E-Rate Category 2 Eligibility and Form 470/Bidding Guide - Public Schools

Funding Year 2025

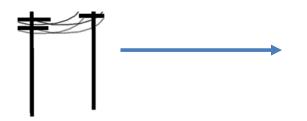


Prepared by Julie Tritt Schell
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for the Pennsylvania Department of Education
November 2024

www.e-ratepa.org

Categories of Service Recap

- Category 1 Services that go TO the school
 - Subcategories:
 - Data Transmission Services (fiber, coaxial cable, etc.)
 - Internet Access
 - Maximum discount is 90%
 - No E-Rate funding caps





- Category 2 Services/equipment that go <u>INSIDE</u> the school
 - Subcategories:
 - Internal Connections
 - Basic Maintenance of Internal Connections
 - Managed Internal Broadband Services (MIBS)
 - Maximum discount is 85%
 - Subject to 5-year E-Rate funding caps



Internal Connections

- Wireless Access Points/Controllers
- Network Routers & Switches
- In-Building Structured Cabling
- Caching Servers
 - Only eligible servers
- Firewalls (appliances only)
 - No ancillary modules/functions are eligible, like anti-spam, anti-virus, etc.
 - No 'redundant' or high availability firewalls
- Racks and UPSs
 - That support eligible equipment only
 - Network cards aren't eligible
- Equipment licenses
 - Multi-year licenses can be requested in first year
- Cloud-based functionality of this 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:
 - Storage Devices
 - Voice/Video Components
 - End User Devices

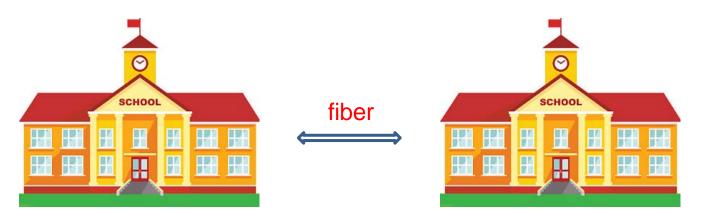
Internal Connections Purchase Timeline

- 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, 2025 for FY 2025,
 even though the funding year doesn't begin until July 1, 2025
 - 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

FY2025 - Non-Recurring Services/Equipment Purchases - April 1, 2025 - Sept 30, 2026																	
FY2025 - Recurring Service - July 1, 2025 - June 30, 2026																	
Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept
2025	2025	2025	2025	2025	2025	2025	2025	2025	2026	2026	2026	2026	2026	2026	2026	2026	2026

School-to-School Fiber Eligibility

- For schools that are in close proximity, applicants often want to use C2 funds to install fiber between them
- FCC has well-intentioned but restrictive rules related to these connections, as follows:
 - 1 school but located in 2 buildings (rare)
 - Fiber between those buildings = Category 2
 - Does PDE recognize it as single school?
 - 2 schools but located in same building (rare)
 - Fiber between those schools = Category 2
 - 2 schools but located in different buildings (common)
 - Fiber between these buildings = Category 1
 - Considered "Self-Provisioned Fiber" and must bid accordingly on Form 470
 - Cannot use C2 funding, unfortunately (even if on the same campus)



Basic Maintenance (BMIC)

• Eligible:

- Repair and upkeep of eligible hardware
- Wire and cable maintenance
- Configuration changes
- Basic technical support including online and telephone-based technical support
- Software upgrades and patches including bug fixes and security patches

Eligibility limitations:

- Contract must specifically identify the equipment being covered, including product name, model number and location.
- Support will only be paid for actual work performed under contract.
- Support for bug fixes, security patches, and technical support is 100% eligible

BMIC does not include:

- Services that maintain ineligible equipment
- Upfront estimates that cover the full cost of every piece of eligible equipment
- Services that enhance the utility of equipment beyond the transport of information or diagnostic services in excess of those necessary to maintain the equipment's ability to transport information
- Network management services, including 24-hour network monitoring
- On-site technical support (i.e., contractor duty station at the applicant site)
- Unbundled warranties

Basic Maintenance (BMIC) Recommendation

Try to avoid using your C2 budgets for BMIC, if possible. Why?

- 1. Can only be for services/work performed during 12-month funding year (7/1/2025 6/30/2026)
 - Does not follow the 4/1/2025 9/30/2026 schedule
 - Does not follow the first 12 months of the ownership schedule
- Multi-year contracts must be amortized
 - Cannot apply for full cost of multi-year BMIC contract in Year 1
 - Must amortize and request discounts for each year, annually
- 3. Next-day replacement contracts not eligible
 - Only basic tech support and configuration changes are 100% eligible
- 4. Conditionally eligible = repair of equipment, cable maintenance
 - E-Rate will commit based on the amount of contract
 - BUT.... will only reimburse for time/parts used
 - C2 budget takes "hit" based on full commitment, not funds "used"

~ Use your Category 2 budgets for equipment and installation, if possible ~

Mixed Functionality

Some equipment has **mixed** BMIC & Internal Connections (IC) functionality

- Some vendor licenses may include both **BMIC** & **IC** functionality such as **Right-to-Use** (RTU) and **Maintenance Services on the same license**.
 - **This is typical when requesting renewal licenses!!
- Split the license based on functionality (i.e., RTU and maintenance) into separate FRNs for BMIC and IC
 - Contact the manufacturer or <u>USAC's Customer Service Center</u> (CSC) to obtain the breakdown for specific functionality that is included in a specific mixed services license
 - **Tip 1**: During your competitive bidding process, if you are seeking bids for Right-To-Use functionality and maintenance subscription services, be sure to post for all applicable service types on the FCC Form 470. (i.e., IC and BMIC)
 - **Tip 2**: If it contains features of **both** types, you should work with the vendor to determine if a separate identifiable price exists for the different aspects

Managed Internal Broadband Services (MIBS)

Definition:

 Services provided by a 3rd party for the operation, management and monitoring of eligible internal connections (managed wi-fi)

• Eligible:

 Management and operation of the LAN/WLAN, including installation, activation, and initial configuration of eligible components and on-site training on the use of eligible equipment

Eligibility limitations:

- Only eligible equipment may be managed
- Must have listed specific equipment to be maintained in RFP
- Has traditionally not been popular among applicants
- 2 Options:
 - Paying an outside vendor to own/maintain the equipment
 - Paying an outside vendor to maintain school-owned equipment
- Subject to the C2 budget caps

Equipment Transfer/Disposal Rules

- Transfers: As of July 1, 2021, E-Rate funded equipment from any funding year may be transferred between eligible buildings
 - If equipment is transferred between buildings within 5 years from the date of purchase, must record the reason and date of transfer and update asset inventory
 - No notice to USAC is required
 - Asset inventory must be retained for 10 years from the date of purchase
- **Disposal**: Equipment may be disposed of, sold, transferred, etc. from 5 years from the date of installation
 - No notice to USAC required, but asset inventory must be updated

