

Fall FY2024 E-Rate Workshop – Program Basics & Updates

For a copy of today's presentation, go to https://www.ohio-k12.help/erate/e-rate-resources/

Lorrie Germann, State E-Rate Coordinator

Agenda for Today

- E-Rate Overview
- Eligible Services and Equipment
- Category 2 Budgets
 - break (10:30 or so)
- Application Process
- Program Updates (and there are quite a few!)
- E-Rate Productivity Center (EPC)

What is E-Rate?

- Annual \$3.9 billion federal program
 - Funding does not come from the federal budget
- Provides 20-90% discounts on eligible services and equipment
- Program principles:
 - All equipment and services (with a couple of exceptions) must be competitively bid using the E-Rate portal for at least 28 days
 - Applicants MUST pay their non-discounted share (cannot be waived)
 - For example, if your discount is 80%, you must pay 20%
- FCC sets all rules and policy
 - USAC (Universal Service Administrative Co.) manages the program/ application process
 - We typically start applying 6-12 months before the funding year begins
 - The program is highly deadline-driven

Funding Year

- A Funding Year (FY) starts on July 1 and ends the following June 30.
 - Our current funding year, FY2023, started on July 1, 2023 and ends on June 30, 2024.
 - We are preparing to file for FY2024 which starts on July 1, 2024 and ends on June 30, 2025.
- Delivery and installation of services
 - Recurring services (e.g., monthly internet access) must be delivered during the funding year.
 - Non-recurring services (e.g., equipment installations) can generally be installed as early as April 1 (90 days) before the July 1st start of the funding year through September 30 following the close of the funding year.
 - The September 30 deadline can sometimes be extended, either automatically or by request.

What Entities are Eligible?

- Public libraries eligible for LSTA funding
 - Includes bookmobiles



- Public and non-public, non-profit K-12 schools
 - "Special Needs" Pre-K is eligible (ages 3+) in Ohio



- Non-Instructional Facilities (NIFs)
 - Admin buildings, bus barns, data centers, etc.
 - Only eligible for broadband/internet services (not equipment)
- Every "parent" organization (i.e., school district, library system)
 has a Billed Entity Number (BEN)
- Every "child" building must have an Entity Number
 - You must call USAC to obtain Entity Numbers for new buildings

EPC – E-Rate Productivity Center

- The E-Rate application management portal
 - Launched in FY 2016
- All E-Rate forms, letters, and interactions are located in EPC
- This is also where...
 - We update square footage
 - Create users/assign rights
- Every "Billed Entity" has a BEN portal account
- Every BEN Account has "Users"
 - Each BEN can have only one Account Administrator (AA)
 - Only the AA can create/edit user permissions
 - You may have or add additional users and assign specific rights

ADMIN WINDOW

- The Admin Window is the period of time we update entity information in EPC, including:
 - Adding new buildings
 - Correcting addresses
 - Adding Category 2 budget counts
- Admin Window opening date was Oct. 24th, 2023 and will close several days before the opening of the Form 471 window (usually mid-January).
 - After the Admin window closes, applicant profiles will be locked

Library Discount Calculations

Independent Library :

 Discount based on the % of students eligible for the NSLP in the school district in which that library is located, and whether the <u>library</u> is located in an urban or rural area

• Library Systems:

- Discount based on the % of students eligible for the NSLP in the school district in which the <u>system's main library</u> is located and
- The % of libraries in urban/rural areas
 - If more than 50% are located in rural areas, then the rural discount should be used

How the Discount is Calculated

| School District Info | Enrollment | NSLP |
|---------------------------|------------|------|
| East Elementary School | 185 | 83 |
| West Elementary School | 434 | 77 |
| North Elementary School | 463 | 176 |
| Northwest Middle School | 164 | 33 |
| District-Wide High School | 1003 | 282 |
| ABC LOCAL SCHOOL DISTRICT | 4518 | 1208 |

% NSLP = 29%

| Libraries | Urban/Rural |
|------------------------|-------------|
| East Branch Library | R |
| West Branch Library | R |
| North Branch Library | U |
| South Branch Library | U |
| Southwest Main Library | U |
| Administration Office | n/a |
| ABC Public Library | U |

Majority of libraries are Urban

Discount Matrix

| | Catego | ory 1 | Catego | ory 2 |
|--|---------------------------------|---------------------------------|---------------------------|---------------------------------|
| | | | | |
| Income % of students in the school that qualify for the NSLP | Category 1 Urban Discount | Category 1 Rural Discount | Category 2 Urban Discount | Category 2 Rural Discount |
| Less than 1% | 20% | 25% | 20% | 25% |
| 1% to 19% | 40% | 50% | 40% | 50% |
| 20% to 34% — | → 50% | 60% | 50% | 60% |
| 35% to 49% | 60% | 70% | 60% | 70% |
| 50% to 74% | 80% | 80% | 80% | 80% |
| 75% to 100% | 90% | 90% | 85% | 85% |

% NSLP = 29% and a majority of libraries are Urban

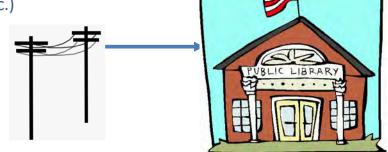


E-Rate Eligible Services



Categories of Service

- Category 1 Services that go TO the library
 - Subcategories:
 - Data Transmission Services (fiber, coaxial cable, etc.)
 - Internet Access
 - Maximum discount is 90%
 - No E-Rate funding caps
 - Services must be received July 1 June 30
 - All buildings are eligible for Cat 1 funding



- Category 2 Services/equipment that go <u>INSIDE</u> the library
 - Subcategories:
 - Internal Connections
 - Basic Maintenance of Internal Connections
 - Managed Internal Broadband Services (MIBS)
 - Maximum discount is 85%
 - Subject to 5-year "C2 Budget" (funding cap)
 - Equipment can be received April 1 Sept 30 (18 months)
 - NIFs are NOT eligible for Cat 2!





What's Eligible Under Category 1



C1: Data Transmission Services

Most Common:

- Leased Lit Fiber
- Cable Modem/DSL/FIOS
- Bundled Internet Access (with transport)

Other Eligible Fiber:

- Leased Dark Fiber * (Someone else owns it but you're responsible for lighting it)
- Self-Provisioned Fiber (Build/Own Your Own Network) *
- Special Construction Charges
 - Costs for vendor to build out network
- Installation Charges
 - One-time charge to "turn on" service

Also Eligible (less common):

- Microwave Service
- Broadband over Power Lines
- T-1, T-3, Fractional T-1
- DS-1, DS-2, DS-3
- OC-1, OC-3, OC-12, OC-n
- Frame Relay
- ISDN
- Satellite Services
- Stand-Alone Internet (no transport cost if own the fiber to your buildings, or a different vendor provides the circuits)
- Wireless <u>data</u> plans * (typically used for bookmobiles) where plans are the most costeffective option

Not Eligible:

- Voice services
- <u>Duplicative (redundant) services</u>
- Filtering

^{*} Additional bidding requirements apply

CABIO Internet Bidding Exemption

Commercially Available Bundled Internet Option (CABIO)

- Schools and libraries seeking "Commercially-Available Business Class Internet Services" are not required to file a Form 470
- Typically, only Cable-Modem, DSL, or FIOS Internet Service
- Commercially Available means that it is publicly available to nonresidential customers (such as enterprise, small business, or other government customers) in the same form and at the same rates that it is offered to schools or libraries
 - Basically, this is an internet service that is available on a vendor's website for its business customers
- Minimum speeds must be 100 Mbps downstream and 10 Mbps upstream
- Cost must be \$3,600 or less annually (pre-discount)
 - Cost must be per-building and cannot be averaged across multiple buildings
 - \$3,600 includes any installation costs, equipment rental, taxes and fees

The CABIO option is geared (but not limited) to small libraries and small non-public schools or NIFs using cable modem-type services

E-Rate F-Rate

What's Eligible Under Category 2

Three Sub-Categories for C2

- Internal Connections
- Basic Maintenance (BMIC)
- Managed Internal Broadband Services (MIBS)

Internal Connections

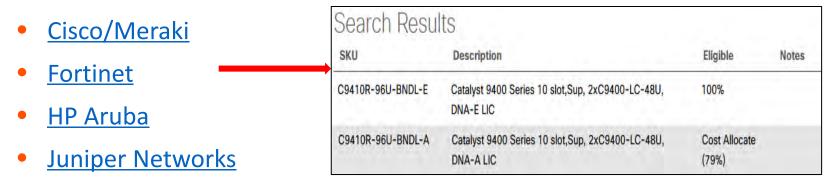
- Wireless AccessPoints/Controllers
- Network Routers & Switches
- In-Building Structured Cabling
- Caching Servers
 - Only eligible servers
- Firewall Appliances
- Racks and UPSs
 - That support eligible equipment only
- Equipment licenses
 - Pre-paid, multi-year licenses can be requested in first year
- Cloud-based functionality of eligible equipment

- Operating system software to support eligible equipment
- Installation and configuration
 - If wanted, be sure to specify this in your 470/RFP
- Taxes and fees
- Basic training on use of equipment
- Not eligible:
 - Cybersecurity!!!!!!
 - Storage Devices
 - Voice/Video Components
 - End User Devices
 - Security cameras
 - Advanced firewall functions, like anti-spam, anti-virus, etc.

