

**WYANDOTTE PUBLIC SCHOOLS  
CYBER SECURITY – E-RATE FUNDING RFP**

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**SECTION 1  
REQUEST FOR PROPOSAL**

Reference: CYBER SECURITY- E-RATE FUNDING

Bid Due: June 19, 2025 – 10:00 a.m.  
Wyandotte Public Schools  
Mr. Justin Ellsworth  
639 Oak Street  
Wyandotte, MI 48192

Introduction:

You are invited to submit your proposal and bid response on the enclosed forms in accordance with the Request for Proposal, Instructions to Bidders, General Requirements and E-rate Contingency contained within this bidding package entitled: CYBER SECURITY – E-RATE FUNDING.

Instructions to Bidders:

**Bids must be submitted on attached forms.**

**Bids must be sealed and clearly labeled “CYBER SECURITY – E-RATE FUNDING”**

**Bids must be e-mailed before the deadline to:**

[ellswoj@wy.k12.mi.us](mailto:ellswoj@wy.k12.mi.us) and  
[mstegner@phonerms.com](mailto:mstegner@phonerms.com)

**Bids must be received by Thursday, June 19, 2025 at 10:00 a.m. Bids received after 10:00 a.m. on June 19, 2025 will not be evaluated.**

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## SECTION 2 GENERAL REQUIREMENTS

- 2.1 Proposals shall be submitted only on the forms provided within this RFP. All designations and prices shall be fully and clearly set forth on the forms provided.
- 2.2 The Wyandotte Public Schools Board reserves the right to reject any and all bids either in whole or in part or to reject a Bid which is any way incomplete or irregular and to waive informality or waive any part thereof.
- 2.3 **THE BIDS SHALL BE ON THE BASIS OF A GUARANTEED SUM. BIDDERS SHALL NOT ADD ANY CONDITIONS OR QUALIFYING STATEMENTS NOR SHALL THE PROPOSAL CONTAIN ANY ADDED RECAPITULATION OF THE WORK TO BE DONE OR THE PROPOSALS MAY BE DECLARED IRREGULAR.** Oral, telegraphic or telephonic modification of the work will not be considered.
- 2.4 Wyandotte Public Schools will clarify or correct any questions by issuance of an Addendum to all Bidders.
  - 2.4.1 Addenda are written graphic instruments issued prior to the contract, which modify or interpret the bidding documents, drawings, and/or specifications, by additions, deletions, clarifications, or corrections. The Request for Proposal and all Addenda will become part of the contract documents when the installation contract is executed.
  - 2.4.2 Any explanations for the RFP shall be issued in the form of an addendum.
  - 2.4.3 All addenda issued during the bidding time shall become part of the specifications. A copy of each addendum shall be sent to all Bidders. No verbal statement by Wyandotte Public Schools, RMS Associates or the Bidder shall be considered authoritative.
  - 2.4.4 Each Bidder shall ascertain, prior to submitting a bid that he/she has received all addenda issued and acknowledges receipt on the Proposal Form.

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2.5 Questions are to be submitted in writing to:

Mary M. Stegner  
RMS Associates, LLC  
[mstegner@phonermss.com](mailto:mstegner@phonermss.com)

- 2.6 Respondents may inspect the project site prior to submitting a proposal in order to determine all requirements associated with this Request For Proposal. Failure to do so shall not relieve the successful vendor from the necessity of furnishing and installing, without additional cost to the district, any material and equipment or performing any labor that may be required to carry out the intent of the resulting contract.
- 2.7 NO PLEA OF IGNORANCE OF CONDITIONS THAT EXIST, TIME, FACILITIES THAT ARE AVAILABLE OR ANY OTHER RELEVANT MATTER CONCERNING THE WORK TO BE PERFORMED WILL BE ACCEPTED AS AN EXCUSE FOR FAILURE TO FULFILL EVERY DETAIL OF ALL THE REQUIREMENTS OF THE CONTRACT DOCUMENTS.
- 2.8 VARIANCE & PRICE - Any variance from the specifications shall be fully explained in writing by the bidder and all prices quoted shall be on the unit price basis.
- 2.9 WITHDRAWAL OF BIDS - Any bidder may withdraw his/her bid at any time prior to the scheduled time of opening the bids, upon presentation of proper identification. After the opening of the bids, no proposal shall be withdrawn for a period of sixty (60) days.
- 2.10 SIGNATURES - The signatures required on this form shall be in longhand, in ink, by an authorized representative and submitted with the bid. Bids in non-compliance with this request, will be subject to rejection.
- 2.11 PRODUCTS/SERVICES SPECIFICATIONS - It is the intent of the specifications to define the minimum quality of equipment and services acceptable. The product line or service must be of known quality from a nationally recognized manufacturer(s) who regularly advertises, promotes and distributes catalog products to the school market.
- 2.12 MANUFACTURER SUBSTITUTIONS - Any substitutions from the specified products, equipment or services by the manufacturer is acceptable at no additional cost to Wyandotte Public Schools. The District reserves the right to refuse any and all manufacturer substituted products, equipment or services.

