



Request for Proposal

Date:	May 7, 2026	Project:	Public Address (PA) System
Project Number:	26.12		

Response Due Date and Time:	May 21, 2026, at 2:00 p.m. Local Time
Submit Response to:	All proposals, required forms, and pricing shall be submitted electronically on BidNet Direct (https://www.bidnetdirect.com)
Submit Questions to:	Requests for clarification shall be submitted by email to rfp@rochester.k12.mi.us
Description of Procurement:	Public Address (PA) System

Estimated Project Timeline:

Notice of Advertisement in Local Newspaper:	May 7, 2026
Release of RFP:	May 7, 2026
Bid Due Date:	May 21, 2026, at 2:00 p.m. Local Time
Anticipated Board of Education Bid Award:	To Be Determined
Project Completion Date:	To Be Determined

→*Notice: The right to modify the project timeline is held by Rochester Community Schools in absolute discretion.*

Objective:

The District seeks a modern, scalable, standards-based communications platform that enhances instructional audio, emergency preparedness, campus communications, administrative efficiency, and long-term maintainability.

The system shall integrate classroom audio reinforcement, intercom, paging, bells, emergency notifications, visual messaging, districtwide communications, and related control functions into a unified solution utilizing the District's shared network infrastructure.

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1. INVITATION TO QUOTE

Rochester Community Schools (the District) invites qualified and experienced contractors to submit quotations for furnishing all labor, materials, equipment, software, programming, configuration, training, and related services necessary to provide a complete and fully operational Integrated IP-Based Classroom Sound, Schoolwide Public Address, Safety, and Intercommunication System in accordance with the requirements contained in this RFP.

The District intends to establish pricing for future purchases and reserves the right to award all sites at one time, in phases, by building, by project, or as needs arise.

All proposed equipment, installation methods, and implementation plans are subject to review and approval by District staff prior to issuance of any purchase order.

2. DISTRICT LOCATIONS

The following locations may be included in this solicitation:

Site	Address	Site Classification
Early Childhood Education Center	3838 N Rochester Rd. Rochester Hills, MI 48306	School
Baldwin Elementary	4325 Bannister St Rochester Hills, MI 48306	School
Brewster Elementary	1535 Brewster Rd Rochester Hills, MI 48306	School
Brooklands Elementary	490 E. Auburn Rd Rochester Hills, MI 48307	School
Delta Kelly Elementary	3880 Adams Rd Oakland Township, MI 48363	School
Hamlin Elementary	270 W. Hamlin Rd Rochester Hills, MI 48307	School
Hugger Elementary	5050 Sheldon Rd Rochester Hills, MI 48306	School
Long Meadow Elementary	450 Allston Dr Rochester Hills, MI 48309	School
McGregor Elementary	1101 W First St Rochester, MI 48307	School
Meadow Brook Elementary	2350 Munster Dr Rochester Hills, MI 48309	School
Musson Elementary	3500 Dutton Rd Rochester Hills, MI 48306	School
North Hill Elementary	1385 Mahaffey Ave Rochester Hills, MI 48307	School
University Hills Elementary	600 Croydon Rd Rochester Hills, MI 48309	School
Hart Middle School	6500 Sheldon Rd Rochester Hills, MI 48306	School
Reuther Middle School	1430 E. Auburn Rd Rochester Hills, MI 48307	School
Van Hoosen Middle School	1339 N. Adams Rd Rochester Hills, MI 48306	School
West Middle School	500 Old Perch Rd Rochester Hills, MI 48309	School

Rochester Adams High School	3200 W. Tienken Rd Rochester Hills, MI 48306	School
Rochester High School	1361 Walton Blvd Rochester Hills, MI 48309	School
Stoney Creek High School	6755 Sheldon Rd Rochester Hills, MI 48306	School
John M. Schultz Educational Campus	1440 John R Rd Rochester Hills, MI 48307	School
Rochester Community Schools Administration Center	52585 Dequindre Rd Rochester, MI 48307	Ancillary Bldg
Facilities and Operations Center	1402 W Hamlin Rd Rochester Hills, MI 48309	Ancillary Bldg
Transportation	380 S Livernois Rochester Hills, MI 48307	Ancillary Bldg

3. PROJECT OBJECTIVE

The District seeks a modern, scalable, standards-based communications platform that enhances instructional audio, emergency preparedness, campus communications, administrative efficiency, and long-term maintainability.