Category 2 Cost Allocations

Depending on the functionality of some equipment or software, the product may not be fully eligible for E-Rate funding, requiring a percentage of the cost to be deducted.

 Below are links to manufacturers' websites or documents they have provided, publishing their cost allocations.



- <u>Palo Alto Networks</u> (click on "Palo Alto Network Product Eligibility Guide" to download PDF)
- Sophos
- Or call USAC at 888-203-8100, who should be able to tell you if the SKU is fully eligible

Internal Connections Purchase Timeline

- Equipment can be purchased <u>as early as</u> April 1, prior to funding year start
 - For example, applicants can purchase equipment on April 1, 2024 for FY 2024,
 even though the funding year doesn't begin until July 1, 2024
 - However... vendors/applicants cannot be reimbursed from USAC until July 1
 - Applicants that purchase equipment prior to receiving funding commitment letter are risking paying full price
- Equipment can be purchased <u>as late as</u> September 30, following the end of funding year
- Allows applicants two full summers to install equipment

| | FY 2024 - Non-Recurring Services/Equipment Purchases - April 1, 2024 - Sept 30, 2025 | | | | | | | | | | | | | | | | |
|------|--|------|------|---|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | | | | FY 2024 - Recurring Services - July 1, 2024 - June 30, 2025 | | | | | | | | | | | | | |
| Apr | May | June | July | Aug | Sept | Oct | Νον | Dec | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept |
| 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 |

Basic Maintenance (BMIC)

- Special eligibility conditions:
 - 100% eligible = basic tech support, configuration changes
 - Costs common when purchasing new equipment
 - Not eligible = Next Business Day equipment replacement
 - Conditionally eligible = repair of equipment, cable maintenance
 - E-Rate will commit based on amount of contract
 - BUT.... Will only reimburse for time/parts used
- Multi-year, pre-paid contracts must be amortized
 - Cannot apply for full cost of multi-year BMIC contract in Year 1
 - Must amortize and request discounts for that year, annually
- Can only be for services/work performed during 12-month funding year (7/1/2024 – 6/30/2025)
 - Does <u>not</u> follow the 4/1/2024 9/30/2025 schedule
 - Does <u>not</u> follow the first 12 months of ownership schedule

Managed Internal Broadband Svcs

- Managed Internal Broadband Services (MIBS)
- Covers the operation, management, or monitoring of a LAN
- 2 Options:
 - Paying an outside vendor to own/manage the equipment
 - Paying an outside vendor to manage school-owned equipment
- Subject to the C2 budget caps
- Traditionally used by small schools/districts and libraries that don't have their own IT staff

Library Small C2 Bidding Exemption

- Beginning in FY 2024, libraries are exempt from bidding Category 2 equipment or services if:
 - Total, pre-discount amount is \$3,600 or less
 - Total cost is per library and cannot be averaged over multiple libraries
 - Cost-effective rules still apply
 - Contracts still must be signed prior to filing the Form 471

Equipment Transfer/Disposal Rules

- Receiving equipment: Be sure to label each piece and record it in your asset inventory
 - -- Make/model/serial number/building/room/FRN/date installed
- Transfers: E-Rate funded equipment may be transferred between eligible schools or libraries within the BEN
 - If equipment is transferred between buildings within 5 years from date of purchase, applicants must record reason and date of transfer and update asset inventory
 - No notice to USAC is required
 - Asset inventory must be retained for 10 years from date of purchase
- Disposal: Equipment may be disposed of, sold, moved to a NIF, etc. after 5 years from the date of installation
 - No notice to USAC is required but asset inventory must be updated

NIFs Not Eligible for C2 Funding

- Non-instructional facilities (NIFs) are not eligible for C2 funding/equipment that is specific to their building
- Shared equipment may be housed at a NIF
- For example:
 - A Wireless Controller may be housed within a NIF
 - Wireless Access Points in a NIF may not be purchased with E-Rate funds
 - These would be building-specific and not equipment that is shared with other schools



Category 2 Budget



Category 2 Basics

- To qualify for Category 2 funding, you must be CIPA-compliant
- We have a set 5-year cycle (FY2021-FY2025), (FY2026-FY2030), etc.
- All C2 budgets will reset in FY2026
- C2 budget is calculated at the <u>library system level</u>
- Multiplier is set for the full 5-year cycle and will not be adjusted for inflation each year
 - FY2021-FY2025 = \$4.50 sq. ft. for <u>ALL</u> libraries
 - FY2021-FY2025 Budget Floor/Minimum = \$25,000.00
 - •Budget floor applies to libraries with less than 5556 sq. ft.

Calculating Your Budget – OPTIONS

- The Category 2 Order provides an exception for small school districts and library systems.
- Specifically, it allows school districts and library systems with 10 or fewer sites the option to calculate their budgets on a per-site basis by <u>adding</u> together the budgets of each eligible site within the district.
- For Libraries with <u>10 or less branches</u> 3 options
 - OPTION 1: Calculate by total number of Square Feet
 - OPTION 2: Calculate by total number of Branches (\$25,000 per branch)
 - OPTION 3: Calculate BY Branch using either per sq. ft. or \$25,000 per branch or a <u>COMBINATION OF BOTH</u> methods
- Use the HIGHEST aggregate total

!! If applying for Category 2 funding, provide square footage for all library locations, even Bookmobiles & Kiosks!!

Sample Calculation for 10 or Less Libraries

ABC Library System has 5 locations:

| Library | Sq. Ft. | Budget Calculation (\$4.50/sq. ft.) | Budget Received (Use minimum budget is calculation is less) | |
|---------------------|---------|--|---|------------------------|
| Central Main Branch | 14,500 | \$65,250.00 | \$65,250.00 | |
| East Branch | 8,000 | \$36,000.00 | \$36,000.00 | Based on sq. ft. count |
| North Branch | 9,873 | \$44,428.50 | \$44,428.50 | |
| West Branch | 5000 | \$22,500.00 | \$25,000.00 | Based on |
| ABC Bookmobile | 256 | \$1,152.00 | \$25,000.00 | budget floor |
| Totals | 37,629 | \$169,330.50 | \$195,678.50 | |

- Remember, libraries with LESS THAN 5556 sq. ft. are eligible for the budget floor - \$25,000.00
- Use the HIGHEST aggregate total

Category 2 Pre-Discount Budget Example

| 5-Year C2 Budget Cap* | E-Rate Discount | E-Rate Will Pay: | District's Share % | District Must Pay: |
|-----------------------|-----------------|------------------|--------------------|-----------------------|
| \$204,475 | 60% | \$122,685 | 40% | \$81,790 |

^{*} The C2 Budget Cap is the pre-discount price. E-Rate discounts will then apply on top of the budget cap. In this example, library would still owe their 40% non-discounted share

• Future funding years: To determine what "remains" in a C2 budget for future years in the C2 "cycle", take the 5-Year Budget Cap and subtract the pre-discount amounts of what has been "committed" in the previous year(s) of the C2 cycle

What is YOUR Remaining Category 2 Pre-Discount Budget for Current 2 Budget Cycle?

Calculating Remaining C2 Budgets –

Using USAC's Open Data

What is your remaining Category 2 Budget for this C2 cycle?

- 1) Go to: https://opendata.usac.org/E-Rate/E-Rate-C2-Budget-Tool-FY2021-/8z69-hkn7
- 2) Enter BEN to filter just your entity's data
- 3) Summary Table will appear

Review these columns:

School ...

Square footage currently in **EPC**

5-Year Pre-Discount

C2 Budget C2 Bud. C2 Bud... : Funded.

