

THE
ACCELERATED
SCHOOLS



Accelerated Charter Schools
116 East Martin Luther King Jr. Blvd
Los Angeles, CA 90011

ACCELERATED CHARTER
SCHOOLS NETWORK UPGRADES
RFP #2022-C2

BorderLAN, Inc.

Representing and proposing

SPIN#14346384

smoothwall®
Web Filtering + Security

SUBMISSION CLOSING DATE: March 16, 2022

950 Boardwalk #300
San Marcos, CA 92078
(Main) 760-736-8100
(F) 860-736-8100
Deena Swidler
deena@borderlan.com
(858) 752-2339

BorderLAN Inc, hereby presents Linewise and certifies receipt of all addendums and all amendments regarding the Network Upgrades for Accelerated Charter Schools. BorderLAN certifies that we can perform to the specifications of our response in full compliance with all requirements and terms outlined in the RFP. Thank you.

Craig Smith, BorderLAN Inc., President

2-23-2022

Date



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The Accelerated Charter Schools RFP# 2022-C2
NETWORK UPGRADES- BorderLAN Inc. Response

1. INTRODUCTION STATEMENT

To The Accelerated Charter Schools:

Thank you for allowing us to present Smoothwall by Linewize. Linewize is a global leader in both school and consumer filtering, and we are excited to share our content with school and parent communities in the USA. The technology landscape in Education is forever changing rapidly.

Family Zone was founded in 2014 in Perth, Australia with a simple mission—to create environments where children can thrive. Family Zone expanded into the US market in 2018, under the brand Linewize, where it has quickly been recognized as a unique response to the challenge of today's connected learning environments.

The Linewize ecosystem aligns a series of products to help districts stay in regulatory compliance, get the most out of their purchased technology, keep kids cyber-safe at school, and impact the parent community by assisting them in raising good digital citizens.

Family Zone is floated on the Australian stock exchange and has offices and staff all around the world. Support is US-based. A predominantly cloud based solution, Linewize works with districts of all shapes and sizes. With the ability to work across Chromebooks, Windows, Macs, and iPad, Linewize offers a full network filtering solution. Linewize also offers a Classroom visibility tool called Classwize, and a community solution to help parents out at home.

BorderLAN is a reseller providing various solutions each with their own manufacturers' licensing such as FCC approval. We maintain a license in the state of California for reselling solutions with license #101-539023. Since 2005 BorderLAN has acquired over 2,000 customers and 500+ active School District and we maintain an A+ no complaints rating from BBB. Our footprint of large customers includes a total of over 2.4 million end-point computers being protected in some manner by our services and/or products and specialize in School Districts both with e-rate and those without e-rate. Our market position is to assist with the correct Solution on a budget with limited IT School resources.

BorderLAN Cyber Security declares:

- 1) BorderLAN certifies that no official or employee of the District, nor any business entity in which an official of the District has an interest, has been employed or retained to solicit or assist in the procuring of the resulting contract(s), nor that any such person will be employed in the performance of any/all contract(s) without immediate diligence of the fact to the District.
- 2) BorderLAN certifies that no official or employee of the firm has ever been convicted of an ethics violation.

For any questions or clarifications on this RFP, please call me directly as I will help to direct and or handle any needs and coordination arising from the award of this RFP. I look forward to a successful deployment.

Deena Swidler deena@borderlan.com 858.752.2339

"By virtue of submission of this Proposal, Craig Smith the President of BorderLAN Inc. declares that all information provided herein is true and correct."

Craig Smith – BorderLAN Inc., President

02/23/2022
Date

2. CONTENTS OF PROPOSAL

Description:

BorderLAN Cyber Security

BorderLAN Corporate has 13 employees, located in North County San Diego. BorderLAN's corporate location is 950 Boardwalk #300, San Marcos CA and has been in business 12 years. BorderLAN also has a Pacific Northwest office. The employees and engineers listed below are all part of the team that will ensure the network filtering project installation and deployment is a success.

