

AUBURN CITY SCHOOLS DISTRICT
ACS Intercom Upgrade
REQUEST FOR PROPOSAL (RFP)
BID OPENING DATE: May 6, 2025 – 10:00 AM

I.	MISCELLANEOUS
A.	Specifications are not intended to eliminate any reputable manufacturer, brand or bidder. Reference to manufacturers, brand names, suppliers catalog numbers, etc., is intended to set quality standards and does NOT exclude bids from others as long as quality standards are met. Pictures, descriptions and specifications shall accompany all bids.
B.	All bidders must use our Bid Response Form for submitting their bid.
C.	If a bid differs in any way from the bid specifications, the bidder must list the differences on the bid proposal form telling exactly where and how the bid deviates from said specifications. If no exceptions are listed on the bid, it will be presumed the bidder proposes to meet the specifications in every respect; and if awarded the contract, performance on this basis will be required.
D.	It is the bidder's responsibility to comply with all local, state, and federal laws as they apply to this bid.
E.	Auburn City School District is exempted from all sales and use taxes under the provisions of Title 40, Chapter 23, Section 4 (15), Code of Alabama, 1975.
F.	Bid price is to be all inclusive with no allowable additional costs to Auburn City School District Board of Education.
G.	Contracts over \$10,000 require compliance with Equal Employment Opportunity Regulations, The Clean Air Act, The Clean Water Act, and Environmental Protection Agency Regulations.
H.	If the bid amount exceeds \$10,000, a certified check or bid bond, payable to the Auburn City School District Board of Education, in the amount not less than five percent (5%) of the amount of the bid but in no event more than \$10,000, must accompany the bidder's proposal. Said bond will remain in effect until the contract is completed.
I.	The Auburn City School District Board of Education is an equal educational opportunity agency and prohibits discrimination in any of its educational programs, including employment, on the basis of sex, race, religion, national origin, color, age or any handicapping condition. The Board of Education complies fully with the provisions of Title IX of the Education Amendments of 1972, Section 504 of the Rehabilitation Act of 1973, and the appropriate Department of Education regulations.
J.	The final awarding of this bid will be made by the Auburn City School District Board of Education based on a recommendation from the Superintendent.

K.	If you choose not to bid, please return the invitation to Auburn City School District and state the reason. Failure to respond may be cause for your name to be removed from our bid list.
L.	Auburn City School District reserves the right to reject any and all bid proposals if deemed necessary.
M.	All vendors must have a valid Service Provider Identification Number with the Schools and Libraries Division of the Universal Services Fund AND that SPIN must be approved by SLD to provide Telecommunications services.
N.	Auburn City School District will review all proposals for service utilizing guidelines outlined by the Alabama State Bid Law and USAC-SLD E-Rate funding.
O.	Vendor must have been in continuous business for a minimum of 3 years.
P.	Contract will be awarded May 14, 2025– January 11, 2026 An extension may be granted at the District’s discretion if the vendor continues to meet all other requirements. Options will be executed at the System’s discretion provided pricing remains the same as originally agreed upon, vendor continues to meet all other requirements.
Q.	It is understood that, except as otherwise specifically stated in this RFP, the Vendor shall provide and pay for all materials, labor, tools, equipment, transportation, temporary construction of every nature and all other services and facilities of every nature whatsoever, necessary to execute, complete and deliver the work within the specified time. Licenses necessary for the execution of the work shall be secured and paid for by the Vendor.
R.	The Vendor shall protect all buildings, furniture, equipment, personal items, trees, shrubs, lawns and all landscaping on school property from damage. Any damaged property shall be repaired or replaced at the Vendor’s expense.
S.	The Vendor and his representatives shall follow all applicable school district regulations while on Auburn City School property, including the no smoking, no weapons, and drug free policies. No work shall interfere with school activities or environment unless permission is given by the Principal or person in charge. All Vendor personnel shall be easily identified by the use of identification badges and uniforms or shirts with the Vendor's logo clearly visible.
T.	Any questions to the bid request will be posted to the Auburn City Webpage https://www.auburnschools.org/Page/6340 It is the vendor’s responsibility to check for modifications.
U.	All requirements specified in this RFP become part of any awarded contract.
V.	Award will be made to the responsible bidder offering a proposal that is deemed the most acceptable and advantageous to the Auburn City School System.

II.	REQUEST FOR PROPOSAL
A.	Point of Contact: Gene Gilmore, District Technology Director, Email: efgilmore@auburnschools.org , Auburn City School District Board of Education, 855 E Samford Avenue, Auburn, AL 36830.

