



REQUEST FOR PROPOSALS

MAGNOLIA SCIENCE ACADEMY-1 CABLING SERVICES

Amended with red highlights for the changes and the Q/A section added on last pages

(Due Date – November 09, 2018)

PURPOSE

Magnolia Public Schools (“MPS”) is soliciting proposals for the cabling services at its Magnolia Science Academy – 1 (“MSA-1”). MPS is presently constructing a new classroom building at 18220 Sherman Way for the benefit of MSA-1. The main purpose of the required service is to run all the necessary computer networking and security cameras cables, audio visual cables, and PA-Bell system cables. The mounting of security cameras, ceiling speakers for the bell system should be also included in the SOW. The submitted bid such include the bell system, security cameras, and the cables.

Important Date: Due to the construction schedule, the vendor’s calendar schedule should be available for the dates between **January 15th, 2019 – February 30th, 2019**.

Should there be a need for any other MPS schools listed below between dates July 1st, 2018 – June 30th, 2020, the approved vendor, the appliance/service model, and the price will be used for the purchase:

MPS School	Address
MSA-1	18238 Sherman Way, Reseda, CA 91335
MSA-2	17125 Victory Blvd., Van Nuys, CA 91406
MSA-3	1254 East Helmick Street, Carson, CA 90746
MSA-4	11330 West Graham Place, Los Angeles, CA 90064
MSA-5	18230 Kittridge St., Reseda, CA 91335
MSA-6	3754 Dunn Dr., Los Angeles, CA 90034



MPS School	Address
MSA-7	18355 Roscoe Boulevard, Northridge, CA 91325
MSA-8	6411 Orchard Ave., Bell, CA 90201
MSA-Santa Ana	2840 W. 1st Street, Santa Ana, CA 92703
MSA-San Diego	6525 Estrella Ave., San Diego, CA 92120

GENERAL TERMS AND CONDITIONS FOR RFP PROPOSAL GUIDELINES

1. Each item request and guideline in this RFP must be properly addressed in the proposal.
2. All equipment in the submitted proposal must conform to specifications provided in this RFP.
3. The Vendor must provide terms of warranty on all products
4. The Vendor shall provide a clear itemized breakdown of equipment and services costs.
5. The Vendor must provide an estimated timeline for product delivery and installation.
6. Proposal must be valid for 60 days.

All questions regarding this RFP should be addressed in writing to Rasul Monoshev, MPS IT Director at rmonoshev@magnoliapublicschools.org.

PROPOSAL SUBMISSION

Proposals are to be submitted for receipt no later than **5:00 PM PST, Friday, 11/09/2018** and may be delivered as follows:

- Email it@magnoliapublicschools.org



- Mail (Regular or Overnight) or Hand Delivery to:

Rasul Monoshev,
MPS IT Director
Magnolia Public Schools
250 East First St, STE1500,
Los Angeles, CA 90012

[Ref: MSA-1 cabling services 2018]

VENDOR WALK THROUGH

If a vendor walk-through is scheduled, the vendor shall sign-in or provide a business card or similar contact information. The date of the walkthrough will be provided.

Attendance at the walk through is ***OPTIONAL THOUGH HIGHLY RECOMENDED***; answers to clarifying questions not adequately explained in the existing RFP materials will be posted as RFP Addenda or Amendments on the same web site as this document and available to all vendors. All vendors interested in a walk-through are expected to schedule via email with the contact indicated above. This will allow us to notify all interested parties of any unanticipated, last minute changes in scheduling or starting location. Vendors should never offer gifts or favors of any kind, however small, to anyone associated with MPS, MSA-1 or their officers and agents, including their family members.

Submission of a proposal constitutes a presumptive certification that there is no conflict of interest.

ACCEPTANCE/REJECTION OF PROPOSAL SUBMISSIONS

MPS reserves the right to accept or reject any and all proposals or any portion of any and all proposals in its discretion. While price is an important consideration, it will not be



the sole determining factor in the selection of a Vendor. Payments will not be made nor orders submitted until after the MPS Board of Directors has accepted a proposal and awarded it as the winning proposal submission. A contract will be entered into between MPS and the Vendor after the aforementioned approvals.

PAYMENT

Payment shall be made no later than 60 days after invoice date. The payment will not be issued until after both the Vendor and MPS agree that the project is complete and meets all requirements.

RFP Revisions

MPS reserves the right to modify or issue amendments to this RFP at any time. MPS also reserves the right to cancel or reissue this RFP at any time. Notices will be posted to <http://magnoliapublicschools.org>. It is the sole responsibility of interested vendors to monitor the URL for posting of such information.

