



## Friendship Public Charter School

**Friendship Public Charter Schools (BEN 16039865)**

**Form 470 #: 260000113**

**Attachment Name: C2 Licenses, Network Equipment, and Cabling Service Specifications**

**Form 470 Contacts:**

- **Ruby Sherman – [procurementinquiry@friendshipschools.org](mailto:procurementinquiry@friendshipschools.org)**
- **Chamath Siriwardena – [csiriwardena@friendshipschools.org](mailto:csiriwardena@friendshipschools.org)**
- **Alex Majewski – [amajewski@e-ratecentral.com](mailto:amajewski@e-ratecentral.com)**

### **Procurement Timeline**

<b>Task</b>	<b>Due Date</b>
Issue Date	December 5, 2025
Pre-Proposal Meeting / Site Visit (Project Three - Cabling Only)	December 17, 2025 at 10:00 am EST
Deadline to Submit Questions	December 30, 2025 no later than 02:00 pm EST
Posting of Questions/Clarifications	January 7, 2026
Proposal Submission Deadline	February 5, 2026, no later than 04:00 pm EST

### **Communications and Questions**

All communication with the Applicant regarding this solicitation **must** be emailed and received by the “Deadline to Submit Questions” noted in the “Procurement Timeline.” Questions should be directed to all “Form 470 Contacts” listed above, with the Form 470 Number included in the subject line. Failure to include all “Form 470 Contacts” could result in questions going unanswered. Verbal inquiries are not allowed. Clarifications, when applicable, will be posted as an attachment/addendum to the Form 470. Each Offeror is responsible for downloading the current version of the Form 470 and attachments, including any addenda. Applicant reserves the right to ask vendors clarifying questions during the proposal review process.

Contact initiated by an Offeror concerning this solicitation with any other Applicant representative other than those listed as Form 470 contacts is prohibited. Unauthorized contact may result in the offeror's disqualification from this solicitation. Product demonstration meetings will not be granted during the competitive bidding period – requests for such will be ignored.

## **Site Visit**

For this solicitation, a site visit is: ☐ Required ☒ Optional (Project Three - Cabling) ☒ Not Offered (Project One - Licenses, and Project Two - Network Equipment)

The site visit for Project Three – Cabling will be held on Wednesday, December 17, 2025 at 10:00 am EST sharp. The location will be Friendship Public Charter School Southeast Campus: 645 Milwaukee PI SE, Washington, DC 20032.

Interested parties who wish to attend should RSVP to Chamath Siriwardena ([csiriwardena@friendshipschools.org](mailto:csiriwardena@friendshipschools.org)) AND Alex Majewski ([amajewski@e-ratecentral.com](mailto:amajewski@e-ratecentral.com)) no later than 2:00 pm EST on December 16, 2025.

No additional information will be provided at the site visit. Questions which result from the site visit must be submitted via email as instructed above and answers will be posted as an attachment/addendum to the Form 470.

## **Proposal Instructions**

Proposals **must** be submitted by the Proposal Submission Deadline in the Procurement Timeline.

Proposals **must** be emailed to ALL Form 470 Contacts listed above and include the following:

- Applicant name
- Form 470 number
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions
- Completed Pricing Attachments:
  - FPCS FY2026 Project 1 Pricing Attachment \_ Licenses
  - FPCS FY2026 Project 2 Pricing Attachment \_ Network Equipment
  - FPCS FY2026 Project 3 Pricing Attachment \_ Cabling

Proposals **must** include all costs associated with providing the requested products/services to the applicant including but not limited to shipping fees, licenses, and any component needed for the proposed equipment to function properly. For projects which required including installation services, offerors **must** include all costs associated with the installation of the cabling, equipment, and components including, but not limited to, configuration, travel, per diem, shipping, installation, etc.