B.	<p><u>Description of Requirements</u></p> <p>Auburn City Schools is seeking proposals from qualified vendors to provide and install Singlewire InformaCast Fusion software and InformaCast-enabled IP speakers across our facilities. The selected vendor will be responsible for supplying, installing, and integrating the speakers with our existing Cisco Call Manager system. Additionally, vendors must provide all necessary wiring and ensure full operational functionality. A breakdown by facility can be given by request.</p>
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III.	<p>SPECIFICATIONS</p>
A.	<p><u>Planned Scope of Work</u></p> <p>The vendor will be responsible for:</p> <ul style="list-style-type: none"> • Supply & Installation: Install InformaCast Fusion and provide and install InformaCast-enabled IP speakers at designated locations across our facilities (includes new and existing speakers). • Integration: Ensure the speakers are properly connected to InformaCast and can be called from our existing Cisco Call Manager system. • Wiring & Infrastructure: Run and terminate all necessary cabling to connect the speakers to the network, following industry best practices. • Testing & Validation: Conduct thorough testing to confirm proper speaker functionality, call routing, and integration with InformaCast and Cisco Call Manager. • Documentation & Support: Provide as-built documentation, configuration details, and basic end-user training as needed • InformaCast Licensing: <ul style="list-style-type: none"> • Software Provisioning (SS-CPF-3) Qty: 1 • InformaCast Fusion User Term 5 Years (SSF-5YR-USR-Tier 3) Qty: 1200 • InformaCast Fusion IP Speaker Endpoint Add-On Term 5 Years(SSF-5YR-EPA-Tier 3) QTY: 1614 (includes licenses for existing IP speakers) • InformaCast Emergency Comm Center Link Term 5 Years (SSF-5YR-ECC) Qty: 1 • InformaCast Fusion Server Appliance -- (IPTA-IFS) Qty: 14 • Custom Professional Services for Subscriptions -- (SS-PS1) Qty: 4 • Storage of Materials: The vendor will provide storage and transportation of all materials and hardware for the project. No materials can be stored on District campuses. • Inventory: The vendor will provide a full inventory of all hardware installations and locations. <p><u>Minimum Specifications:</u> Quoted products & services shall meet all specifications outlined in this solicitation as well as the following minimum specifications:</p> <p><u>Requirements</u></p> <ul style="list-style-type: none"> • The speakers must be fully compatible with InformaCast. • The solution must support call functionality from our Cisco Call Manager system. • All wiring must be installed to industry standards, including proper cable management and

labeling.

- Vendors must have experience in deploying InformaCast-enabled devices and integrating them with Cisco VoIP solutions.

Proposal Submission

Vendors should include the following in their proposals:

- Detailed breakdown of equipment and installation costs
- Estimated timeline for project completion
- References from similar projects
- Warranty and support options

All devices must meet the following specifications:

- Power over Ethernet (POE) 802.3af compatible
- ADA Compliant
- 10/100 Mbps Ethernet
- Manual or Dynamic Host Configuration Protocol (DHCP) IP address assignment.
- Time and date synchronization using NTP
- SIP Compliant
- InformaCast compliant
- Temperature: 0 to +40° C
- Humidity: 0 to 85% non-precipitating

One way IP speaker for hallways

Valcom VIP-402A-IC

Wahsega WL-SPKR-22-INF

Atlas IED IP-22SYSM

Or meet the following specifications:

- Must replace 2x2 ceiling tile
- 80 Hz to 15 kHz or better

Two Way Lay in Speaker Brands/Products for normal classroom

Valcom VIP-422A-IC

Wahsega WL-SPKR-22-INF
Atlas IED IP-22SYSM

Or meet the following specifications:

- Must replace 2x2 ceiling tile
- 80 Hz to 15 kHz or better
- Two-way talkback with built in microphone

Hard Ceiling Speakers for Hallways or Larger Rooms without a drop ceiling

Valcom V-1015B-GY
WL-SPKR-SMT-INF
Atlas IED IP-PM8GD-B

Or meet the following specifications:

- 5 Watts or greater
- Paging, emergency alerts and tones
- Rating: > 80 dB @ 4ft (1.22m)
- Signal/noise ratio: -70
- 70 Hz to 16 kHz or better

Alerter Products

VIP-998-WH-IC
Atlas IED IP-F

Or meet the following specifications:

- Have a built in led flasher capable of being seen in daytime environment
- Ability to mount to multiple surfaces
- Ability to, via InformaCast, flash when broadcast or single page to classroom is initiated