The system shall integrate classroom audio reinforcement, intercom, paging, bells, emergency notifications, visual messaging, districtwide communications, and related control functions into a unified solution utilizing the District's shared network infrastructure.

4. GENERAL SCOPE OF WORK

The successful respondent shall provide all supervision, project management, engineering, coordination, materials, devices, accessories, software, firmware, programming, commissioning, testing, documentation, training, and warranty support necessary for a complete turnkey installation.

Work shall include, but not be limited to:

- IP-based classroom communication and sound reinforcement systems.
- Schoolwide paging and intercom systems.
- Emergency notification and alerting functions.
- Bell scheduling and automated announcements.
- Visual messaging displays, strobes, and signage integration.
- Administrative map-based consoles and management interfaces.
- SIP integration with telephone systems.
- Districtwide centralized management server capabilities.
- Device monitoring, diagnostics, and firmware management.
- Integration with approved third-party systems.
- User training and post-installation support.

Unless specifically excluded, all miscellaneous items required for a complete and functional system shall be included.

5. NETWORK AND ARCHITECTURE REQUIREMENTS

The solution should utilize industry-standard Ethernet infrastructure and should not require proprietary switching, routing, or transport hardware.

The system shall support:

- Shared or dedicated 10/100/1000 Mbps switched networks
- VLAN environments
- Multi-subnet routing
- Fiber-connected MDF/IDF topologies
- SIP-based communications
- On-premises survivability without WAN dependency
- Physical or virtual server deployment

District-provided network switches, cabling, and UPS infrastructure may be used where available unless otherwise noted.

6. FUNCTIONAL REQUIREMENTS

The system shall provide, at minimum:

- A. Classroom Communications
 - a. Two-way handsfree classroom intercom.
 - b. Teacher emergency alert capabilities.
 - c. Classroom audio reinforcement.
 - d. Paging group assignment by software.
 - e. Pre-announce tone prior to talkback connection.
- B. Administrative Communications
 - a. All-call, zone, and group paging.
 - b. Emergency priority paging.
 - c. Administrative touch-screen kiosk(s).
 - d. Browser-based access from authorized devices.
 - e. Map-based system control.
- C. Scheduling and Automation
 - a. Unlimited schedules.
 - b. Up to 300 events per schedule.
 - c. Bells, tones, WAV/MP3 announcements.
 - d. Holiday calendars.
 - e. Immediate same-day schedule changes.
- D. Safety Features
 - a. Integrated staff alerting.
 - b. Location-based alert mapping.
 - c. Email and SMS notifications.
 - d. Optional camera pop-up integrations.
 - e. Lockdown / evacuation / take-cover notifications.
- E. Visual Messaging
 - a. LED/LCD scrolling displays.

- b. Bell and notification synchronization.
- c. Multi-color signage support.
- d. Clock, timer, and emergency signage.
- F. Management
 - a. Device discovery.
 - b. Automated provisioning.
 - c. Firmware updates.
 - d. Health monitoring.
 - e. Centralized district reporting.

7. SUBMITTAL REQUIREMENTS

Respondents shall submit proposals organized as follows:

- A. Executive Summary
 - a. Company profile
 - b. Relevant qualifications
 - c. Understanding of project scope
 - d. Summary of proposed solution
 - e. Value-added enhancements
- B. Pricing
 - a. Provide Microsoft Excel pricing sheets including:
 - i. Quantities
 - ii. OEM part numbers
 - iii. Service line items
 - iv. Unit pricing
 - v. Extended pricing
 - vi. How long pricing is held
- C. Technical Documentation
 - a. Product data sheets
 - b. Cut sheets
 - c. Architecture diagrams
 - d. Licensing details
- D. Implementation Plan
 - a. Discovery process
 - b. Design methodology
 - c. Deployment schedule
 - d. Testing and cutover plan
 - e. Training plan
- E. Quality Control
 - a. Internal QC procedures
 - b. Checklists
 - c. Acceptance processes
- F. Support and Qualifications
 - a. Key personnel resumes
 - b. Certifications

- c. Manufacturer authorizations
 - d. Service capabilities
 - e. References
- G. Exceptions / Assumptions

Any deviations from this RFP must be clearly stated. Failure to list exceptions shall indicate full compliance.

