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



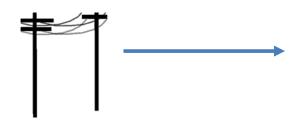
Public Schools

Funding Year 2026

For a copy of today's presentation, go to: https://e-ratepa.org/?page_id=745

Categories of Service Recap

- Category 1 Services that go <u>TO</u> 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
 - Staff salaries

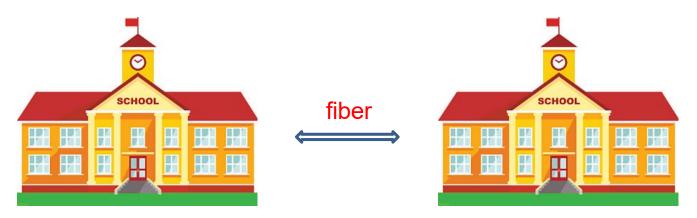
Internal Connections Purchase Timeline

- 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, 2026, for FY 2026,
 even though the funding year doesn't begin until July 1, 2026
 - However,... vendors/applicants cannot be reimbursed from USAC until July 1
 - Applicants who purchase equipment before receiving a funding commitment letter risk paying full price
- Equipment can be purchased <u>as late as</u> September 30 following the end of the funding year
- Allows applicants two full summers to install equipment

FY2026 - Non-Recurring Services/Equipment Purchases - April 1, 2026 - Sept 30, 2027																	
FY2026 - Recurring Service - July 1, 2026 - June 30, 2027																	
Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept
2026	2026	2026	2026	2026	2026	2026	2026	2026	2027	2027	2027	2027	2027	2027	2027	2027	2027

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)



Draft FY2026 ESL

- The FCC has proposed to move "remote BMIC support" to be covered under Internal Connections starting in FY 2026!!
 Result:
 - Multi-year remote support licenses will be able to be requested in the first year
 - Licenses will follow the purchase of the equipment and not be confined to a 7/1 6/30 timeline
- Fixed maintenance contracts (on-site configuration changes, and time and materials) will continue to be eligible for funding under BMIC, but only for the work that is actually performed under the contract
 - Consider seeking bids for these under both BMIC and MIBS

Mixed Functionality

Some equipment has mixed **remote** BMIC & Internal Connections (IC) functionality. As an example:

 Some vendor licenses may include both BMIC & IC functionality, such as Right-to-Use (RTU) and Remote Maintenance Services on the same license

**This is typical when requesting a renewal license. **

 Because the FY2026 ESL hasn't been approved yet, if you are seeking bids for Right-To-Use functionality and remote maintenance subscription services, post under both IC and BMIC service types on the FCC Form 470 just in case!

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

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 not eligible for C2 funding/equipment that is specific to their building
- However, shared equipment may be housed at a NIF
 - -For example:

TIP!

- A Wireless Controller may be housed within a NIF
- Wireless Access Points in a NIF may not be purchased with E-Rate funds

After 5 years, you can transfer the equipment to the NIF

Category 2 Budget Calculations



New 5-Year Category Two (C2) Budget Cycle

FY 2026 will be the first year of the FY 2026-2030 funding cycle.

- The E-Rate C2 Budget Tool FY2021+ provides data for the FY 2026-2030 C2 budget cycle.
- Applicants will be required to validate their student counts or library square footage in the first year they apply for C2 support during the FY2026-2030 cycle.
- The C2 budget is calculated at the <u>school district or library system</u> <u>level</u> based on the combined enrollment or square footage.
- To qualify for Category 2 funding, you must be CIPA-compliant

FY2026-2030 C2 Budget Cycle Updates

Schools:

- \$201.57/student
- \$30,175.00 funding floor
 - This means a school with fewer than 150 students (\$201.57/student * 149 students = \$30,033.93) receives the funding floor of \$30,175.

Libraries:

- \$5.43/square foot
- \$30,175.00 funding floor
 - This means a library with fewer than 5,558 square feet (\$ 5.43/square foot
 * 5,558 square feet = \$30,174.51) receives the funding floor of \$30,175.

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.

