

## **Clock/PA/Speaker installation RFP**

**Kalamazoo RESA  
1819 E. Milham Ave.  
Portage, MI 49002**

**Posted 4/24/25**

**Deadline for Submission of Questions – 3:00 pm on 5/5/25**

**Bid Response Due – 3:00 pm on 5/12/25**

### **Introduction:**

KRESA would like to have AtlasIED Clock/PA/Speakers, necessary network cabling, and any necessary network switches installed in five of our buildings. Vendor must meet or exceed specifications listed below.

### **Selection Criteria:**

KRESA reserves the right to reject any or all proposals and select the proposal that offers the best overall benefit to the school district and its schools. Price is the primary consideration but not the only consideration ~~per FCC rules for evaluating proposals for E Rate.~~

KRESA reserves the right to select which buildings will be completed at this time based on cost or other factors.

### **Specific Bid Requirements:**

1. Vendor shall certify that it is a Manufacturer Authorized Channel Partner as of the date of the submission of their offer, and that it has the certification/specialization level required by Manufacturer to support both the product sale and product pricing, in accordance with the applicable Manufacturer certification/specialization requirements
2. Unless otherwise specified, Vendor shall warrant that the products are new, in their original box. The Vendor confirms to have sourced all Manufacturer products submitted in this offer from Manufacturer or through Authorized Channels only, in accordance with all applicable laws and policies at the time of purchase
3. Vendor shall provide the district with a copy of the End User license agreement, and shall warrant that all Manufacturer software is licensed originally to the district as the original licensee authorized to use the Manufacturer Software
4. In the event there are questions pertaining to the validity of the products, the district reserves the right to verify the origin of the products with the manufacturer. In the event the products have been acquired from un-authorized channels, the district further reserves the right to reject the Vendor bid and/or return the products for a full refund
5. Vendor must clearly identify capabilities and all associated charges, including any ineligible components requiring additional acquisition costs
6. Vendor must be a registered service provider with the Schools and Libraries Division (SLD) of the Federal Communications Commission (FCC), have a Service Provider Identification Number (SPIN) and comply with all SLD service provider requirements. The vendor's SPIN must be listed in the proposal

**Response Submission:**

All responses to this RFP should be submitted via email no later than the date indicated at the top of the page and clearly marked **KRESA Clock/PA/Speaker Installation,**” in the subject line. Submit to Mark Spackman, [mark.spackman@kresa.org](mailto:mark.spackman@kresa.org). It is the respondent’s responsibility to verify the receipt of the proposal before the due date and time.

**Submission of Questions:**

All inquiries must be submitted via e-mail to Mark Spackman, [mark.spackman@kresa.org](mailto:mark.spackman@kresa.org). The last day for all inquiries is indicated at the top of this page. The District will not respond to phone inquiries.

**Other:**

Oral or telephone bids will not be considered, nor will modifications of proposals by such communication be considered. The customer will not be liable for any cost incurred by the respondents in preparing responses to this RFP or negotiations associated with award of a contract.

**Request Details:****Atlas Clock/PA/Speaker Specifications**

- **Install** AtlasIED IP-SDMF devices where indicated on attached floorplan (locations of devices are approximate)
- **Install Atlas IP-SEST-SD Straight Enclosure” for the AtlasIED IP-SDMF devices**
- Install AtlasIED IP-DDS devices where indicated on attached floorplan (locations of devices are approximate)
- The vendor must supply all supervision, tools, equipment (including ladders and lifts), hardware, material, transportation, construction, and all other related services unless specific provisioning by the customer has been denoted
- The vendor is responsible for providing all necessary working/building permits required under this contract, which includes, local, state, or federal permits, as needed
- The vendor will be responsible for the repair of all damage to the building due to the negligence of its workers
- The vendor will be responsible for the prompt correction of all defects in the system
- Vendor is responsible for inspecting all existing structures, cableways, IDF/MDFs, wiring closets, and fiber infrastructure to determine if they are adequate for the purpose. Cableways must be utilized where available