Proposal pricing **must** be included in the Pricing Attachment for each respective project: (FPCS FY2026 Project 1 Pricing Attachment \_ Licenses, FPCS FY2026 Project 2 Pricing Attachment \_ Network Equipment, FPCS FY2026 Project 3 Pricing Attachment \_ Cabling). Pricing attachments should be submitted in xls or xlsx format.

Proposed service fees for each piece of equipment should:

- be shown as unit pricing with separate line item charges for each SKU,

- identify the percentage of each SKU that is eligible for E-Rate support as agreed upon by USAC and the manufacturer; and
- be categorized as Internal Connections (IC), Basic Maintenance of Internal Connections (BMIC), and/or Managed Internal Broadband Services (MIBS).

Proposals **must** be in response to the specific requirements of this solicitation. Offers including a generic listing of services beyond the scope of this solicitation and/or encyclopedic price lists will be disqualified. SPAM and/or robotic responses will not be considered valid responses and will be disqualified from consideration.

### **Equipment/Service Request**

This FCC Form 470 and service specification includes three separate projects: (1) Licenses/Software/Subscriptions for Existing Hardware and New Hardware, (2) Wireless Access Points and Switches, (3) Cabling. Vendors may submit proposals for one, two, or all three projects. Each project will be evaluated and awarded independently.

The applicant requests proposals for new E-Rate eligible Category Two equipment and related services. Proposals featuring equipment that is used, open box, refurbished, or categorized in any way other than new will be disqualified.

For this solicitation, vendor installation services are: Required for Project 3 Cabling, and not requested for Project 1 Licenses, and Project 2, Network Equipment.

Asset tagging and labeling are required components of installation for Project 3.

Proposals are requested for the makes/models specified in the Pricing Attachment (or equivalent). Offers containing alternative makes/models are required to submit product specifications and documentation to establish that the equipment is equivalent to the requested solution. The applicant will be the arbiter of whether the proposed solution is functionally and technically equivalent to the requested solution.

The quantities requested are the applicant's best estimate and may be adjusted based on the offeror's recommendations. The applicant reserves the right to increase or reduce quantities and buy some, all, or none of the listed equipment.

FPCS anticipates that this FCC Form 470 will result in a multiple-award schedule. Separate awards may be issued for Project One and Project Two. Partial bids will not be accepted for individual project components. For example, a vendor may choose to submit a proposal for Project One only; however, the proposal must include pricing for all equipment and services listed within that project. If a vendor does not provide pricing for ALL requested items under any given project, their proposal will be deemed non responsive and disqualified.

Installation may occur at any E-Rate eligible site based on the Applicant's need at the time of purchase and install.

## Project One: Licenses/Software/Subscriptions for Existing Hardware and New Hardware

Friendship Public Charter School (FPCS) is seeking proposals for eligible licenses, software, and subscription services to support both existing network hardware and newly procured equipment. The required items and quantities are listed in the attached Pricing Worksheet for Project One.

Offerors must provide pricing for all SKUs listed in the Pricing Worksheet—or for equivalent products that meet or exceed the functional and technical requirements of the requested solution. If an equivalent product is proposed, Offerors must submit complete manufacturer product specifications and supporting documentation demonstrating functional, technical, and performance equivalency. FPCS will be the sole arbiter in determining whether any proposed equivalent solution satisfies these requirements.

FPCS reserves the right to purchase up to the full quantity listed for each SKU, to purchase partial quantities, or to decline to purchase any SKU for which pricing is requested. Final quantities will be determined at the time of contract award, based on program funding and organizational need.

