



BISHOP PAIUTE TRIBE
REQUEST FOR PROPOSAL
Bishop Paiute Hotel Project
IT Systems Integration Contractor

Bishop Paiute Tribe
50 N Tu-Su Ln
Bishop, CA 93514

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The Bishop Paiute Tribe (the "Tribe") is seeking proposals for

Professional IT / low voltage systems integration and installation services for the Bishop Paiute Wanaaha Hotel at 2742 N. Sierra Highway, Bishop, CA 93514. The Tribe owns and operates the Wanaaha Casino on the reservation of the Bishop Paiute Tribe and is in the final stages of developing a new 78-room, four-story hotel adjoining the casino.

The Tribe is seeking a qualified IT / low voltage systems integrator with expertise in all aspects of IT and low voltage systems integration, including installation of IT equipment, PCs, switches and other end-user equipment supporting the hotel. The selected firm will review all IT systems and, working with the Tribe's IT Director and staff, fully integrate all hotel systems into the network and install and configure the network switches in the hotel MDF and IDF.

General Information

- **Proposal Due Date:** 5:00 PM, July 22, 2026 (per Addendum #1, 07/16/2026)
- **Duration of Offer:** Proposals must state that they remain valid for ninety (90) calendar days from the proposal due date and will be considered the firm's best and final offer.
- **Attachments:** Attachment A - IFC Construction Drawings and Specifications; Attachment B - Milestone Construction Schedule; Attachment C - Project Management Plan; Attachment D - Project Logistics Diagram and Cost Proposal Worksheet; Attachment E - Tax Exempt Procedure; Attachment F - TERO Requirements; Attachment G - IT Configuration Information (fiber patch diagrams and FortiGate configuration sheet). Attachment H - Addendum #1

Attachments A through H can be downloaded from:

<https://summitpm.box.com/s/4hsgob5zuwhqqtg14tq250u3spx41m45>

- **Submission Format:** Single PDF document sent via email or mail to:

Pesapi Spoonhunter, COO
Bishop Paiute Tribe
50 Tu Su Lane
Bishop, CA 93514
pesapi.spoonhunter@bishoppaiute.org

Phil Fowler, IT Director
Bishop Paiute Tribe
50 Tu Su Lane
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phil.fowler@bishoppaiute.gov

Copy: Sara Alves, BPDC Director
Bishop Paiute Tribe
444 N. Barlow Lane
Bishop, CA 93514
sara.alves@bishoppaiute.org

Andres Ramirez, Wanaaha Hotel GM
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1. Project Description



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The selected firm will be responsible for performing the following:

Project Components:

- 78 guest rooms, including five (5) suites, on four (4) floors – approximately 52,825 SF.
- Swimming pool and spa, coffee bar, hotel lobby and front-of-house functions, meeting space, and back-of-house functions.
- New connector from the hotel lobby to the existing Wanaaha Casino.

Scope of Work:

The scope consists of final IT integration and installation of switches in the MDF and IDF's at the new Bishop Paiute Hotel, and shall be inclusive of the following. Where a system is installed by others, the IT Integration Contractor shall provide IP addressing and VLAN configuration as required and coordinate integration into the network:

- **Structured Cabling** – Installed by Allstate Systems Integration, Inc.
- **Horizontal and Vertical Cable Management** – Installed by Allstate Systems Integration, Inc.
- **Rack Installation, Punch Down, Testing and Labeling** – Performed by Allstate Systems Integration, Inc.
- **Card Access System** – Assa Abloy Global Solutions. IT Integration Contractor to provide IP and VLAN as required and to set up virtual machine software per Assa Abloy requirements.
- **Surveillance / Security** – Cameras and infrastructure by Allstate Systems Integration, Inc., integrating with the existing surveillance head-end equipment in the Casino Surveillance Room. IT Integration Contractor to provide IP and VLAN as required.
- **Cloudbeds Hotel Management System** – Setup and configuration by Jim Metzger Hospitality. IT Integration Contractor to provide IP and VLAN as required and to install the hotel front desk PCs.
- **Owner Provided WiFi Equipment** – Installed by Allstate Systems Integration, Inc. IT Integration Contractor to provide IP and VLAN as required.
- **In-Room Content Delivery** – By MDM Commercial via DirecTV for content, including: procure, install and configure the Comm 3000; install TVs in guest rooms and public areas; TV startup and configuration; and installation and configuration of the ProCentric LG server. IT Integration Contractor to provide IP and VLAN as required.
- **IP Phones** – American Business Machines. Provide, install, configure and test all phones. IT Integration Contractor to provide IP and VLAN as required.
- **Audio System** – By Allstate. IT Integration Contractor to provide IP and VLAN as required for content delivery.
- **POS System for Coffee Bar** – Toast POS. Owner-provided equipment (tablet, credit card reader, software and cash drawer) to be installed and configured, including credit card, by the IT Integration Contractor, along with any required integration into Cloudbeds for hotel folio. IT Integration Contractor to provide IP and VLAN as required.
- **Hotel Washers / Dryers** – S3H Mechanical Engineering. IT Integration Contractor to provide IP and VLAN as required.
- **Owner Provided IT Systems Equipment** – PCs, printers and screens to be installed and configured by the IT Integration Contractor. Tribal IT administers accounts and software licenses.