RFP EVALUATION

All qualified, responsive proposals will be evaluated using the following factors and weights.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor qualifications, credentials, certifications, experience, and references	20%
Contract terms and conditions	10%
Total	100.00%

RFP Evaluation Committee

The RFP Evaluation committee members are as follows:

- Rasul Monoshev, IT Director
- Mustafa Sahin, MSA-1 Principal
- Patrick Ontiveros, MPS Facilities Director



- Julian Lopez, MSA-1 IT Manager

EQUIPMENT & SERVICES SPECIFICATIONS

- **Item 1:**
Quantity: 220
Description: Cabling price per Cat 6 drop (according to attached blueprint plus or minus approximately 15-20 drops. The conduits and J-Hooks will be provided. See QA on last pages for more details)
- **Item 2:**
Quantity: 1
Description: 150 feet fiber cabling between new and old buildings (conduits will be provided for it, i.e. no conduit job needed)
- **Item 3:**
Quantity: 1
Description: 40 feet fiber cabling between floors (conduits will be provided for it, i.e. no conduit job needed)
- **Item 4:**
Quantity: 1
Description: 20 Security cameras with 8TB NVR and mounting and configuration service for the cameras
- **Item 5:**
Quantity: 1
Description: The bell system for the whole campus (old and new building) and mounting service for 45 rooms total and 2 outside horns.
- **Item 6:**
Quantity: 1
Description: Lockable closed deep Server Rack to host blade servers in MDF



- **Item 7:**
Quantity: 1
Description: Open Rack for cable organizing and for switches in MDF
- **Item 8:**
Quantity: 2
Description: IDF Racks to host networking switches and cabling organizers
- **Item 9:**
Quantity: 24
Description: 25ft HDMI cables and running cables from teacher corner to the whiteboard (conduits will be provided for it, i.e. no conduit job needed)

Item 10:

Quantity: 2 total (one at the back and another for front door)

Description: Buzzing system for front and back outside doors (conduits will be provided for it, i.e. no conduit job needed) It should include buttons to talk, cameras to see who is out there. There will be a screen in main lobby where school should be able to see and talk to people before letting them into the building.

Item 11:

Quantity: 20

Description: **Interactive Display Board:** [Viewsonic IFP7550 and IFP6560](#) or similar options on separate quotes (Description: 20 - 65" on one quote and 20 – 75" quote on separate for us to compare and go with)

Item 12:

Quantity: 20

Description: [Diversitrack Hover Mount](#) or similar for Item 11, Interactive Displays and mounting service for those.



Cabling Specs

- a. All copper cable should be CAT6 or better, except when supplementing existing, properly installed CAT5e with additional runs, in which case CAT5e may be used
- b. Where required by applicable codes, plenum cable shall be used
- c. Each classroom should have at least 2 Power over Ethernet [PoE] port(s) at ceiling level to run wireless access point(s). Larger rooms may need more than two for adequate coverage; coverage is defined by both the ability of the AP to give radio signal strength to a given area and the AP's ability to handle the number of simultaneous connections anticipated for a given area. (WAP specifications are detailed below.)
- d. Other drops should be located near A/C power outlets available for end-user equipment
- e. 19-inch 4-post rack in a cabinet to be included if needed for the MDF
- f. Wall-mounted racks or cabinets must be capable of holding 175 lbs.
- g. All between buildings or from MDF to IDFs shall use fiber optic cable, minimum spec **6-strand** 50/125 μm multimode fiber, rated at 10 Gbps, with LC-type terminations on all strands
- h. All wiring must be in compliance with TIA/EIA 568/569-C standards. (This is not to be confused with T568A and T568B termination punch order standards)
- i. All wiring must be labeled on both ends and tested, with wiring maps supplied. Copper and fiber test results and wire maps are to be supplied to the Applicant in electronic format
- j. All necessary racks, cabinets, patch panels, patch cables, raceways, surface mount boxes, junction boxes, and similar items needed for a complete and working system should be included in cabling bids
- k. Racks should be large enough to accommodate other eligible equipment such as switches, routers, and servers that need to be co-located with patch panels, whether or not provided by the same Vendor
- l. All necessary additional patch cables should be supplied, in appropriate lengths.
- m. All runs should be properly terminated at the patch panel unless otherwise



indicated.

- n. Bids should summarize average per-drop pricing, including all parts, labor, taxes, and shipping
- o. MDF to contain: edge device (if needed), firewall, switches sufficient to activate all ports with modest (20%) spare capacity, patch panels for telephone and data traffic, appropriately sized UPS to support eligible equipment
- p. IDF's to contain: patch panel, switch(s), appropriately sized UPS to support all eligible equipment with necessary cascade. All IDF's will have either 1 or 2 POE switches protected by appropriately sized UPS units
- q. All IDF and MDF equipment must be mounted on standard 19-inch racks. Rack hardware should be included in cabling quotation
- r. Typical schools will require an MDF, ideally located at the MPOE, plus multiple IDFs

Attachment:

The new building blueprint with annotations.