> Confirmed \$13,117.11 "Funded" amount from FY2021-FY 2023

Pendin... \$0.00

Select ...

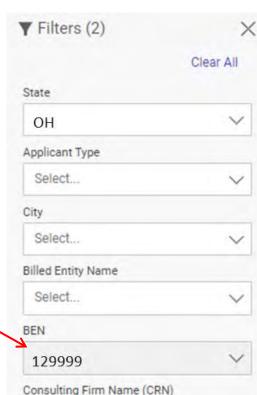
Amount of "pending FRNs" in FY 2021, 2022,

2023

Remaining available C2 Budget

\$261,882.89

Availab.



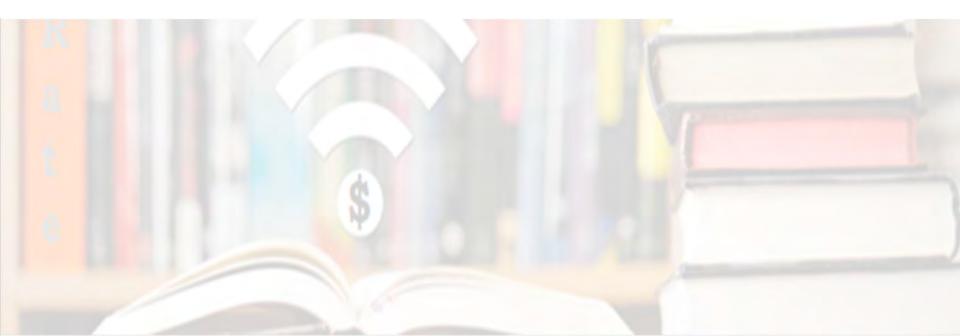








E-Rate Application Process



Application Process Overview

| E-Rate Step | Suggested Timeline |
|---|-------------------------------------|
| 1) Assess Needs/Create Your Plan | August - December |
| 2) Update EPC Profiles - Admin Window | Oct - early January |
| 3) Bid All New Services/Equipment – Form 470 | Now - January |
| 4) Bid Evaluation | January/February |
| 5) Board Approval/Sign Contracts | January/February |
| 6) Request E-Rate Funding — Form 471 | Mid Jan. – March 25? (deadline TBA) |
| 7) Application Review – PIA | March - August |
| 8) Funding Commitment – FCDL | April - August |
| 9) Turn-On Funding/CIPA Compliance – Form 486 | FCDL receipt – October 29 |
| 10) Receive Services | July 1, 2024 – June 30, 2025 |
| 11) Pay Vendor | July 1, 2024 – June 30, 2025 |
| 12) Submit Invoice to USAC — Form 472 BEAR if paid vendor bill in full (vendor submits Form 474 SPI to USAC if you received discounted bills) | October 28, 2025 (deadline) |

Step 1: Assess Need & Plan

- When? August December
- Category 1: Review existing contracts to determine when they expire
 - Extend, if options are available
 - Must have documentation to vendor of request to extend
 - If contract expiring, decide if upgraded services are needed
- Category 2: Determine what equipment/wiring is needed for each school over the next 12 months
 - Research options, prepare bid-list

Step 2... Update Entities' Profiles

- Update Entities' Profiles during the Administrative Window each fall
 - 3 month period when schools must update enrollment/NSLP data for each school
 - And update Category 2 Enrollment if it has increased
 - Data cannot be changed once Admin Window closes
 (but you can provide updated info on the Form 471)



- Confirm all entities, including NIFs, are in EPC portal
 - Contact CSB at 888-203-8100 to make entity adjustments
- Libraries do not enter enrollment/NSLP data
 - EPC links libraries with the school district in which the library (or main library in a system) is located
 - Libraries should update square footage/address changes, if any

Step 3: Posting the Form 470

Form 470 Competitive Bidding Form

- Notifies vendors of services and equipment for which you are seeking proposals
 - All equipment/services for which you will seek funding on the Form 471 must have been posted on a Form 470
- Vendors are invited to submit bids/price quotes for 28 days from the date of certifying your Form 470
 - List bid due date in the narrative text box, along with any disqualifying factors
- TIP!
- You are NOT obligated to purchase any service/equipment listed on Form 470
- Category 1 and Category 2 can be filed on the same 470
- **Note**: If you were included on the OPLIN Omnibus Form 470 for circuits and award a contract, you do not need to file your own 470 for that service. **You will reference the OPLIN 470 number on the Form 471.**

When Must a Form 470 be Posted?

Month-to-Month Services

- No contract exists these are mostly cable modem-type services
- File annually unless using CABIO

New Contracts

- File before signing any new contract
- If you posted a Form 470 in a previous year, and then signed a multi-year contract that expires on or after June 30, 2025, you are **not** required to file a Form 470 for FY 2024

Bandwidth Upgrades 3.

If you're upgrading service mid-contract and the upgrades and associated prices are not included in the original contract

Contract Extensions:

- Permitted but must have been in original contract and must have definitive end date
 - For example, a 3-year contract, with two 1-year renewals. Will not require new 470 until the end of 5 years
 - However, a 3-year contract that automatically renews doesn't count. This requires a new 470 at the end of 3 years



- Must notify the vendor before filing Form 471 if you want to exercise one of your contract extensions
 - Can be as simple as an e-mail; some vendors want contract amendment
 - USAC will ask for this during your application review

When to File the Form 470

Deadline: Form 470 must be posted online <u>at least</u> 29 days before the close of the Form 471 window

For example:

- If Form 471 deadline is March 25, 2024; then...
- February 25, 2024 = 470 Deadline
 - DO NOT wait this long!
 - Gives you 1 day to evaluate bids, negotiate contracts, seek board approval, sign contracts, and then file the Form 471 by the 471 deadline
- Helpful Form 470 Guides: https://www.ohio-k12.help/erate/e-rate-resources/
 - Form 470 Disqualification Suggestions
 - C1 & C2 Form 470 Filing Guide Schools/District
 - C1 & C2 Form 470 Filing Guide –Libraries
 - Sample C1 & C2 Bid Matrix/Acceptance Letter

Requests for Proposals (RFPs)

- USAC considers any bidding document provided to vendors an RFP
- RFPs not required, except for:
 - All applicants seeking dark fiber or self-provisioned fiber projects
 - Libraries asking for hot spots/cellular data plan for bookmobile
- If issuing an RFP, all documents that constitute that RFP must be uploaded with Form 470 at the time of filing
 - Cannot cite a website bidding advertisement
 - Important: Any addenda or other documents given to vendors after the Form 470 is filed must be uploaded to existing 470
 - Must restart 28-day clock if any changes are made to the original RFP
- Vendors cannot provide RFP language or bid lists

Requests for Proposal (RFPs)

• A Requests for Proposal (RFP) may be created to describe specific needs and circumstances in more detail.

| School | Minimum Bandwidth Address Requested | | Notes |
|-------------------------|---|----------------------------------|---|
| ABC High School | 1GB | 425 Town Pkwy, Anytown, OH 43000 | Address of the demarc location |
| ABC K-2 Primary School | 500MB | 235 Cherry St, Anytown, OH 43000 | Point to Point requested, connecting ABC K-2 Primary School to High School |
| ABC Intermediate School | 1GB | 345 Arch St, Anytown, OH 43000 | Point to Point requested, connecting ABC Intermediate School to High School |
| ABC Middle School | 1GB | 841 E Main St, Anytown, OH 43000 | Point to Point requested, connecting ABC Middle School to High School |

Cat 1

| Equipment | | Min. Quantity |
|---|---------------|------------------|
| UPS for Data Racks: | | |
| APC PAC SMX3000L VNC Rack Tower LCO 100-127V | or Equivalent | 8 |
| APC Smart UPS X750VA | or Equivalent | 4 |
| Wifi Access Points and Antenna: | | |
| Cisco Satalyst 9120AXE Wireless Acess Points, C9120AXE-B | or Equivalent | 60 |
| Cisco Antenna, AIR-ANT2535SDW-RS | or Equivalent | 240 |
| Cisco Universal AP Bracket, AIR-AP-BRACKET-2, UNSPSC 56112005 | or Equivalent | 60 |
| Switches: | | |
| C9200-24P-EDU | or Equivalent | 4 |
| C9200-48P-EDU | or Equivalent | 2 |
| C9300-48P-EDU | or Equivalent | 3 |

Cat 2

Imposing Restrictions

- Cannot list specific make and model of services sought without also considering equivalent products and/or services.
 - "XYZ manufacturer's router model 345J or equivalent"
 - FCC Form 470 will ensure compliance but double-check your RFP to make sure you've included the "or equivalent" language.
- Applicants may set some eligible service requirements.
 - Applicants may require service providers to provide services that are compatible with one kind of system over another (e.g. Brand X compatible).
- Disqualification criteria must be spelled out in FCC Form 470 and/or RFP and be available to all potential bidders.

