Oconee County Schools

Request for Proposals (RFP) for Network Switches

Project Title: FY27 Network Switches
RFP Number: Tech-FY27-001-Switches
Deadline: Monday, November 30, 2026 at 3:00pm

Inquiries and requests regarding this RFP should be directed to:

Tony McCullers
Chief Technology Officer
Oconee County Schools
71 North Main Street
Watkinsville, GA 30677
706.769.5130 ext. 1304
706.310.1988 fax
tmccullers@oconeeschools.org

Proposals and bids must be delivered no later than **3:00 PM on Monday, November 30, 2026** to:

Oconee County Schools
Technology Services
Attn: Tony McCullers, CTO
RFP Number: Tech-FY27-001-Switches
71 North Main Street
Watkinsville, GA 30677

Please note that all proposals must be received at the designated location by the stated deadline.

Late proposals will be returned unopened and shall be considered void and unacceptable. After the deadline, proposals will be evaluated for this RFP. Not all proposal information is considered public, and only the final contract and costs of award will be available to the public. No proposal information will be shared until after the award.

OCONEE COUNTY SCHOOLS RESERVES THE RIGHT TO REJECT ANY AND ALL BIDS AND PROPOSALS AND TO AWARD IN PART OR IN TOTAL WHICHEVER IS DEEMED TO BE IN THE BEST INTEREST OF THE SCHOOL DISTRICT.

Profile of Oconee County Schools

Oconee County is located approximately eight miles from Athens, Georgia and the University of Georgia. This nationally renowned county is considered both a rural and suburban community. Parental support for the school system is strong, and the Board of Education is positive and constructive in support of the academic and extracurricular programs in all Oconee schools. Our schools continue to lead Georgia in academics, the arts, and athletics.

Oconee County has been mentioned by several national publications as one of the top places to live in the entire United States. We have seven elementary schools, three middle schools, and two high schools in our school system. We have three administrative locations: Instructional Support Center (ISC), School Street Complex, and Transportation/Maintenance Complex. We enroll over 8200 students. Oconee County Schools (OCS) serves as Oconee County's largest employer, employing approximately 1100 people.

OCS invites vendors to submit proposals in accordance with the terms and conditions of this Request for Proposal (RFP).

Goals of the RFP

It is the intent of this Request for Proposal (RFP) to provide bidders with sufficient information to prepare a proposal for **E-Rate-eligible replacement and installation of the Network Switches at half of our school and district locations**. The response should include all equipment, cabling, software, and installation services to meet the RFP's goals.

The locations of the switch installations will take place at these sites:

Colham Ferry Elementary School
191 Colham Ferry Road
Watkinsville, GA 30677

High Shoals Elementary School
401 Hopping Road
Bishop, GA 30621

Oconee County Elementary School
2230 Hog Mountain Road
Watkinsville,GA 30677

Oconee County High School
2721 Hog Mountain Road
Watkinsville, GA 30677

Oconee County Middle School
1101 Mars Hill Road
Watkinsville, GA 30677

Oconee County Primary School
2290 Hog Mountain Road
Watkinsville, GA 30677

Oconee County Schools - Maintenance and Transportation Department
1421 Rays Church Road
Bishop, GA 30621

Oconee County Schools - School Street Campus
34 School Street
Watkinsville, GA 30677

Proposal Details

The following items need to be addressed as part of a response to this RFP:

