notification to CESD network department representative of any and all telecommunication and/or Internet service outages or anomalies which affect the use of the facilities, circuits, or network within CESD?	
AT&T constantly monitors its network for outages and anomalies and makes reasonable attempts to notify customers of service impacting issues.	
5. Please provide the process for CESD to report any problems with the facilities, circuits, network or telecommunication and/or Internet services including the minimum response time.	
<p>Please elaborate:</p> <p>Our dedicated expert technicians monitor and support your AT&T Switched Ethernet Service.</p> <p>These technicians monitor, identify, and resolve conditions within our infrastructure that affect the network. However, we may not recognize all alarms that affect customers. Therefore, to ensure your eligibility for service credits, you should report any degradation or failure that affects your service. To do so, contact the AT&T Ethernet Network Operations Center at 888-644-3662 and select option 1 for maintenance.</p> <p>When we monitor and support your service, we often resolve problems before you notice them.</p>	
6. Provide details regarding your company's service center, including, but not limited to, staffing experience, process and priority service.	
<p>Please elaborate:</p> <p>Each AT&T network is managed by a centralized network reliability center (NRC) that manages and controls the network's operation. NRCs are located throughout the U.S.; exact locations are proprietary.</p> <p>Each NRC is staffed 24x7; exact staffing varies by center. The Global Network Operations Center (GNOC), located in Bedminster, New Jersey, in a hardened facility, oversees the network reliability centers.</p> <p>Network reliability centers are responsible for</p> <ul style="list-style-type: none"> • Proactive 24x7 surveillance of network elements • Progress and event notification 	

- Asset management
- Logical configuration management
- Network upgrades and change management
- Directing the maintenance activities of business partners

AT&T helps ensure network availability for your service via our Network Operations Centers (NOCs).

AT&T's Network Operating Center (NOC) monitors the IP network using simple network management protocol- (SNMP) based software.

We use the software along with other essential tools to monitor non-SNMP equipment and other network services. We continually monitor the displayed status of the network. And, we log all changes in the IP network status, which gives the NOC the ability to evaluate staff responsiveness and network availability. In addition to the IP network, AT&T Transport Centers monitor the underlying transport network 24 hours a day, 365 days a year.

So, our attentive IP network management helps support our industry-acclaimed network performance.

7. Your company will provide a non-performance policy with CESD which provides CESD a monthly credit equal to two times the monthly rate multiplied by the percentage of monthly outage to any site within CESD, when such faults, outages or anomalies are due to the oversight neglect or unreliability of your company's services.

Please elaborate:

For interruptions to your AT&T Switched Ethernet Service (ASE), AT&T applies Service Level Agreement (SLA) credits upon request.

We consider a service interruption to be when service becomes completely unusable because a facility component fails. An interruption period starts when you report an inoperative service to AT&T and ends once AT&T restores the service.

We calculate the credit allowance for an interruption or a series of interruptions on the applicable monthly rate for the interrupted ports. This includes the other rate elements associated with the port such as the Committed Information Rate (CIR) and the repeater.

Credits are subject to the following terms and conditions:

- Credits aren't applicable to other ports on the network that weren't interrupted—even if they were unable to connect to an interrupted port.
- Credits aren't allowed for an interruption period of less than 30 minutes.
- We credit interruptions of 30 minutes or more at the rate of 1/1440 of the monthly

charges for the facility or service for each such period or fraction thereof.	
8. Does your company maintain compliance with any and all legal requirements set forth under the California Public Utilities Commission and the Federal Communications Commission of the United States of America?	Yes
<p>Please elaborate:</p> <p>Pacific Bell Telephone Co. d/b/a AT&T California, a subsidiary of AT&T Inc., operates in California pursuant to a certificate of public convenience and necessity granted by the California Public Utilities Commission (CPUC).</p> <p>You can verify this statement at http://www.cpuc.ca.gov/PUC/telco/.</p>	
9. Does your company agree that CESD can reserve the option to terminate service, without penalty and full expectation of refund of any and all proceeds paid prior to date of termination of contract or services for balance of services not rendered?	
Calnet 3 services are month to month and do not have any early termination penalties.	