NIFs C2 Eligibility

- Non-instructional facilities (NIFs) are ineligible for C2 funding
- Equipment may be housed at a NIF, however
 - For example, a Wireless Controller may be housed at data center
 - But... Wireless Access Points <u>within</u> NIFs may not be purchased with E-Rate funds



After 5 years, transfer equipment to NIF

PA Prevailing Wage Requirement

- PA public school entities are required to comply with the Prevailing Wage Act for public works contracts which include 'construction, reconstruction, demolition, alteration and/or repair work **other than maintenance work**, done under contract and paid for in whole or in part out of the funds of a public body where the estimated cost of the total project is in excess of \$25,000.'
- Maintenance work is defined as the repair of existing facilities when the size, type
 or extent of such facilities is not thereby changed or increased.
- In speaking with several knowledgeable school officials, they believe that structured cabling projects costing more than \$25,000 would be required to comply with the Prevailing Wage Act.
 - You will want to check with your school district solicitor to determine if they believe the Prevailing Wage Act applies
- If PW applies, be sure to obtain a Prevailing Wage Determination from the PA
 Department of Labor and Industry and include this requirement and PW
 Determination in your structured cabling RFP/procurement.
 (https://www.pa.gov/en/agencies/dli/resources/forms-and-documents/labor-law/prevailing-wage.html)
- The federal Davis-Bacon Act does not apply to E-Rate funds

Category 2 Budget Calculations



Category 2, 5-Year Funding Caps

- Current C2 budget cycle Funding Years 2021 2025
 - FY 2025 is FINAL YEAR to use C2 budget in this cycle!
 - All C2 budgets will reset in FY 2026 and no funding will be carried over
 - C2 budgets are pre-discount
 - Applicants' E-Rate discounts then apply

C2 Budget Multipliers:

Single Schools:

\$167 x total enrollment OR \$25,000, whichever total budget is greater

School Districts:

\$167 x total district enrollment, OR

\$25,000 x total number of schools in the district

Whichever total budget is greater

Independent Libraries:

\$4.50 x total square footage OR **\$25,000**, whichever total budget is greater

Library Systems:

\$4.50 x total square feet of all library branches OR \$25,000, whichever total budget is greater

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> <u>together</u> the budgets of each eligible site within the district.

For schools with <u>10 or fewer buildings</u> – 3 options

- OPTION 1: Calculate by the total number of Students
- OPTION 2: Calculate by total number of Schools (\$25,000 per)
- OPTION 3: Calculate using a **COMBINATION OF BOTH** methods

Use the HIGHEST aggregate total

Sample Calculation for 10 or Less Schools

ABC School District has 5 schools:

School	Student Count	Budget Calculation (\$167/student)	Budget Received (Use minimum budget if calculation is less)	
ABC High School	567	\$94,689	\$94,689	Based on
ABC Middle School	532	\$88,844	\$88,844	student
ABC Elementary	212	\$35,404	\$35,404	count
West Elementary	125	\$20,875	\$25,000	Based on
East Elementary	131	\$21,877	\$25,000	budget
Totals	1567	\$261,689	\$268,937	floor

- Remember, schools with LESS THAN 150 students are eligible for the budget floor - \$25,000.00
 - Same premise applies to libraries
- Use the HIGHEST aggregate total

Category 2 Pre-Discount Budget Example

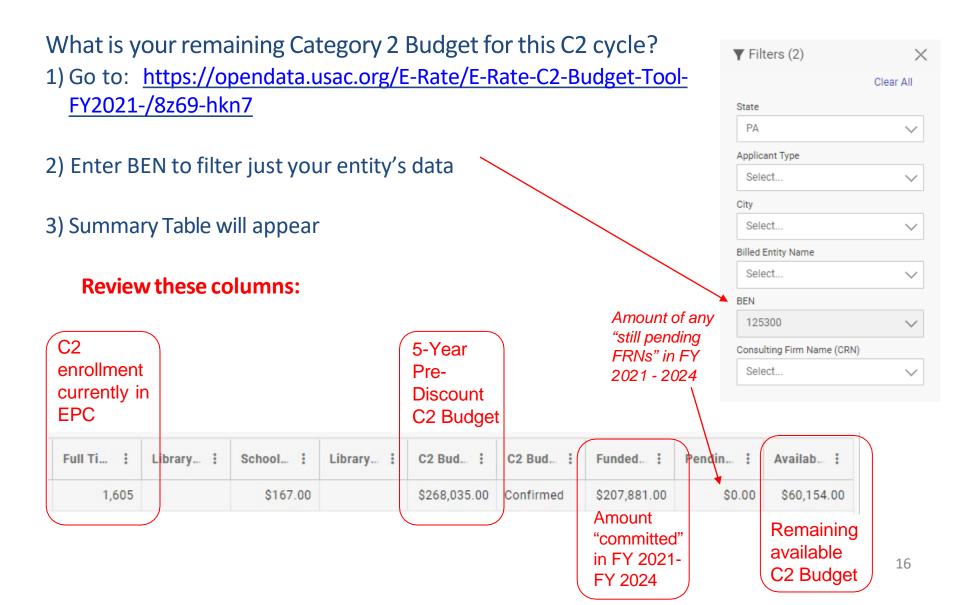
5-Year C2 Budget Cap*	E-Rate Discount	E-Rate Will Pay:	District's Share %	District Must Pay:
\$204,475	60%	\$122,685	40%	\$81,790

• 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?

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

Calculating Remaining C2 Budgets



Data Used for Category 2 Budgets

- Enrollment data entered in separate location in EPC (different from discount calculations)
- Why? Enrollments are set at first year you apply for C2 during that Category 2 Budget Cycle
- Not required to update annually
- CAN update if it will increase your C2 budget
 - Must then ask for C2 Budget Recalculation from USAC

Where to update C2 enrollment data?

>>> EPC Landing Page > District Name > Manage Organization > Scroll to bottom of page

Requesting More Than Remaining C2 Budget



Just Don't Do It! Ever. Ever.



- What happens if you do?
 - Your E-Rate application will go into manual processing and funding will be delayed
 - You will be required to identify exactly what FRN line items should be reduced or eliminated to come into budget – USAC will not do this for you

CATEGORY 2 BIDDING REQUIREMENTS



C2 Bidding Requirements (applies to all applicants)

- ✓ Equipment list MUST allow for equivalent manufacturer's products to be bid
 - "Cisco 48-port PoE Switch or equipment that is equivalent in functionality and quality"
 - May include a requirement that equivalent equipment must be fully interoperable and compatible with District's existing "XYZ" equipment
 - Be sure to list your existing equipment
- ✓ Binary bid disqualification reasons be stated in the State and Local Procurement Requirements of the Form 470 or in the RFP
 - DQ reasons must be yes/no (either they complied, or they did not)
- ✓ Absent a bid due date, applicants are now required to consider all bids received up until the date you conduct your bid evaluation. Therefore, I suggest including the following language:

"Deadline for vendor proposals is [January 8, 2025] at 9:00 am Eastern. We reserve the right to reject late-submitted proposals. Proposals must be emailed to the Form 470 contact unless otherwise noted."