School	Student Count	Budget Calculation (\$201.57/student	Budget Receive minimum bud calculation is	get if		
ABC High School	567	\$114,290.19	\$114,290.1	9	Based on	
ABC Middle School	532	\$107,235.24	\$107,235.2	4	enrollment	
ABC Elementary School	212	\$42,732.84	\$42,732.8	1	count	
West Elementary School	125	\$25,196.25	\$30,175.0)	Based on th	
East Elementary School	131	\$26,405.67	\$30,175.0)	budget floc	
Totals	1567	\$315,860.19	\$324,608.2	. 7		

Establishing Your C2 Budget for this Cycle

- Update your entity profile in EPC during the Administrative Window
- Forecast Budget: Beginning in the FY2026- 2030 budget cycle, all entities will
 have a Forecast budget status based on the information in their EPC profile.
 This means that any updates you make to the entity profile will automatically
 reflect in an updated budget amount, without the need to request a
 replacement budget.
- **Preliminary Budget:** The entity has **certified** a Form 471 application within the FY2026-2030 C2 budget cycle. This means that the entity has certified the accuracy of the budget data currently in the entity profile.
- Confirmed Budget: Once Program Integrity Assurance (PIA) review of FY2026-2030 C2 Form 471 application is complete. The C2 budget in the entity profile is now fixed. It can only be changed via an Appeal for the current FY. Beginning in FY2027, the entity can request a replacement C2 budget if the student count has increased for the next year.

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, the applicant would still owe its 40% non-discounted share

Data Used for Category 2 Budgets

- Enrollment data is 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

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, 2026] 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)
- ✓ Vendors cannot provide RFP language
- ✓ All C2 services/equipment must have a signed contract before Form 471 is filed

Abide by the Gift Rules

- Receipt or solicitation of gifts by applicants from service providers (and vice versa) is a competitive bidding violation
- Service providers may not offer or provide any gifts or things of value to applicant personnel involved in E-Rate
- Gift prohibitions are always applicable not just during the competitive bidding process
- Exceptions for gifts limited to items worth \$20 or less, including meals or prizes, and cannot exceed \$50 from one service provider to each individual per funding year
- Watch our <u>Gift Rules video</u> for more details on the gift rules

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/agencies/dli/resources/compliance-laws-and-regulations/labor-management-relations/labor-law/prevailing-wage)
- The federal Davis-Bacon Act does not apply to E-Rate funds

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 *\$23,800
- 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

^{*} This amount changes each January

Public Schools: PEPPM for C2

- NOTE FOR FY2026: If you intend to use the PEPPM Mini-bid system for your FY 2026 Category 2 equipment purchases, YOU CANNOT RELEASE A PEPPM MINI-BID TO VENDORS UNTIL AT LEAST JANUARY 2, 2026. However, this is a great time to start creating your equipment lists so that you're ready to release the mini-bids come January 2nd
- PEPPM bidding guide will be posted soon



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 \$12,900 - \$23,800: 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)

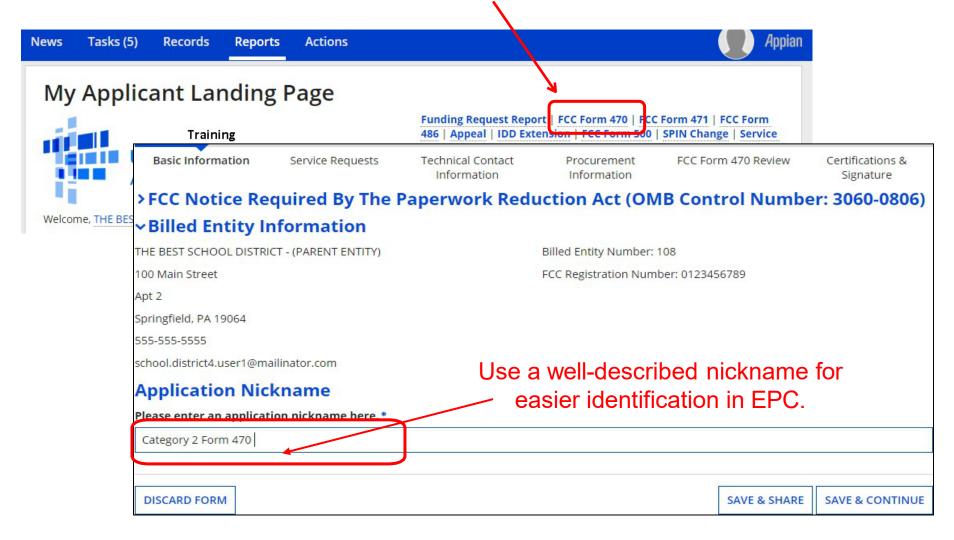
Best Practice Timeline:

- 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 a 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

