Structured Cabling Request for Proposal

Eastern Shore Rural Health System

ESRHS invites qualified contractors to propose a complete structured cabling upgrade at the locations identified in Attachment A. This project will strengthen the network foundation that supports clinical care and business operations. Proposals must include labor, materials, installation, testing, documentation, and warranty services.

Solicitation information

Company	Eastern Shore Rural Health System, 20280 Market Street, Onancock, VA 23417, 757-414-0400 ext. 1137
RFP number	RFP-2026-SC01
Issue date	October 15, 2026
Proposal deadline	November 27, 2026, at 5:00 PM Eastern Time
ESRHS contact	Jody Osbon, Chief Information Officer
Submission email	rfp@esrh.org
Site walkthroughs	November 18, 2026, November 20, 2026
Questions due	November 24, 2026
Project Completion Deadline	**June 30, 2027**

Submission instructions

Submit a signed proposal as a PDF, with a separate pricing schedule per site, by email, to the contact above. Use the subject line “Structured Cabling RFP – [Vendor Name].” Identify the RFP number, primary contact, telephone number, and email address. Proposals must remain valid for 90 days after the deadline.

Direct all questions to the Chief Information Officer, Jody Osbon, rfp@esrh.org. ESRHS will distribute written clarifications and addenda to participating vendors. Acknowledge all addenda in the proposal. Verbal statements do not modify this RFP.

Project award

ESRHS may reject any or all proposals, seek clarification, or award selected locations or phases. An award is subject to an executed agreement and ESRHS authorization to proceed. Vendors are responsible for their proposal preparation costs.

Project scope and site requirements

Attachment A will establish the final quantities and locations. Identify omissions, assumptions, exclusions, and conditions requiring additional work before submitting pricing.

Site assessment and design

- Walk each included site; verify existing pathways, ceiling conditions, telecommunications rooms, cable distances, rack capacity, and access restrictions.
- Develop proposed outlet locations, cable routes, rack layouts, backbone connections, labeling plan, and a schedule for ESRHS approval before installation.
- Identify any electrical work, hazardous materials, structural issues, permits, or work by others needed to complete the installation. Do not disturb suspected hazardous materials.

Installation services

- Furnish and install the specified copper and fiber cabling, jacks, faceplates, patch panels, patch cords, enclosures, racks, cable managers, supports, sleeves, and related components.
- Provide dedicated cabling for workstations, phones, wireless access points, printers, and other approved endpoints shown on the site schedule. Separately identify any camera or access control cabling.
- Provide backbone connections between approved telecommunications rooms. ESRHS will confirm fiber type, strand count, distances, termination hardware, and required link performance before release.
- Install and restore approved pathways and penetrations, including appropriate firestopping. Provide grounding and bonding required for the installed system.
- Remove only abandoned cabling specifically approved by ESRHS. Protect and identify active circuits before removal. Include disposal and restoration of affected surfaces.

Scope boundaries

Active network equipment, wireless access point hardware, electrical branch circuits, and application configuration are excluded unless expressly included in Attachment A or priced as an accepted alternate. Mounting access points and supplying patch cords must be separately identified if requested.

Site pricing

Provide a fixed price for each location and a consolidated project total.

Technical requirements and acceptance

The following is the proposed technical baseline.

Copper cabling

- Category 6A horizontal cabling with matching Category 6A connecting hardware and patch cords. State manufacturer, product numbers, cable rating, conductor construction, and warranty eligibility. Do not supply copper-clad aluminum cable.
- Provide cable listings and jacket ratings suitable for each installed space. Maintain manufacturer requirements for bend radius, pulling tension, support, bundling, and separation from electrical systems.
- Design horizontal permanent links within applicable length limits. Use the ESRHS-approved termination scheme consistently. Identify locations requiring an additional telecommunications room or a different design.

Fiber backbone

- Provide a backbone designed for the specified 10-gigabit links. Final fiber type [single-mode or multimode], strand count, connector type, route, distance, and optical requirement must be stated by site. State compatibility assumptions for existing equipment and optics.
- Provide fiber enclosures, splice or termination hardware, patch cords, strand identification, and spare-strand documentation.

Fiber Outside Plant

Vendor shall furnish and install a continuous 12-strand single-mode, outdoor-rated, all-dielectric fiber optic cable inside a new or existing 1.5-inch underground conduit. Alongside the fiber within the same pathway, Vendor shall pull a continuous, unbroken #10 AWG high-strength copper-clad steel (CCS) tracer wire featuring a 45-mil yellow HMWPE jacket rated for wet underground environments. Splicing the tracer wire is strictly prohibited; if a mid-run splice is unavoidable, it must use a waterproof direct-burial locking connector housed inside an accessible handhole. At every terminal point, pull box, and building entry, the tracer wire must terminate into a grade-level or above-ground test station marker post for surface transmitter attachment. Prior to final project acceptance, Vendor shall perform and document an electronic tone-continuity and loop-resistance test across the entire run to verify reliable locating from finished grade.