C2 Bidding Requirements (applies to all applicants)

- ✓ Companies deemed national security risks are not eligible for E-Rate funding.
 - FCC prohibits the use of Universal Service funding, including E-Rate funds, to purchase equipment and services from companies deemed a national security risk. Be certain that you do not consider any proposals that include any of the companies listed here: https://www.fcc.gov/supplychain/coveredlist
- ✓ All RFP amendments/Q & A/additional information given to bidders besides what is in the original Form 470 or RFP must be uploaded into EPC with the original Form 470
 - Includes relevant information given to vendors that would impact bid (FAQs)
 - Locate 470 in EPC > Related Actions > Add an RFP Document
 - Restart 28-day clock for service or entity changes
 - Restarts the 28-day clock if a "substantial change" is made to RFP (adding equip/ services, modifying project scope)
- ✓ Cannot contact vendors ahead of bidding to seek equipment list
- ✓ Vendors cannot provide language or bid lists
- ✓ All C2 services/equipment must have a signed contract before Form 471 is filed

CATEGORY 2 BIDDING OPTIONS FOR PA PUBLIC SCHOOLS



PA public schools have two options to competitively bid E-Rate eligible equipment:

1) Post Form 470 & RFP in EPC

~ or ~

2) Conduct Mini-Bid Using PA PEPPM Contract

Note:

- Directions for using either procurement option take into account PA procurement laws
- PA Co-Stars Contract is <u>not</u> E-Rate eligible
- E-Rate is <u>not</u> subject to federal Uniform Grants Guidance (UGG) requirements

Comparison: PEPPM vs 470/RFP

470/RFP - Option 1

- Must post 470 & RFP if over \$23,200
- More appropriate for cabling projects, in addition to equipment/ installation
- Can provide greater specificity about requirements
- Don't have to solicit bids from any vendor
- Must advertise in 2 local newspapers once a week for 3 consecutive weeks
- Must select "lowest responsible bidder". If all RFP criteria have been met and bid is considered qualified and responsive, must select lowest bid.

PEPPM – Option 2

- Don't have to post Form 470/Issue RFP
- **Don't** have to advertise in newspapers
- DO have to conduct a mini-bid of every vendor that sells equipment in that category
- Don't have to wait the full 28 days during mini-bid process
- More appropriate for equipment/installation, rather than cabling project
- Can consider non-cost factors as long as costs of E-Rate eligible equipment/services are the most heavily weighted factor

Bidding Option #1: Post Form 470 with RFP



Option 1) File a Form 470 and issue an RFP

- RFP must be uploaded with the Form 470 as the form is being created, and the
 procurement must be advertised in at least 2 local newspapers of general circulation once
 a week for 3 consecutive weeks
- Advertising must be done concurrently with the Form 470 bidding period
- On the 29th day after the Form 470 was posted (or later), schools <u>must select the lowest price bid</u> among all qualified proposals (those that met the minimum bid requirements outlined in the RFP)
 - Under state law, schools are generally not permitted to consider other bid evaluation criteria besides price
- Schools will then contact the winning vendor to obtain a contract document (or final quote with exact quantities) for the District to sign

(C2 Equipment/services costing between \$12,600 - \$23,200: If no RFP is issued, schools must request written or telephonic price quotations from at least three bidders, in addition to the Form 470 bidding process)

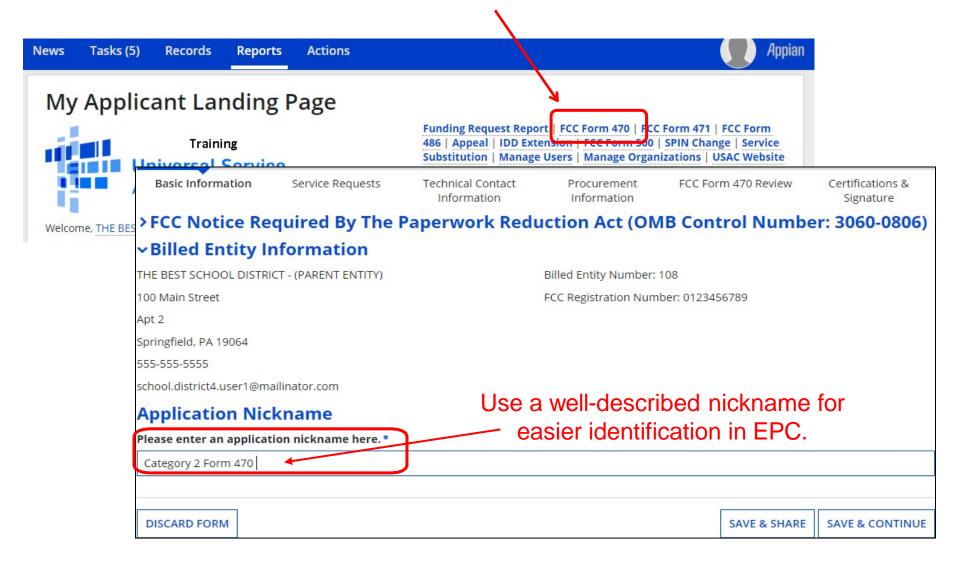
Best Practice Timeline:

- Post 470/File RFP by Thanksgiving
- Provide deadline for vendor questions/answer vendor questions within 2 days (upload with 470)
- Conduct your bid evaluation 29 days after answering vendor questions
- Have your board approve the contract at their January or February board meeting(s),
- File the Form 471 in early March.

Hints When Constructing Form 470

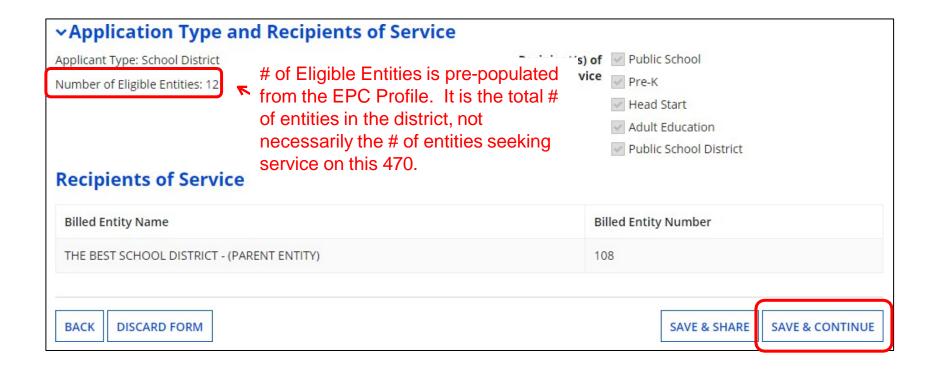
- Always list bid due date/time
 - "Bids are due on X date/time to Y person. We reserve the right to accept late-submitted proposals."
- List all possible disqualification factors (Y/N format)
- List interoperability and compatibility requirements
 - "Must be interoperable with the school's existing XYZ equipment"
- Consider pre-bid walk-through for cabling projects
- Set vendor question deadline
- Set bid due date at least 29 days after answering vendor questions
- It's ok to forward your posted 470 to potential vendors to encourage bidding
- See Julie's <u>RFP & Form 470 Narrative Guide</u> for helpful RFP information, including what to provide to vendors, what to request from vendors, and suggested narrative language

470 - File Inside Your EPC Portal



Log in at https://www.usac.org/E-Rate/ and click on E-Rate Productivity Center (EPC) to access the Landing Page.

