

Lori Hendricks  
Wagoner County Clerk



307 E. Cherokee St.  
Wagoner, OK 74467  
918.485.7716  
Fax 918.485.7718

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## Invitation to Bid

The Board of County Commissioners, Wagoner County, Oklahoma is seeking sealed bid proposals for:

**Network Infrastructure Implementation, Training, and Transitional Support Services. PLEASE SEE SPEC SHEET FOR COMPLETE JOB.**

**Bid # 2027-03**

**Date Published:** Wednesday, September 2<sup>nd</sup> & 9<sup>th</sup>, 2026 (Wagoner Tribune)

**Mandatory Pre-Bid Meeting:** September 9, 2026 @ 10:00 AM

**Wagoner County Courthouse 307 E Cherokee Wagoner, OK 74467**

**Bidding Period Closing Date and Hour:** Friday, September 25, 2026 @ 4:00 PM

**Sealed Bid Opening Date and Hour:** Monday, September 28, 2026 @ 9:00 AM

**Requesting Authority:** Wagoner County Commissioners

**Bid submissions are to be:**

**Addressed to:**

Wagoner County Purchasing Agent  
P O Box 156  
Wagoner, OK 74477

**Delivered to:**

Wagoner County Purchasing Agent  
307 E Cherokee  
Wagoner, OK 74467

Please review the attached Terms and Conditions pertaining to the submission of this bid.

Please pay particular attention to Item 1 of the Terms and Conditions. This item specifies how the bid envelopes are to be identified to prevent inadvertent or premature opening of sealed bids. Your compliance will ensure consideration of your bid by the awarding body. Late bids will not be considered.

Included in this packet is a Non-Collusion Affidavit which must be signed and submitted as part of the bid.

This packet contains:

- |                                    |                                     |
|------------------------------------|-------------------------------------|
| 1. Invitation to Bid               | 2. Terms and Conditions for Bidding |
| 3. Affidavit for Competitive Bid   | 4. Bid Form                         |
| 5. Business Relationship Affidavit | 6. Insurance Requirements           |
| 7. Bid Specifications              |                                     |

  
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## TERMS AND CONDITIONS

THESE ITEMS APPLY TO AND BECOME A PART OF THE BID  
NO EXCEPTIONS TO THESE TERMS AND CONDITIONS WILL BE CONSIDERED

1. **Bids MUST be received in a Sealed envelope** by the date and time specified in the Invitation to bid. **Each envelope MUST be legibly marked on the outside with the following information in the lower left corner: The word "BID", the Bid Number and the closing date. This information must be readily observable along with the Supplier's name and return address.**

Bid packets should be addressed **EXACTLY** as: **Wagoner County Clerk, Attention: Purchasing Agent, P.O. Box 156, Wagoner, OK 74477** or if they are sent by **Specialty Mail Service to: Wagoner County Clerk, Attention: Purchasing Agent, 307 E. Cherokee, Wagoner, OK 74467**

Bids which are hand delivered must be submitted to the County Clerk's Office **ONLY** at: Wagoner County Clerk's Office, 307 E. Cherokee, Wagoner, OK 74467. Any bid submitted to a different Department, Office or District facility can and will be rejected.

2. Sealed bids will be opened by the authority requesting the bid, at the location and time specified in the published advertisement and on the "Invitation to Bid" form. Late bids will not be considered and will be rejected.
3. Bids must be submitted on the included forms only. Each SEALED Bid shall be placed in a separate envelope and enclosed in an outer Mailing or Express Mail envelope. Be sure that both envelopes are completely and properly identified and sealed, showing the bid name and number in the lower left-hand corner.
4. All bids shall be entered on the provided "Invitation to Bid Form" enclosed or a copy thereof. Bids are to be typewritten or in ink. No bidder may withdraw his proposal for a period of thirty (30) days after the date and hour set for the opening of bids.
5. The bidder shall attach the manufacturer's name of the equipment or material to be furnished, type, model numbers, manufacturer's descriptive bulletins and specifications. All guarantees and warranties should be clearly stated. This data shall be in sufficient detail to describe accurately the equipment or material to be furnished. Manufacturer's specifications, in respect to the successful bidder, shall be considered as part of the contract with Wagoner County.