8. EVALUATION CRITERIA

The District reserves the right to award the respondent determined to provide the best overall value.

Evaluation may include:

- Compliance with specifications n- Product quality and functionality
- Installation methodology
- Schedule flexibility
- Service and support resources
- References and past performance
- Pricing and lifecycle value
- Overall responsiveness

9. TECHNICAL SPECIFICATIONS

Respondents shall furnish equipment which meets or exceeds the following requirements. Equivalent products may be proposed only where full compliance is demonstrated.

- A. Headend / Server Platform
 - a. Web-based management interface.
 - b. Physical 1U appliance or virtualized deployment supported.
 - c. Linux-based architecture.
 - d. RAID1, dual power supplies, hot-swappable drives for appliance deployments.
 - e. VMware ESXi 6.5 or later supported.
 - f. Standards-based SIP/RTP communications.
 - g. Unlimited bell schedules and calendar-based programming.
 - h. Map-based control interface.
 - i. LDAP / Active Directory integration.
 - j. Role-based permissions.
 - k. SQL or commercially available database architecture.
 - l. On-premises survivability without WAN dependency.
 - m. Four-year calendar scheduling capability.
- B. District Centralized Management
 - a. Single-pane-of-glass management of all campuses.
 - b. Centralized alerts, health monitoring, and reporting.
 - c. Districtwide or grouped paging.
 - d. Campus map nesting and drill-down views.
 - e. Physical or virtual server deployment supported.
- C. Network Requirements

- a. Shared or dedicated Ethernet network.
 - b. 10/100/1000 Mbps switching.
 - c. VLAN capable.
 - d. Multi-subnet routing supported.
 - e. Fiber backbone compatible.
 - f. No proprietary network hardware required.
- D. UPS Power Protection
- a. APC Backup UPS 425VA Equivalent
 - b. 255 Watts / 425VA minimum.
 - c. 120V nominal output.
 - d. NEMA 5-15R receptacles.
 - e. Auto sensing input.
 - f. Lead-acid battery.
 - g. Eaton 5P 1000VA Rackmount Equivalent
 - h. 770 Watts / 1.0kVA minimum.
 - i. Line interactive sine wave topology.
 - j. Rackmount 2U.
 - k. LCD display.
 - l. USB, Serial, or SmartSlot communications.
- E. Administrative Kiosk
- a. Embedded Android OS or approved equivalent.
 - b. Dedicated kiosk mode.
 - c. Integrated boom microphone.
 - d. Full access to paging, alerts, schedules, groups, music, and testing functions.
- F. Common Zone Amplifier
- a. 1 x 300W output minimum.
 - b. Built-in 70V output.
 - c. 1RU form factor.
 - d. RS-232 control.
 - e. Ethernet 10/100.
 - f. Multiple balanced/unbalanced inputs.
 - g. 5-band equalizer.
 - h. PoE electronics support.
- G. Classroom / Zone Network Interfaces
- a. Full duplex handsfree communications.
 - b. PoE powered.
 - c. Speaker output supporting up to two speakers where specified.
 - d. SIP, UDP, multicast, TCP control.
 - e. RS-232 integration.
 - f. I/O for strobes, sensors, relays.
 - g. LLDP-MED support.
- H. SAFE Alert Extender Interfaces
- a. Integrated receiver capability.
 - b. PoE powered Class D amplifier.