Delivery/Shipping

NOTE: No dock at this location.

Bill to and Ship to Address:

Magnolia Public Schools

Magnolia Public Schools, 250 East First St, STE1500, Los Angeles, CA 90012

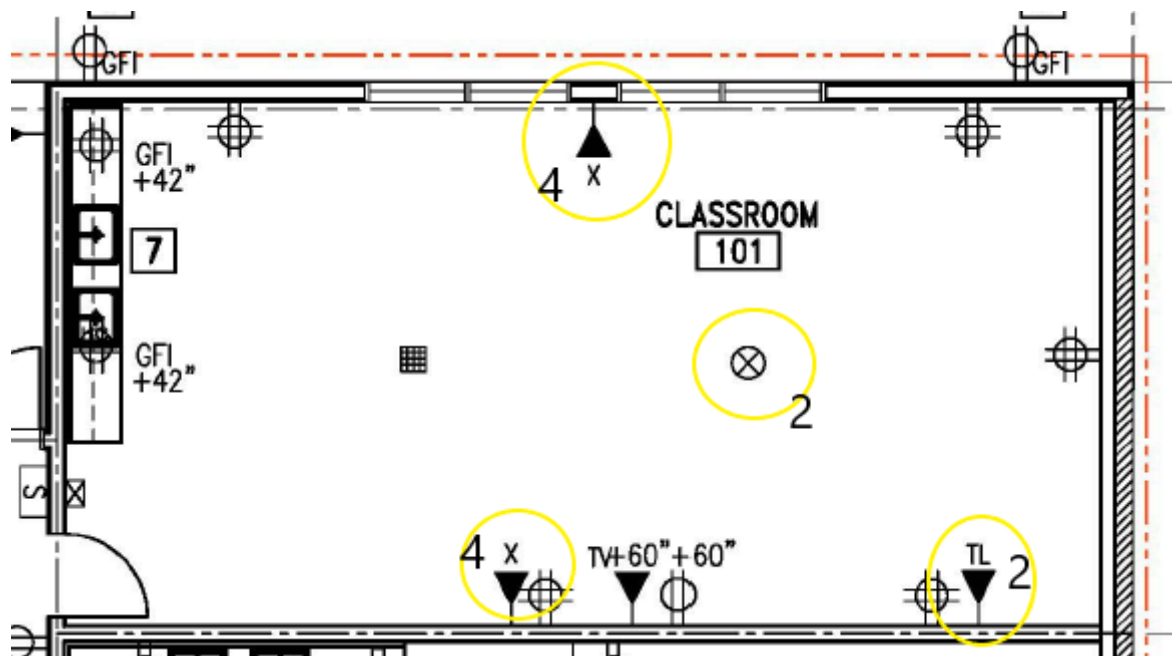
PROJECT Q/A:

Question 1:

In addition to the site walk question – the RFP calls for 110 drops. But the count on the floor plans between A1.3 and A2.3 are 284.

Can we clarify that these notations I made are correct – i.e. this classroom has 12 drops in it.

4 for each quad outlet, 2 for TL 2 for the ceiling AP



Answer:

The drops per classroom:

2 on teacher's corner, 4 on opposite side (Quad plate), 1 for Access Point on ceiling and 1 on teaching wall = Total 8 instead of 12 drops on blueprint



Question 2:

Is it possible to do a site walk?

Answer:

Yes, please with school's IT, Julian Lopez at jblopez@magnoliapublicschools.org

Question 3:

Bell system for the entire campus:

- > The school does not want a wireless bell system correct?
- > The 45 classrooms listed include adding the bell system to existing classrooms not just ones in the new building correct?
 - > Do you want clocks for the new classrooms as well?
 - > Do you want new clocks for the existing classrooms?
 - > Are wireless clocks ok, or do you want wired POE clocks?
 - > Do you want to be able to page through the bell system?

Answer:

- Correct, we don't want wireless bell system (In fact, our current bell/pa system is wireless)
- Yes, it includes both sites – new construction site and old site Important Note: We want drop ceiling speakers, around 22 on new site and 23 wall mount speakers for old building for the bell/pa system. Plus 2 horns for outside lunch area.



- Yes, we want clocks (Not PoE, synced with bell pa system though)
- Yes, clocks for all classrooms – new and existing buildings
- Wireless clock are ok, we don't want to run Ethernet drops for those and provide extra switches for clocks
- Yes, we would like to be able to page with bell system

Question 4:

Security cameras - of the 20 cameras being requested I only see 13 on the floor plans, are there camera locations that are somewhere other than the new building?