6. Any exceptions or deviations from written specifications shall be identified in writing and attached to the bid form
7. The enclosed Affidavit for Filing with Competitive Bid **MUST** be returned with the bid.
8. Wagoner County reserves the right to reject any and all bids and to waive any technicalities in the bidding.
9. Direct purchase of certain items of equipment or material by Wagoner County is exempt from Federal Excise Tax and Oklahoma Sales Tax. In such cases, the bidder shall quote prices which do not include Federal Excise Tax and Oklahoma Sales Tax.
10. Bid must show number of days required for delivery under normal conditions. Supplier or Contractor must keep the County advised at all times on the status of the order. For any exception to the delivery date as specified on this order, vendor shall give prior notification and obtain written approval from the Purchasing Agent.
11. Bidder agrees to defend and save Wagoner County from and against all demands, claims, costs expense, damage and judgments based upon infringement of any patent to goods specified in this order or the ordinary use or operation of such goods by the County or use or operation of such goods in accordance with the bidder's direction.
12. Firm prices will be F.O.B. destination.
13. Unit prices will be guaranteed correct by the bidder.
14. This bid is submitted as a legal offer and any bid when accepted by the County constitutes a firm contract.
15. Oklahoma laws require each bidder submitting a bid to a county for goods or services to Furnish Notarized sworn Affidavit for Filing with Competitive Bid (Affidavit forms included in this bid packet.)
16. The Wagoner County Board of Commissioners reserves the right to accept or reject any or all bids, and to make the bid award in the best interest of Wagoner County whether it be lowest bid or best bid.
17. Vendor does not need to return the entire bid packet with submission. The only Documents required to be submitted are the Affidavits provided, Bid Form and related equipment information sheets, documents or specifications along with Lease / Purchase

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proposals that might be offered.

18. **NOTE: ALL BIDS MUST BE SUBMITTED ON OUR PROVIDED FORMS. BIDS SUBMITTED ON VENDOR LETTERHEAD OR OTHER FORMS WILL NOT BE ACCEPTED.**

**NOTE:** Please contact Wagoner County Purchasing Agent, Kathy Smith at (918) 485-7712, [ksmith@wagonercounty.ok.gov](mailto:ksmith@wagonercounty.ok.gov) or Lori Hendricks at (918) 485-7716. for more information.

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**AFFIDAVIT FOR FILING WITH COMPETITIVE BID**

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STATE OF OKLAHOMA \_\_\_\_\_ )  
COUNTY OF \_\_\_\_\_ ) SS

\_\_\_\_\_, of lawful age, being first duly sworn, on oath  
says, that (s)he is the agent authorized by the bidder to submit the attached bid.  
Affiant further states that the bidder has not been a party to any collusion among bidders in  
restraint of freedom of competition by agreement to bid at a fixed price or to  
refrain from bidding; or with any county official or employee as to quantity, quality  
or price in the prospective contract, or any other terms of said prospective contract;  
or in any discussions between bidders and any county official concerning exchange of  
money or other thing of value for special consideration in the letting of a contract.

Bidder:

\_\_\_\_\_

Signature

\_\_\_\_\_

Subscribed and sworn to me this \_\_\_\_\_ day of \_\_\_\_\_  
20\_\_\_\_.

\_\_\_\_\_  
Notary Public (or Clerk or Judge)

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

Note: Each competitive bid submitted to a county, school district or municipality must be accompanied with the above Affidavit as  
required by 61 Okla. St. Ann § 138.