The equipment and associated license types (or equivalent) included in this procurement are as follows:

REQUESTED SOLUTION (OR EQUIVALENT)				
Is Installation required?	Make	Other Make	Model #/SKU	Quantity
No	Meraki		LIC-ENT-3YR	535
No	Meraki		LIC-MS225-48FP-3YR	66
No	Meraki		LIC-MS225-24P-3YR	16
No	Meraki		LIC-C9300-24E-3Y	2
No	Meraki		LIC-MX95-SEC-3Y	1
No	Meraki		LIC-MT-3Y	6
No	Meraki		LIC-SME-3YR	25
No	Cisco Systems		C9400-DNA-A-3Y	1
No	Cisco Systems		E3N-CW-E	380
No	Cisco Systems		E3N-MR-E	155
No	Cisco Systems		E3N-MS-200-L-E	66
No	Cisco Systems		E3N-MS-200-M-E	16
No	Cisco Systems		E3N-MS-300-M-E	2
No	Cisco Systems		E3N-MX-L-E	1
No	Cisco Systems		E3N-MT-E	6
No	Cisco Systems		E3-N-SM	25
No	Other	Shipping	Shipping Charges	1

## Project Two: Wireless Access Points, Switches, and Associated Equipment

FPCS is seeking to purchase new Wireless Access Points and Switches (along with any module indicated). Offers containing alternative makes/models are required to submit product specifications and documentation to establish that the equipment is equivalent to the requested solution. The applicant will be the arbiter of whether the proposed solution is functionally and technically equivalent to the requested solution.

REQUESTED SOLUTION (OR EQUIVALENT)				
Is Installation required?	Make	Other Make	Model #/SKU	Quantity
No	Cisco Systems		CW9172I	380
No	Meraki		MR78	2
No	Cisco Systems		C9407R	1
No	Cisco Systems		C9400-LC-48P	3
No	Cisco Systems		C9400-SUP-1XL	1
No	Other	Shipping	Shipping Charges	1

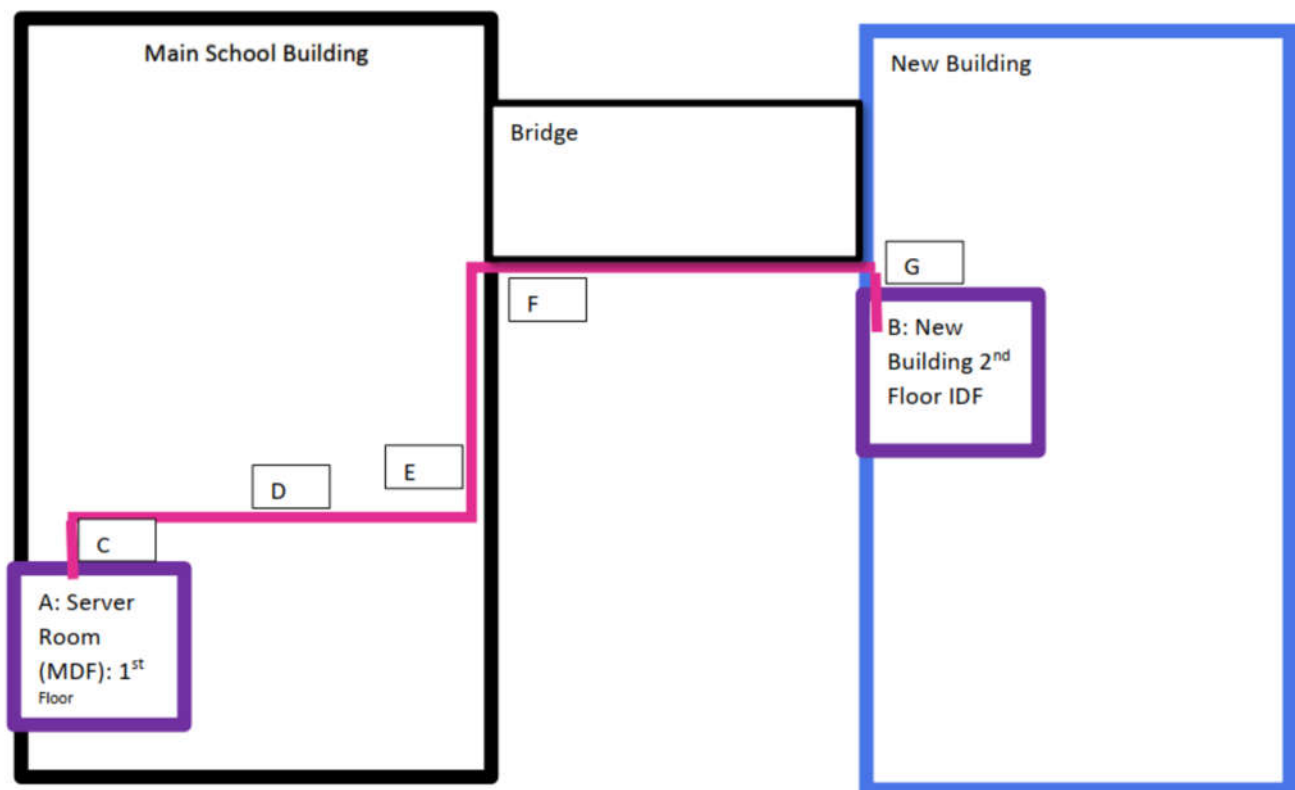
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## Project Three: Cabling

