



Lindale ISD

Category 2 E-Rate Eligible Firewall Equipment

REQUEST FOR PROPOSAL (RFP)

October 15, 2025

Proposals shall be received by 2pm on January 6, 2026

Proposals shall be delivered to:

Lindale ISD

Attn: Randall Anderson, Director of Technology Services

505 Pierce Street

Lindale, TX 75771

This document constitutes a request for proposals from **E-Rate registered vendors** to provide a Firewall and Services to the Lindale Independent School District.

REQUEST FOR PROPOSAL FIREWALL EQUIPMENT

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1.0 INTRODUCTION

1.1 PURPOSE

The purpose of this Request for Proposal (RFP) is to provide a standard from which to evaluate your company's products and services as they compare to other providers and as they pertain to the needs for Firewall Equipment, Installation/Configuration, and Support (SERVICE) for **Lindale Independent School District** as defined in this document.

1.2 INFORMATION ABOUT LINDALE ISD

Lindale ISD is one of the highest performing school districts in all of Northeast Texas. Lindale ISD maintains a total of 6 campuses and auxiliary facilities, and serves an enrollment of approximately 4700 students. The district is made up of one high school, one junior high, four elementary schools, one alternative school, and administrative offices.

This RFP further describes the System requirements and related features to be supplied under a Contract to be based on this RFP.

1.3 CURRENT ENVIRONMENT

- Lindale ISD currently utilizes a Palo Alto Firewall. - Firewall runs in an Active-Active configuration utilizing two ISP internet connections.
- District has 6 Campuses, approximately 4700 students, and 600 employees
- Each site is connected via 10 Gbps layer 3 Network
- The District has approximately 7000 Devices
 - Windows Computers
 - iPads
 - Chromebooks
 - Apple iMacs/Macbooks

1.4 DESIRED SYSTEM

The District is seeking bids for Firewalls. The firewall must be comparable to Palo Alto 1410 with redundant power, and designed for large enterprise environments. It must support URL filtering, Threat Prevention, SSL decryption, VPN, Active-Active run environment. Traffic flows up to 10Gbps while running threat prevention and SSL decryption must be capable. It must be capable of supporting over 10,000 connected devices both onsite and remote. URL filtering in both an on-premise and take-home model must be supported. The proposed solution must work with the current and proposed network.

- **Functional Requirements**
 - Enforce network use policy upon applications, users and content
 - Inspect all network traffic per policy to protect against threats including vulnerability exploits, viruses, spyware and data leakage
 - Inspect network traffic to ensure only proper, business-approved content per District policy is accessed by users
 - Centrally manageable

- **Technical Requirements**
 - Identify and control applications on any port
 - Identify and control circumvention attempts
 - Decrypt outbound SSL
 - Provide application function control
 - Scan for viruses and malware in allowed collaborative applications
 - Deal with unknown traffic by policy
 - Identify and control applications sharing the same connection
 - Enable the same application visibility and control for remote users
 - Make network security simpler, not more complex with the addition of application control
 - Deliver the same throughput and performance with application control active
 - VPN
 - URL Filtering
 - Deployed in an Active-Active multiple ISP environment
 - 1GE and 10GE SFP+ support(at least 4 ports)
 - Intrusion Prevention System
 - IPSec VPN tunnel support
 - Routing: Policy Based Routing, OSPF, BGP
- **Other**
 - 3,5 year warranty options available
 - NBD hardware replacement
 - 24x7 phone support

All equipment must be new. The details of the system requirements and features are fully described in later sections of this RFP.

1.5 PROJECTED INSTALLATION DATE

Orders for the equipment will be placed no sooner than April 1, 2026 or the successful notice of receipt of E-rate program funding, whichever is later. This project coincides with the beginning of the E-rate funding year.

This project is contingent upon the successful receipt of E-rate funding and the District reserves the right to cancel all, or any portion, of this project if the funding request is unsuccessful.