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**BID SHEET**

TOTAL PRICE \$ \_\_\_\_\_

**\*Please attach itemized price list to this Bid Sheet\***

The undersigned acknowledges receipt of the following Addenda. (Give number and date of each)

\_\_\_\_\_

Delivery will be available in not more than \_\_\_\_\_ days after receipt of order.

I have examined the terms and specifications and instructions to bidders herein, and agree, provided I am awarded a contract, to provide the above-described items for the sum shown in accordance with the terms and specifications stated herein. All deviations are in writing and attached hereto.

**MUST BE SIGNED BY AUTHORIZED AGENT TO BE VALID**

SIGNATURE: \_\_\_\_\_

PRINTED NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_ FIRM NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE NO: \_\_\_\_\_ DATE: \_\_\_\_\_

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BUSINESS RELATIONSHIP AFFIDAVIT

Network Infrastructure Implementation, Training, and Transitional Support Services

STATE OF OKLAHOMA     )  
                                          )SS  
COUNTY OF \_\_\_\_\_)

\_\_\_\_\_, of lawful age, being duly sworn, on oaths says that he or she is an agent authorized by the bidder to submit the attached bid. Affiant further states that the nature of any partnership, or other business relationship presently in effect, of which existed within one (1) year prior to the date of this statement with the architect, engineer, or other party to the project is as follows:

\_\_\_\_\_  
  
Affiant further states that any such business relationship presently in effect of which existed within one (1) year prior to the date of this statement between any officer or director of the bidding company and any officer or director of the architectural or engineering firm or other party to the project is as follows:

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Affiant further states that the names of all persons having any such business relationships and the positions they hold with their respective companies or firms are as follows:

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(If none of the business relationships herein above mentioned exist, affiant should so state.)

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(Signature of Affiant)

Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_

Notary Public\_\_\_\_\_

My Commission Expires\_\_\_\_\_



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Specifications are as follows:

**Wagoner County**  
**Request For Proposals (RFP)**  
**Network Infrastructure Implementation, Training, and Transitional**  
**Support Services**

**1. INTRODUCTION**

Wagoner County, Oklahoma ("County"), is soliciting proposals from qualified network infrastructure providers for the assessment, design, modernization, implementation, and support of the County's network infrastructure environment.

The County seeks a modern, secure, scalable, and supportable network solution that will provide reliable connectivity for County offices, public safety entities, judicial offices, detention operations, remote facilities, radio communication sites, and future technology initiatives while allowing County IT personnel to independently administer the environment.

The County's environment currently includes Fortinet network infrastructure and Cradlepoint cellular networking technologies. Vendors shall demonstrate the ability to design, support, troubleshoot, document, and provide comprehensive administrator training for both platforms.

The selected vendor shall provide all labor, equipment, software, training, implementation services, documentation, and transitional support necessary to successfully modernize the County's network environment.

The County is not seeking a Managed Services Provider through this solicitation. The County intends to maintain ownership, administration, and operational control of the deployed infrastructure.



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## 2. PROJECT OBJECTIVES

The County's primary objectives are to:

- Modernize the County's network infrastructure.
- Improve network security, resiliency, and supportability.
- Replace unsupported or end-of-life infrastructure.
- Standardize network architecture where practical.
- Improve wireless connectivity and performance.
- Improve network visibility and monitoring capabilities.
- Evaluate opportunities for infrastructure consolidation.
- Purchase and own all deployed hardware.
- Provide full administrative control to Wagoner County.
- Train County IT staff to independently administer the environment.
- Minimize dependency on vendor support for routine administration.
- Maintain continuity of operations throughout the migration process.
- Avoid vendor lock-in and preserve future flexibility.

## 3. EXISTING ENVIRONMENT

The County currently operates a multi-site network environment supporting government operations, public safety functions, detention operations, judicial functions, remote facilities, radio communication infrastructure, and administrative offices.