Installation quality

- Follow applicable codes, manufacturer instructions, and the applicable ANSI/TIA standards for cabling, pathways, administration, and bonding. Identify the standards and editions used in the proposal.
- Support cables independently of ceiling grids and unrelated building services. Protect cabling from damage and use appropriate cable management. Label both ends, faceplates, and patch panels with durable machine-printed labels.

Testing and final acceptance

- Certify 100 percent of installed copper permanent links to the specified category using an appropriate field certification tester with current calibration. Continuity-only tests are insufficient.
- Inspect and clean fiber connectors; provide optical loss and length testing at the applicable wavelengths and compare results with the approved link loss budget. Identify the test method, direction, and any required OTDR testing in the approved test plan.
- Deliver native electronic test files and readable PDF reports tied to cable identifiers, plus as-built floor plans, outlet schedules, rack elevations, fiber schedules, product records, and warranty certificates.

Correct failed links and installation deficiencies at no additional cost and retest affected work. Final acceptance requires ESRHS review of the completed installation, test results, documentation, and resolved punch list. Payment milestones and any retainage will be established in the executed agreement.

Work in occupied clinical facilities

Continuity of care

- Coordinate all work with the ESRHS Chief Information Officer. Schedule disruptive activities outside patient care hours unless ESRHS gives prior approval. Include proposed work hours and any after-hours costs.
- Submit a site-by-site cutover plan identifying affected services, expected interruption, prerequisites, responsible personnel, validation steps, and rollback procedures. Obtain written approval before disconnecting active services.
- Keep existing services operational until replacement links are tested and the cutover is authorized. Verify affected connections with ESRHS after each cutover.

Patient and facility protection

- Follow ESRHS requirements for access, identification, escorts, patient privacy, dust control, infection prevention, noise, ceiling access, and daily cleanup. Confirm these requirements during walkthroughs.
- Secure tools, materials, and work areas. Maintain safe patient access and emergency exits. Restore ceiling tiles and affected surfaces and remove debris daily.
- Do not access patient records or connect vendor equipment to ESRHS systems without explicit authorization. Do not photograph patients, screens, records, or clinical areas without approval. Report any suspected exposure or security incident immediately to the ESRHS contact.

Contractor staffing

All on-site installation work must be performed by employees of the awarded contractor. Subcontractors, independent contractors, and temporary agency labor are not permitted for on-site installation. Disclose the employer of each proposed installer and certify compliance with this requirement.

Provide a named project manager and on-site lead. The contractor must have a current BICSI Registered Communications Distribution Designer (RCDD) on staff as an employee. The assigned RCDD must review and approve the cabling design, oversee technical quality, and review final testing and documentation. All on-site cabling installers must be under the supervision of an RCDD.

Project management and changes

Provide a project schedule by location, material lead times, dependencies, and progress updates at least weekly during active work. Immediately report conditions that may affect patient care, cost, or completion. No additional charge or scope change may proceed without a written change order approved by ESRHS.

Warranty and support

Provide a minimum 20-year manufacturer-backed structured cabling system warranty covering installed copper and fiber cabling and connecting hardware, including defects, system performance, and labor to correct covered failures. Coverage must begin at written final acceptance. The contractor must be authorized by the manufacturer to install and register the warranted system. Include the proposed warranty, coverage, exclusions, response times, and manufacturer authorization with the proposal. Include all warranty costs in the base price and deliver the registered warranty certificate naming ESRHS before final acceptance.

Proposal requirements and evaluation

Required response order

- Signed cover letter and company profile, including legal business name, address, primary contact, and acknowledgment of addenda.
- Project approach and understanding of the scope, including site assessment findings, product schedule, drawings or design assumptions, and proposed technical standards.
- Personnel and qualifications: a current RCDD employed on staff and assigned to the project.
- Site-by-site schedule, material availability, clinical disruption controls, cut-over approach, and project management plan.
- Completed site pricing and unit pricing schedules, alternates, exclusions, assumptions, payment proposal, and proposal validity period.
- Test and acceptance plan, minimum 20-year manufacturer system warranty, service response commitments, and evidence of manufacturer authorization and system warranty eligibility.
- Evidence of insurance meeting Attachment B and a list of exceptions to this RFP or proposed contract terms.