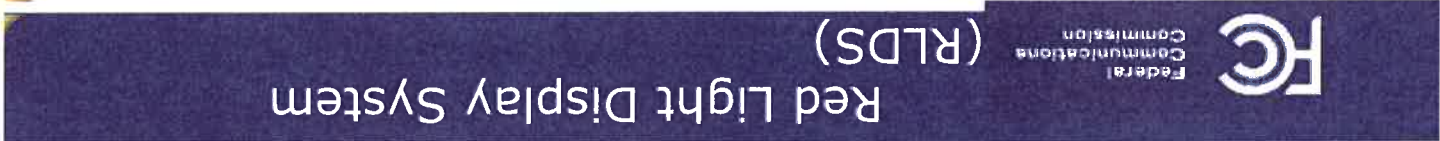
Primary Solution Contact: Deena Swidler, 858.752.2339 is authorized to speak on behalf of BorderLAN for this RFP.

Accounting Contact: Mrs. Diane Rogers 760.736.8100 x500 diane@borderlan.com

RFP Lead: Andy Lahm 760.736.8100 x510

President: Craig Smith craig@borderlan.com

Accolades, Licenses and Certifications:



Red Light Display System (RLDS)

Federal Communications Commission

Red Light Display System

FCC | Fees | Red Light Display System

Logged in as FRN: BorderLAN Inc. (002426751) [Log Out]

Back | Print | Help

< FCC Site Map

2/7/2022 12:59 PM

Current Status of FRN 002426751

STATUS: Green

You have no delinquent bills which would restrict you from doing business with the FCC.

The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts restricting business with the Commission by any FRN associated with requestor's TIN. The Red Light Display System was last updated on 02/07/2022 at 6:32 AM; it is updated once each business day at about 7 a.m., ET.

TIN Number: 27-1887219

Sellers Permit/ License: 101-539023

Better Business Bureau (BBB): A+ Rating no complaints



<http://www.bbb.org/doc/business-reviews/computers-network-security/borderlan-inc-in-san-marcos-ca-172004463>

California Small Business Certified: SBA Certified via CA.GOV #1496620

DUNS #: 626513654



**The Accelerated Charter Schools RFP# 2022-C2
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Experience and Qualifications of Firm

Each customer is treated with white glove service, including excellent pricing, premier engineers when paid engagements call for professional services, and managed services on top of our solutions to ensure if monitoring duties are needed in the future, we can supply those services for a monthly fee. Our ability to configure, and then outsource some routine monitoring and policy duties help set BorderLAN apart and ensure the total Experience is exceptional.

Once a customer we follow-up with you monthly to ensure your satisfaction and escalate to support, or manufacturer support as required. Your Customer Service Manager / Engineer will help identify and solve issues before they become catastrophic. This also sets us apart and is an expensive model for us to keep up, but it works. We are not a sell and forget catalog website as many VAR's have become. Our goal is a long-term relationship for products and future services, so your satisfaction is paramount to our success model.

BorderLAN Team:

- *Primary – Deena Swidler deena@borderlan.com 858.752.2339
- President - Craig Smith craig@borderlan.com 760.736.8100x507
- RFP Lead - Andy Lahm andy@borderlan.com 760.736.8100 x510
- Billing and Accounting - Diane Rogers diane@borderlan.com 760.736.8100x500

BorderLAN & Linewize hereby certify:

- The key members hold the qualifications relevant to the scope of services in this project.
- The team shall remain intact through the duration of the Project(s). If a team member must leave, the District reserves the right to approve that team member's replacement.
- Responsibility for maintaining the equipment and not the District.
- BorderLAN's experience demonstrates that our Content Filtering and service solutions are installed properly and working.
- BorderLAN Certifies that in 12 years we have not had a single instance of disciplinary action against BorderLAN publicly or privately with any of our customers, including regulatory bodies or professional organizations.

Linewize has not been the subject of disciplinary action or pending with any state regulatory bodies of professional organizations.



