



University of North Alabama
Office of Procurement
UNA Box 5025
Florence, AL 35632
Phone: (256)765-4206
Fax: (256)765-4329

Bid No. 2016-15 For: University WLAN System

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INVITATION FOR BIDS:

Sealed Proposals for furnishing materials, equipment or services as described herein will be received at the Purchasing Department, Bibb Graves Hall, Room 126, University of North Alabama, Florence, Alabama, until 2:00 p.m. local time on April 8, 2016.

It is understood that the owner may accept any or all items at the prices listed in this proposal within a noted timeframes on the specification page. Time is of the essence to this bid and if delivery is not made within the time specified, the University reserves the right to cancel any order placed as a result of this bid. This bid may be withdrawn at any time prior to the scheduled time for the opening of bids, or any authorized postponement thereof.

DIRECTIONS FOR MAILING BIDS:

Do not place more than one bid in an envelope. Envelopes containing more than one bid may not be opened in time for a bid to be considered.

Envelopes containing bids must be sealed, marked and addressed as follows:

| | | |
|---------------|--|--|
| ADDRESSED TO: | (If via any postal service University of North Alabama Purchasing Department - Bid 2016- 15 UNA M/S 5025 One Harrison Plaza Florence, AL 35632-0001 | (If hand carry) University of North Alabama Purchasing Department - Bid 2016-15 Bibb Graves Hall, Room 126 One Harrison Plaza Florence, AL 35632-0001 |
|---------------|--|--|

BID FOR: WLAN
Bid No. 2016-15

CAUTION – The above mailing address line, UNA Box 5025, is the address for the University of North Alabama Central Mail Room and is not part of the physical address for the University of North Alabama Purchasing Department. Envelopes or packages addressed to this box number may not be received in the Purchasing Department by the specified bid due date and time. It is the bidder's responsibility to ensure that the bid is received in the Purchasing Department by the date and time specified; no assumptions should be made in regard to an extension due to unforeseen circumstances of any kind, no due date or time will change without advance written notice from the Procurement Office.

Bidders are strongly cautioned to mail or ship bids to allow ample time for receipt in the Purchasing Department, not the Central Mail Room nor Central Receiving. Overnight or next day delivery services may not be adequate. Since bids must be received in a sealed envelope, faxed or emailed bid copies cannot be accepted.

Bids received in the Purchasing Department after the specified date and time set forth above will not be considered

Bids will be opened in Bibb Graves Hall, Room 126 at 2:00 p.m. local time on April 8, 2016.

Revised 1/30/08

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INSTRUCTIONS TO BIDDERS

1. All bidders are to submit bids on proposal forms furnished by the Assistant Vice President of Business Services, University of North Alabama (forms enclosed). All bid forms are to be signed in all designated spaces by an authorized officer or employee of the bidder. Telephone bids will not be accepted. Bids submitted by "fax" machine will not be accepted. All bids are to be mailed or delivered in a sealed envelope.
2. All bidders shall base their proposals on the exact schedule of equipment, material or service specifications herein.
3. Pictures, descriptions, and specifications should accompany all bids when required or desirable. Samples may be required and, if so, shall be furnished free of cost to the Owner.
4. Reference to manufacturers, suppliers, catalog numbers, etc., is intended to set quality standards and does not preclude bids from others as long as quality standards are met. Offers of equal items shall state the brand and number or level of quality. Alternates will not be considered unless they conform to the specifications.
5. All bidders are required to submit unit prices and extended prices, where applicable, for each item bid. Where the unit price and the extended total price do not agree, the unit price shall prevail.
6. The Owner reserves the right to accept any or all items on any bidder's proposal at the unit price submitted. The Owner reserves the right to reject any and all bids and to waive informalities.
7. All prices submitted on the proposal are to be delivered prices to the University of North Alabama and shall not include any state or local sales tax.
8. Bidders should sign & return all pages of the complete bid to imply complete understanding and compliance with all bid requirements.
9. All questions should be directed to the Purchasing Office, University of North Alabama, UNA Box 5025, Florence, AL 35632-0001, phone 256/765-4206.
10. Should a bidder find discrepancies in, or omissions from the bid documents or should he be in doubt as to their meaning, he should at once notify the Owner who will send written instructions to all bidders.
11. Bids received after the bid opening date and time, or any authorized postponement thereof, will not be considered.
12. **EQUAL EMPLOYMENT OPPORTUNITY/U.S. FAIR LABOR STANDARDS ACT:** By signing this proposal, bidder certifies that bidder is in compliance with the nondiscrimination clause contained in Section 202, Executive Order 11246, as amended by Executive Order 11375, relative to Equal Employment Opportunity for all persons without regard to race, color, religion, sex, or national origin, and the rules and regulations prescribed by the Secretary of Labor, Veteran's Act 38USC4212, Section 503 - Rehabilitation act of 1973 Title I of the Americans with Disabilities Act of 1990 42USC12101, and that any and all goods were produced in compliance with all applicable requirements of Sections 6, 7, and 12 of the Fair Labor Standards Act, as amended, and of regulations and orders of the United States Department of Labor issued under Section 14 thereof.
13. Verbal communication before or while Bid is open shall have no force or affect whatsoever toward this bid as written, or the entire agreement. All parties represent that no promises, representations, or inducements have been made with respect to the subject matter of the bid nor a contract, except as specifically set forth herein. The bid or final contract, agreement, or order, can only be changed, altered, modified or amended by written agreement from both parties.