FPCS is seeking a fiber run for an interconnect upgrade for Southeast Academy located at 645 Milwaukee Place SE, Washington, DC 20032. The school is seeking OM5 or OM4 multimode LC. The project is estimated to be approximately 500 feet between the new and old buildings.

This project involves installing new shielded/armored, multi-strand fiber optic cabling between the new building data closet and the old building server room using the existing conduit/pathway. The newly installed fiber has to be properly terminated, labeled, and tested for performance and continuity to ensure reliable, high-speed connectivity between the two locations.

**Diagram:** This basic layout indicates the existing conduit path and fiber termination points for reference.



1. Distance between A and B is 500 feet
2. C: Cable is run above the Ceiling
3. D: There is a Cable tray
4. E: Cable runs through the Ceiling
5. F: Cable runs through Bridge
6. G: Cable Goes into IDF and Terminated

### **Contract Term and Modifications (all projects)**

The applicant prefers a multi-year agreement (initial term date of April 1, 2026 – September 30, 2027, with two, optional one-year renewals not to exceed September 30, 2029). An initial award term of April 1, 2026 – September 30, 2027, with one optional renewal to align with an extended E-Rate service delivery deadline, if needed, is also acceptable.

The quoted pricing must not assume the applicant will purchase the full quantities listed in the proposal.

The applicant reserves the right to place orders as needed and is not obligated to order all products or services.

Substitutions for alternative equipment must be agreed upon in writing by both parties before finalization of any changes/deviations from the original agreed-upon equipment list.

Offerors proposing equipment whose prices may increase depending upon new U.S. government tariffs imposed on imports are encouraged to (a) identify such products in their offers, and (b) propose an acceptable methodology for limiting price adjustments over the contract term.

### **E-Rate Specific Considerations/Information**

Because USAC may categorize certain cabling products as racks, cabinets, or connectors, the Racks and Related Components options have been selected on the Form 470 to ensure proper classification and compliance.

Licensing for equipment may have Basic Maintenance of Internal Connections or Managed Internal Broadband Services components, which is why BMIC & MIBS have been selected on the Form 470. This solicitation is not requesting BMIC or MIBS beyond any related manufacturer licenses and/or extended service subscriptions for the equipment requested.

Per USAC E-Rate rules, “cost of eligible services” will be the highest valued criterion in the evaluation process; however, other criteria with a lesser value may also be considered.

Service providers proposing to temporarily loan equipment for product demonstration and/or evaluation purposes are **required** to clearly state that such loans are of limited duration. Product demos extending beyond thirty (30) days must be explicitly authorized by both parties and provided at a fair market rate.

By submitting a proposal on the requested services herein, the vendor certifies its proposed services and/or products comply with Part 47 Section 54.9 and 54.10 of the FCC rules which prohibits the sale, provision, maintenance, modification, or other support of equipment or services provided or manufactured by Huawei, ZTE, or any other covered company posing a national security threat to the integrity of communications networks or the communications supply chain. See <https://www.usac.org/about/reports-orders/supply-chain/> for more details.