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3. COST PROPOSAL

1 Year Option

Description	SKU	Item Cost	Quantity	Price	Percentage of Eligibility	E-Rate Covered Amount	District Responsibility
S10 Firewall Appliance - H103X - Appliance includes basic firewall and software. Additional firewall capabilities are listed separately - 100% ELIGIBLE	H103X	\$5,500.00	1 Unit	\$5,500.00	100%	\$5,500.00	\$0.00
Firewall license One Year - H092F - Firewall license includes VPN, IDS, and IPS. Individual Web Filtering, Anti-Spam, and Anti-Malware licenses are listed and sold separately and are ineligible - 0% ELIGIBLE	H092F	\$1,000.00	1 Unit	\$1,000.00	0%	\$0.00	\$1,000.00
Service Essentials Band A 1 Year - SST1A - Smoothwall's service when only required during normal local office hours and the client is prepared to wait a short time for minor issues to be resolved, Smoothwall web portal access, Knowledge base access, Email & telephone incident submission, Remote diagnosis & fix, and Daily Blocklist Updates - 100% ELIGIBLE	SST1A	\$8.27	506 Units	\$4,184.62	100%	\$4,184.62	\$0.00
Web Filter License Band A 1 Year - LWF1A - 0% ELIGIBLE	LWF1A	\$8.47	506 Units	\$4,285.82	0%	\$0.00	\$4,285.82
				Subtotal		\$9,684.62	\$5,285.82
				Sales Tax 9.5%		\$920.04	\$502.15
* Please provide tax exempt certificate if applicable							
*Products and services listed in the Equipment List/RFP as eligible are based on expected percentage approvals from USAC. District shall be responsible to pay BorderLAN for items ordered that are not covered by E-Rate.						* Expected E-Rate covered Total \$10,604.66	* Expected District Responsibility Total \$5,787.97
Total Project Cost						\$16,392.63	



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3 Year Option

Description	SKU	Item Cost	Quantity	Price	Percentage of Eligibility	E-Rate Covered Amount	District Responsibility
S10 Firewall Appliance - H103X - Appliance includes basic firewall and software. Additional firewall capabilities are listed and sold separately - 100% ELIGIBLE	H103X	\$14,025.00	1 Unit	\$14,025.00	100%	\$14,025.00	\$0.00
Firewall License Three Year - H093F - Firewall License includes VPN, IDS, and IPS, Individual Web Filtering, Anti-Spam, and Anti-Malware Licenses are listed and sold separately and are ineligible - 0% ELIGIBLE	H093F	\$2,550.00	1 Unit	\$2,550.00	0%	\$0.00	\$2,550.00
Service Essentials Band A 3 Year - SST3A - Smoothwall's service when only required during normal local office hours and the client is prepared to wait a short time for minor issues to be resolved, Smoothwall web portal access, knowledge base access, Email & telephone incident submission, Remote diagnosis & fix, and Daily Blocklist Updates - 100% ELIGIBLE	SST3A	\$17.57	506 Units	\$8,890.42	100%	\$8,890.42	\$0.00
Web Filter License Band A 1 Year - LWF1A - 0% ELIGIBLE	LWF1A	\$18.03	506 Units	\$9,123.18	0%	\$0.00	\$9,123.18
		Subtotal		\$22,915.42		\$22,915.42	\$11,673.18
				Sales Tax 9.5%		\$2,176.96	\$1,108.95
						* Expected E-Rate covered Total \$25,092.38	* Expected District Responsibility Total \$12,782.13
						Total Project Cost \$37,874.51	

*Products and services listed in the Equipment List/RFP as eligible are based on expected percentage approvals from USAC. District shall be responsible to pay BorderLAN for items ordered that are not covered by E-Rate.

