



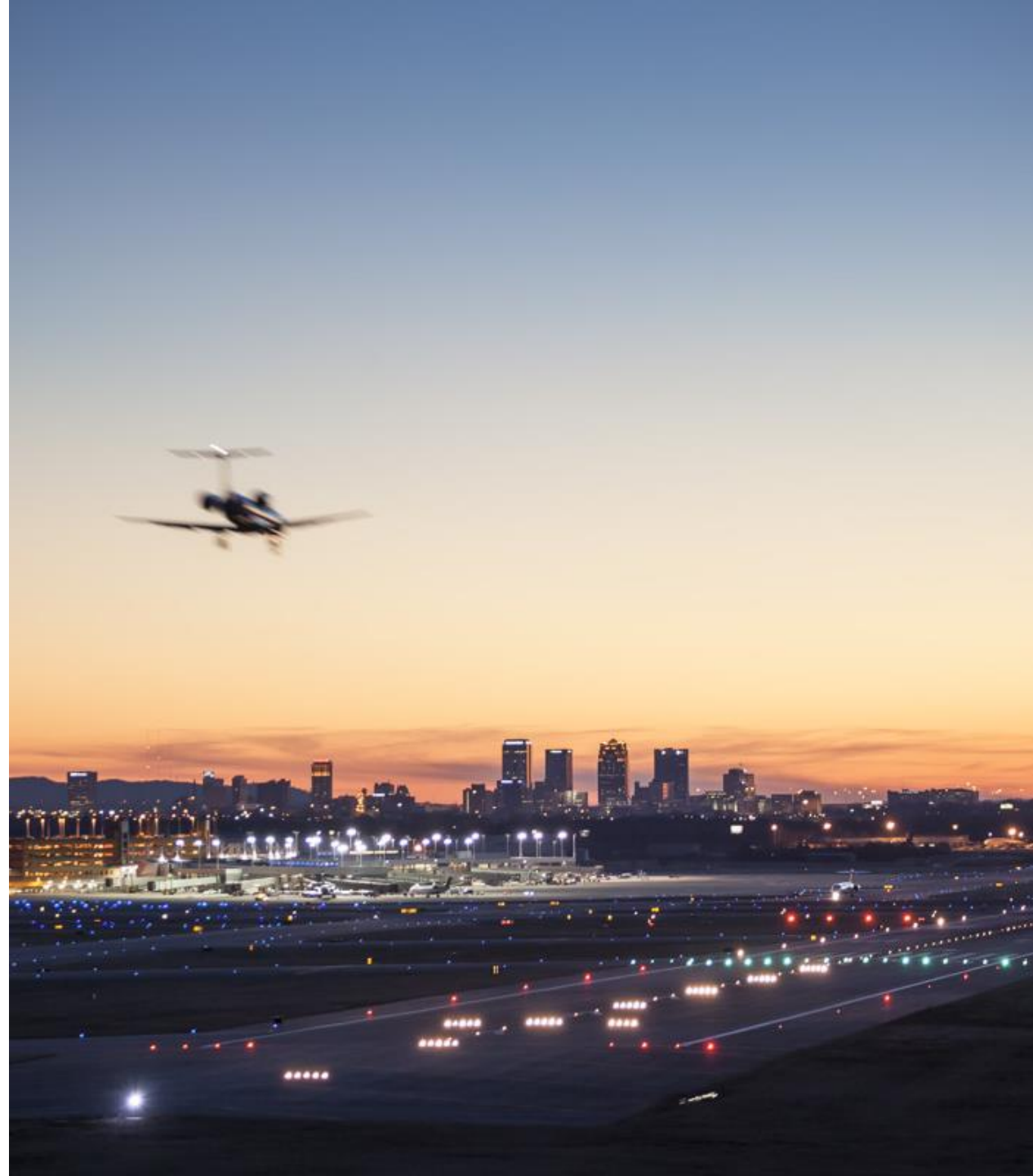
FY 2025 Design and Upgrade LAN Infrastructure and Wi-Fi Systems

Pre-Submittal Meeting

November 14, 2024/ 10:00 AM CST

Overview

- Airport Staff Introductions
- Airport Background
- Project Scope of Work
- Project Proposal
- Project Proposal Format
- Project Selection Criteria
- Diversity and Inclusion
- Tentative RFQ Timeline
- Questions



BHM Background

- Birmingham-Shuttlesworth International Airport is the most active airport in the state of Alabama
- Tenants Include:
 - Four (4) Airlines
 - Two (3) Cargo Operators
 - Two (2) FBO Locations
 - Four (4) Rental Car Operators
 - Alabama Air National Guard
 - 24 Corporate Hangars
 - Kaiser Facility (MRO)