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- **Owner Provided Network Configuration** – Owner provided. IT Integration Contractor to implement, configure and attain full operation and install all owner-provided requirements for administration, security and implementation.
- **Gym** – Fitness Direct. Installation and configuration by Fitness Direct. IT Integration Contractor to provide IP and VLAN as required.
- **Zyxel Nebula Cloud Management** – Configuration by the IT Integration Contractor.
- **Servers** – Installation and functionality testing of servers (one physical and at least three VMs).
- **Battery Backup Units** – Installation and configuration.
- **Firewall Appliance (FortiGate)** – Installation and testing, including integration of firewall VLAN settings with switches and other network hardware.

Existing Cabling and Network Infrastructure:

- The project has Cat 5e, Cat 6 and Cat 6a Ethernet and single mode fiber structured cabling per plans and specifications and the California Building Code, including all referenced standards and local amendments, to support all low voltage systems. This cabling is under contract and is being installed from wall plate to MDF/IDF patch panels.
- There is a single MDF for the hotel on the 1st floor and IDF rooms on the 2nd, 3rd and 4th floors, each serving their respective floors.
- The hotel is provided 36 strands of single mode fiber from the Wanaaha Casino MDF to the Hotel MDF, plus a redundant 36-strand single mode fiber pathway from the Casino IDF adjacent to the hotel connector to the Hotel MDF, along with a 25-pair Cat 5e copper cable terminated on 66 blocks (no current use, available if required).
- Reference Electrical Sheets E1-01 and E7-01 for low voltage distribution.
- Hotel room data will be delivered via WiFi through the WAPs and one Cat 6 Ethernet port in each room, likely configured as guest WiFi. The IT Integration Contractor shall work with the Tribe's IT Director through SPM to determine how that network is set up and implemented.

Rack Build-Out / Network Integration:

All IT network distribution switch equipment installation, wiring to adjacent rack fiber and Cat 6 cabling from the in-rack patch panels, network integration and programming is by the IT Integration Contractor. The following switches have been procured and must be installed and configured:

- Three (3) 48-port switches on the 1st floor for the MDF.
- Two (2) 48-port switches and one (1) 24-port switch for the 2nd floor IDF.
- Two (2) 48-port switches and one (1) 24-port switch for the 3rd floor IDF.
- Two (2) 48-port switches for the 4th floor IDF.
- One (1) spare 24-port switch for additional capacity or as a spare.

Testing, Certification and Warranty:

- The Contractor shall fully test all installed cabling, repair or replace any non-conforming work, and provide all test reports prior to completion demonstrating that the installation meets the plans, specifications and manufacturer's specifications.



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- The Contractor is responsible for coordinating and scheduling all required testing and inspections for this scope of work, and shall notify the General Contractor of all inspections and tests. Costs of inspection and testing will be by others, except for failures to meet testing and inspection criteria and/or premium time costs.
- Materials, labor and services provided under this RFP shall be warranted against defects for a period of one (1) year from the date of acceptance by the Owner.

Additional Items to Include in the Bid:

- Any subsistence, travel and/or hotel costs, listed separately.
- Time to review plans and hold meetings with the Tribal IT Director and SPM to confirm all requirements are included.
- One (1) one-hour meeting per week during the duration of services.
- Training time for Tribal IT personnel on the systems integration as performed.

