# TENDER SAMPLE SHARING AND POINTS-TO-NOTE IN NEW WIFI TENDER

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#### TENDER DIFFERENCE

 Note the tender difference between the one you issued 3 years before

VS

- WiFi 900B &
- WiFi 900C
- As the tender reference is always updating
  - Based on teachers / schools' experience / reference

• Google "EDB WiFi 900"

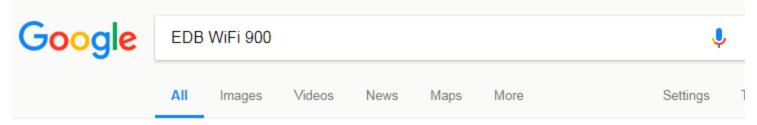


EDB WiFi 900

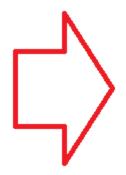
Google Search I'm Feeling Lucky

Google offered in: 中文(繁體) 中文(简体)

#### Can find the related pages



About 283,000 results (0.24 seconds)



#### The Fourth Strategy on IT in Education - Enhancing Schools' WiFi ...

www.edb.gov.hk/en/edu-system/primary-secondary/...to.../it.../WiFi900/pdp.html ▼ Nov 25, 2016 - EDB will also reinforce the roles of Centre of Excellence and encourage the ... Techn Briefing Session WiFi 900 (3rd batch) and WiFi 100.

#### 第四個資訊科技教育策略-加強學校的無線網絡基礎設施-教育局

www.edb.gov.hk/tc/edu-system/primary.../Wifi900/pdp.html ▼ Translate this page EDB YouTube Channel. 相關網頁 ... 孔任熊老師,聖公會聖本德中學(Wifi 900 第二期學校), 簡報 ... 為 WiFi900 (2016/17學年) 學校而舉辦的學校領導層研討會.

#### [PDF] 加強學校無線網絡基礎設施學校簡介會 - 教育局

www.edb.gov.hk/.../tc/.../WiFi900/.../PPT-EDB-20161114.pdf ▼ Translate this page Nov 14, 2016 - WiFi 900 學校經驗. 孔任熙老師 ... Wi-Fi.HK 簡介. 何子健先生. (政府資訊科技總監辦: 京都多好經期) 香港教育社 www.adb.gov.bk/itod/itod//

Goto "Technical Advisory Services"



Home > Education System and Policy > Primary and Secondary School Education > Applicable to Primary and Secondary School > IT in Education > The Fourth Strategy on IT in Education - Enhancing Schools' WiFi Infrastructure



# The Fourth Strategy on IT in Education - Enhancing Schools' WiFi Infrastructure

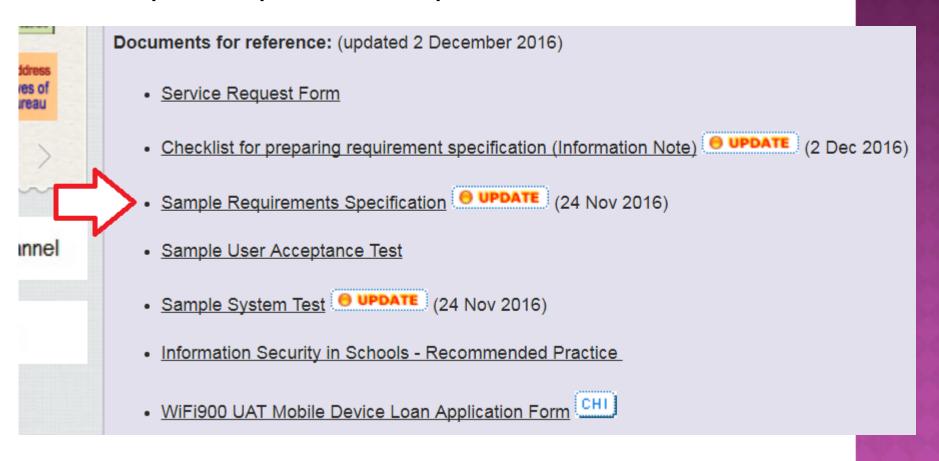
Home | What's New | Use of Funding | Professional Development Programmes | Technical Advisory Services | FAQ |

**Enquiry** 

#### **Professional Development Programmes**

To enable teachers to establish firm pedagogical use of e-textbooks and e-learning resources, EDB will continue to provide tailor-mad professional development programmes for school teachers to strengthen their knowledge and skills in helping their students in e-learning EDB will also reinforce the roles of Centre of Excellence and encourage the formation of learning communities to share experiences an

#### Sample Requirement Specification



Draft

#### PART X – An example on WiFi REQUIREMENTS SPECIFICATION

This sample is provided for schools' reference in conducting the WiFi 900 project. Schools are advised to adapt the content according to their school context.