* Please provide tax exempt certificate if applicable

CONTRACT AGREEMENT

BORDERLAN TERMS AND CONDITIONS

BorderLAN is a 3rd party provider of manufacturer products and services which are re-sold and provided as "Services". Unless specified as BorderLAN Services, the Services sold by BorderLAN are created and supported by the respective product manufacturer.

Upon purchase of any Services, you agree to the specific products' END USER LICENSE AGREEMENT/TERMS & CONDITIONS from the product manufacturer of your purchase whether such Agreement was provided to you prior to or post purchase. By using our purchasing Services, you are agreeing to these Terms of Service. Please read them carefully.

Purchasing Our Services

Purchasing our Services occurs when there is an issuance of a purchase order, payment via credit card, or request of an invoice by you, herein and hereby called "Purchase." As such, a Purchase may not be cancelled once an order is placed unless it is specified in writing in a signed executed contract. Non-payment of any Purchase is not allowed and BorderLAN may pursue collection of non-paid debt. For this reason, we recommend that our customers evaluate products prior to a Purchase commitment. Financed or multiple year payment contracts also may not be cancelled but can be accelerated with early payments.

Payment of Services Funded by USAC (E-rate Program)

Services listed in the RFP as e-rate eligible are based on expected percentage approvals from USAC. These percentages are estimates only and do not guarantee payment or coverage by the Federal USAC program. Participating School Districts who order products shall be responsible to pay BorderLAN for items ordered that are not covered by E-Rate.

Using Services

Each Service contains proprietary software and or hardware along with materials and information that should not be tampered with or shared with the general public. Services may only be used as permitted by law, including applicable export laws and regulations. Using Services does not give you ownership of any intellectual property rights in the Purchased Services. Services we represent are primarily not BorderLAN's. The function of Services is the sole responsibility of the entity manufacturer that makes it available. You as a Customer own your data and the usage of the Service that can influence the data by moving, manipulating, filtering, backing up, blocking, securing, and encrypting and is the responsibility of the Customer to ensure the data is being handled properly. As a customer who has Purchased Services from BorderLAN, we may send you service announcements, customer service messages, and other information. You may opt out of these communications.

Terminating Services

As Services are sold as a PRE-PAYMENT for terms, you can stop using Purchased Services at any time but will not receive a refund, nor may cancel any future payments committed via contract that is considered a Purchase.

Warranties and Disclaimers

Other than as expressly set out in these terms or additional terms, neither BorderLAN, its suppliers, or distributors make any specific promises about the Services, the specific function of the services, their reliability, availability, or ability to meet your needs. We provide the services "as is." Some jurisdictions provide for certain warranties, like the implied warranty of merchantability, fitness for a particular purpose and non-infringement. To the extent permitted by law, we exclude all warranties.

Liability for Our Services

When permitted by law, BorderLAN and BorderLAN's suppliers, and distributors will not be responsible for lost profits, revenues, data, financial losses or indirect, special, consequential, exemplary, or punitive damages. To the extent permitted by law, the total liability of BorderLAN, its suppliers and distributors for any claim under these terms, including for any implied warranties, is limited to 25% of the amount you paid us to use the services. In all cases, BorderLAN, its suppliers and distributors, will not be liable for any loss or damage that is not reasonably foreseeable.



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About these Terms

BorderLAN may modify these terms or any additional terms that apply to these Services. All claims or disputes arising out of these terms, relating to these terms, or the Services provided are subject to the laws of California and will be litigated exclusively in the federal or state courts of San Diego, California, USA. By purchasing under these terms, you agree and consent to the jurisdiction of these courts.