General Requirements:

- Full compliance and scope coverage with Specification Divisions 26, 27 and 28.
- If there is a conflict within the Contract Documents, the more stringent shall apply to the advantage of the Owner. If an item or system is not clearly defined on the drawings or in the specifications, the Contractor shall include a reasonable item that could be considered standard for the product or system in relation to the standards of this project.
- The Contractor shall ensure its scope of work does not impede the basic operation and function of the existing property during construction, and shall maintain full, safe access to all buildings.
- Provide notification of any special power requirements needed to integrate the work.
- The Contractor is responsible for collateral damage to areas or finishes not scheduled for demolition as a result of its operations, and shall adequately protect finished areas from equipment, materials and personnel.
- The Contractor will walk the site with the General Contractor and SPM to establish existing conditions prior to commencing work, and will remedy any damages resulting from its work.
- Quantities provided during bidding or procurement are approximations only; the Contractor has made its own estimate of quantities and included all associated costs.
- The Contractor shall comply with governing agency requirements and obtain and pay for all permits required for its operations, including all AQMD and Cal/OSHA and Federal OSHA permits and safety requirements.
- All components, equipment and work, including installation, shall comply with the 2016 California Building Code and all referenced standards as well as federal ADA codes. The Contractor shall request specific written direction from the Owner prior to proceeding with any non-compliant work or ordering non-compliant materials.
- On-site storage space is extremely limited. All deliveries shall be coordinated and delivered Just In Time and scheduled with SPM. Stored materials must be protected, organized and damage free, and relocated promptly when directed. The Contractor is responsible for removing all surplus material and debris.
- The Contractor is responsible for scheduling and coordinating all deliveries with SPM.



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- The Contractor must perform daily clean up every day and as directed by the General Contractor's Superintendent. SPM or the General Contractor will provide 48 hours' written notice before any back charge for clean up.

Exclusions:

The following are specifically excluded from the scope of work. If any other services outlined in this RFP are excluded by the responding firm, a detailed list of exclusions for any equipment, products, materials, labor and/or services must be submitted with the proposal:

- Fire alarm system (except where network is required).
- HVAC mechanical control.
- 120V power (or larger).
- Low voltage conduit rough-in, sleeves, terminal cans, stubs, back boxes, cable tray, IDF/MDF racks and ladders, cable management, and patch cables, equipment and software for the systems listed herein.

2. Response Format

Each proposal must follow the format below and be submitted via email in a single PDF.

Proposals shall conform to the format below. Proposals that are incomplete, conditional or obscure are subject to disqualification. All proposals must be signed by an authorized official and must contain the names, titles, phone numbers and e-mail addresses of the individuals with authority to negotiate and contractually bind the company. Please keep the proposal as simple and concise as possible. Required information includes:

1. **Tab 1 – General Information** – Executive summary; the professional licenses held by the team and the key personnel assigned to this project; the location of the lead firm's principal office and the home office location of key staff; and an organization chart showing key personnel.
2. **Tab 2 – Experience of the Firm** – Experience and qualifications of the prime firm providing services for similar hospitality projects of equal scope and quality. For each project listed, provide a description of the project, the original contracted construction cost and final construction cost, construction dates, the project owner, and reference information (two current names with telephone numbers per project).
3. **Tab 3 – Experience of Key Personnel and Sub-consultants** – Experience and qualifications of the specific project team assigned, including any sub-consultants and their experience; each team member's role in the projects identified; whether the work was completed while employed by the submitting firm or another firm; and, for each key person, their length of time with the firm and at least two comparable projects in which they played a primary role (description of project, role of the person, original and final construction cost, construction dates, project owner and two references with telephone numbers). If a project is the same as one listed for the firm, provide just the project name and the role of the key person. Due to alcohol service on casino premises, the Owner may require employees to be over the age of 21 or may impose access restrictions on employees under 21.
4. **Tab 4 – Project Understanding and Approach** – The team's understanding of and approach to the project, including a discussion of the important considerations of the project and the team's approach to project issues.