Sample Disqualifying Factors

- All hardware quoted must be compatible with existing infrastructure. If the equipment is different
 from what is requested, documentation must be provided with the proposal demonstrating that the
 proposed equipment is equivalent, or the proposal will not be considered.
- Hardware quoted must be new with the manufacturer's warranty (three year). Quotes for used equipment will not be considered.
- The bidder shall provide their SPIN in their proposal (or provide documentation that a SPIN has been applied for) and shall document that they are an authorized reseller of the equipment being proposed.
- Cabling vendors must be bonded/insured.
- · Vendor must ensure that all quoted prices will be honored at the time of purchase.
- Vendors must conduct a mandatory walk-through of each location if bidding on the cabling project, and all quotes must include all cabling material, necessary components, and installation costs to complete the project. Bids received where a walk-through was not conducted will be disqualified.
- Vendors must conduct a mandatory walk-through of each location if bidding on the management of internal broadband services (MIBS). Bids received where a walk-through was not conducted will be disqualified.
- Installation costs must be listed separately from hardware costs.

Sample Disqualifying Factors

- Vendor must put in writing their willingness to give discounted bills.
- SPAM and/or robotic responses will not be considered valid bid responses and will be disqualified from consideration.
- Proposals from vendors on Red Light Status with the FCC or delinquent on a debt to a state or federal governmental agency or entity will be disqualified.
- In-state (or local) vendors preferred.
- Previous experience with vendor preferred.
- The applicant reserves the right to reject bids that are received after 9:00 a.m. of the Allowable Contract Date shown on the Form 470.
 - The deadline for vendor proposals is 9:00 am Eastern, 29 days from the date this Form 470 is posted. We reserve the right to reject late-submitted proposals.
- All questions and quotes are to be emailed to Insert Info

A Word doc listing Disqualifying Factors can be found on my "Resource Library" page at https://www.ohio-k12.help/erate/e-rate-resources/.

During the Bidding Period...

- After the Form 470 has been posted online, vendors submit proposals directly to the school or library
- Proposals must be accepted for a minimum of 28 calendar days
 - Applicants should specify a bid deadline in the Form 470/RFP
 - Can be longer than 28 days
- Vendors will contact you if they need additional information
- When contacted by a vendor, you <u>must</u> indicate your willingness to receive a proposal for services listed on Form 470
 - Do NOT say you are just going to stay with your current vendor
- May conduct pre-bid meeting with vendors

Know Your Role

| Applicants | Service Providers |
|---|--|
| • Determine services needed, file FCC Form 470 and RFP. | Respond to FCC Form 470 and RFPs. |
| Run competitive bidding process. | May assist with responding to PIA on technical services |
| Select winning bidder, with price of eligible product and services as primary factor. | questions (but not competitive bidding).File other service provider |
| Respond to PIA. | forms (FCC Forms 473, 474, etc. |
| • File other applicant forms (FCC Forms 471, 486, 472, 500, etc.) | Document their compliance with FCC rules on an ongoing |
| Document their compliance with FCC rules on an ongoing basis. | basis. |

Applicants **cannot** have a relationship with service providers that would unfairly influence the outcome of the competition.

Step 4: Evaluating Bids

- After the bid due date (which must be at least 29 days after 470 is posted), the applicant must review all qualified bids received for all services or equipment
- Must create and retain bid evaluation matrix
- Price of eligible services/equipment MUST be the most heavily weighted factor during bid evaluation, but you're not required to go with the cheapest bid
 - Brief list of evaluation criteria examples:
 - Quality of proposed solution
 - Cost of <u>ineligible</u> items
 - References
 - Experience with the vendor
 - Ability to meet installation deadline
- Retain all winning and losing bids and all correspondence between the applicant and all vendors (winning and losing)

Received No Bids?

- Document via an email or file memo that no bids were received
- Existing Services: can continue to receive services from existing service provider
- New Services/Procurement: Solicit bid from willing vendor (who is not your brother-in-law)
 - Make sure price is cost-effective
 - Check marketplace options from other vendors in your area or nearby areas
 - Save research and information to justify buying service from this vendor

Bid Evaluation Sample

| Factor | Points Available | Vendor 1 | Vendor 2 | Vendor 3 |
|---|------------------|----------|----------|----------|
| Price of the ELIGIBLE products and services | 50 | 20 | 50 | 40 |
| Prior experience w/vendor | 20 | 20 | 0 | 20 |
| Pricing includes basic firewall service | 15 | 0 | 0 | 15 |
| Flexible Invoicing: FCC Forms 472 or 474 | 10 | 0 | 10 | 10 |
| Local or in-state vendor | 5 | 5 | 0 | 5 |
| TOTAL | 100 | 45 | 60 | (90) |

Based on the above bid matrix criteria, we have chosen **Vendor 3** as the service provider for our **bandwidth and Internet Access**.

| Name: | | | |
|-------|--|--|--|
| | | | |

| Date: | | | |
|-------|------|--|--|
| | | | |

- Evaluate your bids using a matrix with your bid factors listed and assigned points.
- Price must have the highest number of points
 - If a vendor was disqualified, they would not be included in the bid matrix table but give an explanation as to why they were disqualified.
- Based on this example,
 Vendor 3 wins because they received the most points.

For a copy of a Category 1 and Category 2 bid matrix and acceptance letter, go to https://www.ohio-k12.help/erate/e-rate-resources/

Step 5: Vendor Contracts

- Contracts (which include hardware quotes) must be signed/dated by the <u>applicant</u> before you submit Form 471
 - Unless receiving services on a month-to-month basis
 - Vendor can sign after the Form 471 deadline
 - Obtain board approval, if required, before signing a vendor contract
 - Or write a letter of acceptance if board approval is not possible prior to the Form 471 deadline
 - Upload signed document in EPC prior to filing the Form 471



Step 6: Filing the Form 471

Purpose of the Form 471

- Filed <u>annually</u> by entity that actually pays the bills (the Billed Entity)
- Formally requests E-Rate funding commitments from USAC
- Asks detailed questions about services or equipment
- Shows which entities are receiving service
- Shows discount calculations (from EPC)
- Links to a Contract Record(s) to show which Form 470 was used to bid services, contract signing dates, contract amounts, etc.

Funding Requests

- Each separate funding request is assigned a number, called a Funding Request Number (FRN)
- Each FRN is "built" by adding FRN Line Items

When and How Many to File

471 Application Window: early January – mid March

Do **NOT** miss this deadline!

- Must be filed in EPC
- Category 1 and Category 2 must be filed on separate applications
 - Multiple applications are ok within the same category of funding



Step 7: PIA Review

Program Integrity Assurance (PIA) Review

- USAC team that reviews all applications submitted within the "Form 471 Window" and makes determination on funding approval/reductions/denials
- Checks for rule compliance
 - Eligible services
 - Eligible entities
 - Appropriate discount level
 - Competitive bidding violations
 - Category 2 budget levels
- The 471 main contact will receive an email notification that PIA questions are pending in EPC about their application
- Applicants have 15 days to respond
 - Can seek a single, 1-week extension
- PIA will notify if they intend to deny or reduce request



Step 8: USAC Issues FCDL

FCDL = Funding Commitment Decision Letter

- Funding "waves" are released weekly
 - Goal is to have all "workable" applications funded by Sept 1
- FCDLs emailed to Form 471 contact and EPC AA
- Gives approval decisions for each funding requests (FRNs) on Form 471
- Can appeal within 60 days if you don't agree with their decision
 - Appeal to USAC first
 - Can then appeal to the FCC if USAC denies

Step 9: Form 486

Form 486 Receipt of Services Form

- Informs USAC that services have (or will) start, and
- Informs USAC that your school or library is CIPA compliant
- Can only be filed after the FCDL has been issued
- No applicant or vendor reimbursement forms can be paid until the Form 486 has been submitted and approved
- Form 486 is very simple! Almost all data fields pre-populated

Deadline: 120 days after FCDL date or October 29, whichever is later

- Can be filed immediately after FCDL received, even before July 1
- USAC will deduct 1-month's funding for each month the form is late

CIPA Requirements

Any school or library receiving either anything under Category 2 or Internet access must...

