

PURCHASING DIVISION  
CITY OF WORCESTER  
MASSACHUSETTS 01608-1895  
ROOM 201 – 455 MAIN STREET  
PHONE (508) 799-1220

**SEALED BID INVITATION**  
(Supplies, Material, Equipment, Services)

AN EQUAL OPPORTUNITY AFFIRMATIVE ACTION EMPLOYER

Bidders must state and identify the product offered, such as manufacturer's name, trade name, brand name and quality next to each item. ***WE MUST KNOW WHAT HAS BEEN OFFERED.*** By virtue of the offeror's signature below, proposer certifies that the product (s) or service (s) bid are in compliance with the City's terms, conditions and specifications in all aspects.

**COMPLETE ORIGINAL COPY (including ALL pages) OF THIS BID MUST BE SUBMITTED IN A SEALED ENVELOPE:**

DATE: MARCH 20, 2024

TIME: 10:00 A.M. LOCAL TIME

PLACE: Purchasing Division, Room 201, City Hall, Worcester, Massachusetts

MARK SEALED ENVELOPE: **"Sealed Bid No. 8162-W4 Network Equipment (HPE-Aruba) - Erate / WPS"**

The name and address of the bidder must appear in the upper left hand corner of the envelope. The City of Worcester is not responsible for bids not properly marked.

All bids received will be publicly opened and read in the Bid Room, City Hall at date and time shown above. **NO BID WILL BE ACCEPTED AFTER TIME AND DATE SPECIFIED**

**BIDDER TO COMPLETE ITEMS BELOW**

Item No.	QTY	Description	Mfg.	Model	Unit Price	Total Price
		<b>Furnish and deliver various network equipment (HPE-Aruba only) per the attached specifications and requirements of the City of Worcester School Department</b>  <b>Aggregate award – must bid all items.</b>  <b>Questions pertaining to this bid <b>MUST</b> be directed to Christopher Gagliastro via e-mail at <a href="mailto:gagliastroc@worcesterma.gov">gagliastroc@worcesterma.gov</a></b>				<b>See attached pricing page</b>

<b>ABOVE ARE FOR (DEPT.)</b> <u>WPS</u>	<b>BIDDER</b> _____
<b>DELIVERY TO BE F.O.B. (LOCATION)</b> <u>NORTH HIGH SCHOOL - 140 HARRINGTON WAY, WORCESTER, MA</u>	<b>ADDRESS</b> _____
<b>DELIVERY IS REQUIRED BY: (DATE)</b> <u>WITHIN 30 DAYS ARO</u>	<b>CITY/TOWN</b> _____
<b>BIDDER TO SPECIFY:</b>	<b>STATE</b> _____ <b>ZIP</b> _____
<b>DELIVER</b> _____ <b>DAYS FROM DATE OF ORDER</b> _____	<b>AUTHORIZED SIGNATURE</b> _____
<b>PROMPT PAY DISCOUNT:</b> _____ <b>% 30 DAYS, NET 45 DAYS</b>	<b>TITLE</b> _____ <b>TEL.:</b> _____
	<b>DATE:</b> _____
	<b>EMAIL:</b> _____

## CONDITIONS

- 1) Prompt pay discounts will be considered when determining the low bid except when discounts are for a period of less than 30 days. In this event discounts will not be taken into consideration when determining low bid.
- 2) Time, in connection with discount offered, will be computed from date of completion and/or delivery and acceptance at destination, or from date correct bill or voucher properly certified by the contractor is received if the latter date is later than the date of completion and acceptance and/or delivery and acceptance.
- 3) As the City of Worcester is exempt from the payment of Federal Excise Taxes, and Massachusetts Sales Tax, prices quoted herein are not to include these taxes.
- 4) **All prices are to be firm F.O.B. Delivered Destination, City of Worcester, Massachusetts, unless otherwise indicated by the City. Time reserved for award is ninety days.**
- 5) In case of error in the extension prices quoted herein, the unit price will govern.
- 6) It is understood and agreed that should any price reductions occur between the opening of this bid and completion of any delivery of any order, the benefit of all such reductions will be extended to the City.
- 7) The City of Worcester reserves the right to reject any and all bids, wholly or in part, and to make awards in a manner deemed in the best interest of the City.
- 8) Awards will be made to the bidder quoting the lowest net price in accordance with specifications.
- 9) The bidder to who a contract is awarded guarantees to the City of Worcester all equipment, materials and/or workmanship for a period of one (1) year after final inspection and acceptance and shall replace promptly any defective equipment, materials and/or workmanship required without additional cost to the City.
- 10) It is understood and agreed that in the event of failure on the part of the bidder to indicate date of delivery and/or completion, delivery and/or completion will be made within twelve (12) days from date of purchase.
- 11) The Bidder must certify that no official or employee of the City of Worcester, Massachusetts is pecuniarily interested in this quotation or in the contract which the bidder offers to execute or in expected profits to arise therefrom, unless there has been compliance with provisions of G.L. C.43 Sec. 27, and that this quotation is made in good faith without fraud or collusion or connection with any other person submitting a quotation.
- 12) This inquiry implies no obligation on the part of the buyer, City of Worcester, Mass. Quotations will not be considered unless returned on this form. Your proposal should be forwarded to the office of the Purchasing Department, City of Worcester in a sealed envelope, plainly marked: "Quotation on (item requested)" - also, please show Bid Number.
- 13) It is understood and agreed that it shall be a material breach of any contract resulting from this bid for the Contractor to engage in any practice which shall violate any provisions of Massachusetts General Laws, Chapter 151B, relative to discrimination in hiring, discharge, compensation, or terms, conditions or privileges of employment because of race, color, religious creed, national origin, sex, age or ancestry.
- 14) Any prospective bidder requesting a change in or interpretation of existing specifications of terms and conditions must do so within five (5) days (Saturdays, Sundays and Holidays excluded) BEFORE scheduled bid opening date. All requests are to be in writing (e-mailed to [gagliastroc@worcesterma.gov](mailto:gagliastroc@worcesterma.gov)) to the Purchasing Department. No changes will be considered or any interpretation issued unless request is in our hands within five (5) days (Saturdays, Sundays and Holidays excluded) BEFORE scheduled bid opening date.
- 15) Bids which are incomplete, not properly endorsed, or signed, or otherwise contrary to these instructions may be rejected as informal by the Purchasing Agent. **CONDITIONAL BIDS WILL NOT BE ACCEPTED.**

