

# West Contra Costa Unified School District



Request for Qualifications For:

## **Community Connectivity Wi-Fi Proof of Concept Project**

Date Issued: December 23, 2020

**Owner's Representative:**



**SOQ Submission Deadline:**

Tuesday, January 12, 2021; 1:00 p.m. Pacific Time

**Submit SOQ to:**

<https://www.wccusdplanroom.com/>

## 1. SUMMARY

The West Contra Costa Unified School District (WCCUSD) is requesting Statements of Qualification (SOQ) from interested manufacturers (respondent) to provide equipment and support for the Community Connectivity Wi-Fi – Proof of Concept.

An electronic copy may be downloaded from the locations below:

<https://www.infinitycomm.com/index.cfm?fuseaction=projectmanager&action=login>

<https://www.wccusdplanroom.com/>

Each SOQ received in response to this RFQ will be evaluated on the criteria described herein. All responses must be uploaded directly to the online bidding plan room at:

[www.wccusdplanroom.com](http://www.wccusdplanroom.com)

Any amendment or addendum to this RFQ is valid only if in writing and issued by the WCCUSD and Infinity Communications & Consulting, Inc. (Infinity).

## 2. SCHEDULE

### 2.1. Award Schedule

|   |   |
|---|---|
| Publish Request for Qualifications  | Wednesday, December 23, 2020                |
| Non-Mandatory Virtual Pre-Bid Meeting via Zoom                              | Tuesday, January 05, 2021 at 2:00 pm PST    |
| Deadline for Questions  | Thursday, January 07, 2021 at 5:00 p.m. PST |
| SOQ Submission Deadline   | Tuesday, January 12, 2021 at 1:00 p.m. PST  |
| Selection of Manufacturer(s) to participate in Proof of Concept (tentative) | Wednesday, January 20, 2021                 |

After registering, you will receive a confirmation email containing information about joining the meeting.

- 2.1.1 Respondents wishing to attend the Non-Mandatory Virtual Pre-Bid Meeting should register prior to the meeting by follow the following link:

<https://us02web.zoom.us/j/83759646060?pwd=b3huQURZR205NWVwVWVs0MTgyWnhldz09>

### 2.2. General Schedule

|   |                            |
|---|----------------------------|
| Phase 1A: Prequalify Proof of Concept Manufacturers | January 2021               |
| Phase 1B: Proof of Concept Installation             | February 2021 – April 2021 |
| Phase 1B: Proof of Concept Evaluations              | March 2021 – May 2021      |
| Selection of Manufacturer                           | May 2021                   |

All dates are subject to change.

### 3. GENERAL CONDITIONS

Responsibility: The selected Manufacturer(s) will be required to fulfill all requirements listed in the RFQ.

- 3.1. WCCUSD reserves the right to:
  - 3.1.1 Request clarification of any submitted information.
  - 3.1.2 Set aside a SOQ for any irregularity including but not limited to missing information.
  - 3.1.3 Not to select any respondent.
  - 3.1.4 Amend or cancel this process at any time.
  - 3.1.5 Issue a similar RFQ in the future.

Proprietary Information: Trade secrets or similar proprietary data that the respondent does not wish disclosed to other than personnel involved in the qualification evaluation effort or post-selection will be kept confidential to the extent permitted by law as follows. Each page alleged to contain proprietary information shall be identified by the respondent in boldface text at the top and bottom as "PROPRIETARY." Any section of the SOQ that is requested to remain confidential shall also be so marked in boldface text on the title page of that section. Despite what is labeled as confidential, proprietary, or trade secret, the determination as to whether certain material is confidential, proprietary or trade secret shall be determined in accordance with applicable law. If a respondent designates any information in its SOQ as proprietary pursuant to this provision, the respondent must also submit one copy of the SOQ from which the proprietary information has been excised. The proprietary material shall be excised in such a way as to allow the public to determine the general nature of the material removed and to retain as much of the content of the SOQ as possible.