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



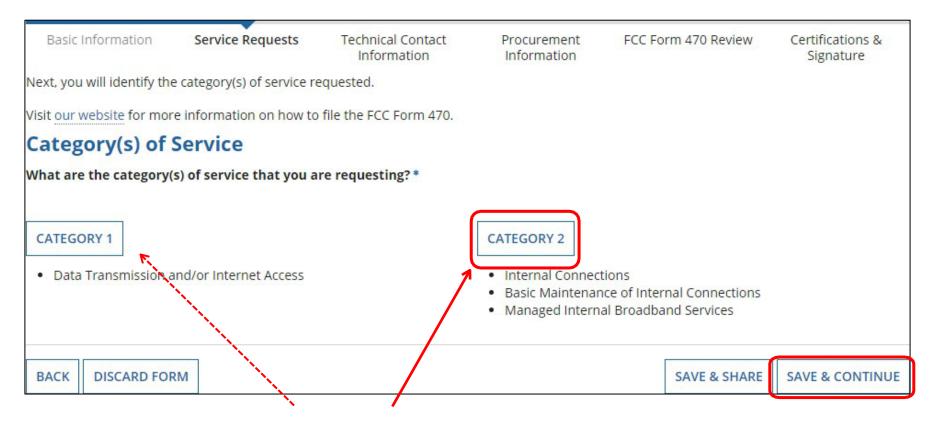
Who is the Main Contact?



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.

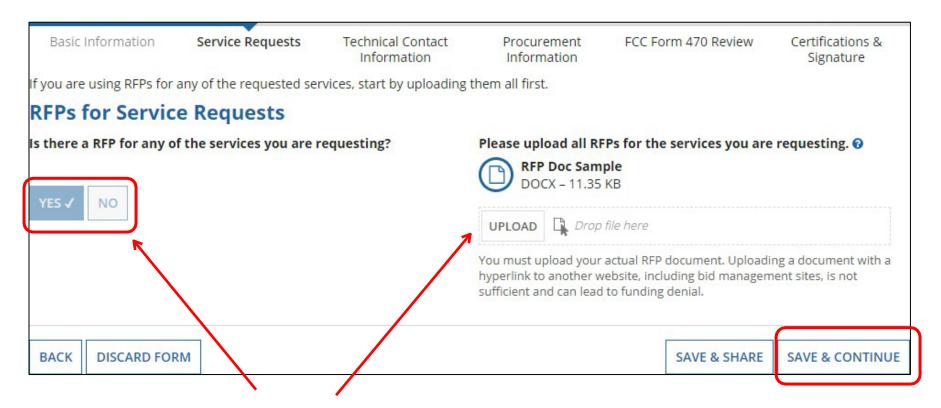
To add a User, have the EPC Account Administrator go to > Related Actions > Add User

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?

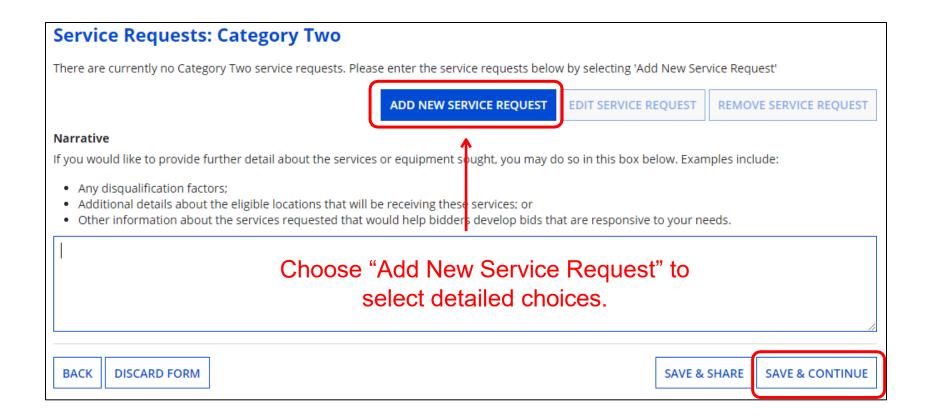


If you have an RFP or any documents you will be providing to vendors, you **must** upload them with the Form 470. The system will allow you to upload multiple documents, and then you can decide which requests belong with which RFP documents