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PROPOSAL FORM

In compliance with the University of North Alabama **INVITATION FOR BIDS** and **INSTRUCTIONS TO BIDDERS**, the undersigned hereby proposes to furnish and supply items to the University of North Alabama, Florence, Alabama, in strict accordance with the **SCHEDULE** and **SPECIFICATIONS**.

The undersigned bidder/proposer hereby certifies that it, its officers, partners, owners, providers, representatives, employees, and parties in interest, including the affiant, has not in any way colluded, conspired, connived or agreed, directly or indirectly, with any other bidder/proposer, potential bidder/proposer, firm or person, in connection with this solicitation, to submit a collusive or sham bid/proposal, to refrain from bidding/proposing, to manipulate or ascertain the price(s) of other bidders/proposers or potential bidders/proposers, or to secure through any unlawful act an advantage over other bidders/proposers or the university.

The prices submitted herein have been arrived at in an entirely independent and lawful manner by the bidder/proposer without consultation with other bidders/proposers or potential bidders/proposers or foreknowledge of the prices to be submitted in response to this solicitation by other bidders/proposers or potential bidders/proposers on the part of the bidder/proposer, its officers, partners, owners, providers, representatives, employees, or parties in interest, including the affiant.

DATED: _____

COMPANY NAME: _____

BY: _____

(Signature)

(Typed or Printed Name)

(Title)

BUSINESS ADDRESS: _____

TELEPHONE: _____

Email Address: _____

This address will be used to publish the bid tabulation & any other communication regarding bid results

If Bidder is a Corporation, write the State of Incorporation, and if a Partnership, give full name of partners, using space below.

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**UNIVERSITY OF NORTH ALABAMA
VENDOR CERTIFICATION
PURSUANT TO ACT NO 2012-491 & ACT2014-044**

ALABAMA LAW (SECTION 31-13-9 , CODE OF ALABAMA 1975: By signing a contract resulting from this proposal, the contracting parties affirm, for the duration of the agreement, that they will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the state of Alabama. Furthermore, a contracting party found to be in violation of this provision shall be deemed in breach of the agreement and shall be responsible for all damages resulting therefrom.

