

CMAS REQUEST FOR OFFER (RFO)
BANNING UNIFIED SCHOOL DISTRICT
RFP: BUSD-2018-2019-NGFW RFP
E-RATE YEAR 20 (2018/2019)
Service Provider Criteria and Contract Requirements

CMAS Requirements

All Service Providers responding to the posted Form 470 are to be listed as California Multiple Awards Schedule (CMAS) Service Providers unless expressly noted otherwise in the quote or Applicant's Scope of Work (SOW).

Public Contract Code (PCC) Sections 10290 et seq. and 12101.5 include approval for local government agencies to use CMAS for acquisition of information technology and non-information technology products and services.

A local government agency is any city, county, city and county, district, or other local governmental body or corporation, including the California State Universities (CSU) and University of California (UC) systems, K-12 schools and community colleges empowered to expend public funds.

In addition to the requirements outlined in this RFO, service providers may be subject to additional requirements as outlined in the CMAS Local Government Agency Guide June 2013 or later. June 2013 document is located: <https://www.documents.dgs.ca.gov/pd/cmas/contractmgmtinfoguide.pdf>

It is the responsibility for service providers to familiarize themselves with CMAS requirements.

Calendar

RFP Release Date – December 8, 2017

Advertised – December 8 2017 and December 15 2017

All Questions Due – December 19 2017

Answers will be posted on District Website - December 21 2017

Due Date – 11:00 AM January 26 2018

BUSD-2018-2019-NGFW RFP

E-rate Requirements

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. The project herein is contingent upon the approval of funding from the Universal Service Fund's Schools and Libraries Program, otherwise known as E-rate.
2. The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-rate program.
3. 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 RFP.
4. 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/providers/step01/>
5. 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>
6. 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

7. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before July 1, 2018.
8. 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). All vendors must breakdown eligible and non-eligible price in their bid.
9. 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. 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.
10. 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.
11. Service provider shall retain all documentation related to the purchase, payment, delivery and/or installation, including Forms 474 and receipt of payment from USAC, for all products and services provided to the applicant. Related documentation must be retained for a period of 10 years from the last date of service.
12. 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.
13. Within one (1) week of award, the awarded Service Provider will provide the District with a bill of materials suitable for the Form 471 Item 21 Attachment. Approval for any deviation from the Item 21 Attachment must be obtained from District. Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions.
14. 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 3 days to questions associated with its proposal.
15. No change in the products and/or services specified in this document orders will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
16. 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).
17. 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.

18. 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.
19. 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>

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>

The awarding of any proposal(s) and any ensuing contracts are contingent upon receiving approval for E-Rate discount, and the availability of specifically budgeted District Technology funds. **The vendor agrees to honor any proposal and costs submitted through the E-Rate Funding Year of July 1, 2018 through September 30, 2021.**

Throughout the term of the contract, the district retains the right to order additional equipment identified on this RFP at the same prices should district needs require it.

In the event that E-Rate discounts are not approved, or only partially approved, the District reserves the right to cancel any or all of the work awarded as a result of this RFP.

Prospective Service Providers will be required to submit the following:

Three (3) references describing Service Provider's portfolio experience with comparable projects within a K-12 customer market; Provider's appropriate CMAS Contract(s) cover page(s); Service Provider's SPIN number; and Service Provider's FCC Registration Number (FRN). Failure by Service Provider to supply these documents shall be considered grounds for disqualification.

Service Provider must meet the following qualifications to be considered for award. Documentation regarding the following qualifications MUST be included in the Service Provider's proposal. Non-inclusion of applicable documents is basis for disqualification.