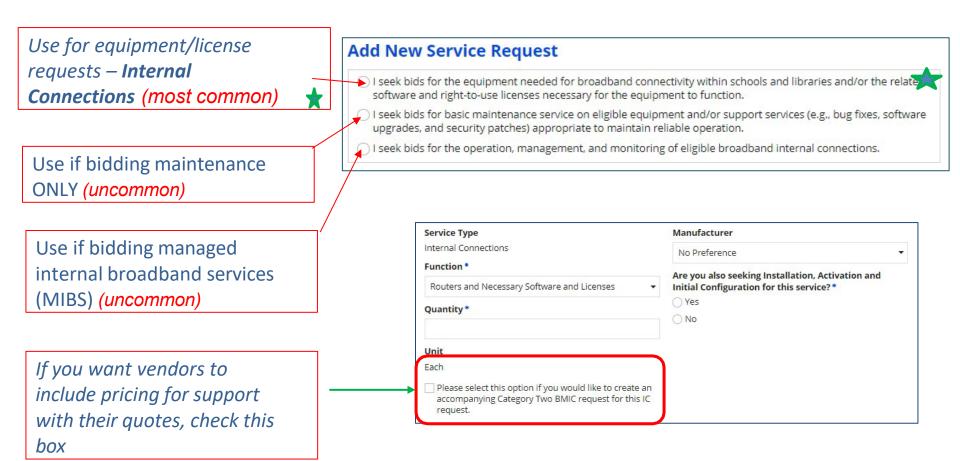
Building Category 2 Service Requests



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

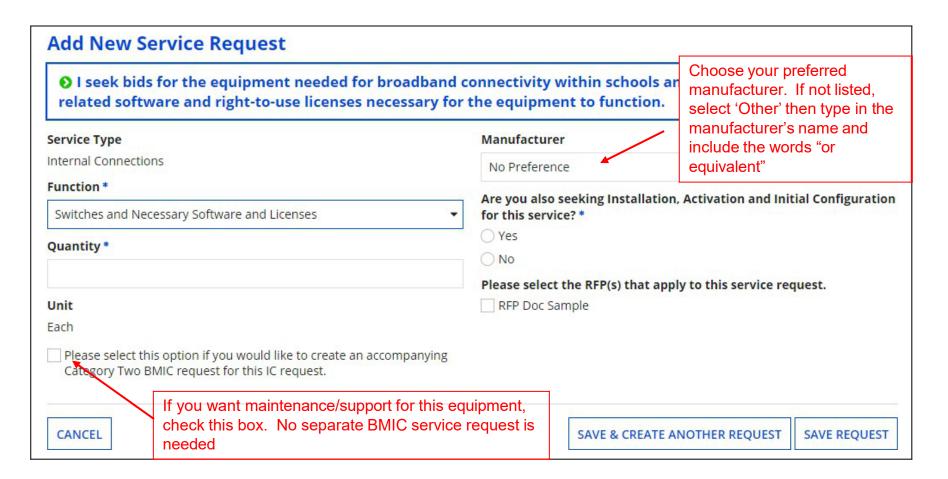
Uninterruptable Power Supply/Battery Backup and Necessary Software and Licenses

Wireless Access Points and Necessary Software and Licenses

Wireless Controllers and Necessary Software and Licenses

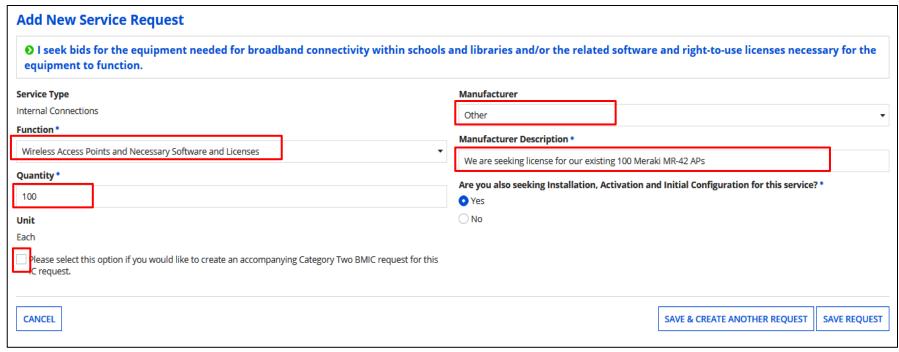
Select the equipment type you're seeking. If more than one, create a separate service request

Service Request Details



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

Adding Category 2 Renewal License



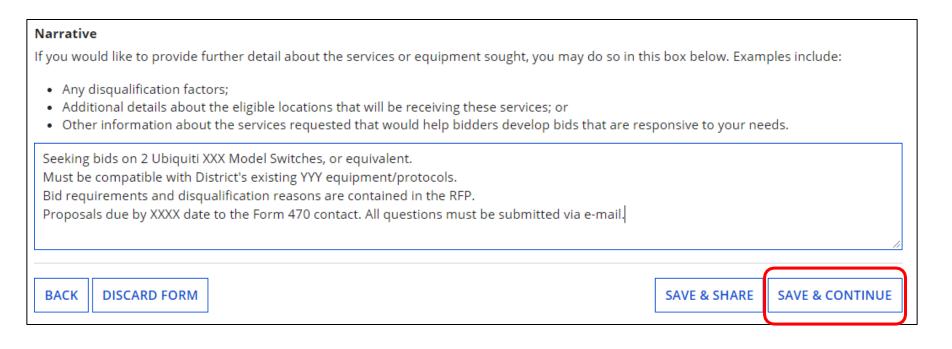
If you already own the hardware but need to renew the licenses, you can add them by selecting the "Function" or type of hardware the license is for. Under "Manufacturer," choose "Other" and describe. If requesting a license for existing hardware, it's o.k. to state the model. Also, check the box to request the renewal under BMIC, in case some level of maintenance is included. This guidance is based on current rules, which may change with the new FY2026 ESL.