Current infrastructure includes, but is not limited to:

- Fortinet FortiGate Firewalls
- Fortinet FortiSwitch Infrastructure
- Fortinet FortiAP Wireless Infrastructure
- Fortinet VPN Technologies
- Cradlepoint LTE/5G Networking Devices
- Microsoft Windows Server
- Active Directory



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- Virtualized Server Environment
  - Backup and Recovery Systems
  - Public Safety Applications
  - Remote Access Technologies

The County currently utilizes Cradlepoint networking devices at remote radio communication sites. These sites utilize primary high-speed connectivity with cellular failover capabilities and maintain secure tunnel connectivity with County facilities to support operational communications and public safety infrastructure.

The successful vendor shall assess, document, support, and provide administrator training for all Cradlepoint infrastructure identified during the discovery process.

The County operates multiple facilities and recognizes that quantities and locations of network devices may not be fully documented at the time of proposal issuance.

The quantities and descriptions provided within this RFP are estimates intended for planning purposes. The successful vendor shall validate all infrastructure, services, dependencies, and licensing requirements during the discovery phase.

## **4. EXISTING ENVIRONMENT DISCOVERY**

The County has conducted a preliminary review of its network infrastructure; however, the County has not completed a comprehensive inventory of all switches, wireless access points, fiber infrastructure, structured cabling, telecommunications rooms, network dependencies, Cradlepoint devices, and associated equipment.

Proposals shall include an on-site discovery and assessment phase.

The successful vendor shall:

- Conduct a comprehensive assessment of the existing environment.
- Inventory all network switches.
- Inventory all wireless access points.



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- Inventory all firewalls and security appliances.
  - Inventory all Cradlepoint devices.
  - Inventory fiber infrastructure.
  - Inventory structured cabling infrastructure.
  - Inventory telecommunications closets and equipment rooms.
  - Document all radio site connectivity.
  - Document all tunnel configurations.
  - Assess wireless coverage and performance.
  - Assess network architecture and segmentation.
  - Assess cellular failover and failback configurations.
  - Assess monitoring and alerting capabilities.
  - Identify unsupported and end-of-life equipment.
  - Identify migration dependencies and project risks.
  - Validate licensing requirements.
  - Produce a documented assessment and implementation plan.

The County has experienced incidents in which remote sites successfully failed over to cellular connectivity following primary circuit outages but did not automatically return to primary connectivity once those circuits were restored.

Vendors shall evaluate existing failover and failback configurations and provide recommendations intended to improve operational reliability, resiliency, and monitoring capabilities.

The successful vendor shall be responsible for identifying all infrastructure required for successful implementation whether specifically identified within this RFP or discovered during the implementation process.

### **Infrastructure Consolidation Assessment**

The County is evaluating the feasibility of consolidating distributed switching infrastructure into designated server room locations within the Courthouse.

The successful vendor shall:

- Evaluate existing switch locations.



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- Evaluate cabling infrastructure.
  - Evaluate fiber infrastructure.
  - Evaluate conduit utilization.
  - Evaluate telecommunications room utilization.
  - Identify opportunities for infrastructure consolidation.
  - Identify risks associated with consolidation efforts.
  - Provide cost-benefit comparisons between replacement-in-place and consolidation approaches.

The County is aware of potential conduit capacity limitations between portions of the Courthouse and designated server room locations.

Vendors shall identify:

- Cabling requiring replacement.
- Fiber additions or modifications.
- Pathway limitations.
- Recommended remediation strategies.
- Estimated costs associated with remediation or expansion.

## 5. SCOPE OF WORK

The successful vendor shall provide:

- Project management
- Discovery and assessment services
- Network architecture design
- Equipment procurement
- Installation and configuration
- Infrastructure migration
- Cradlepoint assessment and optimization
- Administrator training
- Knowledge transfer
- System testing and validation



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- Documentation
  - Transitional support services

The solution shall include all labor, materials, licensing, services, and professional resources necessary for complete implementation.