- c. 10/100 Ethernet.
- d. SIP compliant.
- e. Alert acknowledgement capability.
- I. Program / Media Distribution Interface
 - a. 7-inch capacitive touch screen.
 - b. Bluetooth input.
 - c. Dual 3.5 mm inputs.
 - d. Dual 3.5 mm outputs.
 - e. USB-C powered.
 - f. Gigabit Ethernet.
 - g. Scheduled or on-demand source streaming.
- J. Speakers
 - a. Ceiling Speakers
 - b. 25/70/100V transformer taps.
 - c. Minimum 50W continuous power handling.
 - d. UL2043 plenum rated where applicable.
 - e. White finish.
 - f. Surface Wall Speakers
 - g. Matched enclosure.
 - h. Wide frequency response.
 - i. Steel baffle construction.
 - j. Paging Horns
 - k. Re-entrant horn design.
 - l. Indoor/outdoor rated.
 - m. 25/70V transformer.
 - n. Vandal resistant hardware where specified.
 - o. Low Profile Ceiling Speakers
 - p. 6.5-inch coaxial design.
 - q. 8 ohm and 70V/100V capable.
 - r. Shallow depth design.
 - s. Indoor / Outdoor Speakers
 - t. Weather resistant.
 - u. 70V compatible.
 - v. Full range response.
- K. IP Call Stations
 - a. SIP compliant.
 - b. PoE powered.
 - c. Flush mount stainless steel design.
 - d. Relay contact output.
 - e. Standard codecs including G.711 / G.722.
- L. Volume Controls
 - a. Rotary selector with 11 positions.
 - b. Decora style.
 - c. 25W RMS minimum.

- d. 25/70V compatible.
- M. Classroom Sound Amplification System
 - a. Fully PoE powered receiver / amplifier.
 - b. 30W RMS amplifier minimum.
 - c. Class D efficiency.
 - d. Integrated receiver port.
 - e. 5-band equalization.
 - f. Multiple multimedia inputs.
 - g. Assistive listening line output.
 - h. RS-232 pass-through control.
 - i. Intercom wall plate connectivity.
- N. Wireless Receiver Technology
 - a. DECT / 1.9 GHz technology.
 - b. Three channel reception.
 - c. Pairing controls.
 - d. Feedback suppression.
 - e. Alert trigger support.
 - f. Recording trigger outputs.
 - g. Remote volume control.
- O. Teacher Pendant Microphone
 - a. 1.9 GHz DECT operation.
 - b. Integrated microphone.
 - c. USB-C charging.
 - d. Rechargeable Li-Ion battery.
 - e. Mute / power controls.
 - f. Emergency alert buttons.
 - g. Intercom call button.
 - h. Recording function.
 - i. Remote volume control.
- P. Student Handheld Microphone
 - a. 1.9 GHz DECT operation.
 - b. USB-C charging.
 - c. Rechargeable Li-Ion battery.
 - d. Push-to-talk and continuous modes.
 - e. Integrated microphone.
- Q. Classroom Speaker Models / Performance
 - a. Lay-in tile speakers, surface mount speakers, and cut-in speakers as shown on plans.
 - b. UL2043 plenum compliance where applicable.
 - c. Performance equal to listed FS-22, FS-21, WS-09, and CS-12 references.
- R. Intercom Wall Plates / Buttons
 - a. Single gang Decora style.
 - b. RJ45 connectivity.

- c. Configurations with microphone, call button, emergency button, or combination.
 - d. White finish.
- S. A/V Touch Panel (Optional)
 - a. Double gang capacitive touch control.
 - b. Backlit interface.
 - c. Multi-page customizable GUI.
 - d. Emergency room status controls.
 - e. A/V device control capability.
- T. Language Translation Interface
 - a. Audio I/O interface for teacher computer integration.
 - b. Playback through classroom audio system.
 - c. Capture wireless microphone audio.
 - d. Supports cloud translation workflows.
 - e. Assisted listening or recording output.
- U. Licensing
 - a. Perpetual licensing required.
 - b. All in-version software upgrades included.
 - c. Base functions included without add-on licensing for paging, maps, bells, alerts, classroom control, and event engine.
- V. Compliance

All proposed products shall meet or exceed the performance intent of the original RFP specifications. Where a basis-of-design model is referenced, approved equals must be fully documented.

10. INSTALLATION STANDARDS

All work shall be performed in a neat and professional manner consistent with industry's best practices.

Contractor shall coordinate with District staff and other trades to minimize disruption to instruction and operations.

Installations shall comply with all applicable codes, standards, and manufacturer requirements.

11. TRAINING AND CLOSEOUT

Successful respondent shall provide:

- System administrator training
- End-user training
- As-built documentation
- Programming backups
- Warranty documentation
- Support contacts

12. DISTRICT RIGHTS

The District reserves the right to:

- Reject any or all proposals
- Waive informalities
- Request clarifications
- Negotiate with respondents
- Award by site, phase, or package
- Cancel or modify this RFP at any time

13. REFERENCES

Respondents shall provide a minimum of three references for projects of similar size and complexity.