Item	Description	SKU #	Quantity
HPE Aruba CX6300M 48 Port Switch (32 1G Ports & 16 5G Ports)	HPE Networking CX6300M 32p 1G 16p SmtRt 5G Class8 PoE 2p SFP56 50G 2p SFP28 25G MACsec Switch	**S4P41A**	**95**
HPE Aruba 1050W Power Supply	HPE Aruba Networking X372 54VDC 1050W 110-240VAC Power Supply	**JL087A**	**97**
HPE Aruba CX6300M 24 Port SFP+ Switch	HPE Networking CX6300M 24p SFP+ LRM support and 2p 50G and 2p 25G MACSec Switch	**R8S92A**	**2**
HPE Aruba 0.65m Copper Cable	HPE Aruba Networking 50G SFP56 to SFP56 0.65m Direct Attach Copper Cable	**R0M46A**	Quantity Determined by Bidder's Configuration of Each Rack - Please refer to the **Switches by MDF/IDF** section
HPE Aruba 3m Copper Cable	HPE Aruba Networking 50G SFP56 to SFP56 3m Direct Attach Copper Cable	**R0M47A**	Quantity Determined by Bidder's Configuration of Each Rack - Please refer to the **Switches by MDF/IDF** section
Installation, Setup, and Configuration			Please refer to the **Installation Expectations** section

Switches by MDF/IDF

This chart details the number of switch installs at each site and room location.

Site	Room - Location	HPE Aruba CX6300M 48 Port Switch (32 1G Ports & 16 5G Ports)	HPE Aruba CX6300M 24 Port SFP+ Switch
CFES	MDF	**5**	**1**
CFES	IDF D	**1**	
CFES	IDF A1	**1**	
CFES	IDF Art	**1**	
CFES	IDF C	**1**	
CFES	IDF E	**1**	
CFES	IDF F	**1**	
CFES	IDF G	**2**	
CFES	IDF Server	**1**	
HSES	MDF	**4**	
HSES	IDF A	**4**	
HSES	IDF C	**3**	

Site	Room - Location	HPE Aruba CX6300M 48 Port Switch (32 1G Ports & 16 5G Ports)	HPE Aruba CX6300M 24 Port SFP+ Switch
HSES	IDF D	**2**	
OCES	MDF	**5**	
OCES	IDF F	**1**	
OCES	IDF A	**3**	
OCES	IDF E	**1**	
OCHS	MDF	**3**	**1**
OCHS	IDF O	**2**	
OCHS	IDF FH	**1**	
OCHS	IDF A	**2**	
OCHS	IDF B	**2**	
OCHS	IDF C	**2**	
OCHS	IDF D	**2**	
OCHS	IDF G	**1**	
OCHS	IDF H	**1**	

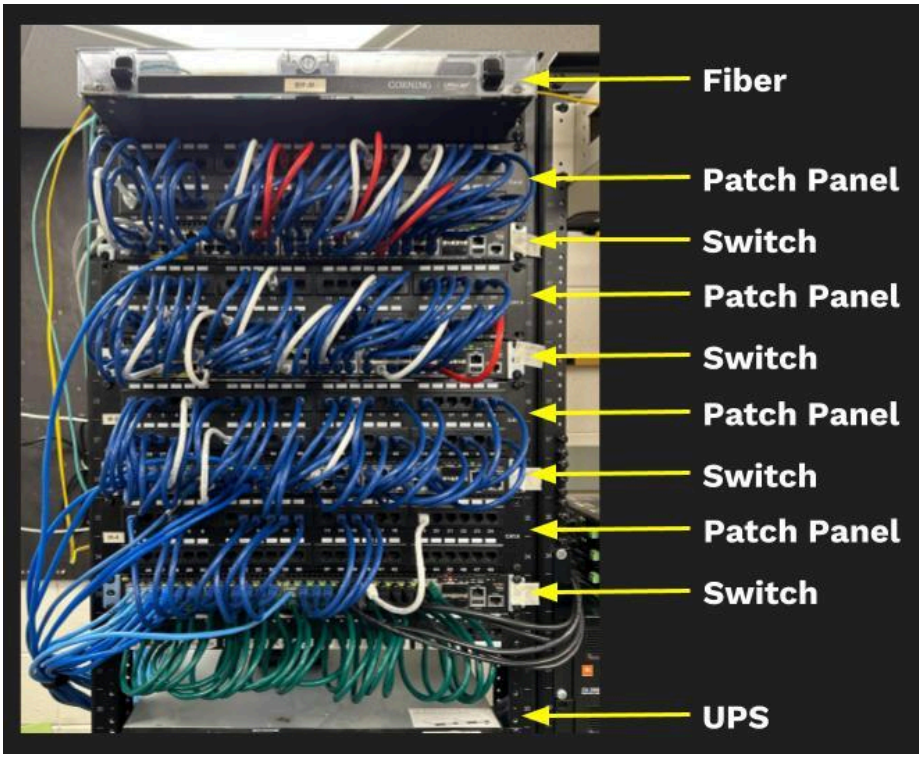
Site	Room - Location	HPE Aruba CX6300M 48 Port Switch (32 1G Ports & 16 5G Ports)	HPE Aruba CX6300M 24 Port SFP+ Switch
OCHS	IDF J	**1**	
OCHS	IDF K	**5**	
OCHS	IDF KB	**1**	
OCHS	PAC	**1**	
OCHS	PAC Booth	**1**	
OCMS	MDF	**5**	
OCMS	IDF TV	**2**	
OCMS	IDF Gym	**1**	
OCMS	IDF 100	**3**	
OCMS	IDF 700	**1**	
OCMS	IDF 800	**2**	
OCMS	IDF 900	**2**	
OCMS	Tech Barn	**1**	
OCPS	MDF	**4**	