The County recognizes that all network assets may not be fully identified at the time of proposal issuance. Vendors shall include sufficient effort within their proposal to accommodate discovery, validation, documentation, and migration of existing infrastructure

## **6. NETWORK INFRASTRUCTURE REQUIREMENTS**

### **Equipment Ownership**

All hardware provided under this project shall become the property of Wagoner County upon project completion and acceptance.

The County will not consider:

- Equipment leasing
- Equipment rental
- Hardware-as-a-Service models
- Vendor-owned infrastructure
- Equipment financing arrangements tied to support contracts

### **Infrastructure Requirements**

Vendor shall propose all infrastructure necessary to support County operations, including but not limited to:

- Firewalls
- Core switching
- Access switching
- Wireless access points
- Fiber connectivity
- Cradlepoint infrastructure



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- Network management systems
  - Authentication systems
  - Monitoring systems
  - Redundancy and high-availability components

Vendors shall identify all proposed manufacturers and models.

## **7. NETWORK REQUIREMENTS**

The proposed solution shall provide enterprise-class networking capabilities suitable for a county government environment.

The proposed solution should support:

- Network segmentation
- Secure remote access
- Wireless networking
- High availability and redundancy
- Disaster recovery objectives
- Secure administration
- Monitoring and alerting
- Future expansion
- Public safety operations
- Government administrative operations
- Cellular failover connectivity
- WAN resiliency
- Remote site networking

The County prefers solutions based upon open standards and industry best practices.

## **8. ADMINISTRATIVE CONTROL**

The County intends to perform routine network administration internally.



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The successful vendor shall provide the County with full administrative access and privileges.

County personnel must be capable of performing the following functions without vendor assistance:

- Manage switches
- Manage wireless infrastructure
- Configure VLANs
- Configure routing
- Manage firewall policies
- Configure VPN services
- Manage Cradlepoint devices
- Manage tunnels and remote site connectivity
- Manage administrator accounts
- Manage monitoring systems
- Review system logs
- Perform firmware updates
- Create backups
- Restore configurations

Administrative credentials shall be provided to Wagoner County and shall not be restricted or withheld.

Vendor access may be provided for support purposes but shall not replace County ownership or operational control.

## **9. DOCUMENTATION REQUIREMENTS**

The County considers comprehensive documentation to be a critical project deliverable.

All documentation produced as part of this project shall become the property of Wagoner County and shall be provided in editable electronic format.

At project completion, the successful vendor shall provide, at a minimum:



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## **Network Diagrams**

- Enterprise network topology diagrams
- Physical network diagrams
- Logical network diagrams
- WAN connectivity diagrams
- Internet connectivity diagrams
- Remote site connectivity diagrams
- Radio site connectivity diagrams
- Cradlepoint connectivity diagrams
- VPN and tunnel diagrams
- High-availability and redundancy diagrams

## **Network Documentation**

- Complete IP addressing documentation
- Complete subnet documentation
- Complete VLAN documentation
- Routing documentation
- Firewall interface documentation
- WAN circuit documentation
- Internet service documentation
- Wireless network documentation
- SSID documentation
- Authentication and authorization documentation

## **Infrastructure Documentation**

- Switch inventory
- Firewall inventory
- Wireless access point inventory
- Cradlepoint inventory
- Fiber infrastructure documentation



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- Network closet documentation
  - Rack elevation diagrams
  - Device naming conventions
  - Device management addresses

### **Configuration Documentation**

- Firewall policy summaries
- VPN configuration summaries
- Inter-site tunnel documentation
- Network segmentation documentation
- High-availability configuration documentation
- Monitoring and alerting configuration documentation

### **Operational Documentation**

- Backup procedures
- Recovery procedures
- Firmware upgrade procedures
- Change management procedures
- Troubleshooting procedures
- Escalation procedures
- Disaster recovery considerations

The documentation shall be sufficiently detailed to allow County personnel to independently administer, maintain, troubleshoot, and expand the deployed environment.

## **10. TRAINING REQUIREMENTS**

Vendor shall provide comprehensive training for County personnel.