Explain in the RFP/narrative that you are seeking the license under both IC and BMIC because it's unclear which Service Type they may fall under.

Enter "Quantity" and if you are seeking Installation. Click on "Add."

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?

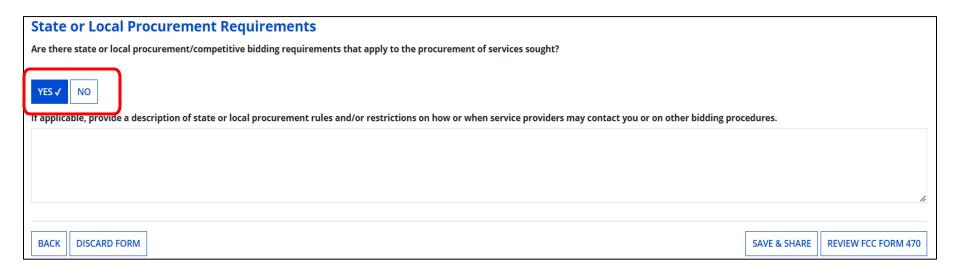
Technical Contact Person Is there a person who can provide additional technical details or answer specific questions from service providers about the services you are seeking? YES NO How would you like to enter the technical contact details? * SEARCH EPC SYSTEM ENTER DETAILS MANUALLY

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

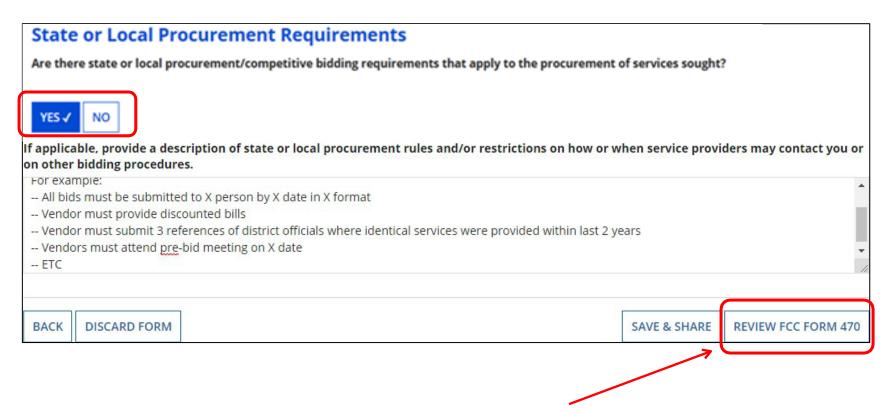
NEVER ADD A CONTACT
 AFFILIATED WITH A SERVICE
 PROVIDER!!

State or Local Procurement Rules?



- 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 or conduct a mandatory walkthrough on X date

Generate PDF to Review

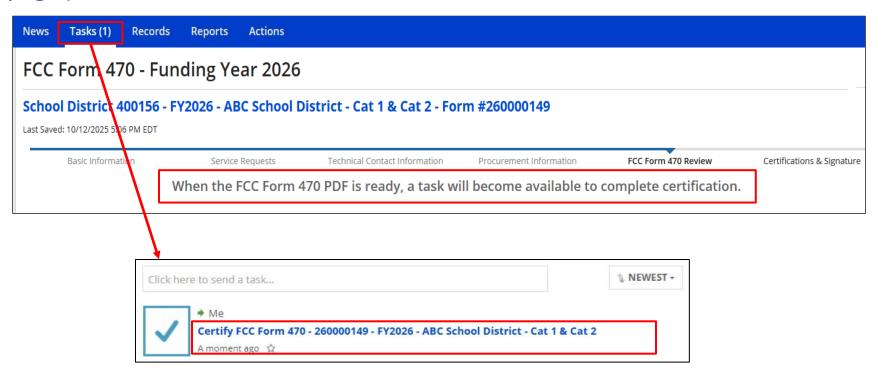


Click "Review FCC Form 470" to have the system generate a PDF copy of your draft Form 470 to review