Site	Room - Location	HPE Aruba CX6300M 48 Port Switch (32 1G Ports & 16 5G Ports)	HPE Aruba CX6300M 24 Port SFP+ Switch
OCPS	IDF A	**2**	
OCPS	IDF B	**3**	
Maintenance	MDF	**1**	
Maintenance	Grounds	**1**	
School St.	Network Services	**2**	
School St.	Admin	**1**	
School St.	ITS	**1**	
Transportation	MDF	**1**	

Installation Expectations

Installation of all new network switches and associated equipment shall adhere to the following requirements:

- **Rack Organization:** Install switches and patch panels in an alternating configuration within each rack, maintaining a consistent and organized layout.
- **Color-Coded Cabling:** Use provided color-coded patch cables to identify the intended use of each connection, as follows:
    - Blue: Data, phones, projectors, and printers
    - Red: Access control, cameras, and security systems
    - Green: Intercom systems
    - White: Wireless access points (WAPs)
- **Equipment Removal:** Remove outdated or decommissioned equipment and materials from each rack. Collect and organize removed items for surplus in accordance with the organization's direction.
- **Waste Removal and Recycling:** Remove all installation-related trash and debris. Break down and recycle cardboard packaging and other recyclable materials in accordance with applicable requirements.
- **MDF/IDF Cleanliness:** Maintain a clean, neat, and organized work area within each MDF and IDF throughout the installation. Upon completion, leave each space clean and free of installation debris.
- **Final Inspection:** Ensure all installed equipment and cabling are neatly arranged and that each MDF/IDF is left in an orderly condition upon completion of the work.



Timeframe and Key Dates

Activity	Date
RFP Issued	**Wednesday, 10/28/2026**
Vendor RFP Responses Due	**Monday, 11/30/2026 at 3:00pm**
Award Notification(s)	**By Friday, 12/4/2026 at 5:00pm**

Response Format

Proposals submitted in response to this RFP are to be sent in a Word document or Adobe PDF format as an attachment to an email to tmccullers@oconeeschools.org and tarcher@oconeeschools.org.

Questions

Oconee County Schools will help clarify any issues or questions regarding this RFP. It is the vendor's responsibility to seek this clarification. Please direct all questions via email to tmccullers@oconeeschools.org.

Proposal Preparation

Where signatures are required, the signatory must be authorized to act on behalf of the vendor, including, without limitation, authority to sign contracts on the vendor's behalf.

Late Submissions

Oconee County Schools has established the RFP process and timeline in a manner that is intended to benefit all participants. Please respect all dates and times, and adhere to established guidelines. Late submissions **WILL NOT be considered** for this RFP process.