### 4. BACKGROUND

WCCUSD has chosen to embark on the ambitious journey of closing the digital divide for its students. This project seeks to provide wireless connectivity to the internet to students and staff within the WCCUSD boundaries. WCCUSD serves more than 30,000 students and staff across 5 cities and other municipalities on more than 55 school sites and District facilities. Currently, more than 5,000 students in the district are currently utilizing District provided wireless hot-spot devices, and that number is expected to grow. The District believes it to be in the best interest of the students and staff to provide a more robust and reliable form of connectivity to its students that is not reliant on an additional device.

The Community Connectivity Project will consist of two phases:

#### Phase 1: The Proof-of-Concept Phase

Phase 1A (this RFQ) is the pre-qualification of manufacturers that will provide demo equipment that will be utilized in Phase 1B.

Phase 1B is the bid(s) for the installation of "demo" equipment by certified installers. Phase 1B also includes the testing, analysis, and evaluation of each manufacturer(s) equipment.

At the conclusion of Phase 1, the District intends to select a "sole source" manufacturer based on the evaluation criteria outlined in this RFQ.

#### Phase 2, District Deployment of Community Connectivity Phases

Phase 2 is the deployment of community connectivity to provide District students and staff with wireless access to the internet. District-wide deployment is planned to take place through multiple subprojects that prioritize the density of need. This phase also includes continuous monitoring of the installation of

equipment, testing and analysis. Throughout this Project, changes to the design and implementation strategy may be necessary to accommodate changes in technology and asset availability.

## 5. SCOPE OF WORK FOR PROOF OF CONCEPT PHASE

### 5.1. Phase 1A: Prequalification of Manufacturer(s) eligible to participate in Proof of Concept

WCCUSD is seeking qualifications from wireless network manufacturers to establish a list of qualified respondents that will participate in the Proof of Concept phase.

During the Proof of Concept phase, all equipment provided by the selected manufacturer(s) will be considered “demo” equipment. At the conclusion of the Proof of Concept phase, based on the evaluation criteria, the highest scoring manufacturer will be selected as the “sole-source” equipment manufacturer for Phase 2 of the project.

For this RFQ respondents will be required to provide information and qualifications demonstrating how the products in their SOQ meet the minimum requirements of the project. For this RFQ, manufacturers are not required to provide equipment or licensing for Phase 1A. Currently, the RFQ is only for informational and pre-design purposes.

Respondents to this RFQ will be required to provide a complete Bill of Materials, and an estimated cost of equipment to fulfill the requirements of this RFQ.

### 5.2. Phase 1B: Demo Equipment Installation, Testing, and Evaluation

Upon completion of Phase 1A, the prequalified manufacturer(s) will be responsible for providing equipment capable of establishing wireless connectivity across a three square residential blocks determined by the District. The selected manufacturer(s) are responsible to provide all equipment, including but not limited to:

- 5.2.1 Wireless Access Points/Mesh Access Points
  - a Interior
  - b Exterior
- 5.2.2 Wireless Controller(s)
  - a Power Supplies
  - b Appliance
  - c SFP+
- 5.2.3 Wireless Backhaul
  - a Equipment
- 5.2.4 Ancillary equipment & licensing required to provide a complete system.
  - a Software
  - b Appliance (if required)
- 5.2.5 Licensing
  - a Wireless Access Points
  - b Wireless Controllers
  - c Management
- 5.2.6 Excluded:
  - a Labor
  - b Installation
  - c Configuration
  - d Backbone

- e Fiber optics
- f Patch cords
- g Connectors
- h Terminations
- i Testing
- j Wireless Transmission
- k Tower
- l Mounts

A separate bid will be conducted to select the contractor for installation and configuration of the demo equipment.

## 6. DESCRIPTION OF REQUIREMENTS

Phase 1B and future phasing will require connection to the data center. It is expected that the manufacturer will be capable of providing multiple methods of transmission including but not limited to; fiber, wireless and/or LTE. In Phase 1A, manufacturers will be responsible to describe the types of possible connections for all of the equipment listed in their SOQ. In Phase 1B, the selected manufacturer(s) will be required to demonstrate the performance as described in their SOQ.

In Phase 1A, each respondent is required to meet the following requirements.

