

REQUEST FOR PROPOSALS

Wireless Network Refresh Project

Issued by Jackson Hole Airport

REQUEST FOR PROPOSALS ("RFP")
WIRELESS NETWORK REFRESH PROJECT
JACKSON HOLE AIRPORT
JACKSON, WYOMING

INTRODUCTION

The Jackson Hole Airport Board (the "Board") is soliciting Proposals for its use in selecting an information technology equipment manufacturer or distributor ("Vendor") to purchase equipment from for the Wireless Network Refresh Project ("Project") at the Jackson Hole Airport ("Airport" or "JAC").

OVERVIEW OF THE AIRPORT

JAC is a commercial service airport located approximately seven miles north of the Town of Jackson in Teton County, Wyoming. The Airport is owned and operated by the Jackson Hole Airport Board under authority granted jointly by the Town of Jackson and Teton County. The Airport is located entirely within Grand Teton National Park under a Use Agreement with the United States Department of the Interior, making it the only commercial service airport in the U.S. operating within a national park. The area boasts world-class ski areas and provides easy access to both Grand Teton and Yellowstone National Parks.

As the busiest airport in the state, JAC is a valued gateway for those who call the area home and for those wanting to experience the natural beauty and wide range of recreational opportunities Wyoming has to offer. The Airport also supports search and rescue, wildland firefighting, air medical service, the National Park Service, and US Forest Service, among other activities. JAC employs approximately 150 people and is also home to over 650 other tenant employees.

The Airport is served by United, Delta, American and Alaska Airlines year-round. The Board also operates the Fixed Base Operator (FBO) and provides all services to general aviation aircraft.

PROJECT DETAILS

The existing wireless network at the Airport requires an update. All current licensing co-terminates in June 2027 and several access points in use are End of Sale and approaching End of Life.

Exhibit A to this RFP, Technical Requirements, provides specific details on the current environment and project requirements.

This RFP is occurring in parallel to an RFP for the Network Switching Refresh Project. Interested Vendors are required to submit separate Proposals in response to each RFP if the Vendor is interested in both RFPs. Combined Proposals will not be considered.

RFP HOLDERS LIST

Vendors responding to this RFP are requested to register on the RFP Holders List by contacting Anna Valsing, with the Jackson Hole Airport, by email at anna.valsing@jhairport.org.

QUESTIONS

If discrepancies or omissions are found by any Vendor or there is doubt as to the true meaning of any part of the RFP, a written request for clarification or interpretation shall be submitted before the deadline set forth in this RFP. Questions submitted after this time will not be considered.

Any clarification or interpretation or change to the RFP will be by written addendum. The Board is not responsible for any explanation, clarification, interpretation, or approval made or given in any manner except by written addendum. A copy of each addendum will be posted on the JAC website and provided to Vendors registered on the RFP holder's list. Any addenda so issued are to be considered a part of the RFP document.

All questions and correspondence related to this RFP shall be emailed to the Authorized Representative designated below:

Anna Valsing
Jackson Hole Airport
anna.valsing@jhairport.org

PROPOSAL CONTENT

Proposals shall include, **at a minimum**, the following:

a) A cover letter signed by the submitting Vendor's primary contact person outlining capability to provide the required equipment work.

b) Vendor Information - Vendor name, address of the primary place of business, Vendor type (e.g. single source, joint venture, etc.), legal organization, and contact person.

c) Compliance Matrix - Fill out provided Excel Compliance Matrix. Include one row for every requirement ID in Sections 2 - 4 of **Exhibit A**. Response values are:

- **Comply**: met by the proposed products as quoted
- **Partial**: partly met; explain what is missing
- **Alternative**: met a different way; explain how
- **Does not comply**

d) Pricing Sheet – Fill out provided Excel Pricing Sheet.

e) Support & Lifecycle – Provide details on proposed product warranty, RMA terms, and anticipated product lifecycle.

f) Project Schedule - All equipment shall be delivered in time for cutover to finish before June 10, 2027. Proposers shall state current lead times and a committed delivery date for each proposed model, and identify any model that is out of stock or has no confirmed restock date at the time of Proposal submittal.