Basic Information – Can't Change in Form

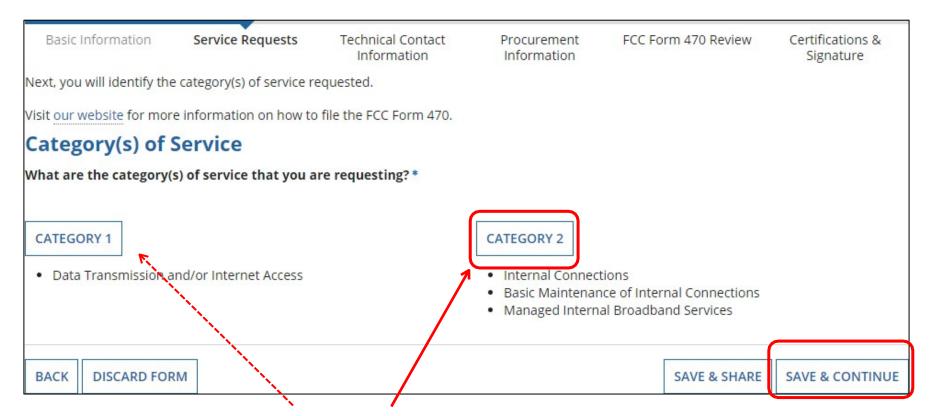


Who is the Main Contact?



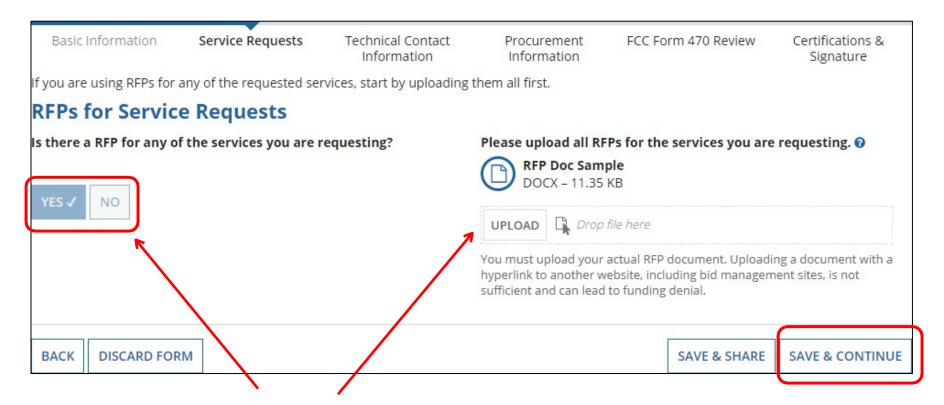
If you select 'No' then you must select another User in your EPC profile. The system will not let you type-in someone's contact information. To add a User, have the EPC Account Administrator go to > Related Actions > Add User

Select Category(ies) of Service



You can include both C1 and C2 requests on the same Form 470, but it's not required.

Do You Have an RFP?

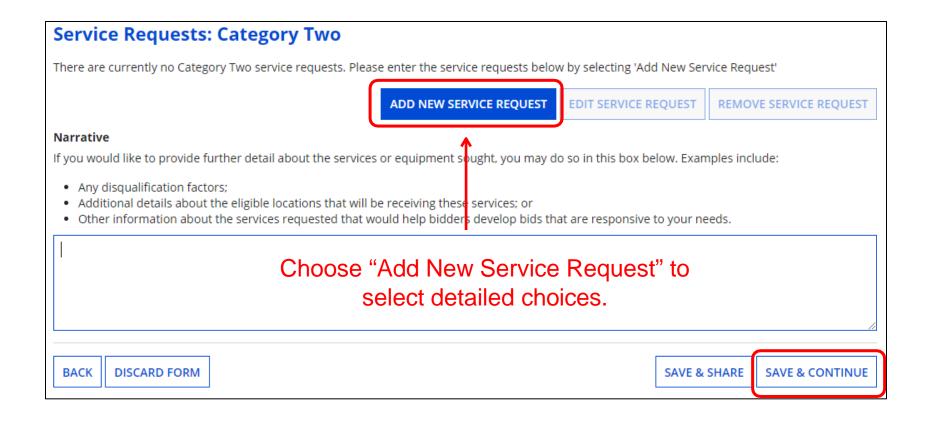


If you have an RFP or any documents you will be providing to vendors, you **must** upload them with the Form 470. The system will allow you to upload multiple documents and then you can decide which requests belong with which RFP documents.

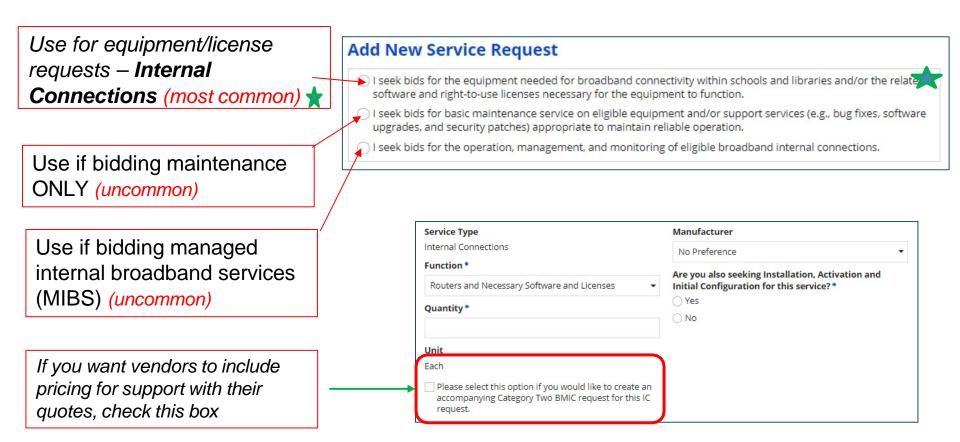
Building Category 2 Service Requests



Begin Building the Category 2 470



Form 470 Cat 2 Service Requests



Internal Connections Drop-Down Menu Options

Add New Service Request

• I seek bids for the equipment needed for broadband connectivity within schools and libraries and/or the related software and right-to-use licenses necessary for the equipment to function.

