

E-Rate Program: Overview

Presented by: E-Rate Advantage, LLC

Ben Sniecinski

Contact Information:

ben@erateadvantage.com

908-892-0705



Agenda

- ▶ E-Rate Overview
- ▶ Updates for 2025
- ▶ School Requirements
- ▶ The Application Process
- ▶ New Schools, Start Up Schools
- ▶ E-Rate Advantage

E-Rate Overview

Sponsored by the FCC



Managed by USAC



Application Review by Maximus



1998 - \$2.25B

Who is Eligible?



Schools and Libraries with an Endowment Under \$50M



K-12



Head Start/Pre-K (ages 3-5)
*only available in certain states



Must Have a Building - Home-Based Not Eligible

Discount Rate

Schools & libraries discount matrix	Category One	
% of students in your school that qualify for the National School Lunch Program is...	Discount Level	
	Urban Discount	Rural Discount
Less than 1%	20%	25%
1% to 19%	40%	50%
20% to 34%	50%	60%
35% to 49%	60%	70%
50% to 74%	80%	80%
75% to 100%	90%	90%

Category Two	
Discount Level	
Urban Discount	Rural Discount
20%	25%
40%	50%
50%	60%
60%	70%
80%	80%
85%	85%

Category 1

▶ Internet Access

- Broadband Over Power Lines
- Cable Modem
- DSL
- T-1, T-3
- Ethernet
- Lit Fiber
- MPLS
- Satellite Services

▶ Bus Wifi and Wi-Fi Hot Spots

▶ No Budget

▶ Example:

- ▶ \$1,000 a Month Internet * 12 months = \$12,000 a year ($\$12,000 * .9 = \$10,800$)
- ▶ \$10,800 Discounted
- ▶ \$1,200 Undiscounted

Category 2

▶ Network Equipment

- Routers
- Switching
- Wireless Access Points
- Cabling
- Racks - For Eligible Equipment

- Controllers
- Basic Firewalls/Services
- UPS's - For Eligible Equipment
- Software - For Eligible Equipment
- Caching Servers/Services

▶ Basic Maintenance of Network Equipment (BMIC)

▶ Managed Internal Broadband Services (MIBS)

Category 2 Funding Budget

\$167 Per Student: PRE-DISCOUNT for Schools

5-Year Budget: 2021-2025, 2026-2030

Example:

- If you are a school with 1,000 students and your school qualifies for an 80% E-Rate discount you would get \$133,600 in Category 2 funding for a 5-year period
 - $(1,000 * \$167 = \$167,000 * .8 = \$133,600)$

Updates for 2025

- ▶ Wi-Fi on School Buses
- ▶ Wi-Fi Hot Spots

Updates for 2025

- ▶ Wi-Fi on School Buses
 - ▶ Equipment
 - ▶ Services

Updates for 2025

- ▶ Wi-Fi Hot Spots
 - ▶ Eligible Recipients
 - ▶ Hotspot Eligibility
 - ▶ Hotspot Ineligibility
 - ▶ Funding Caps
 - ▶ Budgets
 - ▶ Requirements

Eligible
Recipients

Hotspot
Eligibility

Hotspot
Ineligibility

File Funding
Caps

Budgets

Requirements

▶ Eligible

- ▶ Students
- ▶ School Staff

▶ Ineligible

- ▶ Head Start Students
- ▶ Pre-K
- ▶ Kindergarten

Eligible Recipients

Hotspot Eligibility

Hotspot Ineligibility

File Funding Caps

Budgets

Requirements

- ▶ Wi-Fi Hotspots are Eligible for Category 1 Funding
- ▶ Limited to a Fixed 3-Year Budget Cycle. First Cycle 2025-2027.
- ▶ Wi-Fi Hotspot Should Provide Wi-Fi Connectivity to a Hotspot User as its Sole Functionality
- ▶ Wi-Fi Hotspot Must be Portable
- ▶ Wi-Fi Hotspot Must be Single Device
- ▶ Wi-Fi Hotspot Must be for Use With a Commercially Available Mobile Wireless Internet Service
- ▶ Each Wi-Fi Hotspot Must be Associated With a Line of Service for the Respective Funding Year

Eligible Recipients

Hotspot Eligibility

Hotspot Ineligibility

File Funding Caps

Budgets

Requirements

- ▶ Multi-Functional Devices such as Smartphones, PCs, Notebooks, Tablets, Routers, Switches, Wireless Access Points, and Customer Premise Equipment are not Eligible.
- ▶ Wireless Services Delivered to a Broadband-Enabled End User Device such as Laptops and Tablets are Not Eligible.
- ▶ Wi-Fi Hotspots for Future Use are Not Eligible.
- ▶ 1:1 Wi-Fi Hotspot Initiatives are Not Eligible.