As required by Section 54.500(f) of Part 47 of the Code of Federal Regulation all bids in response to this RFP **must** offer the lowest corresponding price (LCP) which is defined as the lowest price that a service provider charges to nonresidential customers who are similarly situated to a particular E-Rate applicant (school, library, or consortium) for similar services. See <https://www.usac.org/E-Rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/> for more details.

### **Additional Considerations/Information**

Applicant is subject to District of Columbia policy restrictions.

The language in this solicitation has been standardized: "must," "shall," "mandatory," and "required" indicate mandatory specifications that the Applicant expects in the proposed solution. Proposals failing to meet these will be disqualified. "Should" and "may" indicate desirable specifications. A mandatory requirement may be waived if all respondents fail to meet a mandatory requirement.

The Applicant reserves the right to request Best and Final Offers (BAFOs). BAFOs must be received by the date/time provided during discussions/negotiations, or the originally submitted proposal will be used for further evaluation and award recommendation.

Applicant reserves the right to waive any irregularities or informalities in the proposals received.

Applicant reserves the right to award all, part or none of the services set forth in this procurement. This procurement does not obligate Applicant until a valid agreement and/or valid Purchase Order is executed.

Applicant may, at its sole discretion, extend the due date for the submission of proposals and any extensions shall be done via an addendum posted in the E-Rate Productivity Center (EPC.)

The vendor submission is subject to open records requests and, as such, the records will be released in accordance with those policies. Vendors are encouraged to mark pages as "Proprietary" or "Confidential" as appropriate, but the entire submission may not be marked as such. Identifying information as "Proprietary" or "Confidential" does not guarantee that the information will not be released but will be considered in determining whether the information is required to be released in accordance with the open records policies. Generally, pricing is not exempt from being publicly released.

By submitting a proposal, the Offeror certifies that no relationship exists between the Offeror and Applicant that would interfere with fair and open competition or create a conflict of interest.

### **Evaluation Criteria**

These criteria are to be utilized in the evaluation of offers to be considered. Individual criteria have been assigned a weight to reflect relative importance. Vendors are encouraged to provide details in their proposals that address the following criteria. The evaluation criteria for each project is listed below.



**Project One: Licenses/Software/Subscriptions for Existing Hardware and New Hardware**  
**Project Two: Wireless Access Points, Switches, and Associated Equipment**

Criteria	Weight
<b>Eligible Costs:</b> E-Rate eligible costs of products/services	<b>40%</b>
<b>Ineligible Costs:</b> E-Rate ineligible costs of products/services	<b>5%</b>
<b>Meets/Understands Needs:</b> how well the proposal meets or exceeds all requirements; demonstrates a deep understanding of the project's technical and operational needs, and Clearly addresses the scope of work, equipment specifications, and intended use.	<b>25%</b>
<b>Compatibility with Existing Equipment:</b> How well the vendor's proposed solution integrates into FPCS' existing LAN/WAN environment	<b>20%</b>
<b>Prior Experience with FPCS:</b> FPCS' previous experience with vendor	<b>10%</b>

**Project Three: Cabling**

Criteria	Weight
<b>Eligible Costs:</b> E-Rate eligible costs of products/services	<b>35%</b>
<b>Ineligible Costs:</b> E-Rate ineligible costs of products/services	<b>5%</b>
<b>Proposed Project Plan / Technical Merit:</b> Ability of solution to support requirements of this solicitation (completeness and quality of technical proposal, adherence to specifications, design clarity, testing and documentation standards)	<b>30%</b>
<b>Vendor Experience and References:</b> Ability of staff and/or solution to support requirements of this solicitation (K-12 environments), similar cabling and fiber installations.	<b>15%</b>
<b>Prior Experience:</b> FPCS' previous experience with vendor	<b>15%</b>