#### 1. Introduction

The Contractor is invited to

- Build up a WiFi network in <school> (The School); and
- Provide and maintain a WiFi service through subscription mode.

#### 2. Background

The School will **enhance** / **top up** the IT infrastructure so as to set up the necessary WiFi environment in the school premises (full WiFi coverage

 Not simply replace your school needs to the yellowed text

#### 3.1 Standard Provision

- WiFi Internet Connectivity use IEEE 802.11 a/b/g/n/ac network or above in a standard classroom. The minimum number of classrooms to be covered shall be at least equal to the number of approved classes for the 2017/18 school year, that is <the number> classrooms.
- Number of Concurrent Connection commensurate with the maximum number of students, say <40/expected>, in a class with at least <1Mbps/expected> upload / download bandwidth per connection

 Some wordings are for school reference but not for contractors / partners

#### 3.1 Standard Provision

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#### Standard Provision / Add-on Provision

#### 3.1 Standard Provision

- WiFi Internet Connectivity use IEEE 802.11 a/b/g/n/ac network or above in a standard classroom. The minimum number of classrooms to be covered shall be at least equal to the number of approved classes for the 2017/18 school year, that is <the number>
  - classrooms.
- Number of 0
  maximum nun
  least <1Mbp
  connection

#### 3.2 Add-on Service (to be aligned with Part Y)

- WiFi coverage to include special rooms and open areas
- Broadband Service provide at least <100/expected>Mbps Internet connection at school and allowing upgrade to 1Gbps
- Authentication Method user account system being used by school, etc.

- Standard Provision / Add-on Provision
  - Is to let teachers / schools know EDB funding coverage
  - Not for contractors / partners
  - What contractors / partners need to know is
    - Scope of works

- Standard Provision / Add-on Provision
  - Some requirement in EDB Tender Reference "STANDARD" and "ADD-ON" are different

**STANDARD** 

- Service Level Agreement ensure at least 99.7% availability of the WiFi service, support four-hour response time and four-hour service recovery with active monitoring, helpdesk support with support hours from Mon to Sat 8:00 am to 6:00 pm, and provide monthly monitoring reports for the School.
- Contract End Arrangement All provisions of trunks, conduits, cables, LAN ports and power points shall be considered as fixture of the School and shall become the property of the School. The Contractor shall remove or keep those provisions according to the instruction of the School. Contractor can remove the network equipment such as switch, routers, and access points.

- Standard Provision / Add-on Provision
  - Some requirement in EDB Tender Reference "STANDARD" and "ADD-ON" are different

**ADD-ON** 

- Support hours extended support hours and/or reduced time for recovery.
- Contract End Arrangement Other arrangements

- Standard Provision / Add-on Provision
  - Is to ask contractor to provide separate pricing
  - Mostly because of
    - more rooms
    - Additional requirement

## EDB SUPPORT TO WIFI 900B/C

Great minds...

IT in Education Technological Series:

Preparing Specifications for Enhancing Wi-Fi Infrastructure in Schools Session 1 – Part 1



Prepared on 29 November 2016

Don't think alike ...

Dear Sir/Madam,

#### INVITATION TO TENDER FOR School Wi-Fi Setup & Subscription Services (36 months)

You are invited to tender for undertaking services of the items as specified in the enclosed tender schedule. If you are not prepared to accept a partial order, please state this clearly on the tender schedule.

Your sealed tender, in duplicate, should be clearly marked on the envelope: "XXXXX/TENDER(????)/????" or "School Wi-Fi Setup & Subscription Services (36 months)".

The envelope should be addressed to XXXXXXXXX School, XXXXXXXXXXXXX, Kowloon and arrive not later than 12:00 noon on XX XXXXX XXXX. Late tenders will not be accepted. Your tender will remain open for 90 days from the "Closing Date", and you may consider your tender to be unsuccessful if no order is placed with you within these 90 days. You are requested to note that unless Part II of the tender form is completed, the tender will not be considered.

If you are unable or do not wish to tender, it would be appreciated if you return the tender form with reason to the above address at your earliest convenience.

Written Tenders will be accepted on 'group' basis.