Cost Proposal

Proposed solution pricing

Special construction costs (curb to MPOE) should be amortized over the initial contract term as part of the MRC. DISTRICT WILL NOT BE RESPONSIBLE FOR ANY EASEMENT/RIGHT OF WAY COSTS INCURRED BY THE PROPOSER WHILE IMPLEMENTING THE SOLUTION. The Minimum Point of Entry (MPOE) and Demarcation point at each site and in the Data Center at the District Office shall be determined by CESD technical staff. All cost proposals must include pricing to install services to the MPOE and Demarcation point.

- MRC for initial contract month term as well as MRC starting with contract renewal term.
- **District is requesting a 3 year contract with 2 optional extensions.**
- Include any one-time and recurring costs and explain any additional associated contractual obligations associated with growth option (as stated above).

- Support agreements including response times.

AT&T Response:

See attachment for pricing, AT&T is responding with Calnet 3 as a permanent solution which is a month to month contract.

Pricing Module Worksheet

Please refer to the WAN RFP Pricing Module Worksheet by Site and Speed in the AT&T Attachment section.

Transition Plan

TRANSITION PLAN

As the cut-over date for any new carrier is 07-01-2017, CESD requires a transition plan to be provided with any proposal response. The plan is to include the resources to be dedicated to the transition, all costs associated with the transition, a timeline of actions with a completion target date for the supplier and for the CESD transition team. The transition plan is to outline the expectations the supplier team would have of CESD and the information or task CESD is to provide the supplier and the date any information or task would be required.

CESD reserves the option to terminate service, without penalty and full expectation of refund of any and all proceeds paid prior to date of termination of contract or services for balance of services not rendered, if the district is dissatisfied with the service.

Service Provider warrants that such facilities and services will maintain the performance criteria stated above at all times during the continuation of this Agreement. Service Provider warrants that it had good title to all elements of the facilities and services and has the legal right to contract with CESD for the installation and use of such facilities and services. Service Provider shall indemnify CESD and its trustees and employees against any claims or threat of claims brought by any third party alleging infringement of any proprietary rights.

Customer Requirements

- Wide Area Network Digital Transmission Services: Please provide quotes for the following bandwidths ***(Please use attached spreadsheet for pricing: WAN RFP Pricing Module Worksheet by Site and Speed.xls)***.

1 Gbps, 10 Gbps, 25 Gbps

- Internal routing scheme cannot be changed

AT&T Response:

AT&T will have all locations up and running prior to 7-1-2017 as requested, provided enough lead time is given to order the services and bearing any unforeseen circumstances. CESD will move data traffic over to our network on or after this date as they desire.

- Option for growth including, but not limited to, increases in bandwidth and/or additions of locations, as determined necessary by the District

AT&T Response:

AT&T has read and understands.

- Options for removal of sites due to closures or re-organization requirements as deemed necessary by the District. *The District will require that there be no early termination charges or other penalties assessed in such situation that is determined to be outside the control of the District.*

AT&T Response:

AT&T is responding with a Calnet 3 contract as a permanent solution which is a month to month agreement with no early termination charges.

- All equipment necessary to provide this connectivity shall be provided with no option of transfer of ownership to CESD. All vendor equipment installed shall be under repair maintenance at no cost to CESD for the life of the contract agreement.

AT&T Response:

AT&T agrees to maintain its equipment at no charge to CESD.

Remaining RFP Response

CENTRALIA ELEMENTARY SCHOOL DISTRICT

**REQUEST FOR PROPOSAL
AND CONTRACT TERMS AND CONDITIONS
RFP# 2017-2018 CESD WAN E-RATE**

**TECHNICAL SPECIFICATIONS FOR HIGH SPEED DATA
INFRASTRUCTURE PROJECT**

**WIDE AREA NETWORK
DIGITAL TRANSMISSION SERVICES**

**CENTRALIA ELEMENTARY SCHOOL DISTRICT
REQUEST FOR PROPOSAL RFP# CESD WAN E-RATE**

470 and RFP availability date Monday, November 21, 2016.