14. PROCUREMENT TIMELINE

The District reserves the right to revise dates as necessary.

Estimated Project Timeline:

Notice of Advertisement in Local Newspaper:	May 7, 2026
Release of RFP:	May 7, 2026
Bid Due Date:	May 21, 2026, at 2:00 p.m. Local Time
Anticipated Board of Education Bid Award:	To Be Determined
Project Completion Date:	To Be Determined

15. SUBMISSION INSTRUCTIONS

Respondents shall submit proposals in the format requested by this RFP.

Submission shall include:

- Executive Summary.
- Pricing Proposal.
- Technical Documentation.
- Implementation Plan.
- Quality Control.
- Support and Qualifications.
- Exceptions / Assumptions (if needed).
- Required Forms.

Electronic submission, sealed bid delivery, or both may be required as directed by the District.

Late submissions may be rejected.

16. BID DUE DATE AND PROPOSAL SUBMISSION REQUIREMENTS

- All proposals, required forms, and pricing shall be submitted electronically on BidNet Direct (<https://www.bidnetdirect.com>) no later than 2:00 p.m., local time, May 21, 2026 (the "Due Date".) No oral, telephonic, or facsimile proposals will be considered.
- RCS will not consider or accept any late Bids received after the Due Date specified within the RFP. It is the sole responsibility of the Bidder to ensure their proposal is entered completely and forms are uploaded on BidNet Direct before the closing date

and hour indicated within the RFP. Bidders shall plan ample time to respond to all requirements and input all requirements. RCS is not responsible for any delivery delays.

- C. Bids should be inclusive of criteria given herein and must include the Certification of Compliance – IRAN ECONOMIC SANCTIONS ACT and FAMILIAL DISCLOSURE AFFIDAVIT OF BIDDER.

17. FAMILIAL RELATIONSHIP DISCLOSURE

- A. All bidders shall provide familial disclosure in compliance with MCL 380.1267 and attach this information to the bid proposal. The bid proposal shall be accompanied by a sworn and notarized statement disclosing any familial relationship that exists between the bidder or any employee of the bidder, and any member of the Board of Education of the school district, or the Superintendent of the school district. The District will not consider a bid proposal that does not include this sworn and notarized statement.

18. IRAN ECONOMIC SANCTIONS ACT

- A. Each bid must be accompanied by a sworn and notarized statement certifying that the Contractor is not an "Iran linked business" within the meaning of the Iran Economic Sanctions Act.

19. INSURANCE AND COMPLIANCE

Prior to contract execution, awarded vendor may be required to provide evidence of the following:

- Commercial General Liability Insurance.
- Automobile Liability Insurance.
- Workers Compensation Insurance.
- Employer's Liability Insurance.
- Cyber Liability Insurance if software hosting or remote services are included.
- Required business licenses.
- Criminal background compliance for on-site personnel where applicable.

20. SELECTION PROCESS AND OWNER'S RIGHTS

The Owner reserves the following:

- To reject any or all bids without compensation to the bidders and to waive any or all variances, irregularities, or informalities in the bid package.
- If all acceptable bids exceed the owner's budget, the Owner reserves the right to negotiate a contract with the lowest and best acceptable bidder or any other one of the acceptable bidders.

21. EVALUATION MATRIX

The District may evaluate proposals using criteria such as:

- Public Address (PA) Functionality.
- Classroom Audio.
- Accessibility Features.

- Future Expandability (Safety/Security Components).
- Integration with current infrastructure.
- Training and Support.

The District reserves the right to modify evaluation criteria prior to award.

22. PRICING CERTIFICATION

Bids should include acknowledgement of timeline of submitted pricing as valid for a minimum of 180 days from proposal due date unless otherwise stated. Exceptions must be noted.

23. SIGNATURE PAGE

Bids should include a signature page which certifies this document has been reviewed in full and agrees to provide all goods and services in accordance with the submitted proposal and any resulting contract documents.