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5. **Tab 5 – Project Schedule** – A preliminary schedule coordinated with Attachment B and in Gantt format, delineating completion of design documents for delegated-design scopes, review time by the project team/Owner, submittals, approval deadlines, fabrication time, lead times, installation for equipment, and any deposits required as milestones. The Contractor shall provide appropriate crew sizes to perform its work in accordance with the project schedule. If the Contractor is determined not to be meeting contractual schedule obligations, it shall at its own cost supplement its work force and work off-hours, overtime and weekends as necessary to meet schedule deadlines, and shall provide a recovery schedule for the Owner's agreement within three (3) days of notification.
6. **Tab 6 – Cost Proposal** – Provide a time and materials proposal with hourly cost per consultant and category of employee, and hours per scope item listed in the Project Description. Complete the provided Cost Proposal Worksheet (Attachment D); all relevant cells must be filled out and summation formulas must not be modified. Any service or expense not included in the proposal must be clearly noted on a separate sheet. Add any subsistence, travel and hotel costs separately. State whether the firm is union or non-union and whether it adheres to any prevailing wage standards; there are no prevailing wage or union labor requirements on this project, and this information will not be a basis for selection.
7. **Tab 7 – Logistics Plan** – A logistics plan or narrative of the laydown areas, storage areas or facilities required on-site or off-site; on-site requirements for office space, if any, including power requirements for any trailers; and the maximum number of parking spaces required for completion of services, including sub-consultants.
8. **Tab 8 – Insurance** – Confirmation that the firm will procure and maintain, at its own expense and in full force during the term of the contract: Commercial General Liability coverage of not less than \$1,000,000 combined single limit per occurrence or \$2,000,000 aggregate for bodily injury, personal injury and property damage; Workers' Compensation insurance for its employees with limits of at least \$1,000,000 per accident or disease (or minimum statutory limits, whichever is greater), endorsed to waive subrogation against the additional insured; Business Auto Liability with minimum combined single limits of \$1,000,000 per accident for bodily injury and property damage covering all owned, non-owned, leased, hired or borrowed vehicles used in performance of the work on or off site; and Errors and Omissions insurance with \$1,000,000 per occurrence / \$2,000,000 aggregate. Policies must include the Bishop Paiute Tribe as additional insured, include a duty to defend, and include a standard indemnification clause for the Bishop Paiute Tribe.
9. **Tab 9 – Subcontractors, Consultants and Acknowledgements** – Identify and explain the use of any subcontractors or consultants, which requires the written consent of the Bishop Paiute Tribe. The selected firm shall be wholly responsible for performance of the contract in its entirety whether or not subcontractors or consultants are used, and shall indemnify and hold the Bishop Paiute Tribe, the Owner's Representative, the Wanaaha Casino and its affiliates harmless from all activities related to their services. Include acknowledgement of all addenda and the signed RFP Acknowledgement Form.

3. Selection Criteria

Proposals will be evaluated on the following criteria. Selection will not be based solely on the lowest fee, but also on the firm's ability to meet all qualifications set forth in this RFP:

1. **Experience of the firm on comparable hospitality IT / low voltage integration projects (25%)**



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2. **Qualifications and availability of key personnel assigned to the project (20%)**
3. **Project understanding and approach (20%)**
4. **Cost proposal, including rates, hours and completeness (20%)**
5. **References and past performance (10%)**
6. **Schedule and ability to meet the milestone construction schedule (5%)**

4. Interview Process and Award

A committee of individuals representing the Tribe will evaluate all proposals. Following this evaluation process, the committee may elect to ask certain respondents to complete an oral interview before the committee. The purpose of the interview is to allow those further selected firms to expand and discuss their written responses.

The Tribe reserves the right to **interview shortlisted firms** before final selection. Final award is subject to Tribal approval and the Tribe may reject any proposal for any reason. Debriefs on selection or scoring will not be provided.

Final Selection:

The final selection of the successful respondent(s) is scheduled to be completed by **Wednesday, July 22, 2026**. The successful respondent will assume their responsibilities thereafter.

5. Rules Governing Proposals

Confidentiality:

The content of all proposals will be kept confidential throughout the selection process and afterward. Copies of any proposal will not be shared with other respondents.

Late Submissions:

Proposals not received before the date and time specified will not be considered and will be returned to the proposer unopened.

Acceptance / Rejection of Submittal:

The Tribe reserves the right to reject any or all responses to this RFP, to waive minor irregularities in any proposal or the RFP procedures, and to accept any proposal presented that meets or exceeds these specifications, and which is deemed to be in the best interests of the Tribe. However, the requirements for timelines shall not be waived.

TERO Compliance:

This project requires all contractors to participate in and be compliant with the Bishop Paiute Tribe TERO Ordinance (see Attachment F). The selected firm shall participate in the program, file all required documentation



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including a signed TERO Compliance Plan Agreement between the firm and the Bishop Paiute Tribe, and, if appropriate, file for an exemption where the work is specialized and requires expertise outside the scope of the TERO employee database. There are no prevailing wage or union labor requirements on this project. The Bishop Paiute Tribe is a federally recognized Indian Tribe and is exempt from Sales Tax. As such, all bids should not include any California sales tax on the materials purchased for installation on this project but will be required to pay the Tribal Materials Tax of 6%.