The project is being directed by: Randall Anderson, Director of Technology Services, and all correspondence or questions regarding this RFP should be directed to his attention at:

Randall Anderson
Lindale Independent School District
505 Pierce St.
Lindale, TX 75771

Office - 903-881-4098

E-Mail – andersonr@lisdeagles.net

Vendors are encouraged to ask questions and suggest revisions to this RFP that may benefit Lindale ISD in procuring or operating the SERVICE. All written questions will be answered in

writing up until **December 1 2025**. All verbal communications will not be considered as affecting this RFP unless distributed in writing to all bidders, and bidders are warned not to rely on verbal responses.

1.6 CLARIFICATION AND INTERPRETATION OF RFP

The words “must” or “will” or “shall” in this Request for Proposal indicate mandatory requirements. Taking exception to any mandatory requirement may be grounds for rejection of the proposal. There are other requirements that Lindale ISD considers critical but not mandatory. Therefore, it is important that bidders respond in a brief but concise manner to each section of this document. Failure to do so may be grounds for rejection of the proposal as non-responsive.

1.7 CALENDAR OF EVENTS

The following reflects the project schedule. Delays in achieving one date may not delay later requirement dates.

ACTIVITY	DATE
RFP released to bidders	October 15, 2025
Bidder's acknowledgement of intention to submit a proposal	November 03, 2025
Final questions deadline	December 1, 2025
Proposal delivery and opening	January 6, 2026
Evaluation complete	January 12, 2026
Contract negotiations complete	February 06, 2026
Board review and approval	February 09, 2026
Project Start - No sooner than	July 1, 2026
System cutover (required completion)	June 30, 2027

2.0 CONFIDENTIAL AND PROPRIETARY INFORMATION

Bidders must understand that this Request for Proposal includes confidential information pertaining to Lindale ISD. Information must be used only for the purposes of responding to the RFP. The reproduction and use of the contents of this document for any other purpose than responding to this RFP is restricted without the written approval of Lindale ISD.

2.1 ADDRESS AND DELIVER PROPOSALS TO:

Lindale Independent School District
 505 Pierce St.
 Lindale, TX 75771
 Attn: Randall Anderson, Director of Technology Services

2.2 DUE DATE:

January 6, 2026. 2:00PM.

Proposals delivered after the 2:00 PM deadline will be rejected.

2.3 GENERAL BIDDING PARAMETERS

2.3.1 Contingencies

Vendor bidders, before submitting their bid, should make a careful examination of the scope of the work to be done and of the difficulties involved in its proper execution and include in their bid all costs they deem proper and sufficient to cover all contingencies essential to the installation of the proposed system notwithstanding that every item or contingency is not specifically mentioned herein.

2.3.2 Omissions

Omissions in the proposal of any provision herein described shall not be construed as to relieve the Vendor of any responsibility or obligation to the complete and satisfactory delivery, operation, and support of any and all equipment or services.

2.3.3 Shipments

All shipments and deliveries should be made to the Lindale ISD provided that the Vendor has made arrangements to unload and store such deliveries with the district. Lindale ISD shall take no responsibility for shipments, delivery, storage, or unloading of such shipments and will not be responsible for any losses or damages that may result from Vendor's failure to make adequate provisions. All equipment, supplies, and materials required for this project will remain the property of the Vendor until properly received and accepted by the Project Director.

2.3.4 Manufacturer Support

Bidder shall state that all equipment quoted is new, is in current production, and is currently available for Manufacturer's warranty and maintenance coverage. Bidder shall specify in detail the warranty and maintenance, which is available from the equipment Manufacturer and which is available from the Bidder.

2.3.5 Price

The price quoted will include all costs including delivery of the equipment.

Bidders shall submit a descriptive summary of the manufacturer and model of the proposed equipment. Bidders must describe general and specific features of the equipment, including features, SERVICE capacities, limiting factors, and optional characteristics. System capacity limitations for all features and functions must be stated and described in detail. Bidders shall include an overview of the equipment expansion capabilities.