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- 2.13 MANUFACTURER DISCOUNTS – Wyandotte Public Schools reserves the right to any and all manufacturer price reductions, discounts or rebates received by the selected vendor for the specified products, equipment or services. The selected vendor agrees to pass any and all cost savings from the manufacturer for the specified products, equipment or services to the District.
- 2.14 FEDERAL, STATE AND MUNICIPAL TAXES - Each proposal submitted shall include, and the vendor shall pay, all taxes, which are levied by the Federal, State, and Municipal Governments, on labor and for materials entering into the work. The owner reserves the right to require evidence of such taxes prior to final payment. In compliance with the regulations of the Michigan Sales Tax Commission, no sales tax is to be included in the proposal. The School District is exempt from Federal Excise and Sales Taxes. All property or services furnished must comply with all applicable federal, state and local codes, and regulation.

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## **SECTION 3 QUALIFICATION OF BIDDERS**

- 3.1 The respondent to this RFP must include:
- Company Name
  - Representative's Name and Title
  - Office Address
  - Telephone Number
  - FAX Number
  - E-mail Address
- 3.2 Location of Corporate Headquarters.
- 3.3 Location(s) of sales, installation and support offices.
- 3.4 Brief but complete history of company.
- 3.5 The Bidder shall provide copies of audited financial statements for the two (2) most recent fiscal periods.
- 3.6 All respondent to this Request for Proposal must submit with their proposal a list of current and past clients where similar service has been performed. References should include: name, address, telephone number and contact of account.
- 3.7 Any licenses or permits that may be required to perform any of the work or provide any equipment anticipated by this request for bids shall be obtained by and at the expense of the service provider. Evidence of any required licenses or permits shall be provided to Wyandotte Public Schools upon request. Any fines or penalties levied by any governmental entity for conduct by the service provider in connection with the work contemplated by this request for bids shall be paid for by the service provider.

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## **SECTION 4 E-RATE CONTINGENCY – CYBER SECURITY**

- 4.1 IDENTIFICATION NUMBER - The vendor's Universal Service Fund (USF) Service Provider Identification Number (SPIN) MUST be included in the bid proposal and must be current with the funding year 2025/2026. Questions regarding the USF project should be directed to the Schools and Library Division at (888) 203-8100.
- 4.2 FUNDING - This project may qualify for Cyber Security USF funding. Purchases for equipment and services resulting from this bidding process will be installed between July 1, 2025 and June 30, 2026.
- 4.3 CONDITIONAL UPON USF - This contract is 100% conditional upon Universal Service Funding for Cyber Security. Further, the District reserves the unrestricted right to reduce the contract amount by reducing the scope of work and/or components in order to meet budget requirements in the event the level of the USF discount is reduced. Unit pricing, as specified in the bid proposal, will be used to control contract adjustments. Any such action will be taken before specific work on a building, or on a project component, has commenced.
- 4.4 DISCOUNT IMPLEMENTATION - The District reserves the unrestricted right to specify the reimbursement filing option for implementing the USF E-rate discounts; Billed Entity Applicant Reimbursement (BEAR) *or* Service Provider Invoice (SPI).

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### SECTION 5

#### CYBER SECURITY SPECIFICATIONS AND PRICING

##### **Section 5.1 – Project Specifications**

The District is seeking the following Cyber Security services for three years:

- Per pricing for 800-1000 endpoints with 12 month licensing commitments for Fall 2025+
- Full 24x7 monitoring, incident detection and remediation

Must include the following cloud-based solutions.

##### **Endpoint Detection and Response (EDR)**

Real-time endpoint activity visibility allowing for detection, investigation and actionable remediation.

##### **Anti-virus**

Preventative anti-virus protection against ransomware, malware, exploits, and attacks.

##### **Threat prediction and prevention**

Breach prevention engine that uses endpoint telemetry, threat intelligence, and analytics to identify and prevent threats.

##### **Asset, application, and account Inventory**

Environment visibility that identifies potential vulnerabilities.

##### **Threat hunting**

Proactive 24/7 monitoring to seek out and disrupt threats before they escalate.

##### **Threat intelligence**

Collection, processing, and analysis of threat data to understand an actor's motives, targets, and attack methods.

##### **Vulnerability management**

Real-time assessment and prioritization of vulnerabilities.

##### **Dedicated support**

24/7 technical support

Assigned technical account manager

##### **Learning/training resources**

Learning management system, library, or other online self-paced learning resources.

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**Section 5.2 – Cyber Security Financial Spreadsheet**

Complete and attach the Excel Form in Section 5.1 for each eligible service. The spreadsheet must be completed entirely for all components that are bid by the vendor.

**Provide pricing for 36 months (the entire duration of the cyber security pilot program)**

- a. Manufacturer
- b. Model/Part number – if the part number differs from the proposed part number, the part number should be changed by the vendor and highlighted.
- c. Description - Product Description
- d. Quantity – if there is any change in quantity from the requested quantity, the field must be highlighted.
- e. Unit Price
- f. Extended Price
- g. Installation costs – provide all install costs for the proposed product(s), if requested in the hardware description field.
- h. Include the E-rate eligible cost.

**Total Base Bid: (Total must match the total from the spreadsheet)**

written: \_\_\_\_\_

\$ \_\_\_\_\_.

**I have examined the specifications and instructions included herein and agree, provided I am awarded a contract within 60 days of bid due date, to provide the specified items for the sum shown in accordance with the terms stated herein. All deviations from specifications and terms are in writing and attached hereto.**

Company Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Name/Title: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_  
Email Address: \_\_\_\_\_  
Phone Number: \_\_\_\_\_ Fax: \_\_\_\_\_  
Cellular Number: \_\_\_\_\_ Date: \_\_\_\_\_



Section 5.2 – Excel Bid Attachment must be completed and submitted with the bid response.

5/22/2025