- Filter all Internet access
- Have an Internet Safety Policy that addresses required elements
 - Policy must have been adopted after public hearing
- Schools' (not libraries) Internet Safety Policies must include "...

 Educating minors about appropriate online behavior, including interacting with other individuals on social networking websites and in chat rooms and cyberbullying awareness and response."
 - This means that schools are required to teach online safety to students as a prerequisite to receiving E-Rate funding
- Recipients only receiving telecommunications services are exempt from E-Rate CIPA compliance
- Consortium members submit Form 479 to the consortium leader certifying compliance for the consortium lead to submit Form 486

Service/Equipment Delivery Timelines

- Category 1 services must be delivered between July 1 June 30
 - Installation may occur as early as January 1 or the contract signing date,
 whichever is later
 - Services may not BEGIN until July 1
- C2 equipment has an 18-month window to purchase/install equipment
 - May be purchased/installed anytime after April 1 (3 months before funding year begins)
 - Equipment must be purchased and <u>installed</u> by <u>September 30</u> (3 months after funding year is complete)

| FY 2024 - Non-Recurring Services/Equipment Purchases - April 1, 2024 - Sept 30, | | | | | | | | | | | , 2025 | | | | | | |
|---|------|------|------|------|------|------|------|------|------|------|--------|------|------|------|------|------|------|
| FY 2024 - Recurring Services - July 1, 2024 - June 30, 2025 | | | | | | | | | | | | | | | | | |
| Apr | May | June | July | Aug | Sept | Oct | Νον | Dec | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept |
| 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2024 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 | 2025 |

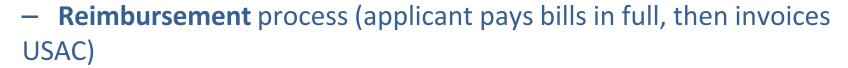
Document Retention

- You must keep all documentation for 10 years from the last date to receive service.
 - For multi-year contracts this means 10 years from the contract expiration date.
- For example, for recurring internet access service for FY2024, both the applicant and the service provider must retain all records until at least June 30, 2035.
- Retain receipt and delivery records relating to prebidding, bidding, contracts, application process, invoices, provision of services, and other matters relating to your applications.



Paying for Equipment/Services

- Applicant's choice
 - Discounts on bills (vendor invoices USAC)
 or



- Must select one or the other for entire year for each FRN
- If you want discounted bills, notify your vendor after contract signing, as soon as you are funded
 - Vendors often have additional form to complete so they know exactly which option is selected, and which account # to discount
- Applicants always must pay their non-discounted share
- Rules require it will be paid within 90 days of receiving service/equipment

Reimbursement Method - BEAR

- If applicant pays the vendor invoice in full, applicant submits
 Form 472 BEAR Form to USAC for reimbursement
- Must have 'full-rights' permission to file BEAR in EPC
- Calculated based on <u>eligible</u> charges on <u>actual bills</u>

Deadline:

- October 28 (following close of funding year) for recurring services;
- January 28 for non-recurring services/equipment
- Can request 1 extension if the request is submitted by the original

invoice deadline

Reimbursement Method - BEAR

- USAC reviews/approves BEAR and sends payment to the applicant's bank account via EFT
- School/Library bank account info would have been submitted on Form 498
 - Only submitted once (update, if needed)
- To determine if you have an approved Form 498:
 - Log into EPC > Records > Form 498s > Click on 498 if one is showing
 - If no 498 is showing, then there isn't one on file with USAC

Discounted Bills Method - SPI

- Vendor applies E-Rate discounts to invoice(s)
- Vendor submits Form 474 SPI to USAC to seek reimbursement
- Applicants' responsibilities?
 - Notify the vendor you want discounted bills
 - Review invoices to ensure discounts are properly applied
 - File timely Form 486 so the vendor can invoice USAC



Timeline Checklist

| Application Steps (Initial box when item completed) | Completed/ Filed (applicant responsibility) | Notification Received (Posted in EPC Portal) |
|---|--|---|
| Form 470 (wait minimum 28 days after filling before awarding contracts or filing the Form 471!!) | | |
| *Allowable Contract Date | | |
| Last Day to file a Form 470 – | | |
| Admin Window Deadline - | | |
| Form 471 | | |
| Window opens: Window closes: | | |
| Form 471 Receipt Acknowledgement Letter (RAL) located in EPC portal - Check app for errors! | | |
| Funding Commitment Decision Letter (FCDL) located in EPC portal - Read carefully | | |
| *Appeal all denials (60 days from FCDL) | | |
| Form 486 (120 days from <u>start</u> of service or receipt of FCDL. whichever is later) | | |
| Discounts on Bills (Inform service provider) | | |
| Form 498 – Allows direct payment to the applicant - Must be filed and processed in order to file BEAR form – *Note: this is a single submission. You do not file annually, as with other forms. If corrections are needed, modify existing form in EPC. | | |
| Form 472 BEAR (reimbursement – must be filed 120 days after end of service if bills were not discounted) File in legacy system | | |
| BEAR Reimbursement Payment Received | | |

For a copy of the Timeline Checklist, go to my website at https://www.ohio-k12.help/erate/e-rate-resources/

Quick Way to Get the Information Needed

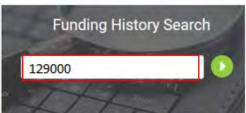
Go to: www.E-Ratecentral.com

Try our state funding or BEN Search Tools to find out information about your state or BEN

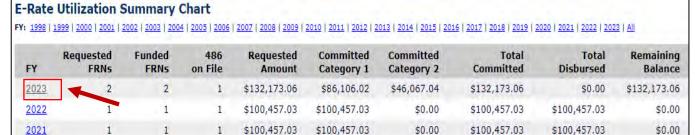
2

2020





\$0.02



\$100,457.03

\$100,457.03



\$100,457,03

\$115,377.43

471 Information 471#: 221005399 SPIN: 143001654 The Chillicothe Telephone Company Service Type: Data Transmission and/or Internet Access Status: Funded Wave: 1 FCDL Date: 4/23/2022 Status Memo: MR1:Approved as submitted. Service Start Date (471): 7/1/2022 Service Start Date (486): 7/1/2022 Current Commitment: \$4,849,20 Payment Mode: NOT SET Undisbursed: 4849.20 Disbursed Amount: Last Date of Service: Last Date to Invoice: 10/30/2023

\$14,920.40

\$100,457.03

\$115,377.43

\$100,457.03

\$115,377.41

- **Enter your Billed Entity Number.**
- Click on Funding Year
- 3. See your 471, FRN, and SPIN information.
- 4. Click on the FRN number to see full detail



What's New For FY2024?



FY 2024: What's New

School Bus Wi-Fi!

- Approved by FCC, but no details yet; FCC Public Notice coming soon
- Unanswered questions bidding, bus leasing, entity numbers for buses, other rules unclear
- Equipment Cat 1 vs. Cat 2
- Form 470 and 471 are likely to change

Rural Urban Updates from 2020 US Census

- USAC has just updated the U/R status in EPC profiles to reflect the updated status using the 2020 US Census
- ~ 200 entities' discounts decreased and ~ 300 entities' discounts increased
 - If you were impacted, you would have received an e-mail notification from USAC

BEAR Migration into EPC

BEARs: Big Changes!

- As of November 7, 2023, USAC migrated the E-Rate BEAR functionality into EPC!
 - The middle option into the legacy BEAR system is gone





Now, when you log into EPC, you will see this grid (waffle) symbol in the upper right corner of the Landing Page which will take you to the new E-Rate BEAR Portal, or just click on "EPC E-Rate Invoicing" listed in the shortcuts.



- For a tutorial of the new BEAR system, visit: https://www.usac.org/e-rate/applicant-process/invoicing/how-to-file-fcc-form-472-in-epc/
- You'll note it looks almost identical to the ECF invoicing system

What Has Changed?