Centralia Elementary School District will accept PROPOSALS for TECHNICAL SPECIFICATIONS FOR HIGH SPEED DATA INFRASTRUCTURE PROJECT DIGITAL TRANSMISSION WIDE AREA NETWORK SERVICES.

The PROPOSALS must be received prior to Monday, January 23, 2017 at 2:00 PM PST, in a sealed envelope labeled with the title and number and addressed to the Centralia School District, ATTN: Stephen Powers, Address: 6625 La Palma Ave., Buena Park, CA 90620. Proposals will be opened at above time and date. Proposals received after the above stated time will be returned to bidder unopened.

Proposals must be signed. A copy of the request for proposal is available at the following website www.cesd.us/erate.

Vendors may walk the sites in order to inspect entrance facilities – Demarc to MPOE. Site walks are available upon appointment. To make a site walk appointment, contact Stephen Powers via e-mail at erate20@cesd.us.

All RFI's (Request for Information) must be submitted in writing via email to erate20@cesd.us no later than Thursday, January 12, 2017 at 10:00 am. CESD responses to RFI's will be posted no later than Tuesday, January 17, 2017 at 2:00 pm.

The Board of Trustees of the Centralia School District reserves the right to accept or reject any and all proposals, to waive any irregularities in the proposals, to be sole judge as to the

merit, quality and acceptability of materials proposed and their compliance to the specifications, if it be in the best interest of the District. Publish Dates: Tuesday, November 22, 2016 and Tuesday, November 29, 2016

PROJECT BACKGROUND

The CENTRALIA ELEMETARY SCHOOL DISTRICT (CESD) has an on-going strategic plan which includes telecommunication services, connectivity, and support. CESD'S technology infrastructure consists of a local area network installed at each campus with a wide area network connecting the campuses together. The District is seeking to leverage its investment in these areas to achieve maximum operating efficiencies and cost savings.

AT&T Response:

AT&T has read and understands.

E-rate Supplemental Terms and Conditions

The Telecommunications Act of 1996 established a fund by which Schools and Libraries across the Country could access discounts on eligible telecommunications products and services. The program is commonly known as the E-rate Program. The eligibility for discounts on internet access, telecommunications products and services, internal connection products, services and maintenance is determined by the Federal Communications Commission (FCC). Funding is made available upon application approval by the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC), which was established by the Act. The amount of discount is based on the numbers of students receiving free and reduced price meals.

1) E-RATE CONTINGENCY

The project herein may be contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E -rate. Even after award of contract(s) and/or E-rate funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.

AT&T Response:

AT&T has read and understands.

2) SERVICE PROVIDER REQUIREMENTS

The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.

- a. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFQ.

AT&T Response:

AT&T has read and understands.

- b. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <http://www.usac.org/sl/service-providers/step01/default.aspx>

AT&T Response:

AT&T Switched Ethernet – SPIN 143002665.

- c. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov/coresWeb/publicHome.do>

AT&T Response:

AT&T Corp - FRN 0003470556

- d. Service Providers are responsible for providing evidence of FCC Green Light Status at the time the bid is submitted. Any potential bidder found to be in Red Light Status will be disqualified from participation in the bidding process and will be considered non-responsive. More information about FCC Red and Green Light Status may be found at this website: http://www.fcc.gov/debt_collection/welcome.html

AT&T Response:

AT&T has read and understands

- e. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2017.

AT&T Response:

AT&T has read and understands

- f. Prices must be held firm for the duration of the associated E-rate Funding Year(s) or until all work associated with the project is complete (including any contract and USAC approved extensions).

AT&T Response:

AT&T has read and understands

- g. Goods and services provided shall be clearly designated as "E-rate Eligible". Non-eligible goods and services shall be clearly called out as 100% non-eligible or shall be "cost allocated" to show the percentage of eligible costs per SLD guidelines.

AT&T Response:

AT&T has read and understands

- h. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC "Item 21 Template". Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions. A summary sheet must also be provided to provide the cumulative amount for all sites.

