



E-Rate Funding

What's Changed and What's Available

Welcome!

AGENDA

- **Speaker Introductions and Overview**
- **Overview of the E-Rate Program**
- **Status and Updates on the E-Rate Program in 2021+**
- **E-Rate Funding Case Study**
- **Panel Questions/Answers**

SPEAKERS

- **Chris Peabody**
 - Chief Strategy Officer, Networking For Future
- **David LeNard**
 - Director of Sales, E-Rate Elite
- **Dennis Robins**
 - E-Rate/Funding Specialist, Cisco Systems
- **Elden Breckenridge**
 - Technology Services, Division Chief, Prince William County Library System

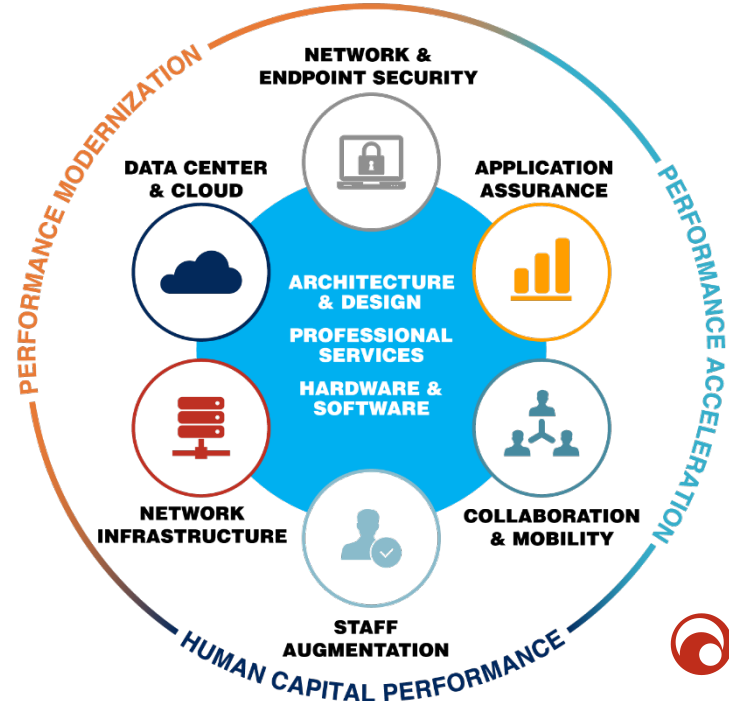
OVERVIEW

Networking For Future, Inc. (NFF)

- Founded in 1996
- Headquartered in Washington, DC
- 130+ Employees
- 77% of workforce hold industry certifications

Offering a performance-focused approach to delivering transformational IT business solutions.

IT Business Solutions



PARTNERS



CLIENTS

FEDERAL GOVERNMENT	STATE AND LOCAL GOVERNMENT	EDUCATION AND LIBRARIES	
		K-12 AND LIBRARIES	HIGHER EDUCATION
<ul style="list-style-type: none"> ■ General Service Administration ■ U.S. Census Bureau ■ U.S. Navy ■ U.S. Air Force ■ Occupational Safety and Health Review Commission ■ United Services Organizations ■ U.S. Court of Appeals for Veteran Claims (USCAVC) ■ Board of Governors of the Federal Reserve System 	<ul style="list-style-type: none"> ■ City of Rockville, MD ■ DC Courts ■ DC Office of Chief Technology Officer (OCTO) ■ DC Office of the Chief Financial Officer (OCFO) ■ DC Dept. of Human Services ■ DC Child and Family Services ■ DC Dept. of Motor Vehicles ■ DC Metropolitan Police Dept. ■ DC Fire and Emergency Medical Services (FEMS) ■ DC Dept. of General Services ■ DC Office of Unified Communications (OUC) ■ DC Homeland Security Agency ■ Office of the DC Auditor ■ Prince William County ■ Montgomery County 	<ul style="list-style-type: none"> ■ Alexandria Public Schools ■ DC Public Schools ■ Saint Stephen's School ■ Trinity Christian School ■ Prince George's County Memorial Library System ■ DC Public Libraries ■ Prince William County Libraries ■ Washington International School ■ French International School 	<ul style="list-style-type: none"> ■ Georgetown University ■ Montgomery College ■ The Catholic University of America ■ University of the District of Columbia ■ Morgan State University ■ Maryland Research and Education Network (MDREN) ■ University of Maryland Center for Environmental Science ■ Virginia Tech Applied Research Corporation ■ Notre Dame of Maryland University ■ University of Maryland Applied Research Laboratory for Intelligence and Security