- 6.1. Phase 1 - Proof of Concept
  - 6.1.1 Phase 1A: Design Phase:
    - a Provide Main Point of Contact
      - Account Manager
      - Engineer
    - b Coordinate Design with Infinity & WCCUSD
      - Provide demo equipment required to meet the project requirements.
    - c Provide a sample Bill of Materials (BOM)
      - At a minimum include all of the items listed in 5.2, and any additional items required to meet the technical requirements described in 6.2.
      - For each item listed in the BOM, provide the manufacturer suggested retail price, make and model of proposed equipment.
  - 6.1.2 Phase 1B: Installation, Testing & Analysis Phase:
    - a Support awarded installation contractor, as needed.
    - b Coordinate delivery of demo equipment within the project schedule.
    - c Provide additional information and responses to any questions or concerns as needed.
  - 6.1.3 Close out:
    - a Support awarded installation contractor, as needed.
    - b Provide responses to any questions or concerns.
- 6.2. Technical Requirements
  - 6.2.1 Minimum wireless transmissions speed for user are expected to be 10mbs minimum with a preferred speed of 20mbs.
  - 6.2.2 It is anticipated that fiber optic connectivity will be available for use at most city asset locations. As such the manufacturer must possess the ability to connect directly to fiber optics.
  - 6.2.3 Respondents' demo equipment must possess the ability to provide high speed wireless point-to-point, wireless point-to-multipoint, wireless mesh, and/or LTE in the absence of fiber backbone connectivity. All wireless connections should be capable of a minimum of 100mbs bidirectional throughput.

- 6.2.4 The manufacturer must be capable of providing the required amount of demo equipment and technology not only to successfully complete the Proof of Concept, but also to provide the required amount of equipment that will be purchased through distribution to implement the final design throughout the Districts geographical area.
- 6.2.5 Wireless devices must be a minimum of 802.11 AC Wave 2. Additional consideration will be given to manufacturers that can currently perform at 802.11 AX/Wi-Fi 6. Consideration will also be given to manufacturers that can provide a technology roadmap showing the manufacturers ability to integrate the use of 802.11 AX/Wi-Fi 6 for production and deployment prior to April 2021.

## 7. SOQ CONTENT AND FORMAT REQUIREMENTS

SOQs shall be submitted no later than the date and time listed in the SCHEDULE and shall contain at a minimum the following items:

- 7.1. Cover Sheet (Attachment A)
  - 7.1.1 The cover sheet must be signed by an agent authorized by the firm.
- 7.2. Company Background
  - 7.2.1 Provide a brief narrative of the company's background. At minimum, this document should include the history of the company and its place within the marketplace for the related Scope of Work.
  - 7.2.2 A narrative describing how the company will comply with the requirements as described in this RFQ.
- 7.3. Lifecycle
  - 7.3.1 The respondent must provide documentation showing the lifecycle of the equipment.
    - a The expected lifecycle of all equipment is a minimum of 7 years in optimal conditions.
- 7.4. Ability to Comply with Phase 2 Requirements
  - 7.4.1 Respondent must provide information pertaining to the ability to support the deployment of the district wide community connectivity.
    - a List of certified distributors local to the area.
    - b List of public works certified installers within a 100-mile radius.
- 7.5. Experience
  - 7.5.1 Provide a list of (3) three projects with the following information:
    - a The manufacturer's product utilized for Community Connectivity and connection types
    - b Similar size and scope
    - c Projects completed or ongoing within the last 3-years
    - d Provide name, title, phone, and email for project reference
    - e Brief description of each project
- 7.6. Product Statement:
  - 7.6.1 Provide a narrative of the proposed products for the scope of work and how the products will meet the technical requirements described herein.
  - 7.6.2 The company should provide a roadmap for future technologies as it pertains to the scope.
  - 7.6.3 The manufacturer should provide any additional information about potential expansion of proposed technology, equipment, ongoing maintenance and warranties.
  - 7.6.4 All documentation should be directly related to the scope of work. Documentation provided that is not related to the scoping will not be considered by the evaluation committee.