#### PART 3: Background, Objective and the Whole Design

- a) Background & Objective
  - The School will enhance / top up the IT infrastructure so as to set up the necessary Wi-Fi environment in the school premises (full Wi-Fi coverage in required classrooms, see appendix for details) for supporting e-learning in class.
- b) The Whole Design
  - A contractor will be hired to design, build, operate and maintain the whole Wi-Fi infrastructure; and to pay for the service by subscription thereafter, through a subscription model, for a period of 36 months.
  - 2) The setup need to make good use of school existing Wi-Fi equipments and devices so as to lower the cost and be more environmental friendly. If used, must fully integrate the devices to the newly established Wi-Fi System. (Remark: Integrate in terms of connection, AP management and monitoring)
    - i. School Existing Wi-Fi equipments and devices
      - ☆ 10 AP + 1 Controller set owned by School
        - ♦ 1 pcs XXXXXXX Wireless Controller with 10 AP License
        - ♦ 2 pcs XXXXXXX Access Point
        - ♦ 8 pcs XXXXXXX Access Point

premises (iam in ricoretage in required emissionins, s

- b) The Whole Design
  - A contractor will be hired to design, build, operate and mai service by subscription thereafter, through a subscriptio
  - The setup need to make good use of school existing Wi-Fi environmental friendly. If used, must fully integrate the Integrate in terms of connection, AP management and n i. School Existing Wi-Fi equipments and devices
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#### **PART 4: Standard Provision**

Specifications of Standard Provision of School Wi-Fi Setup & Subscription Services (36 months)

#### a) Basic / Minimum Specification

Item	General Description (For details, please refer to Annex 1)	Applicable (Yes / No)	If not, please provide detail
1	Wi-Fi services starts		
2	Wi-Fi subscription period   ⇒ 36 months, starting from XX XXXXXX, XXXX		
	Wi-Fi Standard and Coverage		
	⇒ use IEEE 802.11 a/b/g/n/ac network or above in a XX		
	classroom		
	☆ Classrooms		
	♦ Main Building		
3	▲ 1/F.: 103, XXX, XXX, XXX, XXX		
3	▲ 2/F.: 201, XXX, XXX, XXX, XXX		
	▲ 3/F.: 301, XXX, XXX, XXX, XXX		
	▲ 4/F.: 402, XXX, XXX, XXX, XXX		
	1 5/F - 506 VVV VVV VVV	Į į	

#### PART 4: Standard Provision

Specifications of Standard Provision of School Wi-Fi Setup & St

#### a) Basic / Minimum Specification

Item	General Description (For details, please refer to Annex 1)			
1	Wi-Fi services starts  ☆ XX XXXXXX, XXXX			
2	Wi-Fi subscription period  ☆ 36 months, starting from XX XXXXXX, XXXX			
Wi-Fi Standard and Coverage				
	classroom			
	☆ Classrooms			
	♦ Main Building			
3	▲ 1/F.: 103, XXX, XXX, XXX, XXX			
3	▲ 2/F.: 201, XXX, XXX, XXX, XXX			
	▲ 3/F.: 301, XXX, XXX, XXX, XXX			
	▲ 4/F.: 402, XXX, XXX, XXX, XXX			
	1 600 607 373737 373737 373737 373737			

Item	General Description (For details, please refer to Annex 1)			
	Number of Concurrent Connection per classroom			
	☆ commensurate with maximum XX devices in a			
	classroom with at least XXMbps upload / download			
4	bandwidth per connection. The contractor shall			
	provide a PoC to prove that the required bandwidth			
	can be supported for XX devices at the same time			
	before tender award			
5	Number of classrooms using Wi-Fi concurrently			
	☆ XX classrooms			
	SSID & Authentication Method			
	☆ Support Multiple SSID co-exist through an AP			
	⇒ Different SSID can have different authentication			
	method			
6	Authentication method : Support MAC address filter			
U	(School can have the ability to add / edit / remove			
	MAC address permit / deny to Wi-Fi connection)			

	monitoring, maintenance and regular reporting			
	Service Level Agreement			
	ensure at least 99.7% availability of the Wi-Fi services			
	support four-hour response time and four-hour service			
12	recovery with active monitoring, helpdesk support			
	⇒ support hours from Mon to Sat XX:00 am to XX:00			
	pm			
	☆ provide monthly monitoring reports for the School			
	Contract End Arrangement			
	All provisions of trunks, conduits, cables, LAN ports			
	and power points shall be considered as fixture of the			
13	School and shall become the property of the School,			
13	the Contractor shall remove or keep those provisions			
	according to the instruction of the School			
	☆ Contractor can remove the network equipment such as			
	switch, routers, and access points			

#### PART 5: Add-on Provision

Specifications of Add-On Provision of School Wi-Fi Setup &

a) Basic / Minimum Specification

a) Basic / Minimum Specification				
Item	General Description (For details, please refer to Annex 1)			
	Additional Wi-Fi Coverage & Number of			
	Concurrent Connection			
	☆ Special Rooms			
	♦ Main Building			
	▲ G/F. : General Office (XX connections)			
	▲ G/F.: Hall (XX connections)			
	▲ 1/F. : Library (XX connections)			
	▲ 3/F. : XXX (10 connections)			
	▲ 4/F. : Staff Room (XX connections)			
1	▲ 5/F. : XXX (XX connections)			
	▲ 5/F. : XXX (XX connections)			