- Only AA can grant BEAR Access Permission, just like all other forms
- Tabs for Submitted Forms, Pending Tasks, Pending Inquiries
- Can enter multiple FRNs and multiple SPINs on the same BEAR
- Ability to upload vendor invoices with BEAR
 - Not required, but because USAC often requests these during invoicing review, it's a good idea to upload to save you time later (C2, mainly) and to have a record of it in the EPC system
- Real-time status reports by FRN Line Item:
 - Incomplete, Certified, Processed, Cancelled
- Ability to see the date BEAR was paid
- Better invoicing decision explanations
- Error checks
- All invoicing outreach and communications will be conducted through the portal (same as PIA reviews)
- Note: Old BEAR data was not ported into new system
 - But you can contact CSC for copies of old BEARs if needed

FY 2024: E-Rate Simplification

FCC Tribal Order Approved – July 2023:

- 10% Internet Access Hold Harmless
 - Up to 10% can be used for ineligible purposes
 - Important for schools with ineligible Pre-K students and CTCs that provide adult ed classes
 - Other usage during the school day
 - Applicants may seek E-Rate funding for only the amount of bandwidth needed for eligible use
- Library Bidding Exemption
 - Beginning in FY 2024, libraries are exempt from bidding Category 2 equipment or services if:
 - Total, pre-discount amount is \$3,600 or less
 - Total cost is per library and cannot be averaged over multiple libraries
 - Cost-effective rules still apply
 - Contracts still must be signed prior to filing the Form 471

FY 2024: E-Rate Simplification



Repeal of C2 NIF Cost Allocation Requirement for Shared Equipment:

- Applicants are not required to cost-allocate the non-instructional facility (NIF) usage of a shared piece of equipment in a NIF.
 - Such as a district switch or wireless controller located in an administrative building or data center.
 - Unfortunately, C2 equipment that is solely used by the NIF will continue to be ineligible (for example, WAPs in admin buildings)

Full Eligibility for Data Network Cabling:

- The FCC clarified that structured cabling in a school or library may be connected to ineligible equipment such as security cameras, voice equipment, smoke detectors, etc.
 - If network primarily served an eligible purpose (i.e., distributing broadband throughout a school or library building), the full cost of the cabling is eligible.
 - However, networks that are dedicated to an ineligible purpose, such as security networks or voice networks, remain ineligible

FCC – Further E-Rate Simplification?

FCC seeking comments on further streamlining measures (FNPRM):

- Multiple internet providers
- Mid-year bandwidth increases
- Multi-year discount validations
- Basic maintenance simplification
- Eliminating Form 486
- Cardinal changes
- Wiring between buildings
- C2 bidding exemption for schools
- State E-Rate Coordinators' Alliance (SECA) Comments/Reply Comments:

Initial: https://www.fcc.gov/ecfs/document/109260133305397/1

Reply: https://www.fcc.gov/ecfs/search/search-filings/filing/10231601816082

E-Rate Looking Glass...

- Learning Without Limits Initiative
 - Just proposals for now, may be voted at Nov meeting
 - 3-year, \$200 million Cybersecurity Pilot (not in E-Rate)
 - Hotspot Lending Program in E-Rate (similar to ECF)
- Bidding Portal? Not yet!
- All E-Rate payments via SAM.gov
 - Effective no earlier than end of 2024
 - Once implemented, E-Rate reimbursements will not go to the bank account on Form 498
 - Form 498 will require UEI number which will link it to SAM.gov account
 - Form 498 already collecting UEI if you update or create one new
 - SAM.gov requires annual renewal



USAC's One Portal

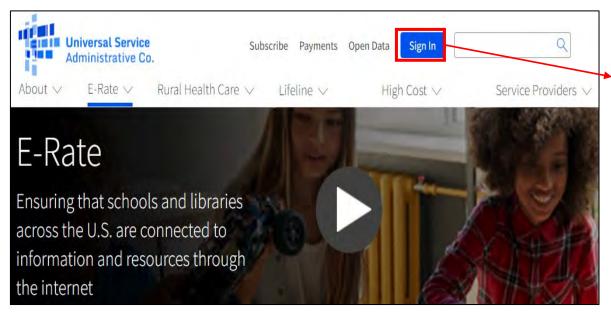


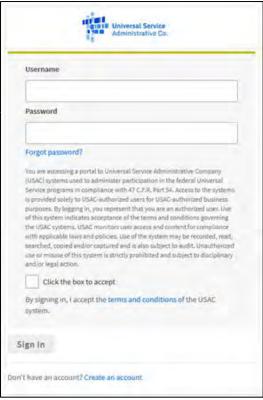
USAC's One Portal

USAC uses multifactor authentication (MFA) to increase security.

We must log into One Portal to access the E-Rate Productivity Center (EPC) and ECF.

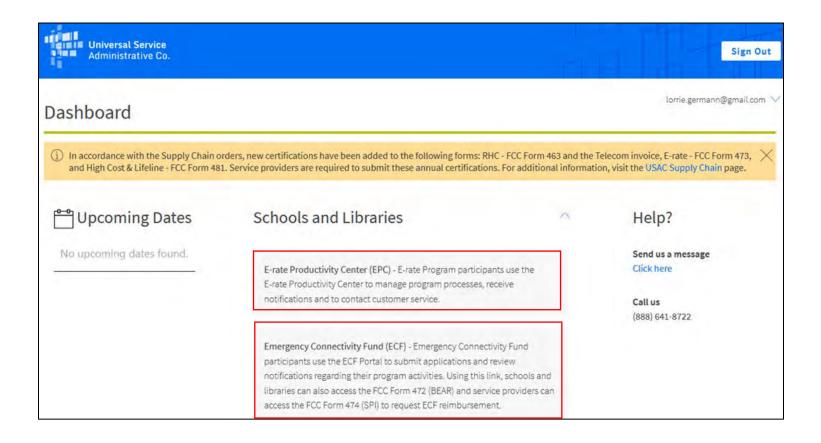
To access, go to https://www.usac.org/e-rate/ and click on "Sign In" and then "Continue".



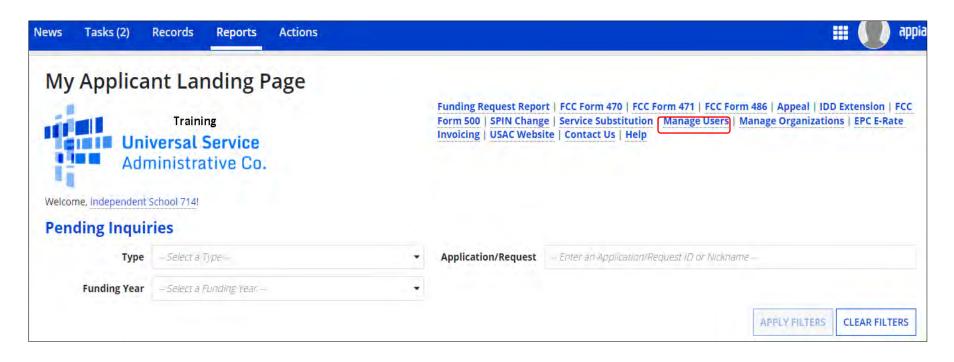


USAC's One Portal

After entering the one-time verification code, you'll see both EPC and ECF (the legacy BEAR is no longer listed!).



EPC Entity Profile – Account Administrator



If logging in as the Account Administrator (AA), you will see the option to Manage Users, as the AA is the one user who can add, remove, or change a user's rights.

If it's missing, you do not have admin rights.

Filing Program Forms

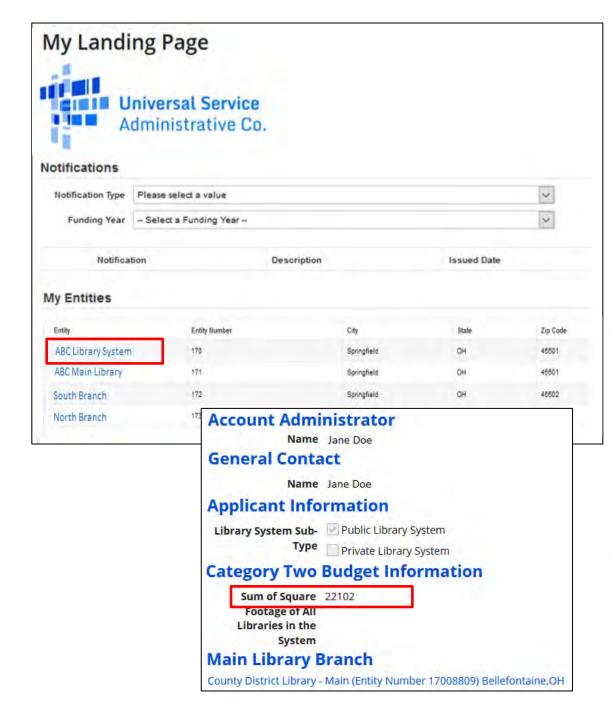
Notes on filing program forms

 FCC Forms 470, 471, 486, and Invoicing now Invoicing can be filed from the quick links below the menu bar —