CLIENTS

NON-PROFIT	COMMERCIAL AND ENTERPRISE	TRANSPORTATION AND UTILITIES	HEALTHCARE
<ul style="list-style-type: none">■ American Alliance of Museums■ NeighborWorks America■ National Association of College and University Attorneys (NACUA)■ Metropolitan Washington Council of Governments■ United Way■ U.S. Peace Institute■ DC Bar Association■ Radio Free Asia■ The American Institute of Architects (AIA)■ Virginia Housing Development Authority■ DC Housing Authority	<ul style="list-style-type: none">■ The MITRE Corporation■ Cisco Systems■ Riverbed■ Perdue Farms, Inc■ CSSI Inc.■ United Parcel Service (UPS)■ Newseum■ Coleman Power Sports■ Donohoe Construction■ Polinger Company■ Incapsulate, LLC■ FEI Construction Company■ Hughes Network Systems	<ul style="list-style-type: none">■ Washington Metropolitan Area Transit Authority (WMATA)■ Metropolitan Washington Airports Authority (MWAA)■ DC Water■ Washington Suburban Sanitary Commission (WSSC)■ DC Department of Transportation■ Maryland Department of Transportation	<ul style="list-style-type: none">■ United Medical Center■ Novant Health Systems■ DC Health Benefit Exchange Authority (HBX)■ DC Department of Health■ DC Department of Healthcare Finance■ Ascend Healthcare Systems LLC

CONTRACT VEHICLES

Virginia

- Cisco Virginia Association of State College and University Purchasing Professionals (VASCUPP)
- Fairfax County Public Schools
- Arlington County Government



District of Columbia

- District of Columbia Supply Schedule (MOBIS and ITES)
- Metropolitan Washington Airports Authority (MWAA)
- Washington Metropolitan Area Transit Authority (WMATA)



Certifications

- District of Columbia Certified Business Enterprise (CBE)
- MWAA Local Disadvantaged Business Enterprise (LDBE)



CONTRACT VEHICLES

Federal and National

- **GSA Schedule (GS-35F-0197L)**
- **National Association of State Procurement Officials (NASPO) ValuePoint Contract #AR3227**
- **Universal Service Administrative Company (USAC) E-Rate SPIN 143030044**



Maryland

- **Maryland Education Enterprise Consortium (MEEC)**
- **Maryland Consulting and Technical Services (CATS+)**
- **Maryland Department of Information Technology (DoIT) Hardware Master Contract**
- **Prince George's County Consulting and Technical Services (CATS II)**



Overview of the E-Rate Program

David LeNard

Director of Sales

E-Rate Elite Services

<http://www.erateelite.com/>



INTRODUCTION TO E-RATE

PRESENTED BY DAVE LE NARD

DLENARD@ERATEELITE.COM

Eligible Services

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- Four categories of eligible services
 - Category One
 - Data Transmission and/or Internet Access
 - Category 2
 - Internal Connections
 - Basic Maintenance of Internal Connections
 - Managed Internal Broadband Services

Eligible Services

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□ Category One

□ Data Transmission and/or Internet Access

- Services needed to support broadband connectivity to schools and libraries.
Includes services that provide broadband to eligible locations including data links that connect multiple points, service used to connect eligible locations to the Internet, and services that provide basic conduit access to the Internet.
- Voice Services are NOT eligible.
- With limited exceptions Hot Spots are NOT eligible.