6. Appendix A: DISPUTE RESOLUTION LANGUAGE

DISPUTE RESOLUTION: The parties agree to the following:

- a. The parties agree that any dispute under this Agreement shall be resolved in accordance with the following procedures:
- b. **Best Efforts To Negotiate.** In the event of any dispute, claim, question, or disagreement arising from or relating to this Agreement or the breach thereof, the parties hereto shall use their best efforts to settle the dispute, claim, question, or disagreement before resorting to arbitration and litigation. To this effect, the senior executives of this Agreement shall consult and negotiate with each other in good faith and, recognizing their mutual interests, attempt to reach a just and equitable solution satisfactory to both parties.
- c. **Retention of Sovereign Immunity.** Except as provided for in this Section, the Tribe, by entering into this Agreement, and performing the obligations the Tribe has assumed and agreed to perform hereunder and thereunder, does not waive, limit, or modify its sovereign immunity from unconsented suit or judicial litigation.
- d. **Scope of Waiver.** Subject to the provisions in this Section, the Tribe hereby expressly waives the jurisdiction of any courts of the Tribe which purports to have jurisdiction over any matter involving the Tribe and waives its sovereign immunity from unconsented suit and consents to suit in accordance with and pursuant to the terms and provisions of this Section. The Tribe shall execute and deliver such documentation as Contractor may reasonably request for the purpose of verifying the effectiveness of the limited waiver of sovereign immunity pursuant to the terms and provisions hereof.
- e. **Mediation.** If the parties cannot settle their dispute through negotiation within thirty (30) business days after referral of a dispute to them, the parties agree first to try in good faith to settle the dispute by mediation administered by the American Arbitration Association under its Commercial Mediation Procedures before resorting to litigation, or some other dispute resolution procedure.
- f. **Procedural Requirements.** The Tribe will provide a waiver of limited sovereign immunity as to Unconsented Suit or Judicial Litigation if and only if, each and every one of the following conditions are met:
 - i. The claim is made by a Contractor as designated, herein, and not by any other Person, corporation, Partnership, or entity, whatsoever.
 - ii. The claim alleges an Event of Default or contract breach by the Tribe of one or more specific obligations or duties the Tribe assumed pursuant to the terms and provisions of this Agreement.



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- iii. The claim seeks either (i) money damages for an Event of Default under this Agreement or (ii) injunctive relief as provided for in this Agreement.
- iv. The recipient of the waiver does not make any claim for monetary damages against any member of the Tribe in connection with the operative facts giving rise to the claim, provided, however, that the Tribe acknowledges and agrees and shall not apply with respect to any action in which the Tribe asserts any claim, counter-claim or cross-claim for monetary damages against any officer, director, member, shareholder, attorney or advisor of a Partner in their individual capacity.
- g. **Governing Law.** The Partners agree that any dispute arising out of or in connection with this Agreement shall be resolved first pursuant to applicable Tribal law; second, federal law; third, pursuant to the applicable laws of the State of California if no Tribal or federal law applies. If any Tribal laws apply, they must be exhausted in Tribal Proceedings before moving to any federal or state court.
- h. **Service of Process.** In any proceeding brought pursuant to this Agreement, the Tribe consents to service made in accordance with the notice provisions of this Agreement or pursuant to the Federal Rules of Civil Procedure.
- i. **Enforcement.** The Tribe expressly waives sovereign immunity from a judgment or order consistent with the terms and provisions, which is final because either the time for appeal thereof has expired or the judgment or an order is issued by a court having final appellate jurisdiction over the matter. The Tribe waives its sovereign immunity in, and consents to the jurisdiction of, to be sued in and to accept and be bound by any order or judgment of the United States District Court for the Eastern District of California and any federal court having appellate jurisdiction thereover, consistent with the terms and provisions of this Section. Notwithstanding any contrary term or provision of this Agreement, in the event that the United States District Court for the Eastern District of California declines to exercise jurisdiction over any case or action arising under or in connection with this Agreement, the Tribe expressly consents to the jurisdiction of, and agrees to be bound by any order or judgment of Courts of the State of California with jurisdiction over Inyo County, California, and any Court with appellate jurisdiction thereover, and all of the terms and provisions of Section IV.c shall apply with full force and effect to actions in such Court, including, without limitation, any actions commenced pursuant to Section IV.h hereof.
- j. **Jurisdiction.** Subject to the provisions of Bishop Paiute Tribal Law, any additional jurisdiction shall within this Agreement pursuant to mediation or litigation shall be governed and construed in accordance with the laws of the State of California, without regard for choice of law provisions. The parties hereto consent to the nonexclusive jurisdiction of any state or federal Court located in Inyo County, California, USA. Each Party submits to the personal jurisdiction of such courts and waives all objections to that jurisdiction and venue