Proposed Scope of Work

- The Birmingham Airport Authority (BAA) is seeking proposals from qualified vendors for the design and upgrade of our LAN infrastructure and Wi-Fi systems, to meet current needs and support future growth.
 - Assessment of current LAN and Wi-Fi setup.
 - Design of a scalable and secure LAN architecture and Wi-Fi upgrade.
 - Provision of necessary hardware and software.
 - Implementation of the LAN and Wi-Fi design.
 - Testing and validation.
 - Training for IT staff.

Proposed Scope of Work

- **LAN Infrastructure Design & Upgrade**

Currently, the BAA network consists of a flat Corp network, multiple physical and virtual networks that support BAA enterprise requirements, along with 3rd party contractors and agencies that reside and provide services at the airport. Many of these networks are physically isolated from separate switching infrastructures.

When responding to this RFP, vendors should include services to support the review and a comprehensive redesign of BAA's network with the following objectives:

- Identify and consolidate (where appropriate) the number of physical and virtual networks currently in use at BAA.
- Where possible, deploy networks/subnets on the new LAN infrastructure hardware.
- Include Layer-3 routing, VLANs, network segmentation, and security considerations following current industry and manufacturer best-practices

Proposed Scope of Work

- **Wi-Fi Design & Upgrade**

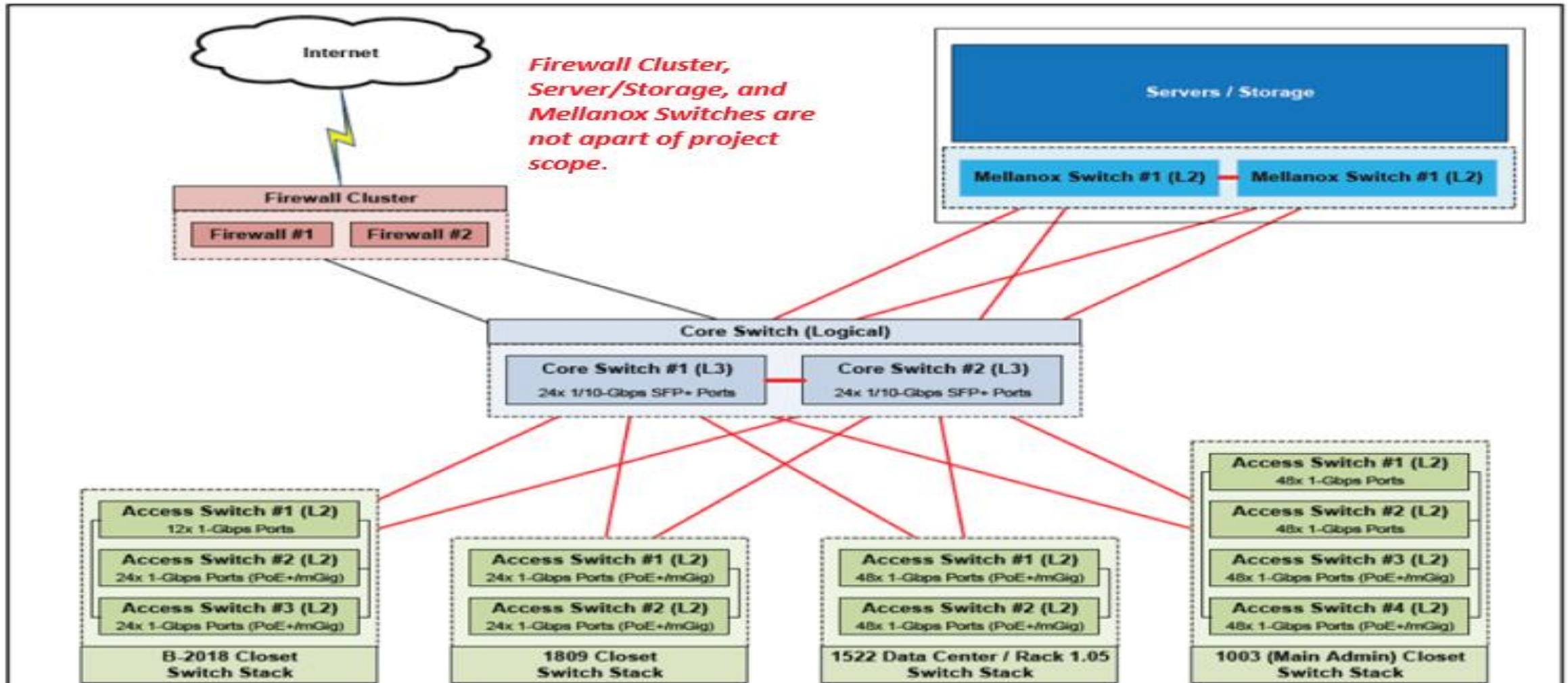
Currently, the BAA Wi-Fi network consists of approximately 51 Indoor Watchguard access points, 9 outdoor Watchguard access points, and 4 indoor Mist access points, providing guest network access.