BorderLAN Inc.
950 Boardwalk #300, San Marcos CA 92078
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Phone 760-736-8100 Fax 860-736-8100
www.borderlan.com

VENDOR Signature

BorderLAN Inc.
Company

By

Craig Smith, President

Name, Title

Date

02/23/2022

Date

Name, Title

District Authorized Signature

SCHOOL District Signature

Prepared for: Accelerated Schools
Prepared by : Tina Searcy
Email: tina.searcy@linewize.com

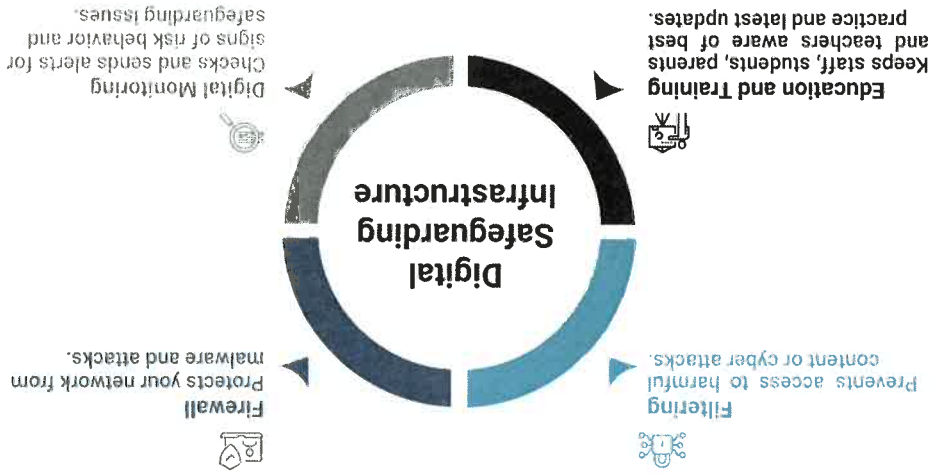
Firewall and Web Filtering Contract

smoothwall[®]
Part of  LineWize

Solutions

Our purpose at Smoothwall is to empower school districts to ensure the digital safety of their schools.

Smoothwall is the UK market leader and a growing presence in the US. 1 in 3 UK schools and 1 in 10 US school districts depend on our technologies. That's a combined 4 million students we help keep safe from online harm. Our solutions are designed to work standalone or can be combined for a world class package of digital safety.



Smoothwall Firewall

Complete all-in-one protection package designed with your organization's security needs in mind.

Smoothwall Firewall features anti-malware protection, HTTPS inspection, anonymous proxy detection & blocking, and intrusion detection & prevention, to provide you with a complete all-in-one protection package.

Key features:

- **Next-Generation Firewall**
Perimeter firewall and internal segmentation firewall to protect your network against all web and non-web borne threats.
- **Layer 7 Application Control**
Identify and stop applications that you don't want on your network and prioritize those that you do.
- **Intrusion Detection and Prevention**
Monitor, report on and react to any malicious attacks on your system.
- **Bandwidth Management**
Limit bandwidth use by content type, user, time and location, and web proxy cache.
- **VPN**
Supports both Site-to-Site (IPsec) VPNs and Remote Users (SSL and L2TP).
- **Link and Load Balancing**
Support for multiple WAN connections.
- **Directory Server Integration**
Microsoft Active Directory, Open Directory, eDirectory and more.
- **Gateway Anti-Malware**
Check signatures of malicious content at the gateway and protect against known and zero-day threats.
- **Source Natting**
Ensure traffic going out over multiple IPs is correctly routed.

Granular content-aware filtering for schools

The challenge for any educational organization is to protect students from harmful content while providing the freedom to learn without limits. Preventing overblocking and unreasonable restrictions is critical.

Real-time dynamic content analysis

Keeps users safe by categorizing new and existing content in real-time by analyzing the content, context and construction of each page.