### **Network Cabling Specifications**

- Follow BICSI Standards
- Category 6 cabling
- Plenum-rated cabling ~~used as appropriate~~ to be used throughout
- **Customer will provide patch cable for both ends for the vendor to use**
- The vendor must supply all supervision, tools, equipment (including ladders and lifts), hardware, material, transportation, construction, and all other related services unless specific provisioning by the customer has been denoted
- The vendor is responsible for providing all necessary working/building permits required under this contract, which includes, local, state, or federal permits, as needed
- The vendor will be responsible for the repair of all damage to the building due to the negligence of its workers
- The vendor will be responsible for the prompt correction of all defects in the system
- Vendor is responsible for inspecting all existing structures, cableways, IDF/MDFs, wiring closets, and fiber infrastructure to determine if they are adequate for the purpose. Cableways must be utilized where available
- If a sleeve does not exist in the existing corridor walls a new (minimum size is 1") conduit should be installed for penetrations through walls or floors and shall be sealed with intumescent firestop system in accordance with the UL testing detail. Grout mixture or firestop system should be used to seal the perimeter of the new conduit installed in the corridor walls
- Cabling shall not be laid on ceiling grid structure, ceiling tiles, or supported on any structure not specifically designed for supporting cables. If a cable tray is not present, provide cable supports at intervals of every 4-6 feet. Cable supports shall be "J" hooks or other supporting devices with a minimum 1-inch cable resting surface. Cable support devices shall be independently suspended from or attached to building structure or walls. Cable sag between supports shall not exceed 12 inches. All cables shall be neatly bundled and secured with appropriately rated fasteners
- The vendor will use keystones compatible with existing patch panels or install new patch panel(s) as appropriate

### **Switch Specifications (Switches must have the following features/capabilities)**

- Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E or equivalent
- Stackable design/stacking hardware included in closets with multiple switches
- Cloud-managed capability preferred
- Licensing options as appropriate
- We would like the option to demo the switches before deciding which bid we want to move forward with to make sure it meets our needs

### **School Buildings (The costs for each building must be listed separately on the Cost Analysis Form)**

KRESA reserves the right to select which buildings will be completed at this time based on cost or other factors

- KRESA Commons Building
- KRESA South Street Building
- KRESA Valley Center School
- KRESA West Campus Building
- KRESA Woodsedge Learning Center

## **KRESA Commons Building**

- Install 21 AtlasIED IP-SDMF devices where indicated on attached floorplan (locations of devices are approximate)
- Install 3 AtlasIED IP-DDS devices where indicated on attached floorplan (locations of devices are approximate)
- Install 1 Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E or equivalent in the network closets indicated on the attached floorplan, room 151 only
- Install network cabling from the network closets to the Atlas devices

### **Building Information:**

KRESA Commons  
5177 W. Main St.  
Kalamazoo, MI 49009

## **KRESA South Street Building**

- Install 14 AtlasIED IP-SDMF devices where indicated on attached floorplan (locations of devices are approximate)
- Install 3 AtlasIED IP-DDS devices where indicated on attached floorplan (locations of devices are approximate)
- Install 2 Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E or equivalent in the network closets indicated on the attached floorplan, 1 in each MDF/IDF
- Install network cabling from the network closets to the Atlas devices

### **Building Information:**

KRESA South Street Location  
422 E. South St  
Kalamazoo, MI 49007

## **KRESA Valley Center School**

- Install 12 AtlasIED IP-SDMF devices where indicated on attached floorplan (locations of devices are approximate)
- Install 2 AtlasIED IP-DDS devices where indicated on attached floorplan (locations of devices are approximate)
- Install network cabling from the network closets to the Atlas devices

### **Building Information:**

KRESA Valley Center School  
3122 Lake St.  
Kalamazoo, MI 49048

## **KRESA West Campus Building**

- Install 38 AtlasIED IP-SDMF devices where indicated on attached floorplan (locations of devices are approximate)
- Install 6 AtlasIED IP-DDS devices where indicated on attached floorplan (locations of devices are approximate)
- Install 1 Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E or equivalent in the network closets indicated on the attached floorplan, room 245 only
- Install network cabling from the network closets to the Atlas devices

### **Building Information:**

KRESA West Campus Building  
4606 Croyden Ave.  
Kalamazoo, MI 49006

## **KRESA Woodsedge Learning Center School**

- Install 40 AtlasIED IP-SDMF devices where indicated on attached floorplan (locations of devices are approximate)
- Install 3 AtlasIED IP-DDS devices where indicated on attached floorplan (locations of devices are approximate)
- Install 2 Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E or equivalent in the network closets indicated on the attached floorplan, in the 100 Village and 200 Village only
- Install network cabling from the network closets to the Atlas devices

