

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

TENDER REFERENCE

- Google “EDB WiFi 900”



EDB WiFi 900



Google Search

I'm Feeling Lucky

Google offered in: [中文 \(繁體\)](#) [中文\(简体\)](#)

TENDER REFERENCE

- Can find the related pages



Google

EDB WiFi 900

All Images Videos News Maps More Settings

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 ... Techr 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 ... 孔任熙老師,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: 資訊科技總監辦) 香港教育 ... www.edb.gov.hk/ited/ite/

TENDER REFERENCE

◉ 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  Print

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

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Professional Development Programmes





To enable teachers to establish firm pedagogical use of e-textbooks and e-learning resources, EDB will continue to provide tailor-made 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 and



TENDER REFERENCE

◉ Sample Requirement Specification

Documents for reference: (updated 2 December 2016)

- [Service Request Form](#)
- [Checklist for preparing requirement specification \(Information Note\)](#)  (2 Dec 2016)
- [Sample Requirements Specification](#)  (24 Nov 2016)
- [Sample User Acceptance Test](#)
- [Sample System Test](#)  (24 Nov 2016)
- [Information Security in Schools - Recommended Practice](#)
- [WiFi900 UAT Mobile Device Loan Application Form](#) 

TENDER REFERENCE

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

TENDER REFERENCE → YOURS

- 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

TENDER REFERENCE → YOURS

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

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TENDER REFERENCE → YOURS

○ 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** ...
maximum number
least **<1Mbps>**
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 1 Gbps
- **Authentication Method** – user account system being used by school, etc.

TENDER REFERENCE → YOURS

- 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

TENDER REFERENCE → YOURS

- 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.

TENDER REFERENCE → YOURS

- 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

TENDER REFERENCE → YOURS

- 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...

TENDER REFERENCE SHARED

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 **XXXXXXXXXX School, XXXXXXXXXXXXXXXX, 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.



Yours faithfully,

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PART 3 : Background, Objective and the Whole Design

a) ***Background & Objective***

- 1) 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***

- 1) 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 XXXXXXXX Wireless Controller with 10 AP License
 - ◇ 2 pcs XXXXXXXX Access Point
 - ◇ 8 pcs XXXXXXXX Access Point

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promised that the coverage is required everywhere, or

b) *The Whole Design*

- 1) A contractor will be hired to design, build, operate and maintain the service by subscription thereafter, through a subscription model.
- 2) The setup need to make good use of school existing Wi-Fi equipment and be environmental friendly. If used, must fully integrate the school existing Wi-Fi. Integrate in terms of connection, AP management and network security.
 - i. School Existing Wi-Fi equipments and devices
 - ☆ 10 AP + 1 Controller set owned by School
 - ◇ 1 pcs XXXXXXXX Wireless Controller
 - ◇ 2 pcs XXXXXXXX Access Point
 - ◇ 8 pcs XXXXXXXX Access Point

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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	<i>Wi-Fi services starts</i> ☆ XX XXXXXX, XXXX		
2	<i>Wi-Fi subscription period</i> ☆ 36 months, starting from XX XXXXXX, XXXX		
3	<i>Wi-Fi Standard and Coverage</i> ☆ use IEEE 802.11 a/b/g/n/ac network or above in a XX classroom ☆ Classrooms ◇ Main Building ▲ 1/F. : 103, XXX, XXX, XXX, XXX ▲ 2/F. : 201, XXX, XXX, XXX, XXX ▲ 3/F. : 301, XXX, XXX, XXX, XXX ▲ 4/F. : 402, XXX, XXX, XXX, XXX ▲ 5/F. : 506, XXX, XXX, XXX, XXX		

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PART 4 : Standard Provision

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

a) **Basic / Minimum Specification**

Item	General Description (For details, please refer to Annex 1)
1	<i>Wi-Fi services starts</i> ☆ XX XXXXXX, XXXX
2	<i>Wi-Fi subscription period</i> ☆ 36 months, starting from XX XXXXXX, XXXX
3	<i>Wi-Fi Standard and Coverage</i> ☆ use IEEE 802.11 a/b/g/n/ac network or above in a XX classroom ☆ Classrooms ✧ Main Building ▲ 1/F. : 103, XXX, XXX, XXX, XXX ▲ 2/F. : 201, XXX, XXX, XXX, XXX ▲ 3/F. : 301, XXX, XXX, XXX, XXX ▲ 4/F. : 402, XXX, XXX, XXX, XXX ▲ 5/F. : 501, XXX, XXX, XXX, XXX