ALABAMA LAW SECTION 16-25-26C , CODE OF ALABAMA 1975; Legislation requiring the University of North Alabama to report to Retirement Systems of Alabama individuals paid for personal services who are currently receiving benefits from TRSA or ESA became effective October 1, 2013. No minimum level of compensation was defined. **Any individual receiving direct or indirect compensation from this contract who is a retiree receiving benefits from the State of Alabama Retirement System MUST NOTIFY UNA of this status along with Bid/RFP Submission.**

Bidder hereby certifies full compliance with Act No. 2012-491 & Act No. 2014-044:

Date: _____

Company: _____

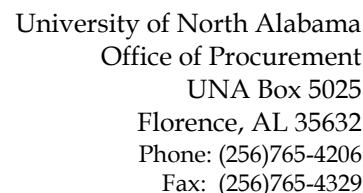
Authorizing Signature: _____

Printed Name: _____

Title: _____

State of _____ County of _____

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I have read and understand the contents of this page



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DATE: RE: Contract/Grant/ Incentive (*describe by number or subject*): **BID/RFP**

_____ by and between
 _____ (Contractor/Grantee) and
 _____ (State Agency, Department or Public Entity)

1. The undersigned holds the position of with the Contractor/Grantee named above, and is authorized to provide representations set out in this Certificate as the official and binding act of that entity, and has knowledge of the provisions of THE BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT (ACT 201 1-535 of the Alabama Legislature, as amended by Act 2012-491) which is described herein as "the Act".
2. Using the following definitions from Section 3 of the Act, select and initial either (a) or (b), below, to describe the Contractor/Grantee's business structure. **BUSINESS ENTITY.** Any person or group of persons employing one or more persons performing or engaging in any activity, enterprise, profession, or occupation for gain, benefit, advantage, or livelihood, whether for profit or not for profit. "Business entity" shall include, but not be limited to the following:
 - a) Self-employed individuals, business entities filing articles of incorporation, partnerships, limited partnerships, limited liability companies, foreign corporations, foreign limited partnerships, foreign limited liability companies authorized to transact business in this state, business trusts, and any business entity that registers with the Secretary of State.
 - b) Any business entity that possesses a business license, permit, certificate, approval, registration, charter, or similar form of authorization issued by the state, any business entity that is exempt by law from obtaining such a business license, and any business entity that is operating unlawfully without a business license.

This term shall not include the occupant of a household contracting with another person to perform casual domestic labor within the household.

____(a) The Contractor/Grantee is a business entity or employer as those terms are defined in Section 3 of the Act.

____(b) The Contractor/Grantee is not a business entity or employer as those terms are defined in Section 3 of the Act.

3. As of the date of this Certificate, Contractor/Grantee does not knowingly employ an unauthorized alien within the State of Alabama and hereafter it will not knowingly employ, hire for employment, or continue to employ an unauthorized alien within the State of Alabama;
4. Contractor/Grantee is enrolled in E-Verify unless it is not eligible to enroll because of the rules of that program or other factors beyond its control.

Certified this day of 20 .

Name of Contractor/Grantee/Recipient

By: _____

Its:

The above Certification was signed in my presence by the person whose name appears above, on this _____ day of _____ 20_____.

WITNESS: _____ *Printed name of Witness:* _____

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State of Alabama
Disclosure Statement
(Required by Act 2001-955)

ENTITY COMPLETING FORM

Agreement Number

ADDRESS

CITY, STATE, ZIP

TELEPHONE NUMBER

()

STATE AGENCY/DEPARTMENT THAT WILL RECEIVE GOODS, SERVICES, OR IS RESPONSIBLE FOR GRANT AWARD

ADDRESS

CITY, STATE, ZIP

TELEPHONE NUMBER

()

This form is provided with:

☐ Contract ☐ Proposal ☐ Request for Proposal ☐ Invitation to Bid ☐ Grant Proposal

Have you or any of your partners, divisions, or any related business units previously performed work or provided goods to any State Agency/Department in the current or last fiscal year?

☐ Yes ☐ No

If yes, identify below the State Agency/Department that received the goods or services, the type(s) of good or services previously provided, and the amount received for the provision of such goods or services.

Have you or any of your partners, divisions, or any related business units previously applied and received any grants from any State Agency/Department in the current or last fiscal year?

☐ Yes ☐ No

If yes, identify the State Agency/Department that awarded the grant, the date such grant was awarded, and the amount of the grant.