Vendors must label any information in their submittal that they consider confidential or proprietary. The Board is a governmental entity subject to the open records requirements under the laws of the State of Wyoming and may be obligated to disclose information contained in a Proposal as required by law.

SUBMITTAL REQUIREMENTS

Interested Vendors shall submit electronically their complete Proposal package via email to anna.valsing@jhairport.org with a subject line of "Vendor Name – Proposal for Wireless Network System Refresh Project".

Competitive Proposals shall be submitted no later than 3:00 pm (MST) on December 23, 2026. No Proposals will be reviewed prior to the proposal due date.

Proposals received after the deadline will under no circumstances be considered.

SCHEDULE OF KEY EVENTS, DATES, AND TIMES

RFP Published	November 18, 2026
Deadline for Questions	December 4, 2026
Addendum Answering Questions Issued	December 9, 2026
Proposals Due	December 23, 2026
Estimated Award Date	January 20, 2027

EVALUATION CRITERIA AND PROCESS

An Evaluation Committee shall be formed for the purpose of reviewing submitted Proposals and making recommendations to the Board. In evaluating the Proposals, the Evaluation Committee shall use the following criteria:

Evaluation Criteria	Weighting	How it is measured
Technical Compliance	30	Number of "Should" and "Shall" requirements met, and quality of the technical response
5-Year total cost of ownership	35	Hardware, licenses, and support over 5 years

Support & Lifecycle	30	Warranty, RMA terms, product lifecycle
Wyoming Resident Preference	5	

The Evaluation Committee will score and rank each proposal. The Board reserves the right to conduct interviews of one or more short-listed proposers. If there is no need to conduct interviews, the Board may move forward with award of an Agreement.

The Board and the Evaluation Committee reserve the absolute right to conduct such investigations as they deem necessary to assist in the evaluation of Vendors and to establish the experience, responsibility, reliability, references, reputation, business ethics, history and financial ability of the Vendor. Such investigations could include a virtual interview with one or more Vendors. The purpose of such investigation is to satisfy the Board that the Vendor has the experience, resources and commercial reputation necessary to perform its obligations under the terms of the Agreement. Any incomplete, false or misleading information provided by or through the Vendor shall be grounds for non-consideration.

Whether or not interviews or negotiations are held, award of an Agreement may be made to the Vendor whose proposal is deemed most advantageous to the Airport, considering all evaluation factors. The Board shall be the sole judge of this determination. A copy of the Vendor's Proposal may be attached to the Agreement. However, in the event of any ambiguity with any attachments, the Agreement will prevail. The Board intends to make one (1) award but may make multiple awards if determined to be in the best interest to the Airport.

GENERAL TERMS AND CONDITIONS

General Conditions

Any changes or clarifications to this RFP will be issued by written addendum which will be published on the Airport website and sent to those parties registered on the RFP Holders List.

The Board shall not be responsible for any verbal communication or to deliver addenda to Vendors not registered on the RFP Holders List.

The Board shall not be responsible for the costs incurred in responding to this RFP or any costs incurred prior to award by the Board and execution of the Agreement.

The Board reserves the right to reject any or all Proposals and to be the sole judge of the qualifications of the respective Proposals received.

Influencing the Process

Vendors or their agents (including the Vendor's employees, representatives, agents, lobbyists, attorneys, and sub-consultants) are instructed not to contact evaluation committee members, JAC employees, or the Board for the purposes of influencing the Board’s decision, creating bias in the evaluation process, or influencing the RFP process in any way beginning on the Date of Release of this RFP through actual Award Date By the Board. The Board, in its sole discretion, may disqualify Vendors for any violation of the requirements of this section.

This policy is intended to create a level playing field for all potential Vendors and to protect the integrity of the evaluation process. All contact during this evaluation process should be addressed only to the Authorized Representative identified in the Process for Questions section of this RFP.