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Item	General Description (For details, please refer to Annex 1)
4	<i>Number of Concurrent Connection per classroom</i> ☆ commensurate with maximum XX devices in a classroom with at least XXMbps upload / download 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	<i>Number of classrooms using Wi-Fi concurrently</i> ☆ XX classrooms
6	<i>SSID & Authentication Method</i> ☆ Support Multiple SSID co-exist through an AP ☆ Different SSID can have different authentication method ☆ Authentication method : Support MAC address filter (School can have the ability to add / edit / remove MAC address permit / deny to Wi-Fi connection)

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	monitoring, maintenance and regular reporting	
12	<p><i>Service Level Agreement</i></p> <ul style="list-style-type: none"> ☆ ensure at least 99.7% availability of the Wi-Fi services ☆ support four-hour response time and four-hour service 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 	
13	<p><i>Contract End Arrangement</i></p> <ul style="list-style-type: none"> ☆ 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 	

TENDER REFERENCE SHARED

PART 5 : Add-on Provision

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

a) Basic / Minimum Specification

Item	General Description (For details, please refer to Annex 1)
1	<i>Additional Wi-Fi Coverage & Number of Concurrent Connection</i>
	☆ 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)
	▲ 5/F. : XXX (XX connections)
	▲ 5/F. : XXX (XX connections)

TENDER REFERENCE SHARED

	<div>✧ New Wing</div> <div>➤ 1/F. : XXX (XX connectic</div> <div>➤ 1/F. : XXX (XX connectic</div> <div>➤ 2/F. : XXX (XX connectic</div> <div>➤ 3/F. : XXX (XX connectic</div> <div>➤ 4/F. : XXX (XX connectic</div>
2	<i>Others are same as Part 3</i>

TENDER REFERENCE SHARED

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 your system from school specification)
Part 4 : Standard Provision		
Part 5 : Add-on Provision		

a. The Service Provider is required to provide a breakdown on the service charges for each of the

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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 quota 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 Diagram
- Implementation Plan.
- WiFi Access Point certificates issued by OFCA.
- Quantity and Model of the following equipments and devices to

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 literature manufacturer shall be able to substantiate that the products offered
- 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

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- 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) ?	
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- 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) ?	
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Site Visit(s):

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

TENDER REFERENCE SHARED

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.

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Annex 1









Technical Detail of Equipment & detail of Services

1. Wi-Fi Network

- 1.1. The Wireless LAN (WLAN) System of the Wi-Fi Access Point (AP) and Thin Access Point Controller shall be capable of fully centralized backup of the WLAN Controller shall be available
- 1.2. Resilience service platform should be designed gateways shall be provided for redundancy purpose secondary platform equipment can be achieved
- 1.3. The thin client WLAN Access Point (AP) shall be connected with the Power over Ethernet (PoE) of connection cables between WLAN APs and
- 1.4. The WLAN APs shall be compatible with IEEE 802.11n 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







TENDER REFERENCE SHARED

<http://goo.gl/W77VWC>

名稱 ↑	
	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 Assignment - Session 1.pdf 
	2016-12-06 - Course Assignment - Session 2.pdf 

TENDER REFERENCE SHARED

<http://goo.gl/W77VWC>

名稱 ↑	
	Non-WiFi Tender Reference
	WiFi 100 or WiFi 900 (I)
	WiFi 900 (II) 
	Selection Comparison Table Shared by School B.docx 

TENDER REFERENCE SHARED

<http://goo.gl/W77VWC>

名稱 ↑



Tender Sample from School A.doc

YOUR NEXT STEPS

- ◉ Draft tender

- ◉

- ◉ But more important, is the future

 - Now is 2nd contract

 - Need to think about the deepening

 - More use

 - BYOD

 - Provision of Subsidy to Needy Primary and Secondary Students for Purchasing Tablet Computers