Eligible Services

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□ Category Two

- Internal Connections, Basic Maintenance of Internal Connections, and Managed Internal Broadband Connections
 - The internal connections needed for broadband connectivity within schools and libraries. Support is limited to the internal connections necessary to bring broadband into, and provide it throughout, schools and libraries; and basic maintenance of these connections, as well as services that manage and operate owned or leased broadband internal connections.
 - End user equipment – computers, monitors, cell phones or phone sets – are NOT eligible

New for Funding Year 2021

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- ❑ Category 2 Budgets
 - ❑ Reset for FY 2021 – 2022, Budgets are fixed over five years
 - ❑ Calculated District-wide and Library System-wide
 - ❑ Budget Floor increases to \$25,000 per site
 - ❑ Multiplication Factor \$167 per student and \$4.50 square foot for libraries
- ❑ Equipment Transfer Rules Relaxed
 - ❑ Intra-agency transfer allowed without notifying USAC
- ❑ Prohibition on Huawei and ZTE

CIPA

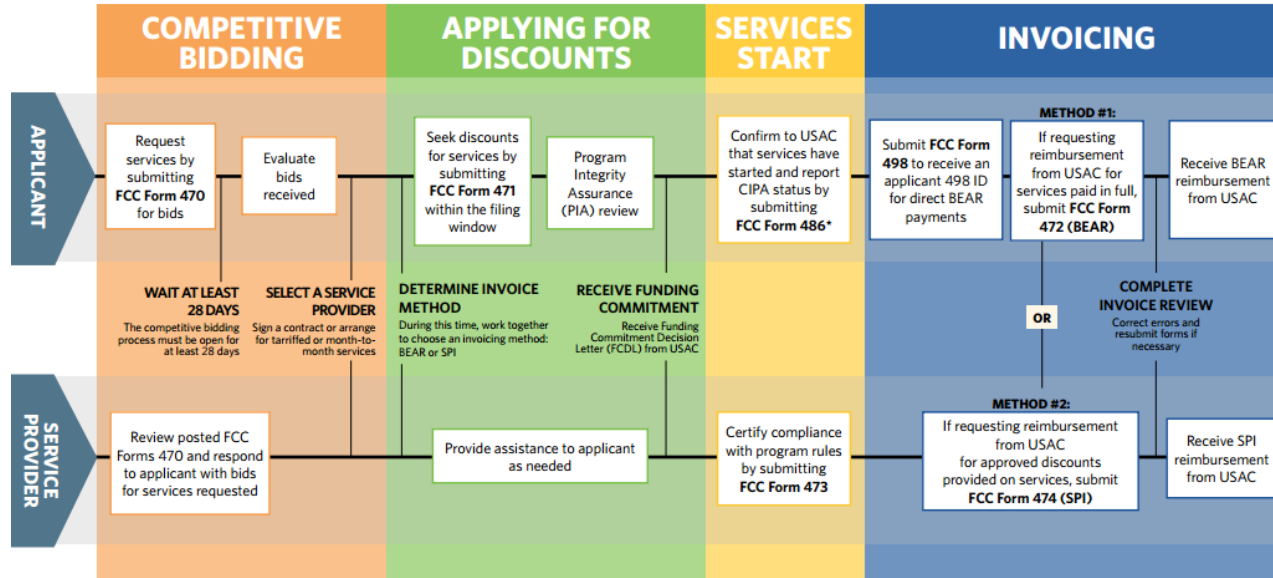
Children's Internet Protection Act

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- Applicants must enforce a policy of Internet safety and certify compliance with CIPA
 - Internet Safety Policy
 - Access by minors to inappropriate matter on the Internet and World Wide Web
 - The safety and security of minors when using electronic mail, chat rooms, and other forms of direct electronic communications
 - Unauthorized access including "hacking" and other unlawful activities by minors online
 - Unauthorized disclosure, use, and dissemination of personal information regarding minors
 - Measures designed to restrict minors' access to materials harmful to minors
- Starting in FY 2012 the CIPA rules were updated to include a requirement to provide for educating minors about appropriate online behavior, including interacting with other individuals on social networking websites and in chat rooms, cyberbullying awareness, and response
- Technology Protection Measure
- Public Notice or Hearing Meeting
- State Laws, you are already required to be CIPA Compliant: <https://www.ncsl.org/research/telecommunications-and-information-technology/state-internet-filtering-laws.aspx>