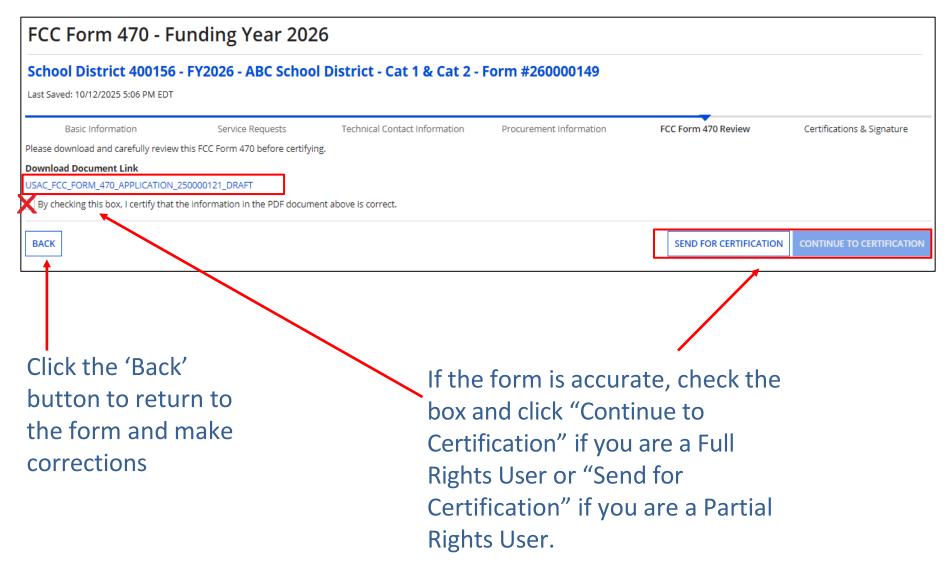
Generate PDF to Review

In approximately 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

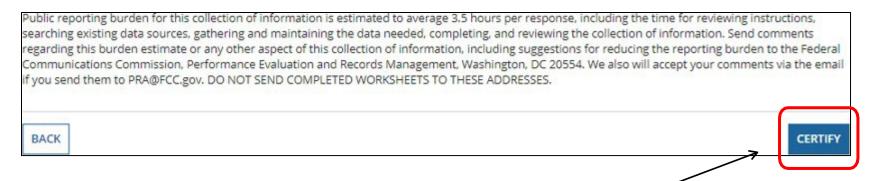


Required Certifications

Certify FCC Form 470 School District 400156 - FY2026 - ABC School District - Cat 1 & Cat 2 - Form #260000149 Last Saved: 10/12/2025 5:17 PM EDT Basic Information Technical Contact Information Service Requests Procurement Information FCC Form 470 Review Certifications & Signature Please complete the certifications below. Applicant Certifications I sertify 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. \$5 7801 (18) and (38), that do not operate as forprofit 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 nding 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 compiled 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. \$5 502, 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 r money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. § \$4.513. 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 pervices. 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 produce eligible services for the eligible encity(les). I certify that I am authorized to submit this requestion behalf of the eligible entity(les) 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.

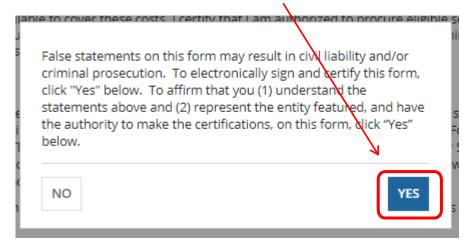
You must check all of the certification boxes before you can finish the certification and officially submit the form.

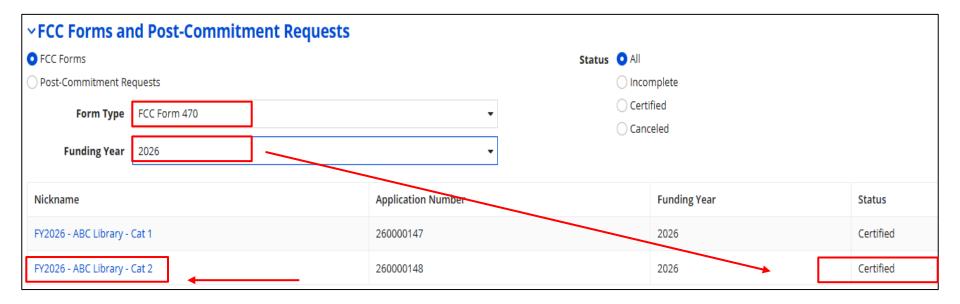
Required Certifications



After all the Certification boxes are checked, click the "Certify" button.