1. When providing electronic equipment quotes for switches/hubs/routers, Service Provider must have at least 1 Certified Engineer or equivalent on staff.
2. When providing cable work, Service Provider must be RCDD certified.
3. When providing cable work, Service Provider must provide as-built diagrams in electronic and paper copy formats, and cable test results within 45 days of completion of work.
4. If providing cabling work, Service Provider and its subcontractors must have **C-7 or C-10** License and maintain compliance with all required State of California Public Works/Prevailing Wage requirements.
5. If requested by the Applicant, Service Provider must be willing to have employees fingerprinted.
6. All product pricing provided for Form 471 purposes must be functional equivalent or better, once the Applicant has received USAC approval for purchase.
7. Service Provider shall provide with its quote the complete CMAS contract pages, including all pages that show the goods and/or services in Service Provider's quotation submittal. Said products shall be clearly highlighted for ease of identification.
8. Service Provider shall provide references for staff to be associated with project work and implementation.
9. Service Provider shall provide **three (3)** original RFP Responses; **three (3)** complete copies of the CMAS Contract; and **one (1)** CD or flash drive of the RFP submittal, including the summary sheet.

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.

Evaluation Criteria

Banning Unified School District, in compliance with Federal Communications Commission (FCC) rules, will award to the vendor(s) providing the most cost-effective service offering. Per the Sixth Report and Order, FCC 10-175, FCC rules dictate the following:

§ 54.503 (c)(2)(vii) *All bids submitted for eligible products and services will be carefully considered, with price being the primary factor, and the bid selected will be for the most cost-effective service offering consistent with § 54.511.*

§ 54.511 Ordering Services (a) *Selecting a provider of eligible services. In selecting a provider of eligible services, schools, libraries, library consortia, and consortia including any of those entities shall carefully consider all bids submitted and must select the most cost-effective service offering. In determining which service offering is the most cost-effective, entities may consider relevant factors other than the pre-discount prices submitted by providers, but price should be the primary factor considered.*

Therefore, Banning Unified School District may consider factors other than price alone in the consideration of bids; price for E-rate eligible goods and services will be the primary factor considered.

Evaluation Criteria:

Eligible Price.	30%
Ineligible Price	15%
Ability to deliver services within desired timeframe	15%
Past successful E-Rate experience	15%
Completeness of response	15%
References	10%
TOTAL:	100%

Applicant will score all responses submitted within the guidelines noted above, using the rubric/ matrix scoring system.

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. 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.

Submission Instructions

Service Provider shall provide **three (3)** original RFP Responses; **three (3)** complete copies of the CMAS Contract; and **one (1)** CD or flash drive of the RFP submittal, including the summary sheet. Any questions regarding RFP shall be submitted in writing to the Form 470 contact contained herein. Email inquiries are acceptable. The District will not respond to phone call inquiries.

E-mail inquiries are to be sent to the following individual: **mpatel@banning.k12.ca.us**

All RFP responses must be submitted **NOT LATER THAN 11:00 AM ON January 26st, 2018** (PST) to the contact information contained herein:

**Mac Patel
Banning Unified School District
BUSD-2018-2019-NGFW RFP**

**161 W. Williams St.
Banning, CA 92220**

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BANNING UNIFIED SCHOOL DISTRICT
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E-RATE YEAR 20 (2018/2019)

PROJECT SPECIFICATIONS

ITEM A: Next Generation Firewall and Installation

The Goal: To provide qualified vendors with the necessary information and specifications to allow them to respond with a solution that they determine best meets those requirements.

The District is seeking a turnkey Next Generation Firewall (NGFW) implementation, to include installation and all required hardware (SFP/SFP+). Vendor will be responsible for completely cabling the NGFW.

The proposed solution price must include a complete bill of materials, applicable sales tax, applicable shipping, and installation/professional services. Bill of Material breakdown will also include cost of software licenses applicable to desired solution in a table format. In addition, Proposal will also indicate eligible and non-eligible items and their respective cost. Finally, vendor will also include multi-year support and subscription renewal cost for reference purposes only.

In addition, prospective vendor can submit alternative solution that must meet or exceed stated requirements. However, vendor will include a summary table showing how proposed solution meets or exceeds stated requirements.