Granular control

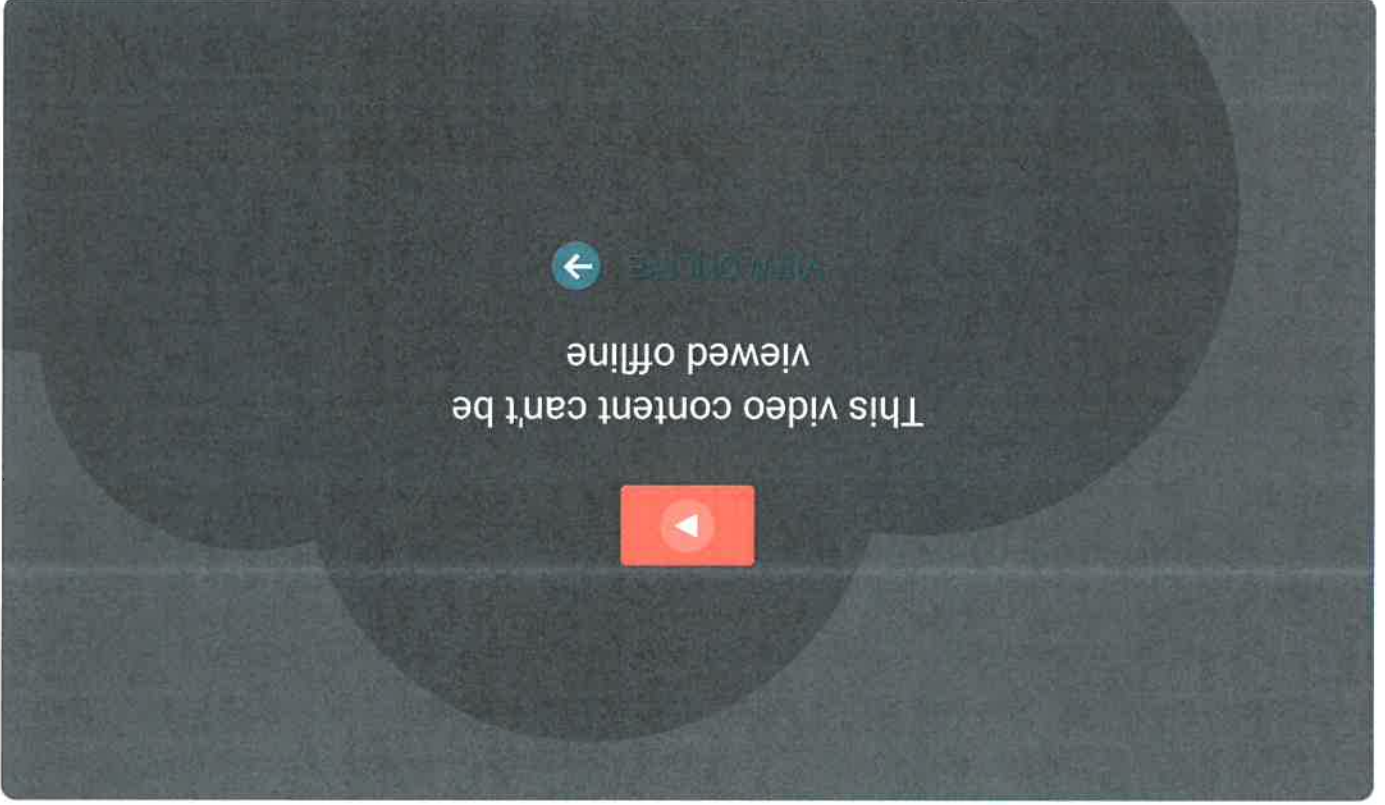
Build web filtering policies based on user group, content category, location IP and time.

BYOD

Offer appropriate internet access to guest mobile devices securely on your network across all platforms.

Social media controls

Allow read-only access and remove inappropriate content across social media sites.



What our customers say

"I have worked with many different firewall and content filter solutions throughout my career and working with a Smoothwall appliance has been a delight"

District Technology Director
Sound Bound Brook School District (NJ)

"Smoothwall's Unified Threat Management has simplified how we manage our network. It's education-specific features help us protect students from online harm and maintains productivity, all at an affordable price."

Director of IT
Spencer Community School District (IA)

Contact us

Ready to take the next step?

Email: ussales@smoothwall.com
Web: <https://us.smoothwall.com>

Or visit us sometime!

If you would like to accept this proposal please click below for our new, simple e-signature experience!