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



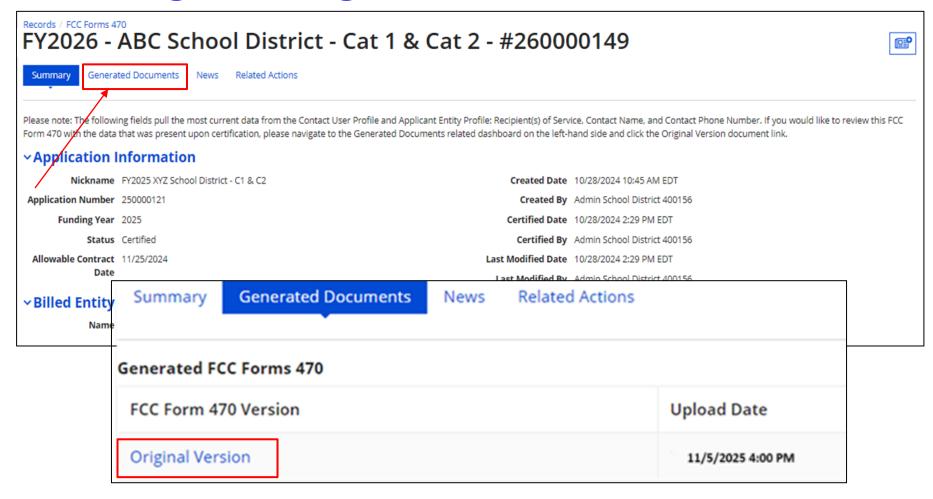


To find the Form 470, go to the bottom of the Landing Page and search. Select **2026** for the funding year. Verify the status is listed as "Certified". It may take several minutes after submitting the Form 470 for the status to update from "Incomplete" to "Certified". Click on the Nickname to see a summary of the application.

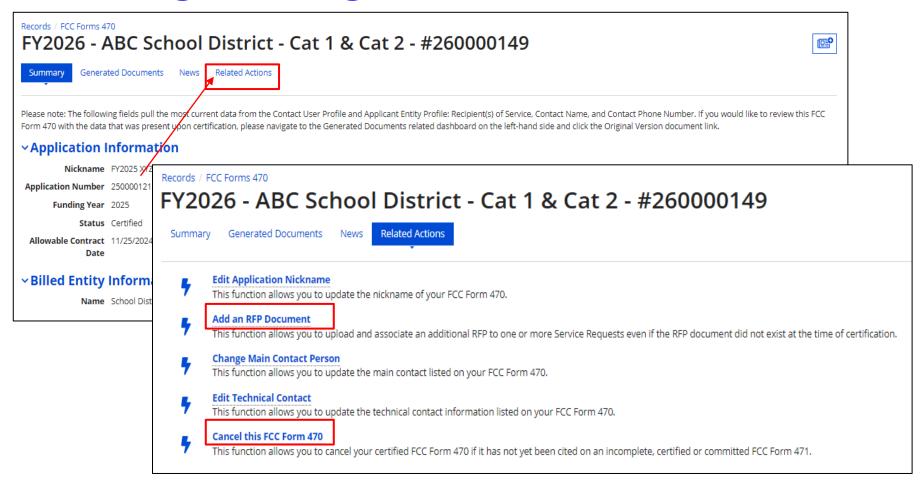


Verify the "Allowable Contract Date". Contracts can be awarded on or after this date.

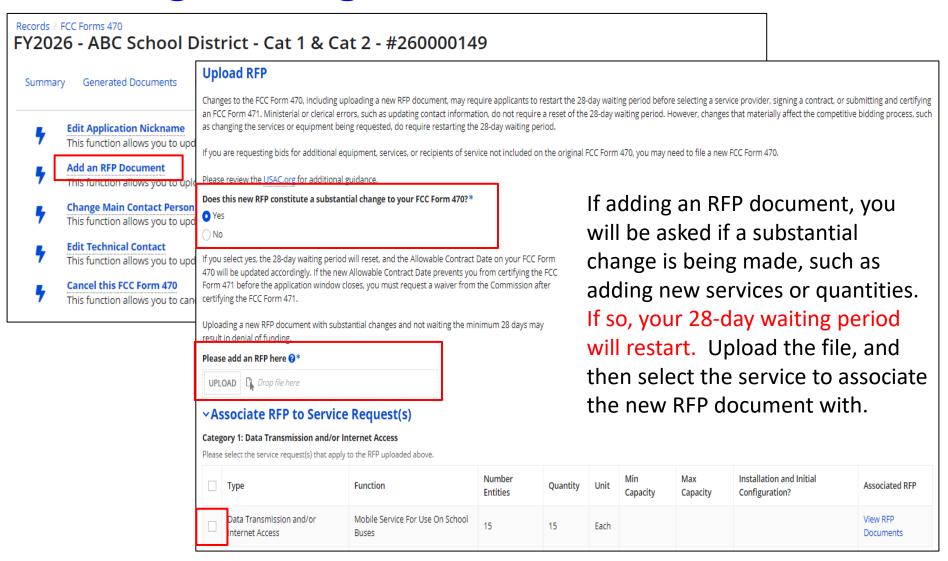
∨Services Requested										
There are no Services Requested For Category 1										
Category 2: Internal Connections and Managed Internal Broadband Services										
Туре	Function	Number of Entities	Quantity	Unit	Manufacturer	Manufacturer Other Description	Installation and Initial Configuration?	Associated RFP		
Internal Connections	Wireless Access Points and Necessary Software and Licenses		100	Each	Meraki or equivalent		Yes	View RFP Documents		
Basic Maintenance of Internal Connections	Wireless Access Points	3	100	Each	Meraki			View RFP Documents		