2.3.6 Duration of Offer

Proposals must be valid for a minimum 90 days following the opening date of this RFP.

2.3.7 Late Proposals

Proposals or unsolicited amendments to proposals arriving after the bid due date will be rejected as not meeting the mandatory requirements of this RFP.

2.3.8 Format and Number of Copies

Bidders shall provide three (3) copies of the Proposal document. One loosely bound copy that may be readily copied if needed, one copy that must be a signed original copy that may be maintained as the official version of the Proposal and will be included in the contract, and one copy in digital format.

2.3.9 Review Rights

Proposals submitted may be reviewed and evaluated by any person(s) considered necessary to the decision-making process at the discretion of the Lindale ISD.

2.3.10 Bidder's Proposal Preparation Costs

Bidders will be responsible for all the costs associated with preparing their Proposals.

2.3.11 Alternate/Multiple Proposals

Bidders may submit alternate and/or multiple proposals. However, all such proposals must be in direct compliance with the format of this RFP. In all cases, to be considered responsive, proposals must clearly meet the intent of the mandatory requirements and the overall objectives of the RFP. In the interest of economy, identical information, literature, etc., need not be provided when additional proposals are submitted.

2.3.12 Public Release of Information

News releases, articles, brochures, advertisements, prepared speeches, and other information releases concerning this RFP, or any subsequent contract or activity related thereto, may not be made without the prior written approval of Lindale ISD.

2.3.13 Special Note

Each responding bidder is advised to read this RFP carefully. Any and all exceptions to an item in this specification **MUST** be duly noted and explained in the response. Failure to make exception to any item shall be considered as both the ability and the intention to fully comply with that item at the quoted price.

2.3.14 Liability and Reserved Rights

Lindale ISD reserves the right not to award a Contract to any of the bidders solicited in this RFP. Lindale ISD also reserves the right to make partial awards and to award to more than one bidder. This RFP may be withdrawn at any time without liability or responsibility for any damages or expenses incurred by bidders.

2.3.15 Contract Documents

Bidders shall provide copies of their standard contract documents and service level agreements with their proposal.

2.4 INSTRUCTION TO BIDDERS

This section outlines specific instructions for proposal submission. Bidders not adhering to these instructions may be subject to disqualification without further consideration.

2.4.1 Level of Compliance

In preparing your response to this RFP, indicate the level of compliance with:

“Acknowledge.” – The bidder has read and understood the information provided; however, no action is required of the bidder.

“Comply.” – The bidder will meet the specifications.

“Partially Comply.” – The bidder will meet the specification; however, the manner in which it is accomplished may be different from that specified by Lindale ISD. Always provide clarifying information.

“Exception.” – The bidder will not meet the specification. Please provide an alternative when possible.

2.4.2 Preparation of Proposals

All proposals shall be received by the specified date and no later than **2:00 PM**, and will be labeled:

**Proposal for Category 2 E-Rate Eligible Firewall Equipment - Bidder's
Company Name**

Attention: Randall Anderson, Director of Technology Services

Two (2) complete paper copies and one (1) digital version of the proposal will be submitted to the Project Director, addressed as noted above.

The complete proposal must include the proposal document with a point-by-point response to the RFP and all other materials requested. Bidders may include any additional materials they feel could assist in the evaluation of the proposed system. However, each question must be responded to completely. References to other documents will not be accepted.

All materials, equipment, accessories, database information, training, project management, fees, software, hardware and labor must be furnished for the complete installation of the SERVICE specified. The solution supplied must meet or exceed all of the functional requirements specified within this RFP. Any additional material or equipment necessary for the installation and operation of the system not specified or described in this RFP will be deemed to be required as a part of these specifications.

2.4.3 Selection Criteria:

The proposals will be evaluated based on, but not limited to, the following criteria:

Proposed Cost	30%
Quality/References/Responsiveness	20%
Resources/Service Level Agreements/Implementation Plan/Proposed solution's ability to function with existing network environment	20%
Company Financials/Stability	10%
K-12 Experience	10%
E-Rate Program Experience	10%
Total	100%

2.4.4 Evaluation Committee:

Proposals shall be evaluated by an Evaluation Committee established by Lindale ISD. The Evaluation Committee will make recommendations regarding ranking to the Board of Trustees.