Service Type

Internal Connections

Function *

Please select a value

Antennas, Connectors, and Related Components

Cabling

Caching and Necessary Software and Licenses

Firewall Service, Components, and Necessary Software and Licenses

Racks

Routers and Necessary Software and Licenses

Switches and Necessary Software and Licenses

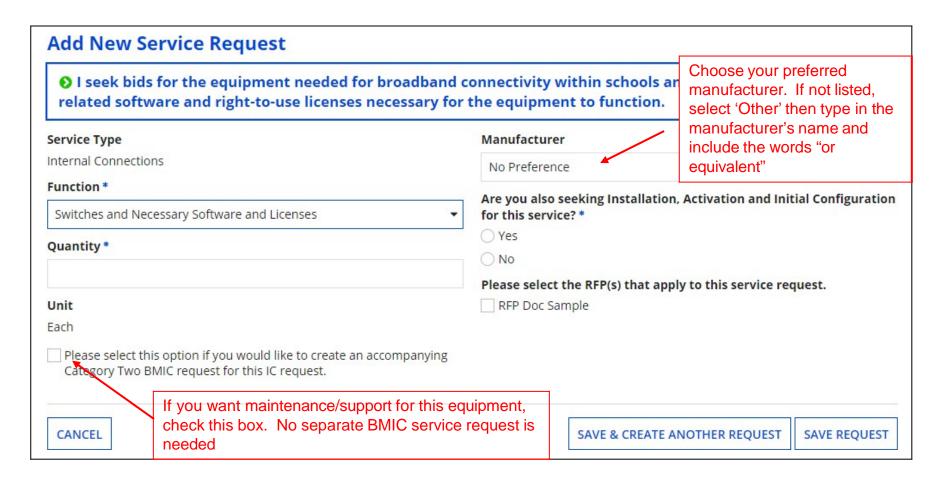
Uninterruptable Power Supply/Battery Backup and Necessary Software and Licenses

Wireless Access Points and Necessary Software and Licenses

Wireless Controllers and Necessary Software and Licenses

Select the equipment type you're seeking. If more than one, create a separate service request

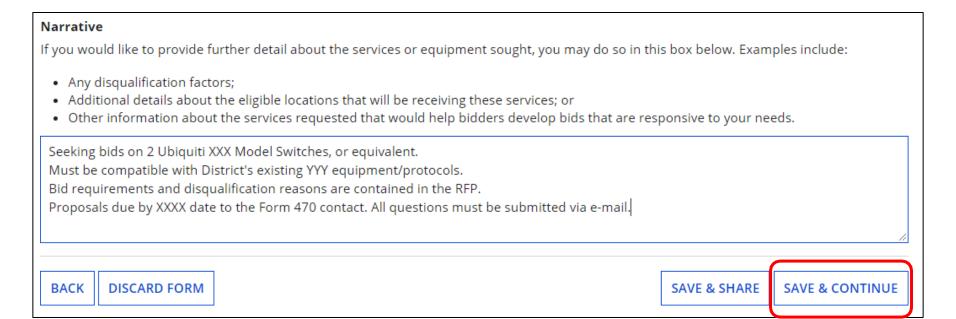
Service Request Details



Provide additional details about your service/equipment requests in the narrative.

Narrative in Text Box for C2 Requests

 Use the narrative text box to describe the equipment you're seeking, or direct bidders to the attached RFP



Want to Add Technical Contact?

Technical Contact Person Is there a person who can provide additional technical details or answer specific questions from service providers about the services you are seeking? YES NO How would you like to enter the technical contact details? * SEARCH EPC SYSTEM ENTER DETAILS MANUALLY

Technical Contact Person Is there a person who can provide additional technical details or answer specific First Name * questions from service providers about the services you are seeking? Last Name * How would you like to enter the technical contact details? Title ENTER DETAILS MANUALLY > SEARCH EPC SYSTEM Phone Number * **Phone Number Extension** Email * Re-enter Email * **BACK** DISCARD FORM SAVE & SHARE **SAVE & CONTINUE**

- You may add a technical contact that vendors can contact to ask additional questions about the procurement
 - Not a requirement to add a separate technical contact
- If you do, you may select a current
 EPC User OR you can manually
 enter the name/contact
 information of the contact

 NEVER ADD A CONTACT
 AFFILIATED WITH A SERVICE
 PROVIDER!!

State or Local Procurement Rules?

State or Local Procurement Requirements

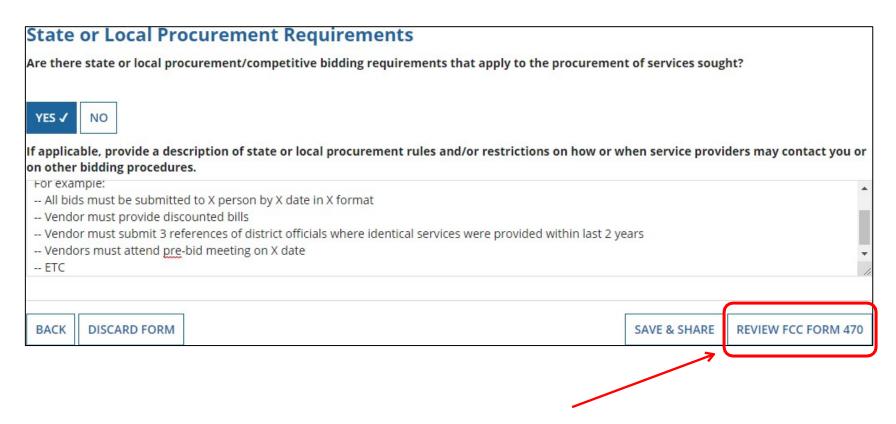
Are there state or local procurement/competitive bidding requirements that apply to the procurement of services sought?



If applicable, provide a description of state or local procurement rules and/or restrictions on how or when service providers may contact you or on other bidding procedures.

- Always select YES!
- Then use the narrative box to provide additional requirements/instructions to vendors or direct bidders to your RFP
- For example:
 - All bids must be submitted to X person by X date in X format
 - Vendor must provide discounted bills
 - Vendor must submit 3 references of district officials where identical services were provided within the last 2 years
 - Vendors must attend a pre-bid meeting on X date

Generate PDF to Review

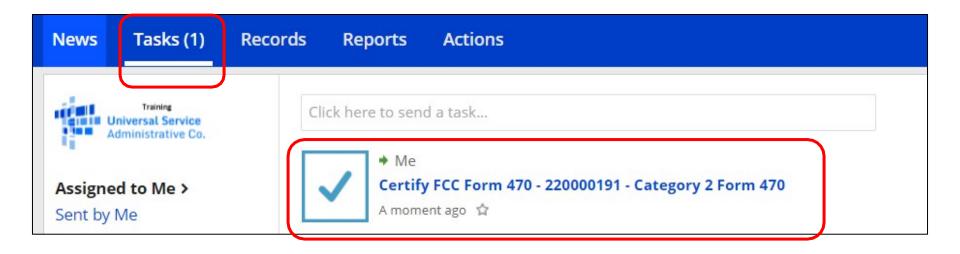


Click "Review FCC Form 470" to have the system generate a PDF copy of your draft Form 470 to review