24. QUALIFICATION OF BIDDER

- A. The Owner reserves the right to request qualification information from any bidder before issuing documents, receiving bids or awarding a contract. The Owner may, at its sole discretion, accept or reject bidders as qualified. The right to waive any informalities in qualification materials is reserved by the Owner. The Bidder, in submitting his/her bid, agrees to accept the decision of the Owner as final.
- B. The submitters shall provide full disclosure of all existing client relationships that currently or prospectively may give rise to conflicts of interest and disqualification as governed by the codes of rules of professional responsibility and conduct.

25. SALES TAX

- A. Owner is exempt from all taxes. A tax exemption certificate will be issued upon request.

26. METHOD OF ORDERING

- A. Issuance of a written purchase order by the Purchasing Department is the method of ordering products or services. All vendor invoices and packing/delivery tickets must include the purchase order number.

27. PAYMENT

- A. Payment to be made from Vendor's invoice, and a copy of the signed delivery invoices, submitted to cover items received and accepted during the billing period. Invoices must contain the bid number under which the contract is awarded.
- B. Pricing shall be F.O.B. delivered to RCS at 52585 Dequindre Road, Rochester MI 48307, unloaded, and installed.

28. WITHDRAWAL OR REVISION OF BID PROPOSALS

- A. A bid may not be modified, withdrawn or cancelled by the bidder for ninety (90) calendar days following the time and date designated for the opening of bids, and bidder so agrees in submitting his/her bid.

29. ACCEPTANCE AND REJECTION OF BID PROPOSALS

- A. Low bid price is not always the determining factor in the awarding of the bid. Other factors considered may include, but not be limited to, the following: delivery and/or completion time, judged quality of product, past performance, inventory availability, financial stability, and references.
- B. The Owner shall have the right to waive any informality or irregularity in any bid received and to accept bids which, in their judgment, are in their own best interest.
- C. The Owner shall have the right to accept or reject alternates in any order or combination and to determine the apparent low bidder on this basis.

30. POST-BID INFORMATION

- A. After the bids are received, tabulated, and evaluated by the Owner, the apparent lowest qualified bidder(s) shall meet with the Owner at a post-bid meeting if requested by Owner.
- B. The Owner reserves the right to request additional information from bidders for evaluation criteria as needed.

FAMILIAL DISCLOSURE AFFIDAVIT OF BIDDER

The undersigned, owner or authorized officer of _____ (the bidder/contractor), pursuant to the familial disclosure requirement provided in the Request for Proposals, hereby represent and warrant, except as provided below, that no familial relationships exist between the bidder/contractor or any employee of the bidder/contractor, and any member of Rochester Community Schools Board of Education, the Superintendent and/or any Rochester Community Schools Administrator.

The following are the bidder’s familial relationship(s) with Rochester Community Schools:

Bidder/Contractor Employee Name Related to:

1 _____

2 _____

(Attach additional pages if necessary to disclose all familial relationships.)

There is no familial relationship that exists between the bidder/contractor and/or any employee of the bidder and any member of the Rochester Community Schools Board of Education, Superintendent, or Administration.

Bidder: (Company Name)

By:

(Signature)

(Title)

This instrument was acknowledged before me, a Notary Public, in and for _____ County, _____ on this _____ day of _____, 20____.

SS:

(Notary Public Signature)

My Commission expires: _____

Acting in the County of: _____

Certification of Compliance – IRAN ECONOMIC SANCTIONS ACT
(MICHIGAN PUBLIC ACT NO. 517 OF 2012)

The undersigned, the owner or authorized officer of the Below named Bidder (the "Bidder"), pursuant to the compliance certification requirement provided in the Rochester Community Schools' (the "School District") Request for Bid, hereby certifies, represents and warrants that the Bidder (Including its officers, directors and employees) is not an "Iran linked business" within the meaning of the Iran Economic Sanctions Act, Michigan Public Act No. 517 of 2012 (the "Act"), and that in the event Bidder is awarded a contract as a result of the aforementioned RFB, the Bidder will not become an "Iran linked business" at any time during the course of performing the Work or any service under the contract.

The Bidder further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more the \$250,000.00 or 2 times the amount of the contract or proposed contract for which the false certification was made, whichever is greater, the cost of the School District's investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on a request for bid for three (3) years from the date that it is determined that the person has submitted the false certification.

Name of Company

Name and Title of Authorized Representative

Signature