	→ Ne	w Wing
		1/F.: XXX (XX connectic
		1/F.: XXX (XX connectic
		2/F.: XXX (XX connectic
		3/F. : XXX (XX connectic
	٨_	4/F.: XXX (XX connectic
2	Others are sa	me as Part 3

#### Part 6: Pricing Scheme, Site Visits, related information

#### Pricing Scheme

School is looking for a financial scheme for

Part	Pricing (HKD)	Remark (like any deviation of you system from school spe expectation)
Part 4 : Standard Provision		
Part 5 : Add-on Provision		

#### Information to be provided by Service Provider

The Service Provider is required to submit the following information and

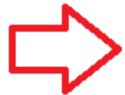
- A Statement of Compliance to provide response that the quotat Specification.
- No upfront cost or one off cost schools shall be paid throughout
- Proposed AP location mark on the Floor plan.
- Proposed Network infrastructure show on the Network Diagra
- Implementation Plan.
- WiFi Access Point certificates issued by OFCA.
- Quantity and Model of the following equipments and devices !

Equipments and devices	Quantity	Model
WiFi Controllers		
Access Points		
Router/Firewall		
Core Switch		
Access PoE Switches		
LAN Cables		
Others (please specify)		

- Product information including technical and descriptive literati manufacturer shall be able to substantiate that the products offer
- Details of following of all the sub-contract service involved in operation and maintenance, by filling in the table below:

Name of Sub-Contractor	Sub-contract service	Ro

Will the new Wi-Fi System establishment use school existing Wi-Fi equipments Controller set owned by School) :



Will the new Wi-Fi System establishment use school existing Wi-Fi equipments (Y / N) ?

•	ting Wi-Fi equipm	ent		
	Will the new Wi-Fi System establishment use school existing Wi-Fi equipments (Y / N) ?			

#### Site Visit(s):

- Two identical site visits will be arranged at XXXX-XX-XX (XXX) PM from X please registered at https://goo.gl/XXXXXXX for the site visit(s).
- Q&A raised at the site visits will not be posted out for others reference

#### Selection criteria

School is looking for a contractor based on the following criteria

- Proposed pricing fit with school budget
- Solution suitability to school
- •Equipment and services level that can offer
- Case reference
- Other useful information

#### Terms of Payment

The subscription will be paid in arrears of each month during the subscription period.

#### Annex 1

#### Technical Detail of Equipment & detail of Services

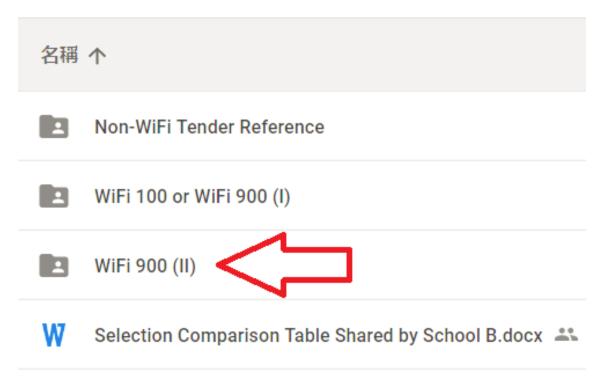
#### Wi-Fi Network

- 1.1. The Wireless LAN (WLAN) System of the Wi-FAT Access Point (AP) and Thin Access Point Controller shall be capable of fully centralized backup of the WLAN Controller shall be availa
- Resilience service platform should be designed gateways shall be provided for redundancy pur secondary platform equipment can be achieved
- 1.3. The thin client WLAN Access Point (AP) shall be connected with the Power over Ethernet (Po of connection cables between WLAN APs and
- The WLAN APs shall be compatible with IEEI and 5GHz
- 1.5. The Contractor shall design the WLAN System received signal strength measurement from the notebook computer) is no worse than -68 dBm. the Wi-Fi client device for testing satisfies the p

# http://goo.gl/W77VWC

```
名稱 个
     Tender Reference
     2016-12-06 - 2016 - 2017 Session 1 - Part 1.pdf 🚢
     2016-12-06 - 2016 - 2017 Session 1 - Part 2.pdf 🚢
     2016-12-06 - 2016 - 2017 Session 2.pdf 🚢
     2016-12-06 - Course Assignement - Session 1.pdf 🚢
     2016-12-06 - Course Assignement - Session 2.pdf
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名稱 个



Tender Sample from School A.doc

## YOUR NEXT STEPS

- Draft tender
- .....
- But more important, is the future
  - Now is 2<sup>nd</sup> contract
  - Need to think about the deepening
  - More use
  - BYOD
    - Provision of Subsidy to Needy Primary and Secondary Students for Purchasing Tablet Computers