**SELECTION PROCEDURES**

SOQs will be evaluated based on the following criteria:

| <b>Phase 1A Criteria:</b>  | <b>Possible Points</b> |
|--|------------------------|
| Experience   | 40                     |
| Product Statement  | 20                     |
| Phasing Support  | 15                     |
| Company Background   | 10                     |
| Interoperability with the Existing District Infrastructure   | 10                     |
| Other factors presented by the firm related to scoping (Emerging technologies, specialty purchase or trade-in programs, K-12 grants) | 5                      |
| <b>Total</b>   | <b>100 points</b>      |

Manufacturer's meeting or exceeding the minimum qualifications in the SOQ may be invited to interview with the District. The subject matter for the interview will be at the District's discretion but shall include, at a minimum, the following topics.

| <b>Phase 1A Criteria, if Interviews are Conducted:</b>  | <b>Maximum Qualification Points</b> |
|---|-------------------------------------|
| <b>Past &amp; Current Projects/Experience:</b> Manufacturer's articulation of technology/experiences working with similar, current and past projects; particularly with urban community connectivity projects; issues faced and how addressed (i.e., performance reliability, the supply of equipment, potential expansion of technology, etc.); and questions, concerns, and highlights from Response. | 30                                  |
| <b>Current Project:</b> Manufacturer's articulation of how it will design and support the Project, its ideas related to constructability, and other project-specific ideas, concerns, or related issues (i.e., schedules, life-cycle components, energy efficiency/supply, budgets, the pool of certified suppliers and public works installers, etc.).   | 25                                  |
| <b>Overall Ability and General Suitability.</b> Manufacturer's articulation of its overall skills, ability to complete the Project, and general suitability for the District's purposes (i.e., District-wide multi-subphase deployment, connectivity types, cost of equipment and ongoing maintenance, additional information, etc.)  | 15                                  |
| <b>Personnel/Leadership/Teamwork:</b> Manufacturer's articulation of its Project-designated personnel, leadership, cooperation between design team and District, supplier and installer relations, etc.   | 15                                  |
| <b>Responsiveness to RFQ/Additional Considerations</b>  | 15                                  |
|   | 100 Points                          |

Prequalified Manufacturer(s) Evaluation Criteria of demo equipment:

| <b>Phase 1B Evaluation Criteria</b>                               | <b>Maximum Possible Points</b> |
|---|--------------------------------|
| Equipment Cost for Proof of Concept                               | 20                             |
| Performance (Up and Down throughput at user device)               | 15                             |
| Backhaul Connectivity (Reliability and Performance)               | 15                             |
| Post Installation Support   | 15                             |
| Reliability (95% of Uptime during POC)                            | 10                             |
| Software Req. (Lower Req. Receives High Score)                    | 5                              |
| Flexibility of Options for Installation                           | 5                              |
| Power Consumption (Lower Power Requirement Receives Higher Score) | 5                              |
| Hardware Requirement (Req). (Lower Req. Receives Higher Score)    | 5                              |
| Total   | 100 points                     |

## 8. INQUIRIES

Direct all inquiries regarding the SOQ process or SOQ submissions to:

Community Connectivity Project – Proof of Concept  
[bids@infinitycomm.com](mailto:bids@infinitycomm.com) & [facilities\\_procurement@wccusd.net](mailto:facilities_procurement@wccusd.net)

The last day to submit questions regarding this RFQ is Thursday, January 07, 2021 at 5:00 p.m. PST



**ATTACHMENT A: COVER SHEET**

|   |  |
|---|--|
| <b>Name of Person, Business or Organization:</b>  |  |
| <b>Type of Entity:</b> (e.g., Sole-Proprietorship, Partnership, Corp., Non-Profit, Public Agency) |  |
| <b>Federal Tax ID Number:</b>   |  |
| <b>Contact Person – Name</b>  |  |
| <b>Contact Person – Address</b>   |  |
| <b>Contact Person – Phone Number (s)</b>  |  |
| <b>Contact Person – Email address</b>   |  |

By signing this **Cover Sheet** I hereby attest: that I have read and understood all the requests listed in the RFQ; have read and understood all requests listed in this Statement of Qualifications; that I am authorized to represent the listed firm; and that should this SOQ be accepted, I am authorized and able to secure the resources required to deliver against all terms listed within the RFQ as published by WCCUSD, including any amendments or addenda thereto except as explicitly noted or revised in my submitted SOQ.

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Printed Name of Authorized Representative

\_\_\_\_\_  
Date