### **Administrator Training**

Training shall include:

- Network architecture



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- Switching administration
  - Routing administration
  - VLAN administration
  - Wireless administration
  - Firewall administration
  - VPN administration
  - Cradlepoint administration
  - Cellular failover configuration
  - Cellular failback troubleshooting
  - Tunnel configuration and management
  - Remote site monitoring
  - Remote site troubleshooting
  - Radio site connectivity management
  - Monitoring and alerting
  - Security administration
  - Troubleshooting procedures
  - Backup and recovery procedures
  - Firmware management
  - Documentation practices

### **Minimum Requirements**

Vendor shall provide:

- Forty (40) hours of administrator training
- Recorded training sessions
- Administrative documentation
- Administrator reference guides
- Operational runbooks
- Hands-on training using the County's environment
- Hands-on training using the County's Cradlepoint environment
- Post-training question and answer sessions

The County places significant value on knowledge transfer and staff development. Preference may be given to vendors that emphasize mentorship and long-term administrator development.



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## 11. PUBLIC SAFETY REQUIREMENTS

The proposed solution must support County public safety and emergency operations, including Sheriff's Office functions, detention operations, emergency management operations, radio communication infrastructure, and administrative 911 functions.

Vendor shall describe:

- High-availability capabilities
- Redundancy architecture
- Disaster recovery procedures
- Security architecture
- Cellular failover architecture
- Support for remote radio communication sites
- Service level commitments during support periods

## 12. REMOTE RADIO SITE CONNECTIVITY REQUIREMENTS

The County currently operates remote radio communication sites utilizing Cradlepoint networking devices and cellular failover technologies. These locations support critical County communications infrastructure and maintain secure tunnel connectivity with County facilities.

The successful vendor shall:

- Inventory all Cradlepoint devices.
- Document all remote site connectivity.
- Document all secure tunnels and routing configurations.
- Review failover and fallback behavior.
- Review cellular backup configurations.
- Review monitoring and alerting capabilities.
- Identify configuration deficiencies and operational risks.
- Provide recommendations for resiliency improvements.



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- Assist with troubleshooting remote connectivity issues.
  - Provide administrator training related to Cradlepoint devices and remote-site networking.

The vendor shall demonstrate experience supporting:

- Cradlepoint networking devices
- Cellular failover technologies
- LTE and 5G connectivity
- Tunnel-based network architectures
- Remote communications infrastructure
- Public safety network environments

## 13. SECURITY REQUIREMENTS

Vendor shall provide:

- Multi-factor authentication capabilities
- Role-based access control
- Secure administrative access
- Audit logging
- Security event monitoring capabilities

Vendor shall describe:

- Security architecture
- Network segmentation strategy
- Administrative security controls
- Incident response procedures
- Business continuity processes
- Backup and recovery procedures

Preference may be given to solutions capable of integrating with Microsoft Entra ID.



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## 14. IMPLEMENTATION REQUIREMENTS

Vendor shall provide a detailed implementation plan including:

- Project schedule
- Project milestones
- Resource requirements
- Migration strategy
- Training schedule
- Cutover procedures
- Testing procedures
- Validation procedures
- Rollback procedures

Vendor shall identify all County resources required during implementation.

## 15. SUPPORT REQUIREMENTS

Vendor shall provide a one-year transitional support period following implementation.

The purpose of this support period is to assist County personnel as they assume operational responsibility for the environment.

Vendor shall provide:

- Tier 2 support
- Tier 3 support
- Escalation procedures
- Advanced troubleshooting assistance
- Architecture guidance
- Security consultation
- Firmware upgrade assistance
- Ongoing knowledge transfer
- Cradlepoint administration support



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- Cellular failover troubleshooting
  - Tunnel connectivity support
  - Remote radio site support

The vendor shall assist County personnel with troubleshooting incidents involving:

- Circuit failures
- Cellular failover activation
- Tunnel failures
- Routing failures
- Intermittent connectivity
- Failback failures following restoration of primary connectivity

Vendor shall identify:

- Support hours
- Support locations
- Escalation process
- Response time commitments

The County reserves the right, at the conclusion of the transition period, to continue support services, negotiate an extension, select another support model, or assume complete operational responsibility.