AT&T Response:

AT&T has read and understands

- i. In the event of questions during an E-rate pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within three (3) days to questions associated with its proposal.

AT&T Response:

AT&T has read and understands

- j. The awarded Service Provider is required to send copies of all forms and invoices to the District prior to invoicing USAC for pre-approval. Failure to comply with this requirement may result in the District placing the vendor on an "Invoice Check" with the USAC <http://www.usac.org/sl/applicants/step07/invoice-check.aspx>

AT&T Response:

AT&T has read and understands

- k. Services providers must comply with the FCC rules for Lowest Corresponding Price ("LCP"). Further details on LCP may be obtained at USAC's website: <http://www.usac.org/sl/service-providers/step02/lowest-corresponding-price.aspx>

AT&T Response:

AT&T has read and understands

3) SERVICE PROVIDER ACKNOWLEDGEMENTS

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.

AT&T Response:

AT&T has read and understands

- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2) (i) (ii).

AT&T Response:

AT&T has read and understands

- c. The Service Provider acknowledges that its offer is considered to be the lowest corresponding price pursuant to § 54.511(b). Should it not be the lowest

corresponding price, the service provider must disclose the conditions leading to the applicant being charged in excess of lowest corresponding price.

AT&T Response:

AT&T has read and understands

- d. This offer is in full compliance with USAC's Free Services Advisory <http://www.usac.org/sl/applicants/step02/free-services-advisory.aspx>. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The service provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.

AT&T Response:

AT&T has read and understands

4) STARTING SERVICES/ADVANCE INSTALLATION

The annual E-rate Funding Year begins on July 1 and expires on June 30 of each calendar year. Regardless of the contract "effective date", E-rate eligible goods and/or services requested in this RFQ shall be delivered no earlier than the start of the 2017 funding year (July 1, 2017). If Category 1 services (Telecommunication Services and Internet access) will begin on or shortly after July 1 of a funding year, the service provider, in some cases, may need to undertake some construction and installation work prior to the beginning of that funding year. Within the limitations indicated below, the infrastructure costs of a service provider can be deemed to be delivered at the same time that the associated Category 1 services begin. That is, if services begin on July 1, then the delivery of service provider infrastructure necessary for those services can be considered as also delivered on July 1.

AT&T Response:

AT&T has read and understands

EARLY FUNDING CONDITIONS

Category 1

There are four conditions that must be met in order for USAC to provide support in a funding year for Category 1 infrastructure costs incurred prior to that funding year.

- *Initiation of installation cannot take place before selection of the service provider pursuant to a posted Form 470 and in any event no earlier than six (6) months prior to July 1 of the funding year.*
- *The Category 1 service must depend on the installation of the infrastructure.*
- *The underlying Category 1 service cannot have a service start date prior to July 1 of the funding year.*
- *No invoices can be submitted to USAC for reimbursement prior to July 1 of the funding year.*

For more information, please refer to the FCC Order involving the Nassau County Board of Cooperative Educational Services ([DA 02-3365](#) , released December 6, 2002). This FCC decision only applies to Priority 1 services (telecommunications services and Internet access).

The complete text can be found at the following URL:

<http://www.usac.org/sl/applicants/step05/installation.aspx>

AT&T Response:

AT&T has read and understands

Category 2

There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

- *We also amend our rules for category two non-recurring services to permit applicants to seek support for category two eligible services purchased on or after April 1, three months prior to the start of funding year on July 1. This will provide schools with the flexibility to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.*

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#), released July 23, 2014). This FCC decision only applies to Category 2 services (Internal Connections).

AT&T Response:

AT&T has read and understands

5) INVOICING

- a. The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non- discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission and certification of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.

AT&T Response:

AT&T has read and understands.

- b. All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

AT&T Response:

AT&T has read and understands.

6) FCC/SLD AUDITABILITY

The E-rate program requires that all records be retained for at least ten (10) years from the last date of service provided on a particular funding request. Respondent hereby agrees to retain all books, records, and other documents relative to any Agreement resulting from this RFQ for ten (10) years after final payment. The District, its authorized agents, and/or auditors reserves the right to perform or have performed an audit of the records of the Respondent and therefore shall have full access to and the right to examine any of said materials within a reasonable period of time during said period.