To ensure proper coverage, around 22 indoor access points will be added, for a total of 68 indoor access points and 9 outdoor access points. This number could change depending on your own design. BAA has conducted a Wireless Site Survey, the results of which can be provided and used to facilitate the redesign.

When responding to this RFP, vendors should include services to support the review and redesign of BAA's Wi-Fi network with the following objectives:

- BAA is looking to deploy Wireless Access Points (WAPs) that support WiFi-GE/WiFi-7.
- Use of 2.4GHz, 5GHz, and 6GHz spectrums.
- Network switch ports connecting to the WAPs should provide PoE++ (802.3bt) and mGig (multi-gigabit).

Exhibit 1



Topology (Conceptual)

LAN Infrastructure

Exhibit 2

- Exhibit 2 list port counts per closet and network. Please use the document provided to guide your initial assessment. Additionally, utilize the Response Template within the document to provide detailed information on switch models, AP models, modules, licenses, stacking, and uplinks. This will assist the BAA in effectively comparing all responses.

Project Proposal

- Please submit three (3) hard copies and one (1) electronic copy (via USB flash drive) of your proposal plan to the address below. Please include the cost proposal in a separate hard copy and electronic copy in the proposal.
- **Contact:** Ed A Seoane, Vice President of Purchasing
- **E-mail:** eseoane@flybhm.com
- **Address:** Birmingham Airport Authority 5900 Messer Airport Highway Birmingham, AL 35212
- Deliveries can also be made in-person to the BAA Office located on the ground level of the Terminal Building (located at the above address). All questions associated with this RFP must be submitted in writing via e-mail to Ed Seoane, Vice President of Purchasing, at eseoane@flybhm.com by the deadline identified for questions/clarifications (see timeline).
- Project proposals shall remain valid for one hundred eighty (180) days from the submission deadline. By submission of a bid/quote, Contractor agrees that its bid/quote is valid for one hundred eighty (180) days from the submission deadline.

Project Proposal Format

- Contractors' Project Proposals shall be no longer than twenty-five (25) pages (not including back/ front cover, tabs/ dividers, cover letter, or table of contents), each page must not be larger than 8.5" x 11", and must include the following sections:
 - Contractor Overview and Capability to Perform All Aspects of the Scope of Work
 - Recent Contractor Experience in Performing Similar Services:
 - Proposed Scope of Work and Approach to Performing the Services
 - MBE/WBE Participation
 - Cost Proposal

Project Proposal Selection Criteria

- Proposals will be evaluated based on the proposer's ability to meet the performance requirements of this RFP. To be deemed responsive, it is important for each proposer to provide appropriate detail to demonstrate satisfaction of each criterion and compliance with the performance provisions outlined in this RFP. Proposals must contain information specifically related to the proposed services and requested herein. Failure to submit any information requested may result in the elimination of the proposal from further evaluation and consideration. The evaluation and selection will be based on the following:
 - i. Contractor's capability to perform all aspects of the scope of work
 - ii. Contractor's proposed approach to the services at BHM
 - iii. Contractor's recent experience in performing similar services
 - iv. Contractor's commitment to the MBE/WBE Participation Goal
 - v. Contractor's proposed cost

Diversity and Inclusion

- The BAA places a very high priority on diversity and inclusion, not just for the Airport itself, but for all businesses that operate at the Airport as well.
- To be effective, diversity and inclusion must reach all levels of the organization.
- Please let us know in your proposal if your company is a certified small minority business or women own business and if your company has a diversity and inclusion policy.
- **There is s a 6 %MBE/WBE contractor participation for this project.**

Tentative RFQ Timeline

Request for Proposal Documents Available	November 1,2024
Pre-bid meeting and site visit	November 14,2024
Written Inquires Accepted Through	November 22,2024
Quote Due Deadline	December 2,2024
Target Award Date	January 2025

Questions