## 16. PRICING FORMAT

Vendors shall provide pricing in the following format.

### One-Time Costs

- Hardware
- Software
- Licensing
- Installation



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- Configuration
  - Structured cabling
  - Fiber infrastructure
  - Infrastructure relocation
  - Training
  - Project management
  - Professional services
  - Documentation
  - Other implementation costs

## **Scenario Pricing**

### **Scenario A – Replacement In Place**

Replacement of infrastructure while maintaining existing switch locations.

### **Scenario B – Partial Consolidation**

Replacement of infrastructure with consolidation of selected switching infrastructure.

### **Scenario C – Maximum Practical Consolidation**

Replacement of infrastructure with maximum practical consolidation into designated server room facilities.

## **Support Costs**

- One-year transitional support
- Optional support renewals
- Optional advanced training services

All recurring costs shall be clearly identified.

## **17. REFERENCES**

Vendor shall provide a minimum of three (3) customer references meeting the following criteria:



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- Government entities preferred
  - Similar-sized environments preferred
  - Similar multi-site environments preferred
  - Operational for at least one year

Include:

- Organization name
- Contact name
- Contact title
- Telephone number
- Email address

## 18. VENDOR QUESTIONNAIRE

Vendors shall respond to the following:

- Describe the proposed solution.
- Describe administrator training provided.
- Describe your knowledge transfer approach.
- Describe ongoing support services.
- Confirm all equipment will be owned by Wagoner County.
- Confirm all administrative credentials will be provided to Wagoner County.
- Describe your approach to network assessment and discovery.
- Describe your approach to infrastructure consolidation analysis.
- Describe your experience deploying and supporting Cradlepoint solutions.
- Describe your experience supporting public safety communication sites.
- Describe your experience configuring LTE and 5G failover technologies.
- Describe your experience troubleshooting failover and failback scenarios.
- Describe your experience supporting tunnel-based architectures between remote facilities.
- Describe the Cradlepoint training that will be provided to County personnel.
- Identify all Fortinet and Cradlepoint certifications held by personnel assigned to the project.
- Describe disaster recovery capabilities.
- Describe security features.



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- Describe how the proposed solution avoids vendor lock-in.
  - Describe experience supporting government organizations.
  - Provide implementation timeline.
  - Provide government customer references.

## 19. EVALUATION CRITERIA

Proposals may be evaluated using the following scoring criteria:

- Technical Solution – 20 Points
- Security Features – 15 Points
- Administrative Control and Training – 25 Points
- Implementation Plan – 15 Points
- Discovery and Assessment Approach – 5 Points
- References and Experience – 10 Points
- Fortinet and Cradlepoint Expertise and Certifications – 5 Points
- Cost – 5 Points

Maximum Possible Score: 100 Points

## 20. COUNTY RESERVATIONS

Wagoner County reserves the right to:

- Accept or reject any proposal.
- Waive minor irregularities.
- Request additional information from vendors.
- Negotiate with one or more vendors.
- Modify project scope prior to contract execution.
- Award the project in the County's best interest.



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## 21. DESIRED OUTCOME

The County seeks a secure, modern, professionally implemented network infrastructure that:

- Is owned by Wagoner County.
- Can be administered by County IT staff.
- Eliminates unnecessary reliance on vendor administration.
- Improves security, resiliency, and performance.
- Supports public safety, radio communications, and government operations.
- Provides comprehensive administrator training.
- Includes meaningful knowledge transfer.
- Avoids vendor lock-in.
- Provides long-term operational stability.
- Supports future County growth and modernization efforts.

The County's ultimate goal is to establish a modern network environment that County personnel can independently administer while maintaining access to trusted vendor expertise when needed.