Form 498

- A new FCC Form 498 can be filed from the Billed Entity's "Organization Detail" summary page by clicking "Related Actions."
 - Only the school or library official or general financial contact will be able to see the FCC Form 498 link.
- To update an existing Form 498, click on "Records" on the menu bar, select "FCC Form 498", and then the application record and "Modify FCC Form 498"

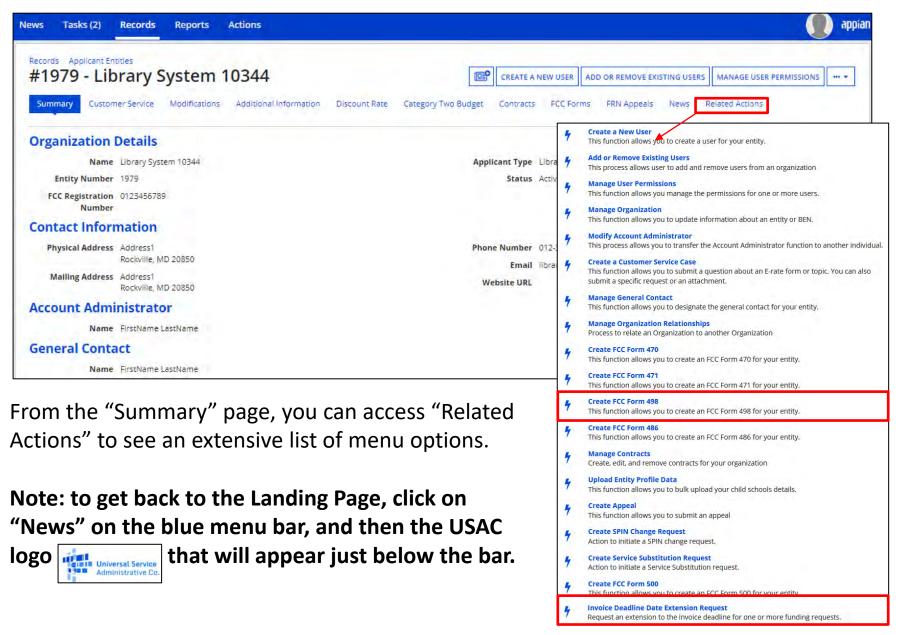


Billed Entity Detail Page

Click on the name of the Billed Entity (first in list) to see a summary of information, such as the name of the Account Admin and General Contact.

At the bottom of the page, the combined square footage of all branches is shown and used to calculate your Cat 2 budget.

"Related Actions" Menu



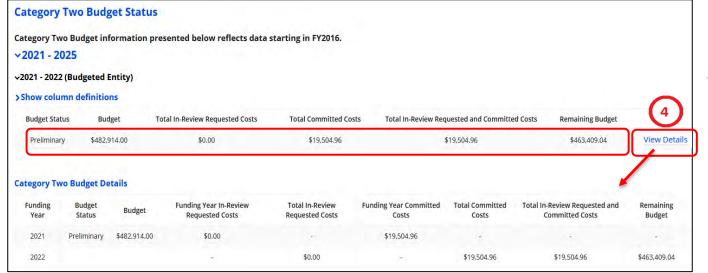
Category 2 Budget Tool



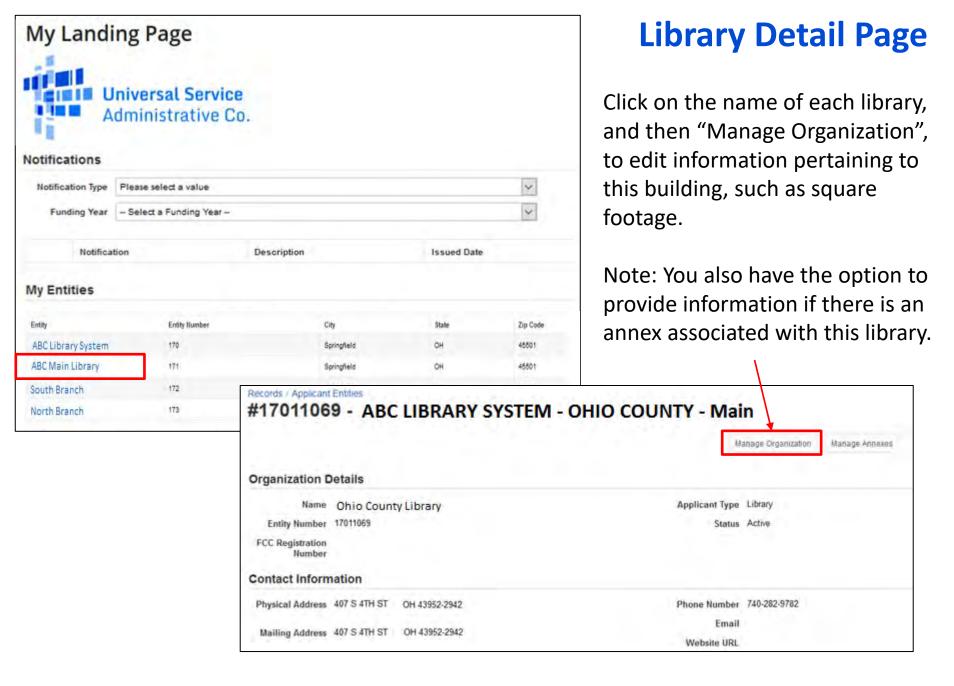
 Start my clicking on the Billed Entity under "My Entities".

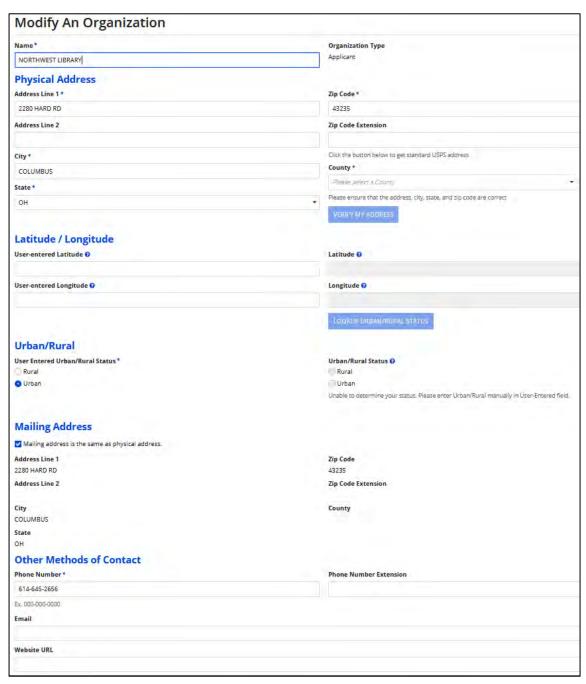


Click on "Category 2 Budget" and then "Get Category 2 Budget Information". You will see any requests since FY2021 and the Remaining Budget.



 Click on "View Details" to see the breakdown by funding year.





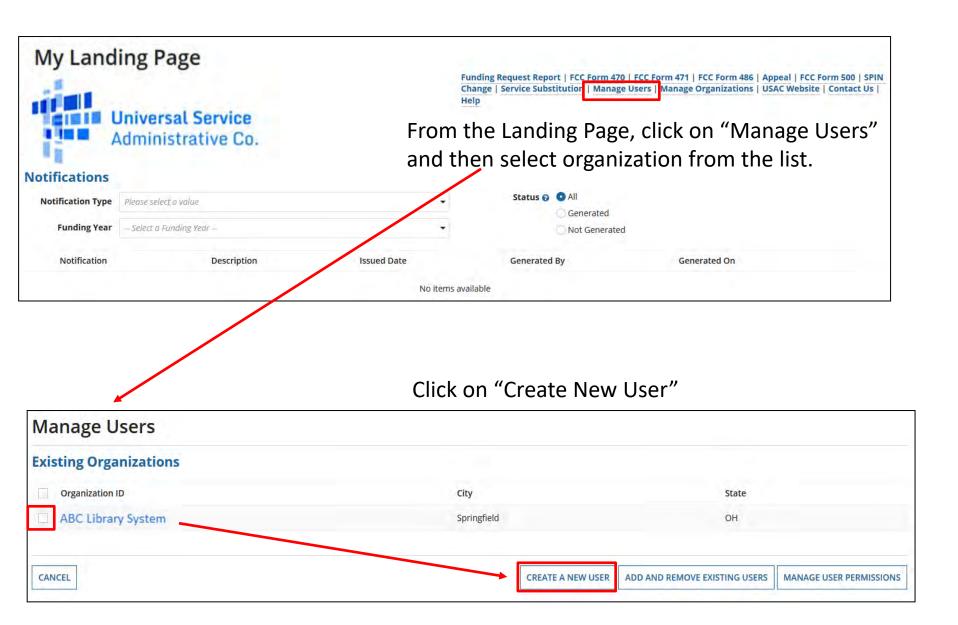
Modify An Organization - Library Detail View

View after clicking on "Manage Organization"

From here, you can correct building addresses.