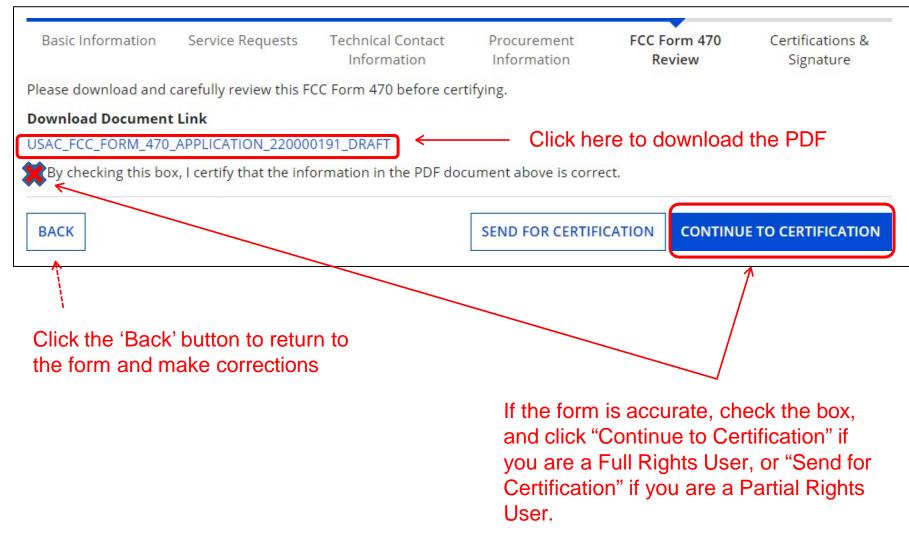
Generate PDF to Review

In about 15 seconds, the draft Form 470 PDF will be available as a "Task" in the top blue toolbar of your EPC Portal. Click on Tasks, then click on "Certify FCC Form 470 to review the draft or to certify the form.

(The system will also send you an e-mail giving you a direct link to the draft page.)



Review PDF and Make Changes



Required Certifications

Applicant Certifications

✓ I certify that the applicant includes schools under the statutory definitions of elementary and secondary schools found in the No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801 (18) and (38), that do not operate as for-profit businesses, and do not have endowments exceeding \$50 million.

Other Certifications

- ✓ I certify that this FCC Form 470 and any applicable RFP will be available for review by potential bidders for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted will be carefully considered and the bid selected will be for the most cost-effective service or equipment offering, with price being the primary factor, and will be the most cost-effective means of meeting educational needs and technology goals.
- I certify that I will retain required documents for a period of at least 10 years (or whatever retention period is required by the rules in effect at the time of this certification) after the later of the last day of the applicable funding year or the service delivery deadline for the associated funding request. I certify that I will retain all documents necessary to demonstrate compliance with the statute and Commission rules regarding the form for, receipt of, and delivery of services receiving schools and libraries discounts. I acknowledge that I may be audited pursuant to participation in the schools and libraries program.
- I certify that I have reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that I have complied with them. I acknowledge that persons willfully making false statements on this form may be punished by fine or forfeiture, under the Communications Act, 47 U.S.C. § 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001.
- I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their participation in the schools and libraries support mechanism are subject to suspension and debarment from the program.
- ✓ I certify that the services the applicant purchases at discounts provided by 47 U.S.C. § 254 will be used primarily for educational purposes, see 47 C.F.R. § 54.500, and will not be sold, resold or transferred in consideration for money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. § 54.513. Additionally, I certify that the entity or entities listed on this form have not received anything of value or a promise of anything of value, other than services and equipment sought by means of this form, from the service provider, or any representative or agent thereof or any consultant in connection with this request for services.
- ✓ I acknowledge that support under this support mechanism is conditional upon the school(s) and/or library(ies) I represent securing access, separately or through this program, to all of the resources, including computers, training, software, internal connections, maintenance, and electrical capacity necessary to use the services purchased effectively. I recognize that some of the aforementioned resources are not eligible for support. I certify that I have considered what financial resources should be available to cover these costs. I certify that I am authorized to procure eligible services for the eligible entity(ies). I certify that I am authorized to submit this request on behalf of the eligible entity(ies) listed on this form, that I have examined this request, and to the best of my knowledge, information, and belief, all statements of fact contained herein are true.

You must check all of the certification boxes before you can finish the certification and officially submit the form.

Required Certifications

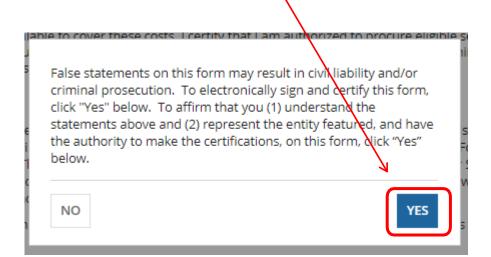
Public reporting burden for this collection of information is estimated to average 3.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, completing, and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the reporting burden to the Federal Communications Commission, Performance Evaluation and Records Management, Washington, DC 20554. We also will accept your comments via the email if you send them to PRA@FCC.gov. DO NOT SEND COMPLETED WORKSHEETS TO THESE ADDRESSES.