AT&T Response:

AT&T has read and understands.

7) **PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS**

EXPIRATION During the term of any Agreement resulting from this RFQ, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this Agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance and support of said goods or services shall have a coterminous expiration date with the original date of this Agreement. The District shall not enter into a separate Agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

AT&T Response:

AT&T has read and understands.

Right to Reject Any and All Quotes

The Applicant reserves the right to reject any or all quotation submittals and to waive any informalities or regularities. The Service Provider's quotation submission is recognition of this right.

In addition, the Applicant reserves the right to fund, (proceed with project or purchase) or not to fund, regardless of E-Rate approval.

AT&T Response:

AT&T has read and understands.

Trade Names and Alternatives

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words "or equal," and service provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. If material, process or article offered by service provider is not, in opinion of the District, substantially equal or better in every respect to that specified, then service provider shall furnish material, process or article specified. Burden of proof as to equality of any material, process or article shall rest with service provider. Without such

documentation, the District cannot accept the argument on functionality equivalent or better based on cost alone. Products must be compatible with existing systems. Service Provider shall submit request together with substantiating data for substitution of any "or equal" item within the sealed bid packet at the closing of bids. Provision authorizing submission of "or equal" justification data shall not in any way authorize an extension of time for performance of this contract.

Please note: All "or equal" components must not void and must be supported by corresponding manufacturer warranty.

The District retains the right to be sole judge as to whether equivalency has been proven and whether alternatives will be accepted.

AT&T Response:

AT&T has read and understands.

PROJECT GOALS

The DISTRICT (CESD) is seeking telecommunication providers that are able to meet its data telecommunication needs. The present system utilizes various levels and types of services at multiple locations. Attached Appendix A provides a listing of all facilities.

AT&T Response:

AT&T has read and understands.

VENDOR SELECTION MATRIX

Cost of Eligible Goods and Services	25%
Service History/References	20%
Experience	20%
Understanding District Needs	20%
Service Location	15%
Total	100%

Instructions to Vendors

General Information

All responses shall conform to instructions provided in this Request for Proposal (RFP) document.

AT&T Response:

AT&T has read and understands.

Site Walks (optional)

Vendors may walk the sites in order to inspect entrance facilities – Demarc to MPOE. Site walks are available upon appointment. To make a site walk appointment, contact Stephen Powers via email at erate20@cesd.us.

AT&T Response:

AT&T has read and understands.

Installation Timeline

No billing can take place prior to July 1, 2017 though start up work can begin as early as April 1, 2017 in order to meet this deadline and maintain compliance with the E-Rate Program rules.

AT&T Response:

AT&T has read and understands.

Deadline for Request for Proposal Submittal

Vendors must submit all required documents prior to the deadline. All proposals shall be complete and final with no additional information required after the close of the submittal date, unless specifically requested by the District. Responses received after the deadline will be returned unopened as not meeting the RFP requirements.

AT&T Response:

AT&T has read and understands.

Request for Proposal Preparation Cost

Costs for preparing responses and any other related material is the responsibility of the VENDOR, and shall not be chargeable in any manner to the DISTRICT. The DISTRICT will not be held liable for any cost incurred by VENDORS in responding to the RFP.

AT&T Response:

AT&T has read and understands.

Completion of the Price Module Worksheet

Proposals must include the attached pricing worksheet. Please include the installation (one time) costs and monthly (ongoing) costs for all sites. Installation costs may be amortized into the monthly recurring charges.

AT&T Response:

AT&T has read and understands.

Request for Information

All RFI's (Request for Information) must be submitted in writing via email to erate20@cesd.us no later than Thursday, January 12, 2017 at 10:00 am. CESD responses to RFI's will be posted no later than Tuesday, January 17, 2017 at 2:00 pm.

AT&T Response:

AT&T has read and understands.