1. List below the name(s) and address(es) of all public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

2. List below the name(s) and address(es) of all family members of public officials/public employees with whom you, members of

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your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the public officials/public employees and State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

If you identified individuals in items one and/or two above, describe in detail below the direct financial benefit to be gained by the public officials, public employees, and/or their family members as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary.)

Describe in detail below any indirect financial benefits to be gained by any public official, public employee, and/or family members of the public official or public employee as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary.)

List below the name(s) and address(es) of all paid consultants and/or lobbyists utilized to obtain the contract, proposal, request for proposal, invitation to bid, or grant proposal:

By signing below, I certify under oath and penalty of perjury that all statements on or attached to this form are true and correct to the best of my knowledge. I further understand that a civil penalty of ten percent (10%) of the amount of the transaction, not to exceed \$10,000.00, is applied for knowingly providing incorrect or misleading information.

Signature

Date

Notary's Signature

Date

Date Notary Expires

Act 2001-995 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of \$5,000.

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I have read and understand the contents of this page



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GENERAL

The University of North Alabama (UNA) maintains a comprehensive Local Area Network (LAN) connecting the majority of buildings at the UNA Main Campus and UNA East Campus to each other. This connectivity is through a combination of 1 GB and 10 GB fiber optic cable and Cat 5e and Cat 6 cable. UNA uses Brocade for all switching and routing needs with a combination of their FCX and ICX products. UNA uses SafeConnect by Impulse Point to implement network access control policy in order to help ensure endpoint compliance with anti-virus, Microsoft OS patches, and peer-to-peer file sharing, as well as registration and authentication. All devices accessing the UNA network must authenticate through this system before they can access the network. UNA utilizes Infoblox and OpenDNS appliances for their DNS and DHCP core network services. UNA employs Palo Alto Networks' next-generation firewalls to enforce network security requirements. UNA takes advantage of a Cisco UCS blade/chassis server platform along with VMware vSphere to power its' virtual server farm with over 130 virtual machines. UNA uses Mitel VoIP for telephony and Microsoft Office 365 for email, calendar, and more. UNA uses the 2012 R2 versions of Microsoft Active Directory and NPS (Radius). UNA currently has 600Mbps of internet bandwidth.

UNA currently has wireless connectivity throughout the campus using a combination of 802.11n (majority) and 802.11ac access points (APs). UNA has approximately 350 APs installed today with the need to expand this to over 500. UNA securely on boards devices to our wireless network using SecureW2. The breakdown of wireless devices on our network over the past year has been:

- 1) Apple iOS 78%
- 2) Windows 10%
- 3) Android 6%
- 4) Mac OS 4%
- 5) Others 2%

REQUIREMENTS/ SPECIFICATIONS

UNA is seeking to expand or replace our current solution to better serve the campus. The future solution will be chosen based on the most efficient solution that best serves the need of UNA as a whole.

Only qualified bidders will be considered.

The proposal selection will be based upon an evaluation of the following criteria:

- Complete Bid Package received with all necessary signatures.
- All Required Features included
- The "preferred features" offered or available to determine which provides the best operative solution for the university as a whole.
- Any joint-engineering / integrations/ partnerships with current UNA systems listed;
- Total cost of solution

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Qualified Proposals must contain:

- A proposed solution that includes all of the “Required Features”;
- A complete bid document with all required signatures
- Supporting documentation for each feature required & those noted available which may be designated “preferred”
- Evidence of collaboration and compatibility with UNA existing equipment from Brocade, Palo Alto Networks, SafeConnect by Impulse Point, or others listed.
- At least three Higher Education customer references (preferably with similar infrastructure investments)
- Total cost of solution (may include quotes for additional options)

Required Features:

Hardware

- **Dual Band** - AP supports both 2.4 GHz and 5 GHz frequency bands concurrently.
- **Supports 802.11ac Wave 1** - Solution can support clients with 802.11ac wave 1 capability.
- **Outdoor AP Option in Product Line** - Outdoor APs in product line to allow for outdoor coverage. Vendor must have a true external grade access point with the ability to support external antennas. (An internal access point placed inside an enclosure does not meet this requirement.)
- **AP interfaces** - All APs must have a Gigabit Ethernet upstream port. Vendor must offer an AP with a Gigabit Ethernet pass-thru port (meaning you can plug the Ethernet card of a computer to this port for data connectivity).
- **Mounting** – Vendor must offer the following mounting options:
 - a) Wall Mount
 - b) Ceiling Tile flush 3/8”, 9/16”, 15/16”
 - c) Ceiling Tile recessed 3/8”, 9/16”, 15/16”