2.5 COMPLETION AND TERMINATION

Should the bidder fail to participate as noted or fail to show substantial progress toward the completion of the installation then the bidder will be notified as to the failure observed and be allowed thirty (30) days to show substantial correction to meet the schedule. Should the bidder fail to make substantial correction and actual progress toward timely completion then the bidder will be notified to "Terminate" all activities, turn over all equipment and installation supplies to Lindale ISD, and vacate the site, so that Lindale ISD may make its best effort to salvage the equipment and meet the scheduled completion.

A negotiated settlement will be offered for the bidder completed work, useable equipment and supplies as may be reasonably appropriate.

2.6 SUPPLEMENTAL TERMS AND CONDITIONS / MODIFICATIONS

Supplemental terms and conditions and modifications will be made via the Contract document, which will be negotiated with the successful bidder.

3.0 STATEMENT OF WORK

- 3.1 The Firewalls located in the Lindale High School must be Multi-ISP and 1GE and 10GE capable.
- 3.2 Describe features and enhancements of the Firewall.
- 3.3 Professional Support Services Required

4.0 COMPANY INFORMATION

In addition to the specific information requested below, please provide a profile of your company, including a description of your experience in providing communications systems.

Corporate Name:

Corporate Address:

Number of Years Doing Business as Above:

Previous Name: (Please fill in if less than 5 years)

Corporate Mission Statement:

- 4.1 Please provide the company's profit and loss statements for the last three years.
- 4.2 How many years has the bidder provided the SERVICE presented?
- 4.3 Please provide a list of three reference customers to whom you have sold similar SERVICES.
- 4.4 Provide the Contractor's experience with Kindergarten – 12th grade installations. Indicate the contract value of K-12 installations since January 1, 2015. Provide a list of K-12 installations that have been completed since January 1, 2015.
- 4.7 Describe your presence in the East Texas area.

5.0 E-RATE PROGRAM INFORMATION

- 5.1 Indicate the Contractor's Service Provider Identification Number (SPIN).
- 5.2 Provide the Contractor's experience with the FCC "E-Rate" program. Provide the total contract value that has been completed through "E-Rate" funding.
- 5.3 Has the company ever been debarred from the E-Rate program? If so, what is your current status with the SLD?
- 5.4 Has the company ever had invoices "RED LIGHTED" by the E-Rate program? If so, please

explain the reasons why and the disposition of the issue.

5.5 What date was the last company Service Provide Annual Certification (SPAC) form filed?

6.0 SERVICE PRICING

The bidder agrees to furnish all equipment and installation as specified and defined in this RFP. The bidder's pricing includes all of the functionality described in this document except where exceptions to this RFP have been noted.

Pricing must include an annual total cost for the requested SERVICE. All hardware, software, installation, warranty/maintenance, ongoing support services and hardware replacement due to failure shall be included.

6.1 COST ITEMIZATION

Complete the table below in a worksheet format showing the costs for the SERVICE for each of the campuses listed in Appendix A. List one campus per line on the table and total each column at the bottom for a Grand Total of the equipment costs for the entire project.

Site Name	Total Equipment Cost	Maintenance or Warranty Cost

Grand Total Equipment Cost \$_____

6.2 PROFESSIONAL SERVICES

Lindale ISD needs the option to have the equipment installation, configuration, and turn-up completed by the **Bidder’s provided on-Site proposed personnel**, only utilizing district staff for Lindale ISD Network support. Professional on-site services maybe required for the installation, please state your professional services rate in your Bid package.

Appendix A – Site Locations & Equipment Quantities

Please contact Randall Anderson to schedule an onsite visit to assist in the development of your proposal.

Location: Lindale High School

Equipment: (1) Firewall