Evaluation Criteria

Criterion	Points
Total Cost and clarity of pricing	30
Technical approach and compliance with scope	25
Relevant experience	20
Testing documentation warranty and support	15
Schedule and protection of clinical operations	10
Total	100

ESRHS may request interviews, and clarifications. Selection will consider overall value and ability to meet ESRHS requirements.

Contract requirements

The final agreement will establish scope, schedule, payment milestones, insurance, responsibility for damage, confidentiality, change control, warranty, termination, and applicable funding conditions. Vendors must identify exceptions in their initial response. Work may begin only after ESRHS issues written authorization.

Vendor certification

I certify that the proposal is accurate and all exceptions are disclosed. All on-site installers will be employees of the awarded contractor and hold current BICSI certifications appropriate to their work. The contractor employs a current RCDD assigned to this project and will provide the required minimum 20-year manufacturer system warranty. I am authorized to bind the proposing company.

Company _____ Authorized signer _____

Title _____ Signature _____

Date _____ Addenda acknowledged _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Atlantic Community Health Center, 5219 Lankford Highway, New Church, VA 23415
Copper connections	Quantity, category, endpoints, and patch cord requirements
Fiber backbone	Routes, distances, fiber type, strands, connectors, and performance
Rooms and racks	Existing or new racks, panels, capacity, grounding, and pathways
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours.

Vendor site price schedule

Cost component	Unit Cost	Number	Total
Copper cabling and terminations	$		$
Fiber backbone and terminations	$		$
Additional Category 6A Cable drop	$		$
	$		$
Site total including stated taxes and fees			$

Required unit prices and alternates

Attach all-inclusive unit pricing for an additional Category 6A drop and patch panel. Define included run lengths and assumptions. List taxes, travel, permits, and any other fees. State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Chincoteague Island Community Health Center, 4049 Main Street, Chincoteague, VA 23336
Copper connections	Quantity, category, endpoints, and patch cord requirements
Fiber backbone	Routes, distances, fiber type, strands, connectors, and performance
Rooms and racks	Existing or new racks, panels, capacity, grounding, and pathways
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours

Vendor site price schedule

Cost component	Unit Cost	Number	Total
Copper cabling and terminations	$		$
Fiber backbone and terminations	$		$
Additional Category 6A Cable drop	$		$
	$		$
Site total including stated taxes and fees			$

Required unit prices and alternates

Attach all-inclusive unit pricing for an additional Category 6A drop and patch panel. Define included run lengths and assumptions. List taxes, travel, permits, and any other fees. State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Eastville Community Health Center, 17068 Lankford Highway, Eastville, VA 23347
Copper connections	Quantity, category, endpoints, and patch cord requirements
Fiber backbone	Routes, distances, fiber type, strands, connectors, and performance
Rooms and racks	Existing or new racks, panels, capacity, grounding, and pathways
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours

Vendor site price schedule

Cost component	Unit Cost	Number	Total
Copper cabling and terminations	$		$
Fiber backbone and terminations	$		$
Additional Category 6A Cable drop	$		$
	$		$
Site total including stated taxes and fees			$

Required unit prices and alternates

Attach all-inclusive unit pricing for an additional Category 6A drop and patch panel. Define included run lengths and assumptions. List taxes, travel, permits, and any other fees. State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Onley Community Health Center, 20306 Badger Lane, Onley, VA 23418
Copper connections	Quantity, category, endpoints, and patch cord requirements
Fiber backbone	Routes, distances, fiber type, strands, connectors, and performance
Rooms and racks	Existing or new racks, panels, capacity, grounding, and pathways
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours

Vendor site price schedule

Cost component	Unit Cost	Number	Total
Copper cabling and terminations	$		$
Fiber backbone and terminations	$		$
Additional Category 6A Cable drop	$		$
	$		$
Site total including stated taxes and fees			$

Required unit prices and alternates

Attach all-inclusive unit pricing for an additional Category 6A drop and patch panel. Define included run lengths and assumptions. List taxes, travel, permits, and any other fees. State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Kiptopeke Elementary Dental, 24023 Fairview Road, Cape Charles, VA 23310
Copper connections	Quantity, category, endpoints, and patch cord requirements
Fiber backbone	Routes, distances, fiber type, strands, connectors, and performance
Rooms and racks	Existing or new racks, panels, capacity, grounding, and pathways
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours

Vendor site price schedule

Cost component	Unit Cost	Number	Total
Copper cabling and terminations	$		$
Fiber backbone and terminations	$		$
Additional Category 6A Cable drop	$		$
	$		$
Site total including stated taxes and fees			$