The scope of the project will be as follows:

- Configure and install the NGFW in existing District's network. Total implementation must be seamless integration into existing District's wired and wireless network. District currently has Aruba Networks installed as its wireless network.
- **Functional Requirements**
 - Platform
 - The proposed firewall must allow policy rule creation for application identification, user identification, threat prevention, Uniform Resource Locator (URL) filtering, traffic management Quality of Service (QoS) per policy and scheduling in a single unified rule and not in multiple data-entry locations in the management console.
 - The proposed firewall shall have the hardened Operating System (OS) and built as a firewall appliance (i.e. not on generic server hardware) and shall handle traffic in a single pass stream-based manner with all features turned on. It shall be optimized for layer 7 application level content processing and have special processors to handle signature matching and processing in a single pass parallel processing architecture. A single pass parallel processing architecture signifies that performance will remain the same whether one or all security features are enabled.

- The proposed firewall shall be administered locally on the appliance without additional management or logging software.
- The proposed firewall shall have modern malware protection that identifies unknown malicious files by directly and automatically executing them in a virtual cloud-based environment to expose malicious behavior even if the malware has never been seen in the wild before without the need for additional hardware.
- The vendor shall propose a NGFW with a capability of supporting minimum:
 - THIRTY-FIVE (35) gigabit per second of application firewall throughput
 - TWENTY (20) gigabit per second for threat prevention and modern malware protection.
 - Support at least EIGHT (8) million concurrent sessions
 - At least THREE HUNDRED FOURTY EIGHT THOUSAND (348,000) new sessions per second.
 - Protect a minimum of FIVE HUNDRED (500) security zone segments, and have at least TWENTY FOUR (24) network ports. NGFW must at least have following ports:
 - SIXTEEN (16) 1Gig/10Gbps small connectors (e.g. LC type) SX-based Gigabit Interface Converter (GBICs) each,
 - FOUR (4) 40/100Gbps QSFP28 connectors
 - FOUR (4) 100/1000/10000 copper ports.
 - The proposed firewall shall support multiple logically separated virtual systems or contexts on a physical firewall up to ONE HUNDRED TWENTY FIVE (125) virtual firewall.
 - The proposed firewall must have ICSA Labs certification or similar.
- **Operation Mode**
 - The proposed firewall shall support policy based Network Address Translation (NAT) and Port Address Translation (PAT) and able to operate in routing/NAT mode.
 - The proposed firewall shall support Denial of Service (DoS) and fragmented packet Transmission Control Protocol (TCP) reassembly, brute force attack, “SYN cookie”, “IP spoofing” and malformed packet protection.
 - The proposed firewall shall support transparent and tap mode within the appliance.
 - The proposed firewall shall support 802.1Q Virtual Local Area Networks (VLANs) tagging (in tap, transparent, layer 2 and layer 3).
 - The proposed firewall shall support dual IPv4 and IPv6 stacks application control and threat inspection support in tap mode, transparent mode, layer 2 and layer 3.
 - The proposed firewall shall support standards based link aggregation (IEEE 802.3ad) to achieve higher bandwidth.
 - The proposed firewall shall support logical Ethernet sub-interfaces tagged and untagged.

- The proposed firewall shall support static, Routing Information Protocol version 2 (RIPv2), Open Shortest Path First (OSPF) and Border Gateway Protocol version 4 (BGPv4) routing protocols.
- The proposed firewall shall support policy based forwarding based on zone, source or destination address, source or destination port, application and Active Directory (AD)/ Lightweight Directory Access Protocol (LDAP) Remote Authentication Dial In User Service (RADIUS) user or user groups.
- The proposed firewall shall support Domain Name System (DNS) proxy and Dynamic Host Configuration Protocol for IPv6 (DHCPv6) relay
- The proposed firewall shall support IPv6 routing for virtual routers.
- **Policy Based Controls**
 - The proposed firewall shall support:
 - policy control by port and/or protocol;
 - policy control based on application or application category;
 - policy control based on user or user group;
 - policy control based on IP address;
 - policy control by country code;
 - per policy Secure Shell (SSH) decryption and inspection;
 - IPv6 rules/objects; and
 - multicast rules/objects
- **Application Security Policy**
 - The proposed firewall shall support network traffic classification, which identifies applications across all ports irrespective of port/protocol/evasive tactics.
 - The proposed firewall shall have multiple mechanisms for classifying applications and application identification technology based upon Intrusion Prevention System (IPS) or deep packet inspection.
 - The proposed firewall shall include a searchable list of currently identified applications with explanation and links to external sites for further clarification.
 - The proposed firewall shall allow dynamic updates of the application database (DB) and not require a service restart or reboot.
 - The proposed firewall shall warn the end-user with a customizable page when the application is blocked.
 - The proposed firewall shall support user-identification allowing AD, LDAP, RADIUS groups, or users to access a particular application, while denying others.
- **URL filtering**
 - The proposed firewall shall support URL filtering/categorization and have database stored locally on the appliance.
 - The proposed firewall shall support logs populated with end user activity reports for site monitoring within the local firewall.