### **Building Information:**

KRESA Woodsedge Learning Center  
1501 E. Milham Ave.  
Portage, MI 40992

## **Building Walkthroughs**

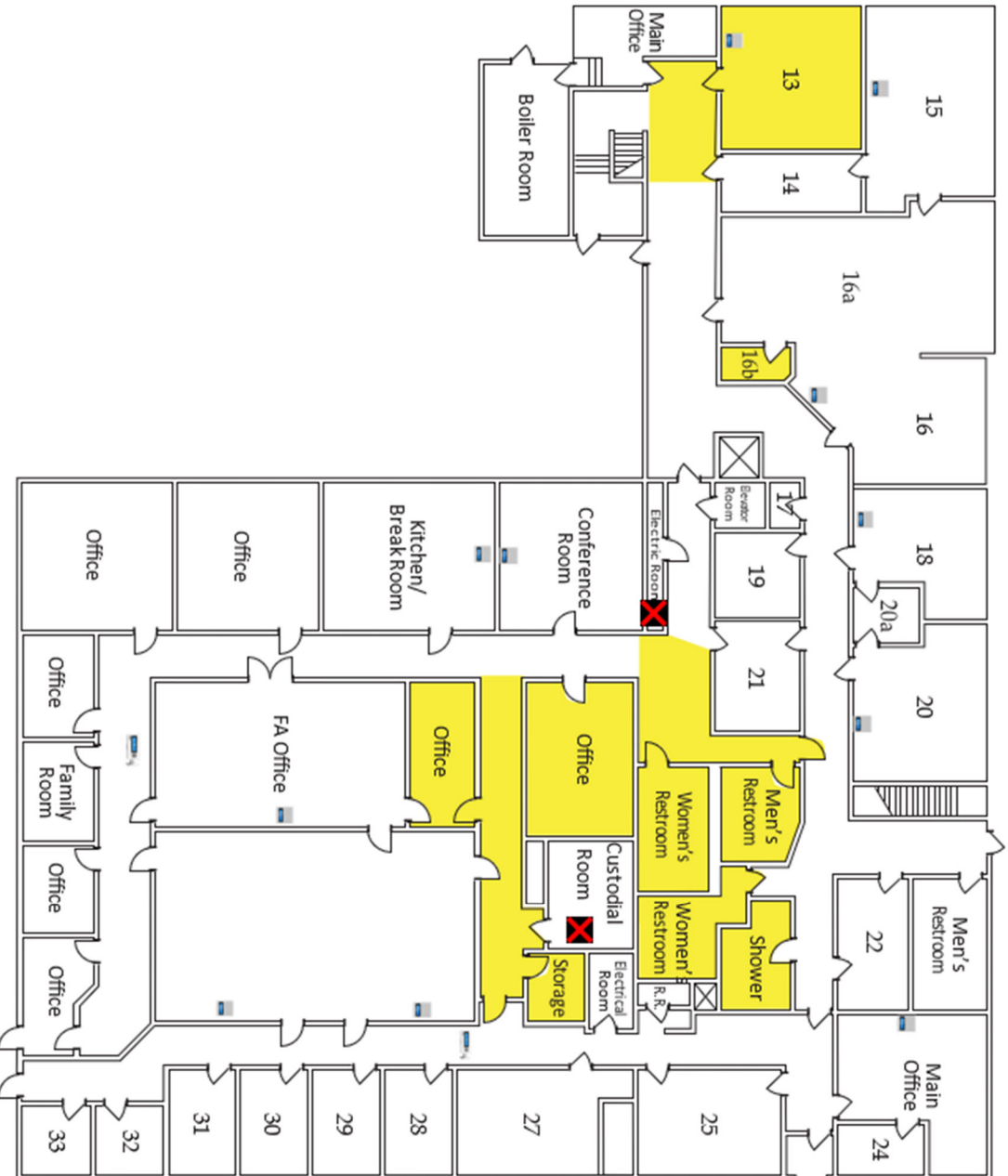
- a. KRESA South Street Building – Wednesday, April 30th 2025, starting at 1:30 pm
- b. KRESA Valley Center School – Wednesday, April 30th 2025, starting at 2:30 pm
- c. KRESA Woodsedge Learning Center – Wednesday, April 30th 2025, starting at 3:30 pm
- d. KRESA West Campus Building – Thursday, May 1st 2025, starting at 1:00 pm
- e. KRESA Commons Building – Thursday, May 1st 2025, starting at 2:00 pm