Outdoor Horns

Valcom SX15-TM
Atlas IED IP-APX

Singlewire InformaCast Fusion

	<ul style="list-style-type: none"> • Software Provisiong - SS-CPF-3 • InformaCast Fusion User Term 5 years – SSF-5YR-USR-TIER3 • InformaCast Fusion IP Speaker Endpoint Add-On Term 5 Years – SSF-5YR-EPA-TIER-3 • InformaCast Emergency Communication Center Link Term 5 Years – SSF-5YR-ECC • InformaCast Fusion Server Appliance -- IPTA-IFS • Custom Professional Services for Subscriptions -- SS-PS1 <p><u>Equipment Configuration & Installation Services</u></p> <ul style="list-style-type: none"> • The Vendor is required to provide pricing for the District to purchase, if required, the configuration & installation services associated with the products contained in their bid. Services will be purchased if & as needed, as determined in the best interest of the District & may or may not be purchased each time the associated equipment is purchased. • The Vendor must test all equipment configured & installed by the Vendor before the equipment & services will be accepted by the district to ensure the equipment operates in the network as intended & as required.
<p>B.</p>	<p>Description of Requirements, or equivalent – Quantity</p> <ul style="list-style-type: none"> • InformaCast Licensing: <ol style="list-style-type: none"> 1. Software Provisioning (SS-CPF-3) QTY: 1 2. InformaCast Fusion User Term 5 Years (SSF-5YR-USR-Tier 3) QTY: 1200 3. InformaCast Fusion IP Speaker Endpoint Add-On Term 5 Years (SSF-5YR-EPA-Tier 3, includes licenses for existing IP speakers) QTY: 1614 4. InformaCast Emergency Comm Center Link Term 5 Years (SSF-5YR-ECC) QTY: 1 5. InformaCast Fusion Server Appliance -- (IPTA-IFS) QTY: 14 6. Custom Professional Services for Subscriptions -- (SS-PS1) QTY: 4 • Two Way Lay in Speaker QTY: 700 • One Way Lay in Speaker QTY: 281 • Alerter QTY: 92 • Horns QTY: 98 • Pendant Speaker QTY: 122 • Wall Box Speaker QTY: 114 • Cabling for intercom (Cat 6) QTY: 1407
<p>C.</p>	<p>All pricing must include installation, setup, configuration and maintenance fees. When installation is complete, vendor’s connectivity equipment (which may include but not be limited to routers) must be connected to the existing Auburn City School District network. Installation may require after school hours and/or weekends to prevent downtime.</p>
<p>D.</p>	<p>Site Survey - Vendors that wish to do a site survey of the district for the scope of the project may do so, Wednesday, April 30, 2025 at 10:00 a.m., at the Auburn City School District Board of Education, 855 E Samford Avenue, Auburn, AL 36830.</p>

E.	Vendor must provide information on any Specializations and/or Certifications of your company and employees to design, implement, and maintain the equipment proposed in your solution.
F.	Vendor must provide three references of comparable size and scope with a summary of services provided.
G.	Installation and services must be installed, tested and fully operational to all specified sites at least 7 days prior to January 11, 2026 .
H.	On-site installers are required to dress professionally and maintain a professional demeanor when interacting with the District staff.

IV. Questions Concerning Specifications

Vendors that have questions regarding bid specifications must submit their questions in writing to the Technology Director, Gene Gilmore, efgilmore@auburnschools.org, no later than **May 5, 2025**.

V. Basis of Award

In keeping with the guidelines of USAC, this RFP will be awarded to the most cost effective vendor. Prices will be the primary factor, but not necessarily the sole factor, in evaluating the bids. Other factors of consideration may be prior experience, including past performance; personnel qualifications, including technical excellence; management capability, including schedule compliance; environmental objectives; and flexibility of leasing terms and arrangements. Auburn City School District does not guarantee award of a contract and reserves the right to reject all bids.

These factors may be utilized in weighing the RFP responses as follows:

Factor	Weight
Price	30%
Prior Experience	20%
Quality of Proposed Solution	20%
Transition & Implementation Plan	20%
Flexibility of Services/Plan	10%
TOTAL	100%

The pricing portion of the above matrix will be awarded as a collective grand total and not item by item.

Auburn City School District may elect to award all, some or none of the services bid.

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(Sealed Bids Accepted Until 10:00 AM)**

BID RESPONSE FORM (Page 1 of 2)

NAME OF FIRM: _____

ADDRESS OF FIRM: _____

NAME (TYPE OR PRINT): _____

***AUTHORIZED SIGNATURE:** _____

DATE: _____ **TELEPHONE:** (____) _____

***Signature certifies the proposed solution and services meet all requirements outline in the Sections I – III and the Vendor will comply with all specified requirements unless exceptions are noted below.**



EXCEPTIONS TO SPECIFICATIONS AND/OR COMMENTS

Minimum Bid Package Requirements	YES	NO
Completed & Signed Bid Response/Certification Forms		
Any Specializations and/or Certifications of your company and employees to design, implement, and maintain the equipment proposed in your solution.		
Bid Bond or Certified Check		
Vendor agrees to meet all requirements as specified in this RFP and any exceptions are identified in the bid response form.		
Three references of comparable size and scope with a summary of services provided		

NAME OF FIRM: _____

NAME (TYPE OR PRINT): _____

TOTAL BID AMOUNT: _____