Answer:

Yes, we are adding another 7 security cameras which are not on blueprints (all are at new site)

Question 5:

- Do you want a color scheme of cables?
- If cable tray is provided?
- 4 post rack cabling tray?

Answer:

- Color scheme is not important, but can be implemented (as pricing per drop will remain the same)
- No, cable tray is not provided. I added open rack for it – Item 7, so please bid by including everything.
- 4 post rack cabling tray is OK. (Note: IDF cabinets are there to host those cabling terminations and to host switches. Please bid accordingly)



Question 6:

- What are the minimum specs you are looking for in regards to equipment i.e, NVR, Server rack?
- They wanted information on existing equipment.

Answer:

- Server rack Items are added with details in Item 6 and 7. (1 lockable, deep rack and one open rack for cabling and switches for MDF, both needs to be mounted on the floor). NVR – minimum of 8-10TB of space is preferable.
- NVR - is a generic system, some Chinese brand. There was no model number or manufacturer on the device.
- Current phone system is 3CX and we would like to keep it that way (expand it). PA/Bell system should be compatible with 3CX system. i.e. school should be able to make announcements from the desk phones.

Question 7:

- Another question about the amended RFP. Can we adjust security camera quote to include connection to current system?

Answer:

- Yes, the compatibility with current existing system is important. As mentioned in previous answer, the NVR spec is not clear but we want to be able to see existing and new system cameras in one system. (and those are will be in one physical and logical network).



Question 8:

- Rfp is a lil confusing.. do we email and reg mail our bid? Or can we just email?

Answer:

- If you're emailing, no need to mail. Please let me know if you're mailing.

Question 9:

- The one thing I wasn't clear on was the PA system and if you want to speaker/bell in every classroom?

Answer:

- Yes, speaker bell system is required in every classroom. I updated the description above. Since the new building is drop ceiling, we want ceiling speakers and in old building no drop ceiling, so we need wall mounted speakers. And two outside speaker horns for lunch area.

Question 10:

- What are the technical requirements, quantity, and functionality needed for the bell system?
- Does the bell system require 2 way paging or no paging ?
- Do you have a preference on the manufacturer for the bell system?
- Do we have to bid this project in full or can we bid the project partially since there are no specifications for the paging system?
- Is cabling required for the bell system?
- Are you looking for the Bell System or paging system?
- Will paging system be included? if yes, will that be 1-way paging or 2-way paging?
- Do you have technical specifications?
- For Cabling - Are you looking for raiser rated cable or plenum cable?



- For Fiber Optics Cabling - Are you looking for multi-mode fiber optics cable or single-mode fiber optics cable?

Answer:

- Bell system is pretty much straightforward, total of 2 zones for old and new sites. One way paging system (i.e. no need for two way paging system). It should be compatible with our current phone system – 3CX. And finally, details are added above and I encourage going through the QA section.
- One way paging, including paging from the phone system
- No preference
- You can bid fully or partially. Separate quotes for options are also great. i.e. same bidder but let's say two options for the bell/pa system. Example: Bogen on one quote and some other option on other one.
- Cabling required for the bell system and should be included in the bid
- Both bell and paging system
- Same question as above and same answer. 1 way paging system
- No technical specs just the description of what we need is specified above.
- Please bid both options on separate quotes. Riser and Plenum. We will go with one.
- Same. Please bid both options on separate quotes. Multi and single mode. We will go with one option.

Question 11:

- Is this a pre-vailing wage project?

Answer:

- No, pricing should include for the whole project and should remain the same.

Question 12:

I just need to know what type of camera they need.



Answer:

Type of camera: PoE

Question 13:

1. Is your total count 110 CAT6 Cables? Or is this count to accommodate 10- 15 drops with 4 cables per station? Just want to capture total individual cables per station.
2. Is this price per foot plus the terminations and do we include all hardware required in this cost?
3. Does this price include cabling, Mounting and Camera device?
4. Do we provide cabinet as specified in your specs?
5. Do we include faceplate? If so do we need to provide small HDMI patch cords from Device to faceplates?

Answer:

- The drops are updated above. There is a possibility of adding or removing 15-20 drops, but pricing per drop is important.
- It's just the distance is provided between MDF and IDF so that vendors could buy fiber optics cable accordingly.
- Cabling for cameras is included in Item 1. But yes mounting, configuration and etc. should be included.
- Yes, we need cabinets for the MDF to host our cables and necessary cable organizers. Updated items for open and lockable rack for those.
- Yes, faceplates and male to female adapter should be included in pricing and SOW. The smaller HDMI cable from wall to device is not important as we can buy ourselves later. Update: Interactive displays, mounts and mounting service included as additional items