# KRESA Commons

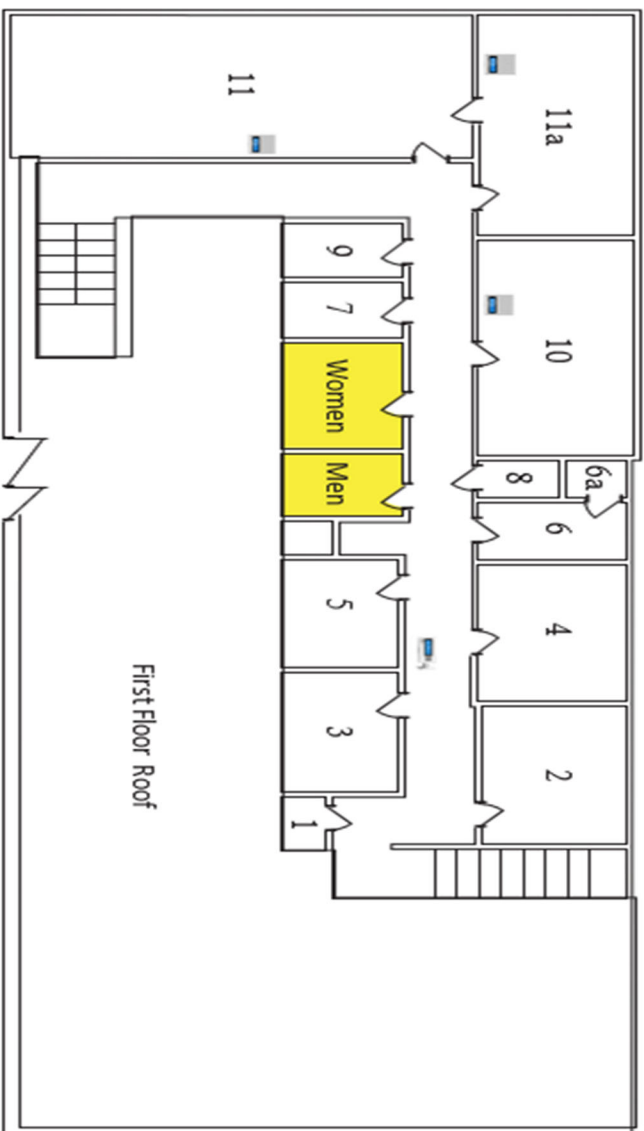
AtlasIED IP-SDMF  
AtlasIED IP-DDS  
MDF/IDF