## **CERTIFICATE OF GOOD FAITH FORM AS REQUIRED BY M.G.L. c. 30B**

UNDER MASSACHUSETTS GENERAL LAWS, CHAPTER 30B: SECTION 10, THE FOLLOWING CERTIFICATION MUST BE PROVIDED:

Section 10. A person submitting a bid or a proposal for the procurement or disposal of supplies, or services to any governmental body shall certify in writing, on the bid or proposal, as follows:

" The undersigned certifies under penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals."

(Please Print)

\_\_\_\_\_  
Name of Person Signing Bid

\_\_\_\_\_  
Signature of Person Signing Bid

\_\_\_\_\_  
Company

**No award will be made without vendor certification of the above.**

### **IMPORTANT NOTICE TO BIDDERS:**

**BIDDERS ARE ADVISED NOT TO TAKE ANY EXCEPTIONS TO THE CITY'S TERMS & CONDITIONS.**

**BIDS THAT INCLUDE COMPANY TERMS & CONDITIONS WHICH CONFLICT WITH THOSE OF THE CITY MAY BE REJECTED.**

Questions pertaining to this bid must be submitted to Christopher Gagliastro via email at

[gagliastroc@worcesterma.gov](mailto:gagliastroc@worcesterma.gov)

**BID SPECIFICATIONS / PRICING – NETWORK EQUIPMENT (HPE-ARUBA), ERATE / WPS****BID #: 8162-W4****BIDDER TO COMPLETE ITEMS BELOW**

Item No.	Estimated Quantity	Description	Mfg.	Model No.	Unit Price	Total Amount
1	19	Aruba 2930M 40G 8 HPE Smart Rate PoE+ 1-slot Switch (or equivalent)	Aruba (or equivalent)	JL323A (or equivalent)		
2	50	Aruba 2930M 24 Smart Rate POE+ 1-Slot - switch - 24 ports - managed - rack-mountable (or equivalent)	Aruba (or equivalent)	JL324A (or equivalent)		
3	69	Aruba 3810M/2930M 4-port 100M/1G/10G SFP+ MACsec Module (or equivalent)	Aruba (or equivalent)	JL083A (or equivalent)		
4	138	HPE Aruba Networking X372 54VDC 1050W 110-240VAC Power Supply (or equivalent)	Aruba (or equivalent)	JL087A (or equivalent)		
5	52	HPE Aruba Networking 10G SFP+ LC LRM 220m OM2 MMF Transceiver (or equivalent)	Aruba (or equivalent)	J9152D (or equivalent)		
6	2	HPE Aruba Networking 10G SFP+ LC LR 10km SMF Transceiver (or equivalent)	Aruba (or equivalent)	J9151E (or equivalent)		
7	2	HPE Aruba Networking 10G SFP+ to SFP+ 1m Direct Attach Copper Cable (or equivalent)	Aruba (or equivalent)	J9281D (or equivalent)		
8	43	HPE Aruba Networking 10G SFP+ to SFP+ 3m Direct Attach Copper Cable (or equivalent)	Aruba (or equivalent)	J9283D (or equivalent)		
9	50	Ubiquiti Networks UniFi 10G SFP+ Direct Attach Cable 1 m (or equivalent)	Ubiquiti Networks (or equivalent)	UACC-DAC-SFP10-1M (or equivalent)		
		<b>TOTAL PRICE ALL ITEMS-----</b>				

**AWARD TO BE MADE IN THE AGGREGATE. BIDDERS MUST BID ON ALL ITEMS.****TERMS, PROMPT PAY DISCOUNT \_\_\_\_\_% 30 DAYS, NET 45 DAYS.****DELIVERY AND/OR COMPLETION TO BE MADE WITHIN 30 DAYS FROM DATE OF NOTIFICATION BY THE CITY or WPS****NAME OF BIDDER\_\_\_\_\_****ERATE SPIN NUMBER OF BIDDER\_\_\_\_\_**

- **The Worcester Public Schools has the core wired network infrastructure standardized on HP/Aruba switches. While pricing will have the highest scoring, preference will be given to a solution that fully integrates with the district's standardized equipment. The district will consider equivalent equipment as per E-rate guidelines.**
- **The Worcester Public Schools will be applying for E-rate funding for this project. The district is currently 85% E-rate reimbursement.**
- **To be eligible to bid, the vendor must have a valid SPIN number with E-rate.**
- **The vendor must accept Service Provider Invoicing (SPI) with E-rate**