Required unit prices and alternates

Attach all-inclusive unit pricing for an additional Category 6A drop and patch panel. Define included run lengths and assumptions. List taxes, travel, permits, and any other fees. State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Metompkin Elementary School
Copper connections	Quantity, category, endpoints, and patch cord requirements
Fiber backbone	Routes, distances, fiber type, strands, connectors, and performance
Rooms and racks	Existing or new racks, panels, capacity, grounding, and pathways
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours

Vendor site price schedule

Cost component	Unit Cost	Number	Total
Copper cabling and terminations	$		$
Fiber backbone and terminations	$		$
Additional Category 6A Cable drop	$		$
	$		$
Site total including stated taxes and fees			$

Required unit prices and alternates

Attach all-inclusive unit pricing for an additional Category 6A drop and patch panel. Define included run lengths and assumptions. List taxes, travel, permits, and any other fees. State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Nandua Middle Dental, 20330 Warrior Drive, Onley, VA 23418
Copper connections	Quantity, category, endpoints, and patch cord requirements
Fiber backbone	Routes, distances, fiber type, strands, connectors, and performance
Rooms and racks	Existing or new racks, panels, capacity, grounding, and pathways
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours

Vendor site price schedule

Cost component	Unit Cost	Number	Total
Copper cabling and terminations	$		$
Fiber backbone and terminations	$		$
Additional Category 6A Cable drop	$		$
	$		$
Site total including stated taxes and fees			$

Required unit prices and alternates

Attach all-inclusive unit pricing for an additional Category 6A drop and patch panel. Define included run lengths and assumptions. List taxes, travel, permits, and any other fees. State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Pungoteague Elementary School, 28480 Bobtown Road, Pungoteague, VA 23410
Copper connections	Quantity, category, endpoints, and patch cord requirements
Fiber backbone	Routes, distances, fiber type, strands, connectors, and performance
Rooms and racks	Existing or new racks, panels, capacity, grounding, and pathways
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours

Vendor site price schedule

Cost component	Unit Cost	Number	Total
Copper cabling and terminations	$		$
Fiber backbone and terminations	$		$
Additional Category 6A Cable drop	$		$
	$		$
Site total including stated taxes and fees			$

Required unit prices and alternates

Attach all-inclusive unit pricing for an additional Category 6A drop and patch panel. Define included run lengths and assumptions. List taxes, travel, permits, and any other fees. State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Site scope and pricing

Vendors will complete one site scope sheet for every included location. Vendors must provide a corresponding price sheet for each site and a consolidated summary.

Site scope field	Required information
Location and address	Franktown Community Health Center, 9159 Franktown Road, Franktown, VA 23354
Fiber Outside Plant (single mode)	Underground pathway, conduit, routes, distances, fiber type, strands, connectors, and performance
Removal and restoration	Approved abandoned cabling and surface restoration
Operational restrictions	Permitted Work Hours are outside clinical hours

Vendor site price schedule

Cost component			Total
Fiber OSP (single mode)			$
Site total including stated taxes and fees			$

Required unit prices and alternates

State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment A Total Combined Site Cost

Vendor site price

Atlantic Community Health Center			$
Chincoteague Island Community Health Center			$
Eastville Community Health Center			$
Onley Community Health Center			$
Franktown Community Health Center			$
Kiptopeke Elementary Dental			$
Metompkin Elementary Dental			$
Nandua Middle Dental			$
Pungoteague Elementary Dental			$
Any Additional Costs			$
Total Combined Site Cost			$

Required unit prices and alternates

State deductions for omitted work and separately price all alternates.

Site assumptions and exclusions _____

Proposed start and completion _____

Attachment B Insurance requirements

Maintain the following minimum coverage at contractor expense throughout the work. Submit certificates and required endorsements before mobilization and at renewal.

Coverage	Minimum limit
Commercial general liability	$1 million each occurrence; $2 million aggregate, applying per project; include products and completed operations.
Business automobile liability	$1 million combined single limit per accident, including owned, hired, and non-owned vehicles.
Workers compensation	Virginia statutory benefits.
Employers liability	$1 million per accident; $1 million per employee; $1 million policy limit.
Umbrella or excess liability	$1 million over general liability, auto, and employers liability.
Professional liability for design services	$1 million per claim and $2 million aggregate for contractor design responsibility.

Required endorsements

Name ESRHS as an additional insured on general liability for ongoing and completed operations, on a primary and noncontributory basis. Provide actual endorsements with the certificate.

Coverage administration

Use insurers authorized in Virginia. Disclose deductibles, exclusions, and any requested exceptions. Report cancellation or material reduction promptly upon learning of it. ESRHS must approve exceptions before work begins.