KRESA South Street First Floor



# KRESA South Street Second Floor





# Valley Center School



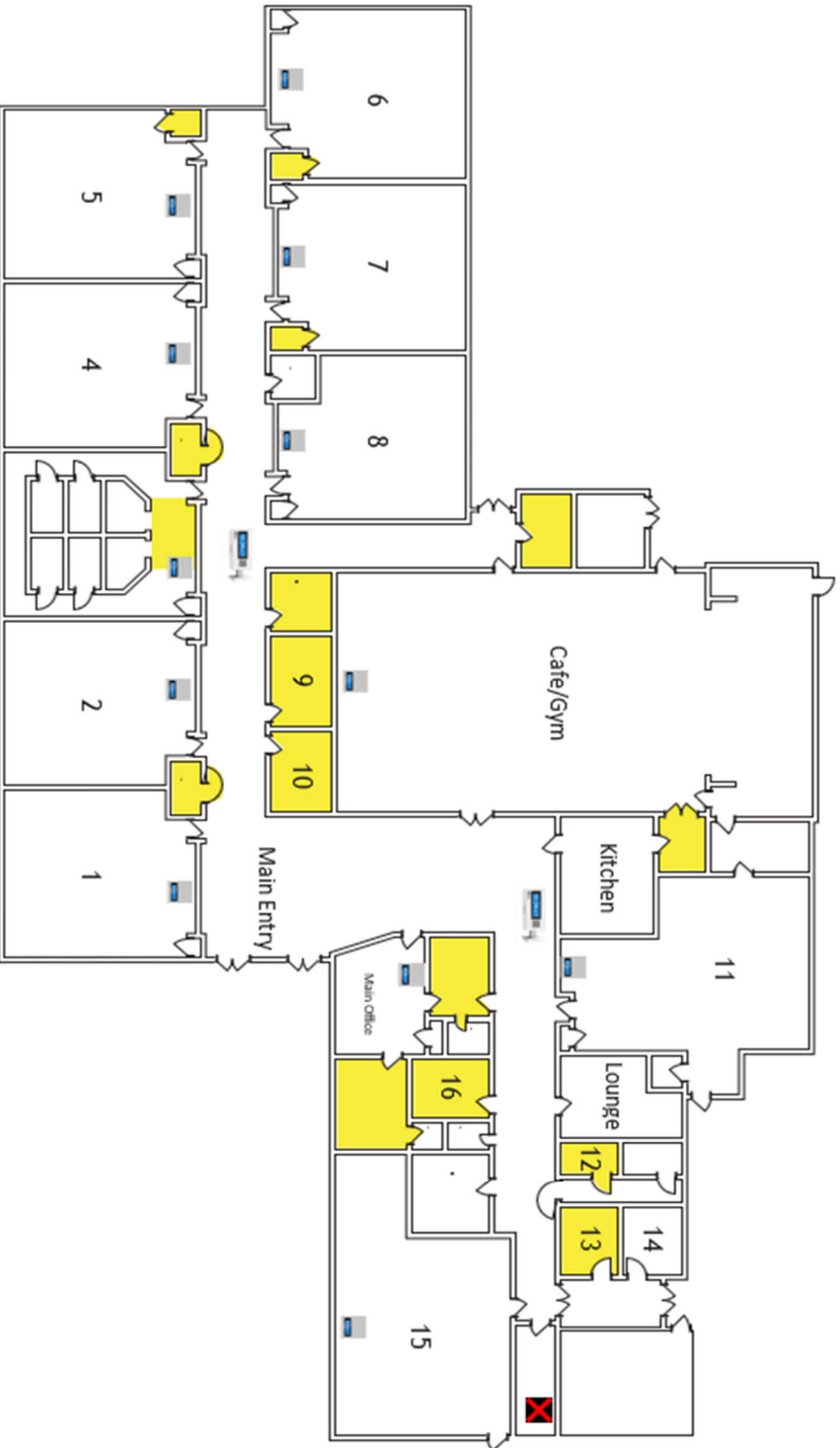
Attended IP-SDMF

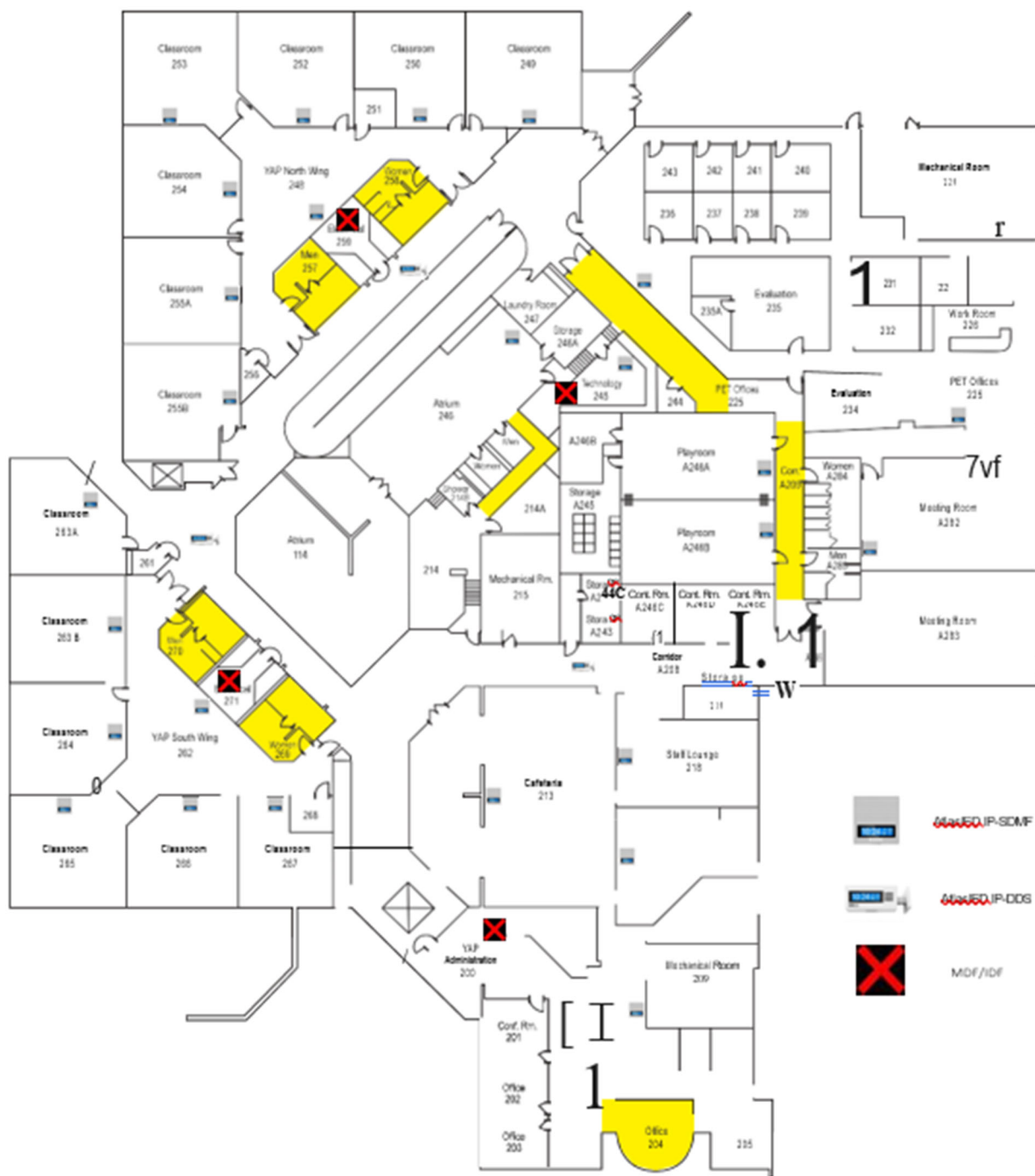


Attended IP-DDS



MDF/IDF

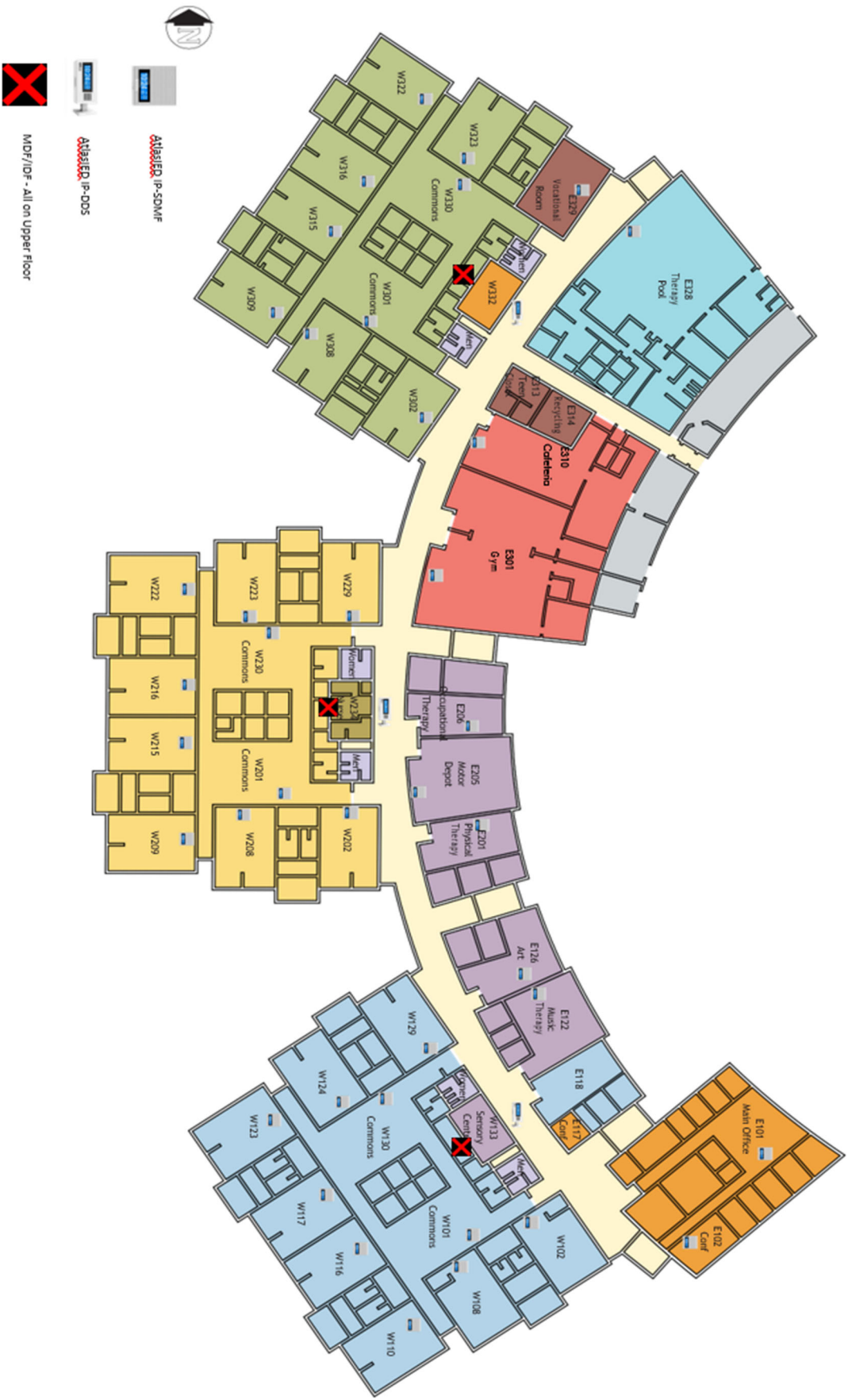




**Kalamazoo RESA - West Campus/ Main Level**



# WoodsEdge Learning Center



# APPENDIX A - Intent to Bid Form

Please submit the following form if you intend to bid via email to [mark.spackman@kresa.org](mailto:mark.spackman@kresa.org). Forms must be received on or before **3:00 pm on 5/12/25**. Only bidders which have returned the "Intent to Bid Form" will be notified of any addendum to this RFP.