Title VI Solicitation Notice
The Jackson Hole Airport Board, in accordance with the provisions of Title VI of the Civil Rights Act of 1964 (78 Stat. 252, 42 USC §§ 2000d to 2000d-4), 28 CFR § 50.3, and 49 CFR Part 21, hereby notifies all bidders that it will affirmatively ensure that any contract entered into pursuant to this advertisement, all contractors will be afforded full opportunity to submit bids in response to this invitation and will not be discriminated against on the grounds of the owner's race, color, national origin, sex, creed, age, or disability in consideration for an award.

Non-Collusion
By submitting a proposal, the Vendor shall certify that such proposal is genuine and not collusive or sham; that said Vendor has not colluded, conspired, connived, or agreed, directly or indirectly with any responder or person, to put in a sham response, or that such other person shall refrain from offering and has not in any manner, directly or indirectly sought by agreement or collusion, or communication or conference, with any person to fix the submittal of affiant or any other responder or to fix any overhead, profit or cost element of said proposal or of that of any other responder or to secure any advantage against the Board by any person interested in the proposed Agreement; and that all statements in said proposal are true; and further, that such Vendor has not, directly or indirectly submitted its RFP, or the contents thereof, or divulged information or data relative thereto to any other Vendor making a proposal.

Assignment
No Agreement awarded under this RFP may be sold, transferred, or assigned without the written approval of the Board.

Independent Vendor Status
The successful Vendor shall not, by entering into an Agreement, become a servant, agent, or employee of the Board, but shall remain at all times an independent Vendor. The Agreement resulting from this RFP, if any, shall not be deemed to create any joint venture, partnership, or common enterprise between the Vendor and the Board.

Confidentiality
Vendors must label any information in their submittal that they consider confidential or proprietary. The Board is a governmental entity subject to the public records requirements under the laws of the State of Wyoming and may be obligated to disclose information contained in a proposal as required by law.

Changes to this RFP
The Board reserves the right at its sole discretion, to extend the proposal Due Date or other deadlines, modify or amend any and all provisions herein, and to make changes to this RFP. Any changes and clarifications will be made by written addendum, which will be published on the

Airport website and sent to those parties registered on the RFP Holders List. It is the responsibility of each Vendor to be properly recorded as a Vendor of record with the Board, for purposes of receiving clarifications, addenda or other pertinent information

Withdrawal of Proposal
Proposals may not be withdrawn after the proposal Due Date. In submitting the proposal, the Vendor agrees that the proposal will remain valid for 180 calendar days after the proposal Due Date and may be extended beyond that time by mutual agreement.

Reservation of Rights
There is no guarantee that a Vendor will be interviewed and no guarantee that those interviewed will be awarded an Agreement. The Board reserves the right to reject any and all Proposals; to waive any informalities or irregularities in any proposal received; to withdraw this RFP at any time; to extend the time for submittal of Proposals; to conduct or not conduct interviews; to reschedule interviews scheduled; or to recommend no Vendors for an award.

Exhibit A

REQUEST FOR PROPOSALS ("RFP")
WIRELESS NETWORK REFRESH PROJECT

TECHNICAL REQUIREMENTS

1. Overview & Goals

JH Airport requests quotes to replace 67 deployed wireless access points as part of the network refresh. Vendors should propose a current-generation replacement model for each AP, sized to the client density and environment listed below. Licensing and support will be compared on a 5yr term.

In general, outdoor APs focus on coverage and indoor APs focus on higher density throughput.

Existing access point inventory

Column header definitions:

- **Name** is the internal device name and may be referenced elsewhere.
- **Model** is the Cisco/Meraki/Company part number.
- **Client Density** describes the area around this AP and may not align exactly with the current model in use. In general:
  - Low is an area with no persistent clients, like a remote closet or building
  - Medium is an office or shared workspace area
  - High is a public space with significant usage
- **Environment** indicates if mounted indoors or outdoors