Proposal Pricing

Vendors shall submit complete itemized pricing encompassing all products and services in the proposal. The vendor **MUST provide the E-Rate eligibility percentage** for each item proposed. Pricing **MUST be honored** throughout the duration of the E-Rate timeline.

E-Rate Requirements

This RFP is part of an application for E-Rate funding under the Universal Service Administrative Company (USAC) Schools and Libraries Program. All vendors submitting proposals must adhere to the following mandatory guidelines:

1. Service Provider Eligibility and Qualifications
    a. SPIN Identification: Vendors must possess a valid Service Provider Identification Number (SPIN) issued by USAC and submit it with their proposal.
    b. FCC/USAC Good Standing: The vendor must be in good standing with the FCC and USAC, with no active red-light status. Any change in status during the bidding or contract execution phase must be immediately disclosed to Oconee County Schools.
    c. FCC Form 470 Reference: Proposals must directly reference the district's FY27 FCC Form 470 number associated with this procurement.
2. Pricing and Cost Allocation
    a. Lowest Corresponding Price (LCP): Vendors must comply with the FCC's LCP rule and guarantee that all prices quoted are the lowest prices offered to similarly situated non-residential customers for similar services.
    b. E-Rate Eligibility Breakdown: Vendors MUST provide a detailed line-item cost breakdown specifying the E-Rate eligibility percentage (Category 2 - Internal Connections) for every item and service proposed. Any non-eligible items, components, software licenses, or maintenance services must be clearly separated and labeled.
    c. Price Guarantee: Quoted pricing MUST remain firm and honored throughout the entire E-Rate funding cycle, including any approved implementation extensions.
3. Invoicing and Billing Options
    a. The district reserves the right to select either the Service Provider Invoice (SPI - FCC Form 474) or the Billed Entity Applicant Reimbursement (BEAR - FCC Form 472) method for billing.
    b. If the district selects the SPI method, the winning vendor agrees to invoice USAC directly for the discounted portion of eligible equipment/services and bill Oconee County Schools only for the non-discounted local share.
4. Documentation and Recordkeeping
    a. Asset Tagging and Serial Numbers: Upon delivery and installation, the vendor must provide a complete inventory manifest containing the make, model, serial numbers, physical installation location (building, room, MDF/IDF rack), and E-Rate eligibility percentage for all equipment.
    b. 10-Year Record Retention: The vendor agrees to retain all books, documents, papers, invoices, and records related to this procurement and project execution for a minimum of 10 years from the last date of service, in accordance with FCC rules.

Proposal Evaluation

Proposals will be evaluated and scored by Oconee County Schools. Vendors are urged to make their most attractive offer, since each vendor's ability to satisfy Oconee County Schools requirements as described in the RFP will be evaluated and scored based on the proposal and presentation submitted. Upon completion of the evaluation, each vendor will be advised as to whether or not it has been selected to move forward in the process.

Award Criteria

Category	Weight
Price	**50%**
Compatibility with Existing Infrastructure	**30%**
Vendor Ability to Provide Equipment and Install/Support/Documentation	**10%**
Vendor K-12 Experience and References	**10%**

Bid Validity

Any proposal submitted by vendor(s) during this process is considered legally binding and valid for the terms set forth in this document. Proposals will be considered an offer to do business with Oconee County Schools, and shall be binding for a period of 90 days from the proposal due date.

Company Experience and/or References

OCS reserves the right to fully investigate the qualifications of any bidder(s) based on references supplied and publicly available information. Vendors are encouraged to supply evidence of experience on projects of similar nature and/or magnitude. Provide references listing: customer name, address, contact names, and telephone/fax numbers. The vendors may also supply third party ratings to demonstrate their success in the IT marketplace. The winning respondent must provide:

1. Certificate of Insurance naming Oconee County Schools as an additional insured.
2. HB 87 Immigration Affidavit (copies available to download).