Company Name \_\_\_\_\_

Vendor Equipment Proposed: \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Contact Name \_\_\_\_\_

Phone No. \_\_\_\_\_

Fax. No. \_\_\_\_\_

E-Mail Address \_\_\_\_\_

Please submit form to:

**Kalamazoo RESA**

Mark Spackman, Technology Site Coordinator

Clock/PA/Speaker Installation RFP

Email: [mark.spackman@kresa.org](mailto:mark.spackman@kresa.org)

## APPENDIX B - Bid Signature Form

The undersigned declares that he/she has carefully examined all the items of the Request for Proposal (RFP) and that he/she fully understands the requirements of the same. Bids shall include installation as specified, and the successful bidder shall obtain all required permits.

Please submit this form via email to [mark.spackman@kresa.org](mailto:mark.spackman@kresa.org)

Bids to include any shipping charges F.O.B. Kalamazoo, Michigan.

Firm Name: \_\_\_\_\_

Date: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

Signature: \_\_\_\_\_

(Person executing bid and official capacity)

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## APPENDIX C - Affidavit of Bidder - Familial Relationships Form

The undersigned, the District or authorized officer of \_\_\_\_\_ (the "Bidder"), pursuant to the familial disclosure requirement provided in the Kalamazoo RESA (the "School District") advertisement for service Bid, hereby represent and warrant, except as provided below, that no familial relationships exist between the bidder(s) or any employee of the School District, and any member of the Board of Education of the School District or the Superintendent of the School District.

List any familial relationships: \_\_\_\_\_

\_\_\_\_\_ **There is no familial relationship that exists** between the owner and any employee of the bidder and any member of the Kalamazoo RESA Board of Education or the Superintendent of Kalamazoo RESA. (check if none)

### Bidder's Firm

Name \_\_\_\_\_

By (Signature) \_\_\_\_\_

Printed Name & Title \_\_\_\_\_

Subscribed and sworn to by before me on the \_\_\_ day of \_\_\_\_\_.

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Notary public, State of Michigan, County of Acting in the County of

\_\_\_\_\_  
My commission expires \_\_\_\_\_

### BOARD OF EDUCATION

Skip Knowles, President

Dave Webster, Vice President

Lynne Cowart, Secretary

Delores Myers, Treasurer

Randy VanAntwerp, Trustee

Dedrick Martin, Superintendent

Please submit this form via email to [mark.spackman@kresa.org](mailto:mark.spackman@kresa.org)

## **APPENDIX D - CERTIFICATION OF COMPLIANCE – IRAN ECONOMIC SANCTIONS ACT**

Michigan Public Act No. 517 of 2012

The undersigned, the owner, or authorized officer of the below-named company (the “Company”), pursuant to the compliance certification requirement provided in the Kalamazoo RESA Request For Bid (the “RFP”), hereby certifies, represents, and warrants that the Company (which includes its officers, directors and employees) is not an “Iran Linked Business” within the meaning of the Iran Economic Sanctions Act, Michigan Public Act No. 517 of 2012 (the “Act”), and that in the event the Company is awarded a contract by Kalamazoo RESA as a result of the aforementioned RFP, the Company is not and will not become an “Iran Linked Business” at any time during the course of performing any services under the contract.

The Company further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or two (2) times the amount of the contract or proposed contract for which the false certification was made, whichever is greater, the cost of the Kalamazoo RESA’s investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on a request for bid for three (3) years from the date it is determined that the person has submitted the false certification.

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Name of Company

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Name and Title of Authorized Representative

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Signature

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Date

Please submit this form via email to [mark.spackman@kresa.org](mailto:mark.spackman@kresa.org)



## APPENDIX E – Cost Analysis Form

The following cost analysis must be completed by the vendor. **This is the minimum that must be completed.** please list other costs associated with your proposal that are not included in this form. Vendors are encouraged to provide more detailed information on pricing.

Please submit this form via email to [mark.spackman@kresa.org](mailto:mark.spackman@kresa.org)

CLOCK/PA/SPEAKER BID	
KRESA Commons Building	Totals
<b>Equipment</b>	
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)	\$
Atlas IP-SEST-SD Enclosure (sum of total required)	\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)	\$
Category 6 cabling (sum of total required)	\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)	\$
<b>Total Equipment</b>	<b>\$</b>
<b>Installation Services</b>	
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)	\$
Atlas IP-SEST-SD Enclosure (sum of total required)	\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)	\$
Category 6 cabling (sum of total required)	\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)	\$
<b>Total Installation Services</b>	<b>\$</b>
<b>Other (please specify)</b>	<b>\$</b>
<b>KRESA Commons Building Grand Total</b>	<b>\$</b>