Name	Model	Client Density	Environment
AP-AF002	Cisco CW9178I	Medium	Indoor
AP-AF003B	Unifi U7 Pro XG Wall	Medium	Indoor
AP-AF003E	Unifi E7	High	Indoor
AP-AF016	Unifi U7 Pro XG Wall	Medium	Indoor
AP-AF027	Cisco CW9178I	Medium	Indoor
AP-AF101-N	Meraki MR86	Low	Outdoor
AP-AF101-S	Meraki MR86	Low	Outdoor
AP-AF103	Cisco CW9178I	Medium	Indoor
AP-AF133	Cisco CW9178I	Medium	Indoor
AP-AF134-N	Meraki MR86	Low	Outdoor
AP-AF134-S	Meraki MR86	Low	Outdoor
AP-AF210	Cisco CW9178I	Medium	Indoor
AP-AF223	Cisco CW9178I	Medium	Indoor

AP-AF226	Unifi U7 Pro XG Wall	Low	Indoor
AP-ALIB-A	Meraki MR33	Low	Indoor
AP-ARFF-A	Meraki MR33	Medium	Indoor
AP-ATO-A	Meraki MR33	Medium	Indoor
AP-BAG-A	Meraki MR33	Low	Indoor
AP-BAG-B	Meraki MR33	Low	Indoor
AP-BREAK-A	Meraki MR46	Medium	Indoor
AP-DEICE-A	Meraki MR74	Low	Outdoor
AP-DEICE-A	Unifi U7 Pro XG Wall	Low	Indoor
AP-DEICE-B	Unifi U7 Pro Outdoor	Low	Outdoor
AP-DEICE-C	Unifi U7 Pro XG Wall	Low	Indoor
AP-DEICE-D	Unifi U7 Pro XG Wall	Low	Indoor
AP-FF-A	Meraki MR33	Low	Indoor
AP-HGR1-N	Meraki MR53	Medium	Indoor
AP-HGR1-NE	Meraki MR53	Medium	Indoor
AP-HGR1-S	Meraki MR46	Medium	Indoor
AP-HGR2-A	Meraki MR53	Medium	Indoor
AP-HGR3-A	Meraki MR86	Medium	Outdoor
AP-HGR3-B	Meraki MR86	Medium	Outdoor
AP-HGR3-C	Meraki MR56	Medium	Indoor
AP-HGR3-G	Meraki MR56	Medium	Indoor
AP-HGR3-H	Meraki MR33	Medium	Indoor
AP-HGR3-M	Meraki MR56	Medium	Indoor
AP-HGR3-O	Meraki MR56	Medium	Indoor
AP-HGR5-A	Meraki MR56	Medium	Indoor
AP-HGR5-SW	Unifi U7 Pro Outdoor	Medium	Outdoor
AP-HLD-A	Meraki MR57	High	Indoor
AP-HLD-B	Meraki MR57	High	Indoor
AP-HLD-C	Meraki MR56	High	Indoor
AP-HLD-D	Meraki MR57	High	Indoor
AP-HLD-E	Meraki MR57	High	Indoor
AP-HLD-F	Meraki MR57	High	Indoor
AP-HLD-NB	Meraki MR56	High	Indoor
AP-HOST-A	Meraki MR53	High	Indoor
AP-ITSEC-A	Meraki MR56	Medium	Indoor
AP-MALS-A	Meraki MR33	Low	Indoor

AP-NB-A	Meraki MR33	Low	Indoor
AP-OSARP-A	Meraki MR33	Medium	Indoor
AP-PARCS-D	Unifi U7 Pro Outdoor	Medium	Outdoor
AP-PARCS-R00	Unifi U7 Pro Outdoor	Medium	Outdoor
AP-PARK-A	Meraki MR86	Medium	Outdoor
AP-PIT-A	Unifi E7 Campus	Low	Outdoor
AP-QTA-A	Meraki MR33	Low	Indoor
AP-RAMP-P11	Unifi U7 Pro Outdoor	Medium	Outdoor
AP-RAMP-P3	Unifi E7 Campus	Medium	Outdoor
AP-RAMP-P8	Unifi E7 Campus	Medium	Outdoor
AP-RM171	Unifi U7 Pro XG Wall	Medium	Indoor
AP-RM201-A	Meraki MR53	Medium	Indoor
AP-TICKET-A	Meraki MR53	High	Indoor
AP-TOWER-A	Meraki MR33	Medium	Indoor
AP-TOWER-B	Meraki MR33	Medium	Indoor
AP-TOWER-C	Meraki MR53	Medium	Indoor
AP-TOWER-D	Unifi U7 Pro XG Wall	Medium	Indoor
AP-WELD-A	Meraki MR53	Medium	Indoor