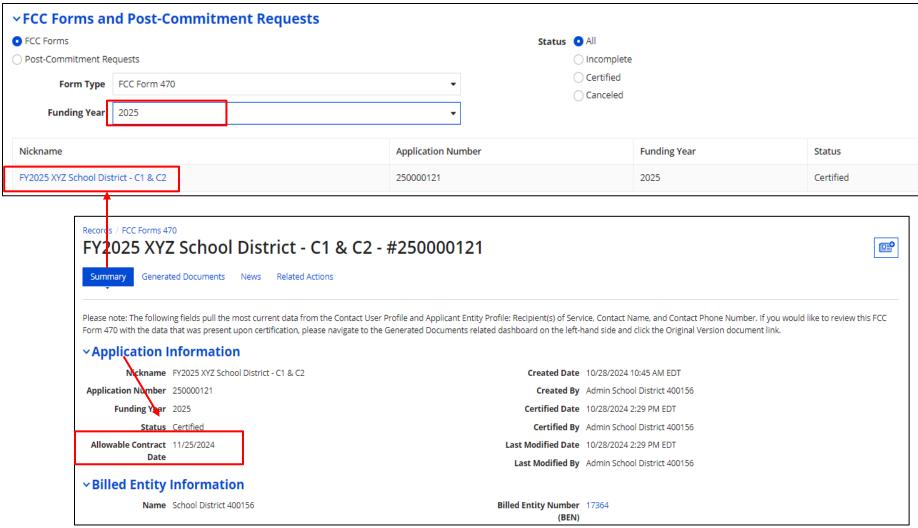
BACK

CERTIFY

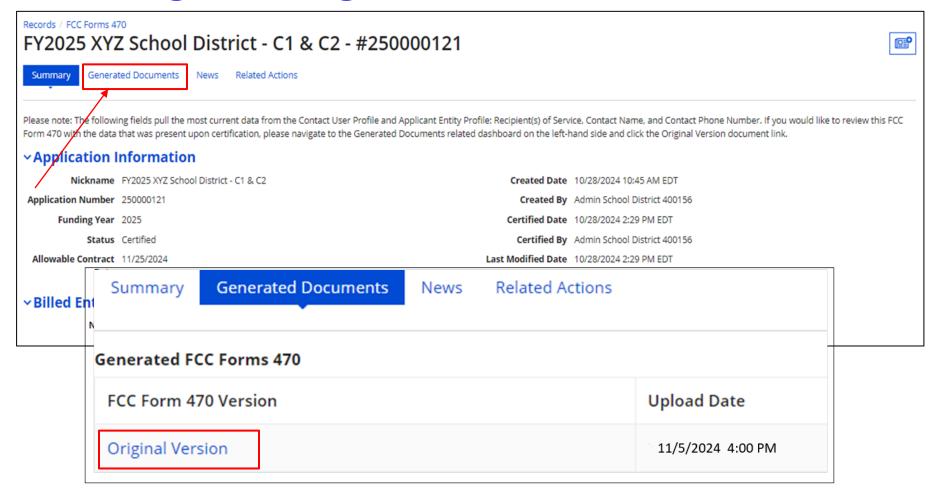
After all of the Certification boxes are checked, click the live Certify button!

Then click "yes" in the final pop-up box:

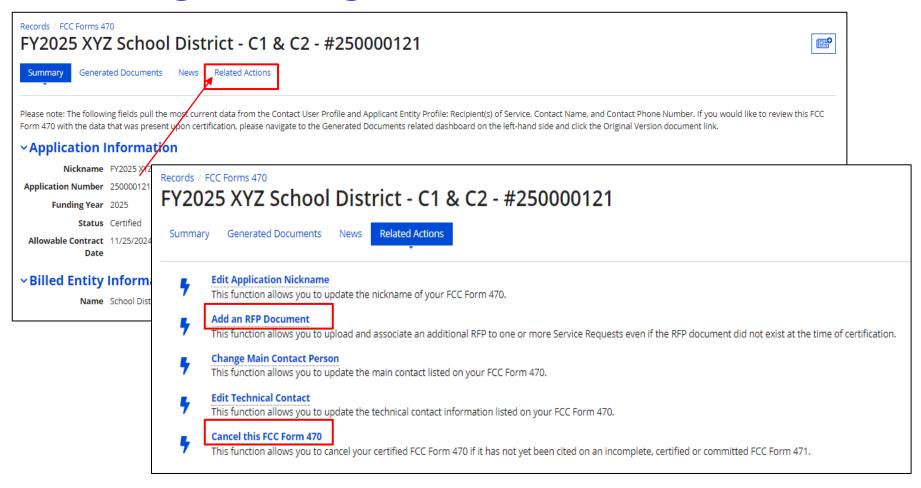




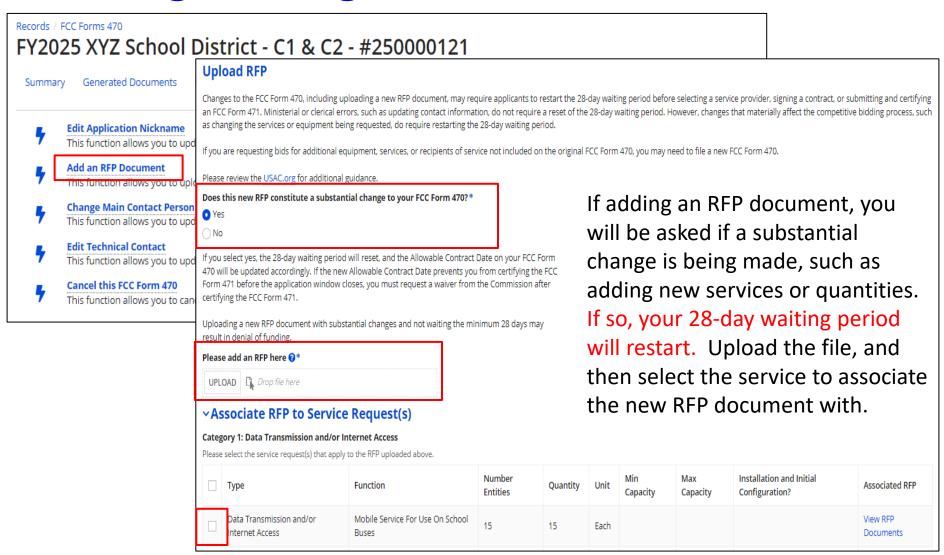
To find the Form 470, go to the bottom of the Landing Page, and select the funding year. Click on the Nickname to see a summary of the application. This will also show you your "Allowable Contract Date". Contracts can be awarded on or after this date.



- To obtain a PDF of the submitted Form 470, select 'Generated Documents'
- Click on 'Original Version



Click on "Related Actions" for a list of options for corrections/changes. Canceling a Form 470 is a new feature.



Changes to the Form 470 beyond the allowable changes require applicants to wait **an additional** 28 days **from the date** of the change before closing the competitive bidding process.

Bidding Option #2: Issue PEPPM Mini-Bid





Option 2) Conduct a 'PEPPM Mini-Bid'

A complete guide to conducting a PEPPM Mini-Bid is posted at: http://E-Ratepa.org/?page_id=6121

- Do NOT post a Form 470
- Conduct a PEPPM mini-bid of all product lines in a specific "Category" and then consider all bids submitted by vendors
 - Categories are wireless equipment, switches, routers, firewalls, UPSs, cabling/connectors, racks, and caching servers
- There is no 28-day mini-bid requirement, but you should give vendors at least 14 calendar days to submit proposals
- Using the prices contained in the proposals submitted, schools will then create a bid evaluation to select the successful vendor
 - Price of eligible equipment/services must be the most heavily weighted factor, but you may
 consider other factors such as previous experience with the District, compatibility with existing
 equipment, references, cost to train or certify staff on new equipment, etc.
- Schools will then contact the winning vendor to obtain a contract document (or final quote with exact quantities) for the District to sign

Note: The PEPPM Mini-Bid process is **not** intended for structured cabling projects or MIBS services.