KRESA South Street Building		Totals
<b>Equipment</b>		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$
Atlas IP-SEST-SD Enclosure (sum of total required)		\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$
Category 6 cabling (sum of total required)		\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$
<b>Total Equipment</b>		\$
<b>Installation Services</b>		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$
Atlas IP-SEST-SD Enclosure (sum of total required)		\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$
Category 6 cabling (sum of total required)		\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$
<b>Total Installation Services</b>		\$
<b>Other (please specify)</b>		\$
<b>KRESA South Street Building Grand Total</b>		\$
<b>KRESA Valley Center School</b>		
		Totals
<b>Equipment</b>		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$
Atlas IP-SEST-SD Enclosure (sum of total required)		\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$
Category 6 cabling (sum of total required)		\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$
<b>Total Equipment</b>		\$
<b>Installation Services</b>		
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)		\$
Atlas IP-SEST-SD Enclosure (sum of total required)		\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)		\$
Category 6 cabling (sum of total required)		\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)		\$
<b>Total Installation Services</b>		\$
<b>Other (please specify)</b>		\$
<b>KRESA Valley Center School Grand Total</b>		\$

<b>KRESA West Campus Building</b>	<b>Totals</b>
<b>Equipment</b>	
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)	\$
Atlas IP-SEST-SD Enclosure (sum of total required)	\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)	\$
Category 6 cabling (sum of total required)	\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)	\$
<b>Total Equipment</b>	<b>\$</b>
<b>Installation Services</b>	
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)	\$
Atlas IP-SEST-SD Enclosure (sum of total required)	\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)	\$
Category 6 cabling (sum of total required)	\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)	\$
<b>Total Installation Services</b>	<b>\$</b>
<b>Other (please specify)</b>	<b>\$</b>
<b>KRESA West Campus Building Grand Total</b>	<b>\$</b>
<b>KRESA Woodsedge Learning Center</b>	
<b>Totals</b>	
<b>Equipment</b>	
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)	\$
Atlas IP-SEST-SD Enclosure (sum of total required)	\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)	\$
Category 6 cabling (sum of total required)	\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)	\$
<b>Total Equipment</b>	<b>\$</b>
<b>Installation Services</b>	
AtlasIED IP-SDMF Clock/PA/Speaker (sum of total required)	\$
Atlas IP-SEST-SD Enclosure (sum of total required)	\$
AtlasIED IP-DDS Clock/PA/Speaker (sum of total required)	\$
Category 6 cabling (sum of total required)	\$
Ruckus ICX8200-48PF2-E/ICX8200-48ZP2-E Switch (sum of total required)	\$
<b>Total Installation Services</b>	<b>\$</b>
<b>Other (please specify)</b>	<b>\$</b>
<b>KRESA Woodsedge Learning Center Grand Total</b>	<b>\$</b>
<b>All Buildings Grand Total</b>	<b>\$</b>

**Addendum No. 1**

PROJECT: Clock/PA/Speaker Installation

CLIENT: Kalamazoo Regional Educational Service Agency

ISSUE DATE: 4/25/25

The following clarifications and changes shall be included in the Plans and Specifications for the above referenced project. This Addendum shall be deemed a part of the Contract Documents, and to the extent that the provisions of the other Contract Documents are in conflict herewith, this Addendum shall control.

**SPECIFICATIONS:**

1. Reissued Section - Selection Criteria
  - a. Removed section - “per FCC rules for evaluating proposals for E-Rate”
2. Reissued Section – Atlas Clock/PA/Speaker Specifications
  - a. Added word – “Install” in front of “AtlasIED IP-SDMF devices.....”
  - b. Added section – “Install Atlas IP-SEST-SD Straight Enclosure for the AtlasIED IP-SDMF devices”
3. Reissued Section – Network Cabling Specifications
  - a. Revised statement “Plenum-rated cabling used as appropriate” to “Plenum-rated cabling to be used throughout”
  - b. Added section – “Customer will provide all patch cable for both ends for the vendor to use”
4. Added section – Building Walkthroughs
  - a. KRESA South Street Building – Wednesday, April 30<sup>th</sup> 2025, starting at 1:30 pm
  - b. KRESA Valley Center School – Wednesday, April 30<sup>th</sup> 2025, starting at 2:30 pm
  - c. KRESA Woodsedge Learning Center – Wednesday, April 30<sup>th</sup> 2025, starting at 3:30 pm
  - d. KRESA West Campus Building – Thursday, May 1<sup>st</sup> 2025, starting at 1:00 pm
  - e. KRESA Commons Building – Thursday, May 1<sup>st</sup> 2025, starting at 2:00 pm