Request for Proposal Submission Requirements

All responses to this RFP should be submitted in hard copy form (no email or other electronic submission), no later than 2:00 PM on January 23, 2017 and clearly marked "Wide Area Network Digital High Speed Telecommunications Services RFP," delivered to:

**Centralia Elementary School District
ATTN: Stephen Powers
6625 La Palma Ave.
Buena Park, CA 90620**

All other inquiries should be submitted in writing to: **Stephen Powers via e-mail at erate20@cesd.us**

All submissions meeting the deadline requirement is the property of CESD and will not be returned. All information submitted in the proposals will be kept confidential and accessed only by those employees of the DISTRICT reviewing the proposals.

All responses to this RFP should be submitted in hardcopy form (no email or other electronic submissions).

The content and sequence of the proposal will be as follows:

1. Cover Letter/Letter of Interest
2. Table of Contents
3. Vendor Company Data
4. Experience and Client References
5. Technical Capabilities
6. Cost Proposal
7. Pricing Module Worksheet (See '*WAN RFP Pricing Module Worksheet.xls*'))
8. Transition Plan

VENDORS MAY RESPOND TO THE WIDE AREA NETWORK/DIGITAL TRANSMISSION SERVICES AND/OR THE INTERNET ACCESS SERVICES SECTIONS OF THE RFP. IT IS NOT REQUIRED TO DO BOTH.

AT&T Response:

AT&T has read and understands.

PAYMENT AND FUNDING

The District intends to partially fund the services contemplated herein by leveraging the federal E-Rate program. Vendors should be familiar with and compliant with all applicable federal E- Rate policies. Bids from vendors that are not E-Rate eligible will not be considered for this RFP. Vendors must provide a response to this RFP that is compliant with E-Rate.

Vendors must submit their E-Rate Service Provider Identification Number (SPIN) in the vendor response. Vendors must submit their E-Rate Federal Communications Commission Registration Number (FCCRN) in the vendor response along with proof of FCC Green Light Status. The successful bidder also must abide by the requirements for vendors under the E-rate program as set forth by the E-Rate program administrators. These requirements include, but are not limited to; filing of all Form 474 forms, extension of appropriate discounts to the participating eligible entities, careful record keeping for auditing purposes, and the provision of any information participating eligible entities must submit as part of their filing requirements. The bidder must identify and separate any costs that are associated with non E-Rate eligible entities and services as identified in the scope of work herein.

In addition, the Wide Area Network (WAN) high speed telecommunications services must also be eligible for, and receive, the applicable discounts funded through the California Teleconnect Fund (CTF) which is administered by the California Public Utilities Commission (CPUC). In accordance to CPUC resolution T-16763 all E-Rate program discounts must be posted via the Service Provider Invoice Form 474. The District will not file a Billed Entity Applicant Reimbursement Form 472 for applicable E-Rate discounts.

Failure of vendor to apply appropriate discounts will be basis for termination of contract without penalty.

AT&T Response:

AT&T has read and understands.

APPENDIX A

Locations:

1. Centralia Elementary School District (District Office)
6625 La Palma Ave., Buena Park, CA 90620
2. Buena Terra Elementary School
8299 Holder Street, Buena Park, CA 90620
3. Centralia Elementary School
195 N. Western Ave., Anaheim, CA 92801
4. Danbrook Elementary School
320 Danbrook Street, Anaheim, CA 92804

5. Dysinger Elementary School
7770 Camellia Drive, Buena Park, CA 90620
6. Walter Knott Learning Center
7300 La Palma Ave, Buena Park, CA 90620
7. Los Coyotes Elementary School
8122 Moody Street, La Palma, CA 90623
8. Miller Elementary School
7751 Furman Road, La Palma, CA 90623
9. San Marino Elementary School
6215 San Rolando Way, Buena Park, CA 90620
10. Raymond Temple Elementary School
7800 Holder Street, Buena Park, CA 90620
11. Orange County Department of Education (Internet Provider)
200 Kalmus Drive, Building C, Costa Mesa, CA 92626

AT&T Response:

AT&T has read and understands.

AT&T Attachments

AT&T Switched Ethernet SLAs

WAN RFP Pricing Module Worksheet by Site and Speed