Application Process Flowchart

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Top Denial Reasons

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- ☐ Competitive Bidding Violation
- ☐ Did Not Request Services on FCC Form 470
- ☐ Services Were Not Cost Effective
- ☐ Did Not Provide Responses or Provided Insufficient Response
- ☐ Services Requested Were Ineligible
- ☐ Contract Does Not Meet Program Requirements

Form 470

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- Form 470-Services Requested
 - ▣ Filed by applicants to define desired services and open the competitive bidding process
 - ▣ Must be posted in USAC's E-Rate Productivity Center (EPC) portal for at least 28 days before a service provider is selected and/or before signing a contract
 - ▣ Request for Proposals (RFPs) are issued concurrently with the Form 470
 - RFP documents, addenda, and question and answers must be uploaded to the 470 in EPC

Form 470

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- ❑ Competitive Bidding
 - ❑ Process must be open and fair
 - ❑ All bidders must be treated the same
 - ❑ Vendors may not have advance knowledge
 - ❑ Equal access to information
 - ❑ Clear Specifications “or equivalent”
 - ❑ No gifts from service providers
 - ❑ No free services
 - ❑ Follow all rules – FCC and state/local
- ❑ Primary Factor – Price of ELIGIBLE goods and services
 - ❑ Most cost-effective offering must be selected

Form 470

Bid Evaluation

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- Price of eligible goods and services must be the primary/most heavily weighted factor
- If utilizing a multi tiered evaluation process, the price of the eligible goods and services must be the primary factor in all tiers
- Most cost-effective bid/proposal must be selected
 - ▣ Price of eligible goods and services must be the primary factor
 - ▣ Other factors, including other price factors (e.g., ineligible items/services, training), past experience, references, technical ability, etc., may be considered but cannot be weighted equally or higher than the cost of eligible goods and services

Contracts

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- RFP/Contract/Procurement Documents
 - Alignment of Documents
 - RFP
 - Bid Evaluations
 - Award Notifications
 - Board Approval
 - Signed Contract
 - Contract Award versus Signing
 - Contract must be signed and dated, or a “legally binding agreement” in place prior to submitting the Form 471
 - Optional extensions must be formally exercised prior to submitting the 471

Form 471

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- Form 471-Services Ordered
 - ▣ Discount Calculation Information
 - ▣ Product/Services information (cost, quantities, contract information)
 - Entities Served
 - ▣ Certifications

Document Retention

All applicants and service providers are required to retain receipt and delivery records relating to the technology plans, pre-bidding, bidding, contracts, application process, invoices, provision of services, and other matters relating to the administration of the Universal Service Fund for a period of at least ten (10) years from last date of service.

Document Retention

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Example

If a service provider provides Internet access to an applicant for Funding Year 2015 (July 1, 2015 - June 30, 2016), both the applicant and the service provider must retain all records on this transaction until at least June 30, 2026.