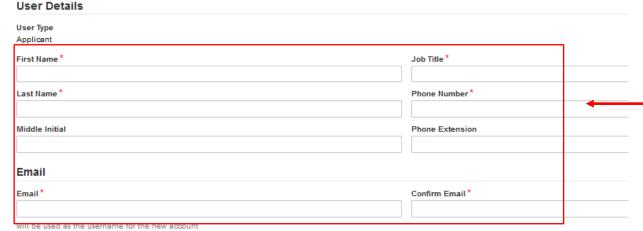
Library Information Library Sub-Type * Public Library Private Library Is this library part of a library system? Yes Check All That Apply Academic Square Footage* Research 42446 Tribal Library You will need to provide your square footage in order to apply for any Category 2 funding. Bookmobile Locale Code O Kiosk 21 New Construction Library Main Branch State Library Agency - Library Enter Square Footage, and Locale Code if blank. **FSCS KEY** Verify Library information, and click on "Submit" FSCS SEQ Associated School District BEN NAME CITY STATE ZIP CODE Ohio Central School District Any Town 43085 129000 OH If this library is no longer a main branch, please unselect the Main Branch Checkbox Search for School Districts **BEN Search** Name Search State Search Zip Code Search Please select a velue **CLEAR FILTERS** SEARCH FCC Registration Number 0 CANCEL SUBMIT

Creating New Users



Create A User

Cleate A USei



Creating New User

Enter User Details

Address

| Address Line 1* | County |
|-----------------|--------------------|
| 100 Main Street | |
| Address Line 2 | Zip Code * |
| | 45501 |
| City* | Zip Code Extension |
| Springfield | |
| State * | |
| OH V | |

Modify address if necessary. The Billed Entity's address is listed by default.

Select permissions for the new user, which are defined on the site.

You can assign rights per form, or choose "Apply All". For the Form 498, choose "School or Library Official" or "Financial Contact".

When done, click on "Continue"

User Permissions

In the table below, you can designate the permissions that you wish to give to each of your users for the various tasks you can complete in the portal online.

- . Full rights users can start, complete, submit and certify forms.
- . Partial rights users can start and enter data in the form, but cannot submit and certify them.
- View Only users can only see forms created by other people in your organization but cannot create forms themselves.
- . Form 498 School or Library Officials can start, complete, submit, certify, modify, and deactivate Forms 498.
- . Form 498 General Financial Contacts can start, complete, and submit Forms 498, but cannot certify new or updated Forms 498 or deactivate existing Forms 498.







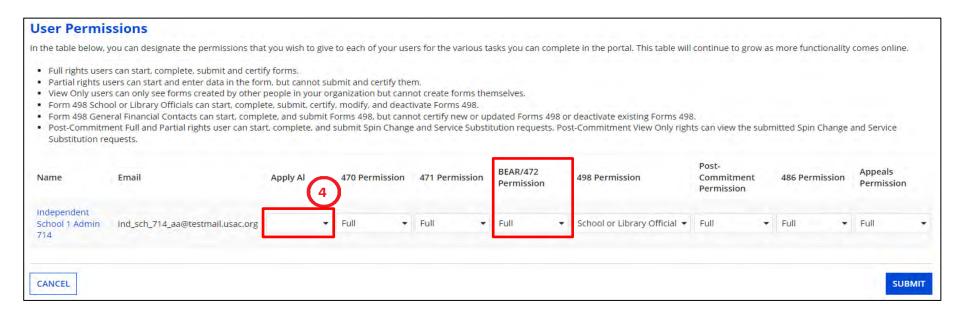
Confirm New User



The new user will receive several emails prompting them to sign in to EPC, create a password, and accept the terms and conditions.

Note: The user must accept the terms and conditions before you can modify their role.

Manager User Permissions



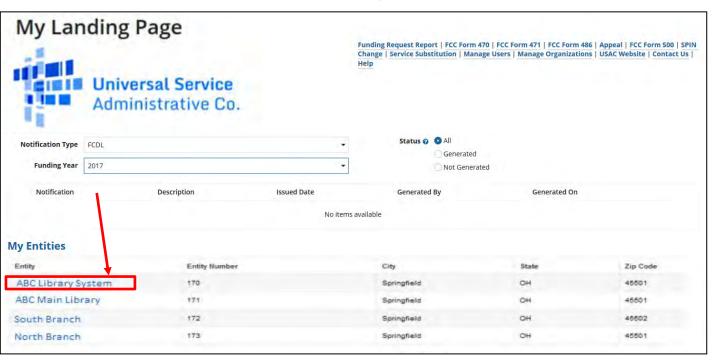
4. Click on the pull-down for each task to assign permissions or "Apply All". Click on "Submit".

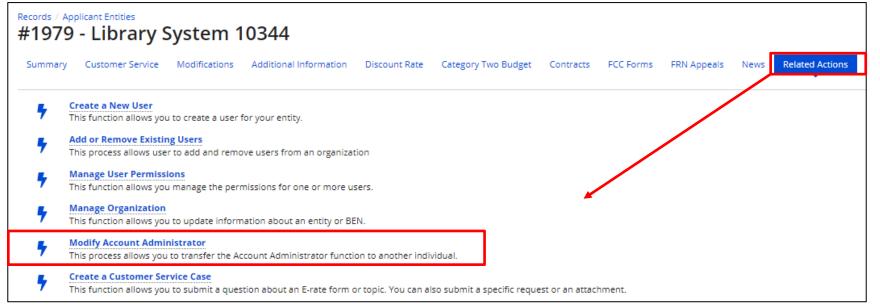
Note: USAC has added the BEAR Form 472 Permission column to the EPC Users page

- •USAC attempted to migrate all existing BEAR-authorized users in order to continue to file in the new system
- •If that didn't happen, or if someone wasn't migrated, the AA will have to manually provide authorization to EPC user(s) for their organization

Modify Account Administrator

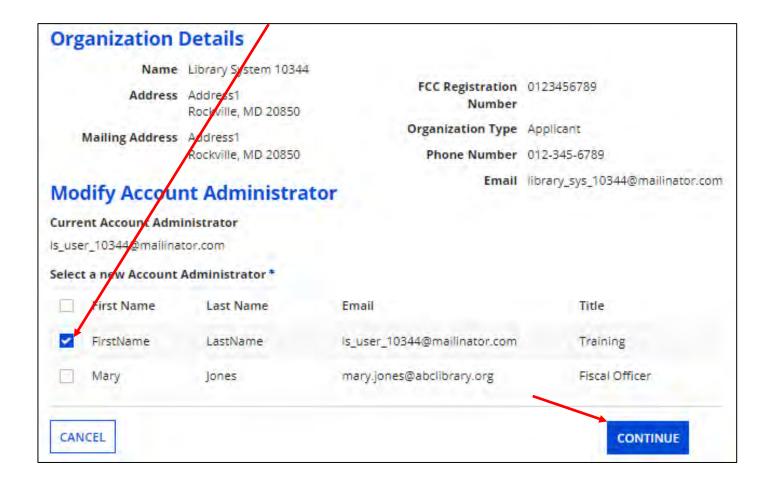
From your Landing
Page, choose your
Billed Entity
organization, click on
"Related Actions"
and then Modify
Account
Administrator.





Modify Account Administrator

Uncheck the box to the left of the current user's name and select the new administrator. Click on "Continue", confirm information, and then select "Submit".





Questions?

Contact Information

E-Rate Support and Information

Lorrie Germann:

lorrie.germann@education.ohio.gov

www.ohio-k12.help/erate

Office: 740-223-2420

Cell: 740-253-1153

*If you need a certificate for this training, please send me an email.