- The proposed firewall shall support URL filtering policies by AD/LDAP user, user group, machines and IP address/range.
- **Threat prevention**
 - The proposed firewall shall support IPS features on the proposed firewall appliance and antivirus and anti-spyware.
 - The proposed firewall shall perform stream based antivirus and anti-spyware and not store-and-forward traffic inspection.
 - The proposed firewall shall block known network and application-layer vulnerability exploits.
- **Data Filtering**
 - The proposed firewall shall support file identification by signature and not file extensions.
 - The proposed firewall shall unpack zipped file for packet inspection.
- **User Identification**
 - The proposed firewall shall support authentication services for AD, LDAP, eDirectory, RADIUS, Kerberos and client certificate.
 - The proposed firewall shall support the creation of security policy based on AD Users and Groups in addition to source/destination IP.
 - The proposed firewall shall support user identification in policy without installing an agent on individual endpoints.
 - The proposed firewall shall populate and correlate all logs with user identity (traffic, IPS, URL, data, etc) without any additional products or modules in real-time.
 - The proposed firewall must integrate with Aruba Controller thus providing District the ability to resolve usernames to IP addresses.
- **SSL/SSH Decryption**
 - The proposed firewall shall be able to identify, decrypt and evaluate SSL/SSH traffic in an outbound and inbound connection.
 - The proposed firewall shall be able to decrypt in tap, transparent, layer 2 and layer 3 modes.
- **Modern Malware Prevention**
 - The proposed firewall shall support automated signature generation for discovered malware.
 - The proposed firewall shall support in-line control of malware infection and command/control traffic.
- **Internet Protocol Version 6 (IPv6) Requirements**
 - General
 - The vendor shall furnish/design the firewall appliance (also known as 'Infrastructure' to support the co-existence of IPv4 and IPv6. If it is not compliant, the Tenderer shall advise the roadmap and propose how the system can be upgraded.

- Connectivity
 - The vendor shall propose the Next Generation Firewall Appliance that will support operations in the following scenarios, but not limited to:
 - Connect to legacy network and application, which supports IPv4 only;
 - Connect to local Internet Service Provider (ISP) and IPv6 service and the end-user using IPv6 only; and
 - Connect to local ISP and IPv4 service and the remote ISP and IPv6 service, and the remote end-user using IPv6 only;
- Standards
 - The vendor shall:
 - Ensure that the hardware and software and/or enhancement is aligned with the prevailing Singapore IPv6 profile found in www.ida.gov.sg and recognized international standards such as IETF, ITU, etc. Exceptions to these guidelines shall be clearly highlighted.
 - Provide documentation that the proposed solution shall meet the required functionalities to ensure a smooth transition roadmap to co-existence of IPv4 and IPv6.
- Maintenance and Support
 - The vendor shall provide information on whether any patches, upgrades or additional hardware and/or software and/or services are needed to be purchased or installed in order for the proposed hardware and software to support the co-existence of IPv4 and IPv6 environment.
- Capability
 - The Tenderer should preferably have documented qualifications in IPv4 and IPv6.
 - The Tenderer should preferably have experience in designing and/or implementing IPv4 and IPv6 projects.
 - The Tenderer shall have experienced and certified personnel for the proposed solution.