Solution Management

- **Single Management Interface with Role Based Access Control (RBAC)** - Single interface to manage and monitor entire wireless solution with Role Based Access Control to restrict management access with preset privileges.
- **Monitor and Report AP, Client, Application** - Management solution has the ability to view, sort, and report usage of AP, client, and applications in both real-time and historically. Client session data should be searchable by username, IP address, or MAC address.
- **Dynamic Channel Adjustment** - System is able to detect interference and change channels accordingly.
- **Security and Bandwidth Policy Management** - Solution allows administrators to create system-wide security and bandwidth throttling policies based on application, group, SSID, device type, or user access.

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- **Zero/Low Touch Configuration** - Solution is able to provision new APs with little to no individual configuration per AP.
 - **Usage Graphs** - Management solution has the ability to show usage graphs for network, AP, client, and application in both real-time and historically.
 - **Spectrum Analyzer Mode** - AP is able to enter a mode such that it can listen to and report RF activity on its frequency band.
 - **Predictive Heat Mapping** - Management solution has the ability to load floorplans and overlay APs to show a predictive coverage pattern considering each APs Transmit power, channel, and building attenuation characteristics.
 - **Scheduling** – Solution provides the ability to update configurations on a scheduled basis.
 - **Non-intrusive upgrades** – Solution supports device software upgrades which can be scheduled or performed manually.
 - **Troubleshooting Tools** – Solution offers remote GUI monitoring tools to include: spectrum analysis, client health monitoring, automated problem detection and resolution advice.
 - **Alerting** – Solution should support alerting via SNMP, syslog, and email.

Performance

- **Client Band Steering** - Most client devices currently support both bands. Some devices may only support 2.4 GHz, but 5 GHz is less congested so it is important that the AP supports both bands to improve performance of the whole system.
- **3+ Spatial Streams** – Vendor offers an AP with the ability to support 3 or more spatial streams.
- **Supports More Than One SSID** - Solution has the ability to support more than one SSID.
- **802.11b with Ability to Disable** - AP has the ability to support 802.11b clients but has the ability to disable if needed.
- **Supports UNII-2 Channels/DFS (802.11h)** - AP supports UNII-2 and UNII-2 extended channels, or manufacturer has submitted application to the FCC to approve the AP for DFS channels.
- **QoS/WMM (802.11e)** - System is able to prioritize traffic based on type, i.e.: voice, video.

Security

- **802.1x/EAP and AES/TKIP** - Solution is capable of authenticating clients via 802.1x and EAP, and encrypting traffic to the client via AES and TKIP.
- **Authentication** - Solution is capable of authenticating clients via WPA/WPA2 Pre-Shared Key, MAC address, or none on a per WLAN basis. The solution must be able to provide multiple WLAN's with different authentication methods and settings.

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- **Off Channel Scanning Capabilities** - AP has the ability to scan off channel to detect interference and/or for WIPS purposes. Scanning can be on a dedicated radio or a client servicing radio.
 - **Secure Guest Access** - Solution has the ability to provide secure guest access without administrative intervention.

Supplemental Features

- **Scalability - Med/Large** - Solution is scalable to 1,000 APs.
- **Client/AP Balancing** - System is able to balance clients from a heavily loaded AP onto a less heavily loaded AP.
- **Seamless Roaming L2** - Clients are able to roam from one AP to another, as long as the two APs are on the same L2 network with no visible interruption of service.
- **Seamless Roaming L3** - Clients are able to roam from one AP to another, even if APs are on different L3 networks with no visible interruption of service.
- **802.11 Standards** - Solution must support the 802.11 standards k, r, and v.
- **Backward/Forward Compatible** - Controller can manage legacy APs (with older firmware) as well as the newest 802.11ac APs and firmware.
- **Bonjour Gateway** – The majority of the wireless devices on campus are Apple devices.
- **Remote AP (Teleworker) Capability in Product Line** - APs can be taken and installed in a private network and tunnel back to the controller to provide VPN - like connectivity.