- 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 newer 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 will be posted at: http://E-Ratepa.org/?page_id=6121

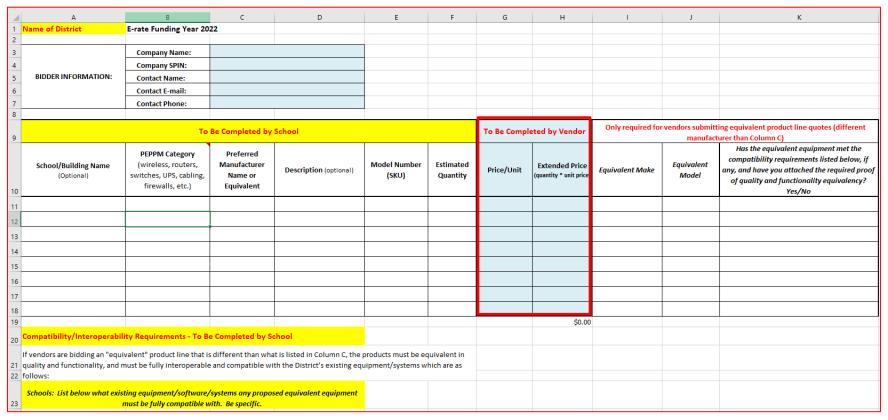
- Do NOT post a Form 470
- Conduct a PEPPM mini-bid of all product lines in a specific "Category" and then consider all bids submitted by vendors
- Categories are wireless equipment, switches, routers, firewalls, UPSs, cabling/connectors, racks, and caching servers
- There is no 28-day mini-bid requirement, 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.

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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



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.

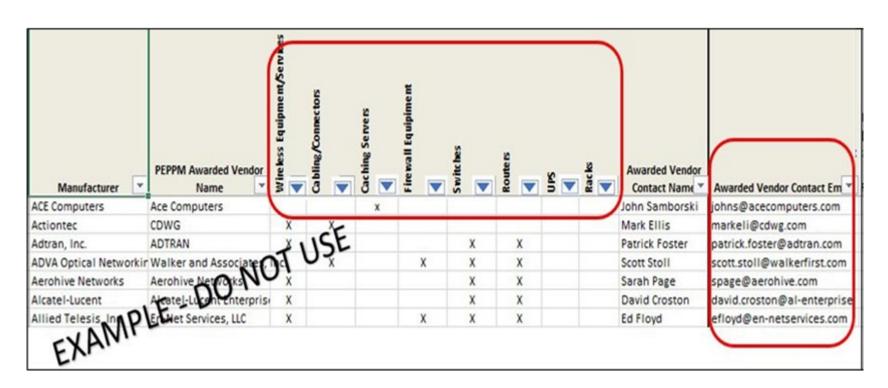
<u>Important note:</u> Vendors must be an awarded PEPPM contract holder for the product line quoted in any bid submitted in response to this request.

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

- 3. 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: 4/1/2026 through 9/30/2027 (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 2026 deadline

Bid Evaluation Matrix Example

Factor	Points Available	Vendor A	Vendor B	Vendor C
Proposal Cost		\$750	\$800	\$1000
Weighted Points (% to lowest bid)		100%	80%	75%
Price of Eligible Services/Equipment (weighted)	60	60	48	45
Ability to Meet Installation Timeline	20	10	20	10
Quality of Proposed Solution	10	10	10	10
References	10	5	10	5
TOTAL POINTS		85	88	70



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



- 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, and 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/2025/11/Equipment-Purchasing-Guide-FY-2026.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)
 - You may want to consider providing a deadline for vendor questions on the Form 470, and make the bidding deadline 29 days from that date
- 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



Where to Go for E-Rate Help

USAC's Client Service Center (CSC)

- E-Rate "Help Desk" where applicants & service providers can get answers to questions
- Call 888-203-8100
- Submit a 'Customer Service Case' in EPC

PA E-Rate Coordinator

- E-mail <u>lgermann@e-ratepa.org</u>
- Attend webinars!
- Read listserve messages! https://e-ratepa.org/?page_id=7751
- www.e-ratepa.org
- Helpful Documents: http://e-ratepa.org/?page_id=754
- Training: http://e-ratepa.org/?page_id=745