C1 Services			
Funding Year	Start	End	Ten Years from Last Day to Receive Svc
2015	7/1/2015	6/30/2016	6/30/2026
2016	7/1/2016	6/30/2017	6/30/2027
2017	7/1/2017	6/30/2018	6/30/2028
2018	7/1/2018	6/30/2019	6/30/2029
2019	7/1/2019	6/30/2020	6/30/2030
2020	7/1/2020	6/30/2021	6/30/2031
2021	7/1/2021	6/30/2022	6/30/2032

C2 Services				
Funding Year	Start	End	Service Delivery Deadline	Ten Years from Last Day to Receive Svc
2015	4/1/2015	6/30/2016	9/30/2016	9/30/2026
2016	4/1/2016	6/30/2017	9/30/2017	9/30/2027
2017	4/1/2017	6/30/2018	9/30/2018	9/30/2028
2018	4/1/2018	6/30/2019	9/30/2019	9/30/2029
2019	4/1/2019	6/30/2020	9/30/2020	9/30/2030
2020	4/1/2020	6/30/2021	9/30/2021	9/30/2031
2021	4/1/2021	6/30/2022	9/30/2022	9/30/2032

Resources

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- ▣ www.usac.org/e-rate/
- ▣ Weekly Newsletter www.usac.org/e-rate/resources/news-brief/
- ▣ Search Tools www.usac.org/e-rate/resources/tools/
- ▣ EPC www.portal.usac.org
- ▣ E-Rate Elite Services, Inc. www.erateelite.com

Status and Updates on the E-Rate Program

Dennis Robins

Public Funding – Business Development
Cisco Systems
SLED Central-East Operations
E-rate, Grants & CARES Act Funding



E-rate Program – Funding Year 2021/Year 24

Status and Updates

E-rate: Funding Year 2020/Year 23 Status

- FY2020 commitments as of 10/12/20:
 - C1: **\$1.2B** (\$1.77B requested)
 - C2: **\$551M** (\$1.14B requested)
 - Wave 24 – Application still Pending? Contact USAC for status
- “Second” filing window for FY2020:
 - \$14.8M requested (\$21.2 pre-discount)
 - Deadline 10/16/20



Dec 2019 FCC Report and Order

E-rate 5 Year Budget Caps

- E-rate requests for Category 2 funding are subject to budget caps over a five year period; there are no caps for Category 1
- **NEW**: The 5 year 'clock' starts in E-rate Funding Year 2021/Year 24 and runs through 2025. The 5 year period **resets** every five years; there is no carryover.
- **NEW**: Budget caps are managed at the school district or library system level!!!
 - For schools:
 - \$167/student on a pre-discount basis (FY20) for schools
 - For libraries:
 - \$4.50 per square foot (rural or urban)
- **NEW**: Minimum 'floor' increased for E-rate 5 yr budget cap – NOW \$25,000



E-rate: Funding Year 2021/Year 24 Procurement

- 970 Forms 470 posted as of 10/12
 - 816 Category One
 - 235 Category Two
- No word on final Eligible Services List for FY2021
 - Expected late November; major changes are *unlikely*
- Form 471 Filing Window
 - Expect after 1/1/21 through end of March 2021



E-Rate Funding Case Study

Prince William County, Virginia



Elden Breckenridge
Technology Services, Division Chief
Prince William County Library System

CASE STUDY: PRINCE WILLIAM COUNTY LIBRARY SYSTEM



Overview:

- 12 branches with Manassas coming online in 2020
- Proprietary library hardware and software
- New Cloud applications as part of modernization effort

Objective:

- Focus on delivering 2019-2023 Strategic Plan
- Prioritize improved Wi-Fi access
- Collaborate with Department of Information Technology

Solution:

- Category 1 – Fiber connectors, Comcast service until move to a centralized ISP
- Category 2 – Forklift upgrade of network switches, wireless controllers, AP's, cabling service
- Used E-Rate Central through Library of Virginia contract



Advice:

- To modernize your infrastructure use E-Rate to offset cost. Do not forget recurring costs.
- Partner and leverage the IT team's expertise to make sure your vision aligns with their goals
- Hire a consultant to help navigate the USAC system
- Attend USAC training



QUESTION AND ANSWER

- Key steps for schools and libraries?
- Crystal ball / future E-Rate perspective?
- Last thoughts/comments?



**Your performance improvement
is our measure of success.**

Thank You!