Model Count Summary

Model	Qty
Cisco CW9178I	6
Meraki MR33	13
Meraki MR46	2
Meraki MR53	8
Meraki MR56	8
Meraki MR57	5
Meraki MR74	1
Meraki MR86	7
Unifi E7	1
Unifi E7 Campus	3
Unifi U7 Pro Outdoor	5
Unifi U7 Pro XG Wall	8

2. General Requirements

Proposers shall answer each requirement ID in the compliance matrix as outlined in the Proposal Content Section of this RFP.

Shall = mandatory; a "Does not comply" response weighs heavily against the Proposal and may be grounds for disqualification, at the Board's discretion. **Should** = desired; it is scored but not mandatory.

ID	Requirement	Type
GEN-01	Hardware will likely have PoE Type 3 (PoE++ / IEEE 802.3bt) available but should support a low power mode if only PoE+ is available.	Should
GEN-02	Some SSIDs shall support Opportunistic Wireless Encryption (OWE).	Shall
GEN-03	Some SSIDs shall support Identity PSK Without Radius	Shall
GEN-04	All SSIDs (Including in GEN-03) should support 6 GHz modes	Should
GEN-05	Wireless client isolation shall be supported	Shall
GEN-06	Some SSIDs shall support a captive portal w/ simple agreement page and redirect to custom URL	Shall
GEN-07	All proposed APs shall come from the same manufacturer and be managed from a single platform.	Shall
GEN-08	Some SSIDs shall support Radius authentication	Shall

3. Management, Monitoring & Security

ID	Requirement	Type
MGT-01	Centralized management of all proposed APs. State whether it runs in the cloud, on premises, or both, and what keeps working if the management platform is unreachable.	Shall
MGT-02	Role-based administrator access, with administrator login through local account control or SSO through Cisco Duo.	Shall
MGT-03	SNMP and syslog export to third-party monitoring tools.	Shall
MGT-04	Documented REST API for configuration and monitoring.	Shall
MGT-05	Automatic configuration backup and rollback.	Should
MGT-06	Zero-touch provisioning for new or replacement devices.	Should
MGT-07	All firmware and software upgrades shall be performed at the Board’s discretion, with full control over scheduling, timing, and authorization, without mandatory vendor-imposed upgrade windows or schedules.	Shall
MGT-08	State the manufacturer's vulnerability disclosure and security patch policy, including typical time to patch.	Shall
MGT-09	If the management platform runs on premises, include dedicated hardware to host it (for example, the manufacturer's management appliance).	Shall

4. Licensing, Warranty & Support

Pricing shall cover a 5-year term so total cost of ownership can be compared across Proposals.

ID	Requirement	Type
LIC-01	List every license needed for the features in this RFP, with its term and renewal cost.	Shall
LIC-02	State what happens to each device and feature if a license or subscription lapses.	Shall
LIC-03	Licenses shall be priced for a 5-year term.	Shall
LIC-04	APs shall keep forwarding traffic with their current configuration if a license or subscription lapses.	Shall

SUP-01	Hardware warranty of at least 5 years.	Shall
SUP-02	Advance replacement (RMA) shipped next business day or faster.	Should
SUP-03	24×7 technical support from the manufacturer, with software updates included for the support term.	Shall
SUP-04	State the end-of-sale date, if announced, for each proposed model, and the manufacturer's end-of-life support policy. Models already announced end-of-sale are not acceptable.	Shall
SUP-05	Proposed models shall be generally available and shipping at the time of Proposal submittal. State each model's first-ship date; models shipping for at least 12 months are preferred.	Shall
SUP-06	Describe the Proposer's and manufacturer's process for replacing or accepting the return of products that fail to perform to published specifications, including defects that affect a whole model rather than a single unit.	Shall