52

PEPPM Mini-Bid Process

- 1. Create equipment bid list (Attachment A)
 - ✓ Schools complete yellow areas
 - ✓ Vendors complete blue areas
 - ✓ The second tab shows the completed example
 - ✓ Save to your computer as an Excel file

4	А	В	С	D	E	F	G	н	1	J	К
1 N	lame of District	E-rate Funding Year 20	22								
2											
3	BIDDER INFORMATION:	Company Name:									
4		Company SPIN:									
5		Contact Name:									
6		Contact E-mail:									
7		Contact Phone:									
8											
9	To Be Completed by School						To Be Comple	eted by Vendor	Only required for vendors submitting equivalent product line quotes (different manufacturer than Column C)		
10	School/Building Name (Optional)	PEPPM Category (wireless, routers, switches, UPS, cabling, firewalls, etc.)	Preferred Manufacturer Name or Equivalent	Description (optional)	Model Number (SKU)	Estimated Quantity	Price/Unit	Extended Price (quantity * unit price	Equivalent Make	Equivalent Model	Has the equivalent equipment met the compatibility requirements listed below, if any, and have you attached the required proof of quality and functionality equivalency? Yes/No
11											
12											
13											
14											
5											
6											
7											
8											
9								\$0.00			
0 0	Compatibility/Interoperabi	lity Requirements - To Be	chool								
1 q		ndors are bidding an "equivalent" product line that is different than what is listed in Column C, the products must be equivalent in ity and functionality, and must be fully interoperable and compatible with the District's existing equipment/systems which are as ws:									
!3	Schools: List below what exis	sting equipment/software/ must be fully compatible w		sed equivalent equipment							53

PEPPM Mini-Bid Process

2. Create a cover e-mail (Attachment B)

- ✓ Modify cover e-mail as needed
- ✓ Update yellow areas, at minimum
- ✓ Copy and paste into e-mail

Sample PEPPM Mini-Bid Cover E-mail to Vendors

E-mail to: All Awarded Vendors from the PEPPM Category List Corresponding to Mini-Bid

BCC: Yourself

Dear Vendors:

The [Name of School or School District] will be applying for Category 2 E-rate funding for Funding Year 2022 using the PA PEPPM Contract. In accordance with E-rate rules that all equivalent product lines must be provided the opportunity to submit proposals, we are hereby conducting an E-rate Mini-Bid. Attached to this message is a list of the equipment and services (or their functional equivalent) for which we are seeking proposals. If your company does not provide direct responses to mini-bids, then we request that you either forward this procurement opportunity to your PEPPM authorized resellers, or notify us immediately so that we can send it to them directly.

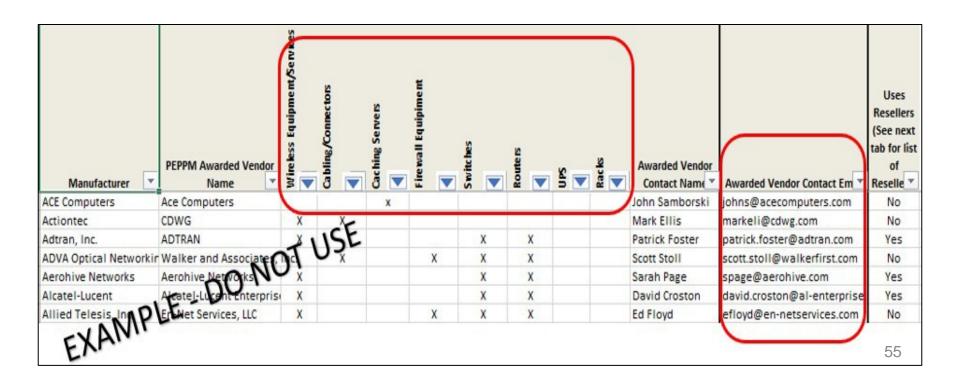
<u>Important note:</u> Vendors must be an awarded PEPPM contract holder for the product line quoted in any bid submitted in response to this request.

This <u>mini-bid</u> specifically seeks proposals for <u>[list name of category here, such as Switches or Wireless Equipment]</u> and our preferred manufacturer product line is <u>[XXXX or state that you do not have a preferred manufacturer]</u>.

Note to vendors seeking to propose equivalent equipment: We will evaluate bids that propose equivalent product lines, provided those products are equivalent in quality and functionality with the equipment in the attached mini-bid. Vendors proposing equivalent product lines must include in their proposal manufacturer proof such as manufacturer's specifications or other similar documentation that the equipment is equivalent in quality and functionality and follow the specific instructions listed below for completing the mini-bid response. Further, equivalent products must be fully interoperable and compatible with the District's existing equipment/systems and the documentation submitted must

PEPPM Mini-Bid Process

- Open the most current PEPPM Product/Category/Vendor spreadsheet (Attachment C)
 - ✓ Filter by which 'Category' your equipment falls under so that only Xs remain in the column
 - ✓ Then copy <u>all</u> of the e-mail addresses from Column Q into an e-mail message
 - ✓ Attach a copy of the equipment bid list
 - ✓ Then send an e-mail with the equipment bid list to all awarded vendors in that category. Don't combine categories on a single mini-bid solicitation.



Next Steps...



Next Steps – All C2 Procurements

- Vendors will submit proposals directly back to the contact indicated on the 470/RFP or PEPPM mini-bid
- After the bid due date, ensure bids are compliant with minimum qualifications and then conduct bid evaluation
 - Be sure that the price of eligible equipment and services is the most heavily weighted factor
 - If a bid is disqualified, note bid and reason for DQ
 - Reminder: All DQ factors must be listed in 470/RFP or PEPPM mini-bid
- Contact the winning vendor to seek a contract
- Seek board approval (if required)
- Sign contract
 - All C2 requests must have signed contracts
 - Contract can be as simple as a vendor quote that the school signs. Be sure to include:
 - Contract signing date (must be before 471 filing date)
 - Contract term: 4/1/2025 through 9/30/2026 (for Internal Connection requests)
 - Purchase is contingent upon E-Rate funding and local funding approval
- Create a Contract Record in EPC and upload the contract
- Submit the Form 471 by the March 2025 deadline

C2 Purchasing Reminders

- ✓ Create and Maintain Asset Inventory
 - All audits require this to be submitted
 - Sample available

http://E-Ratepa.org/wp-content/uploads/2014/03/Asset-Register-Sample.xlsx

- ✓ Only purchase exact equipment that was approved on 471
 - If equipment is different, seek a Service Substitution from USAC
- ✓ Keep everything
 - E-Rate rules now require you to keep all documents related to procurement, purchasing, discount calculations, invoicing for 10 years from the last date to receive service or service delivery deadline, whichever is later
- ✓ After USAC has issued your C2 FCDL, refer to this C2 purchasing guide for next steps:

https://E-Ratepa.org/wp-content/uploads/2014/03/Equipment-Purchasing-Guide-FY-2024.pdf



General Category 2 Bidding Timeline

- Post 470 before December 1
- ➤ Bids due 29 days after 470 is posted (or after vendor questions are answered or additional RFP documents uploaded)
- Evaluate bids early January
- Seek board approval at January or February meeting (if required)
- Sign contracts immediately following board meeting
- Create Contract Record in EPC
- Complete 471 by March 1, if possible. No later than March 10