Manufacturer value-add

- **Product/Expertise Availability** - Manufacturer has staff or partner ecosystem to provide local sales, expertise, and design assistance.
- **Business Hours Technical Assistance** - Manufacturer has technical assistance (can be via contract) available during business hours.
- **Hardware Replacement Options (Outside of Warranty)** - Manufacturer has hardware replacement options (can be via contract).
- **24/7 Technical Assistance** - Manufacturer has technical assistance (can be via contract) available 24/7.
- **Lifetime Warranty on AP** - Manufacturer offers a lifetime warranty on APs.
- **Manufacturer Support for a Minimum of Four Years** - The individual components of the solution must not reach the End of Support stage of the product lifecycle for at least four years from the date of implementation.

Preferred Features:

Hardware

- **External Antenna Option** - AP (or product suite) has optional external antennas for use in challenging environments.

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- **Additional AP Interfaces** - AP has a dedicated management port and USB interface. AP has a Gigabit Ethernet pass-thru port(s) with POE.
 - **Power** – AP can be powered with a AC/DC power adapter.

Solution Management

- **Spectrum Management** - Solution will track sources of interference over time and adjust AP channels accordingly.
- **Always on Spectrum Analyzer** - AP has a dedicated radio that constantly monitors the RF spectrum.
- **Active Site Survey Software** - Management solution has a site survey tool which allows a technician to physically survey the site, recording actual radio signals and SSID data for a given area.
- **Management Isolation** - Segregate wireless device management (access point, controller, etc.) from wireless clients at the data link layer.
- **Configuration Rollback** - Solution supports automated configuration rollback upon detection of a misconfiguration to prevent misconfigurations from requiring a site visit to recover the device.
- **Dynamic Transmit Power** - AP can dynamically/automatically change its transmit power to intelligently increase or decrease coverage cell size or adjust to changing environmental conditions.

Performance

- **Support for >50 Clients per AP** - APs support greater than 50 concurrent clients per AP.
- **Scheduling** - Support the ability to adjust access point RF settings based on a schedule or specific events.

Security

- **WIDS/WIPS Without Overlay** - APs are able to detect and mitigate wireless threats over the air without deploying an extra monitor AP.
- **Rogue Detection/Containment Without Overlay** - Solution is able to recognize a rogue AP, determine if they are on the network, and attempt to mitigate the rogue without overlay APs.

Supplemental Features

- **Proactive Roaming** - Solution will recognize a client "stuck" on the wrong AP and initiate a roam.
- **Multicast** - Solution supports multicast.
- **Location Services** - System is able to locate and track clients on a map.
- **Mesh Capability** - APs have the ability to form a mesh network and pass traffic between nodes without being connected into the wired network. The mesh AP's must provide multiple radio options at 2.4 and 5 Ghz bands.
- **Joint-Engineering** – solution provides joint-engineering with Brocade, Impulse Point, Palo Alto Networks, or other current UNA investments.

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- **Unified Technical Support** – solution provides seamless technical support handoff with Brocade, Impulse Point, Palo Alto Networks, or other current UNA investments. UNA desires this in order to enable faster problem resolution and to eliminate the “finger-pointing” associated with many multivendor solutions.
- **Reference Architecture** - solution provides a documented reference architecture with Brocade, Impulse Point, Palo Alto Networks, or other current UNA investments.

FOB UNIVERSITY OF NORTH ALABAMA, FLORENCE, AL 35632-0001

For any questions regarding use or needed performance of this equipment

Contact Stephen Putman (256)765-4178; email jsputman@una.edu

For questions regarding bid submission

Contact the Office of Procurement, Cindy Conlon (256)765-4293; email chconlon@una.edu

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