Eligible Recipients

Hotspot Eligibility

Hotspot Ineligibility

File Funding Caps

Budgets

Requirements

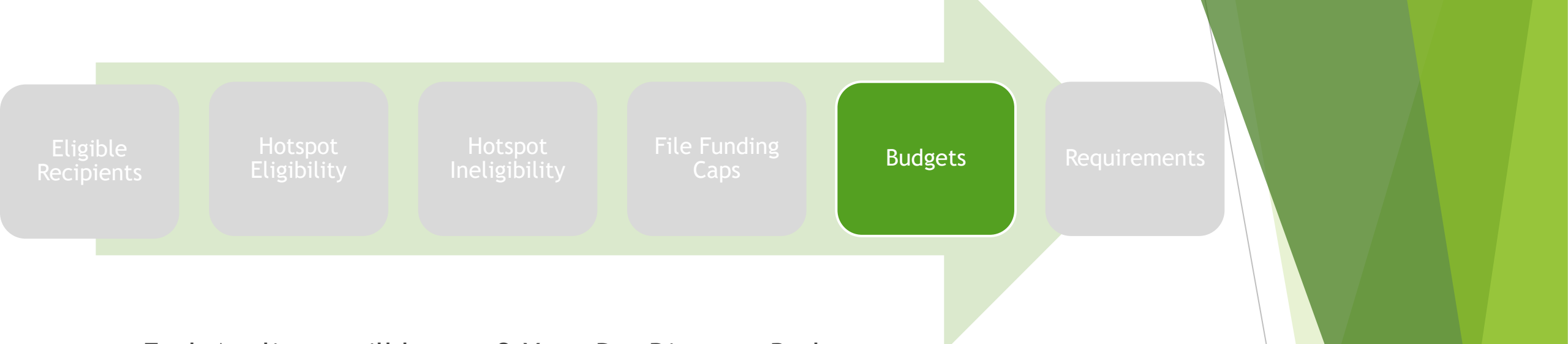
- ▶ Service Cap

- ▶ \$15/month per line

- ▶ Hotspot Device Cap

- ▶ \$90 per hotspot device

- ▶ Taxes are not Included in this Capped Amount. Activation and Configuration are Included.



- ▶ Each Applicant will have a 3-Year, Pre-Discount Budget
- ▶ Applicants May Not Request More than 45% of Their 3-Year Budget in any 1-Year
- ▶ Calculating Your School's Budget
 - ▶ School Budget = {student count x (20 hotspots/100 students) x Cat 1 discount rate} x \$630
 - ▶ Example - School with 500 Students and a 40% Discount Rate
 - ▶ {500 Students x (20 Hotspots/100 Students) x .4} x \$630 = \$25,200

Eligible Recipients

Hotspot Eligibility

Hotspot Ineligibility

File Funding Caps

Budgets

Requirements

- ▶ Applicants Must Follow E-Rate Competitive Bidding Rules
- ▶ Applicants Will Need to Publicize the Availability of the Products/Services
- ▶ CIPA Compliance is Required

Eligible Recipients

Hotspot Eligibility

Hotspot Ineligibility

File Funding Caps

Budgets

Requirements Cont.

- ▶ All Applicants Must Have an Acceptable Use Policy
 - ▶ This Policy Must Clearly State that off Campus Use is Primarily Used for Educational Purposes
 - ▶ School Policies Must State that the Use Must be “Integral, Immediate, and Proximate to the Education of Students.
- ▶ Applicants Must Provide Public Notice and Post the Acceptable Use Policy
- ▶ Applicants are Expected to Implement Content and User Network Restrictions Consistent with the Restrictions on their Building-Based Networks and to Adopt/Update the Acceptable Use Policy and Other Policies to Limit Access.

Eligible Recipients

Hotspot Eligibility

Hotspot Ineligibility

File Funding Caps

Budgets

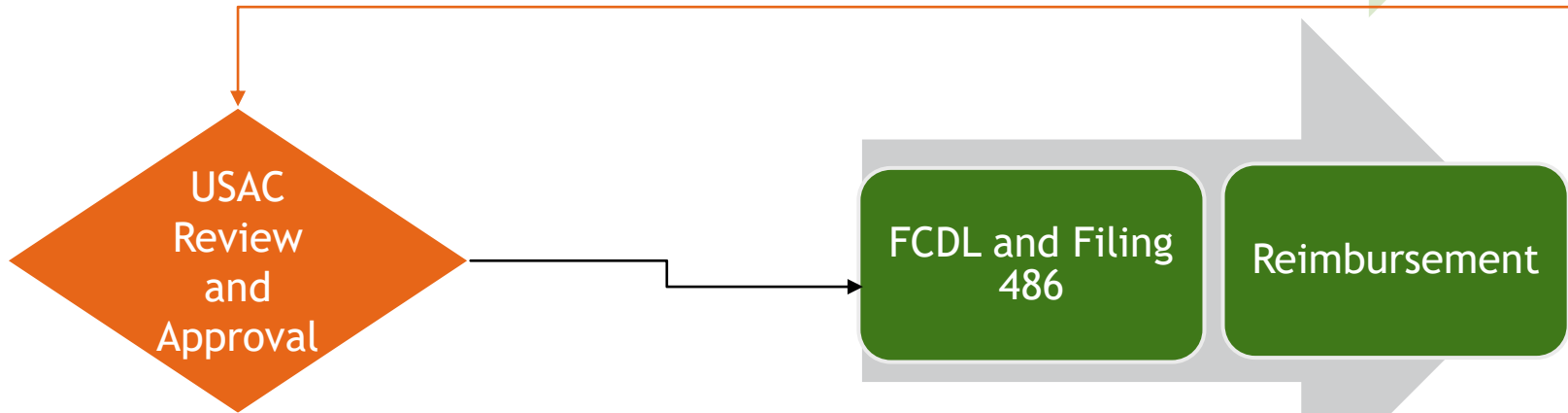
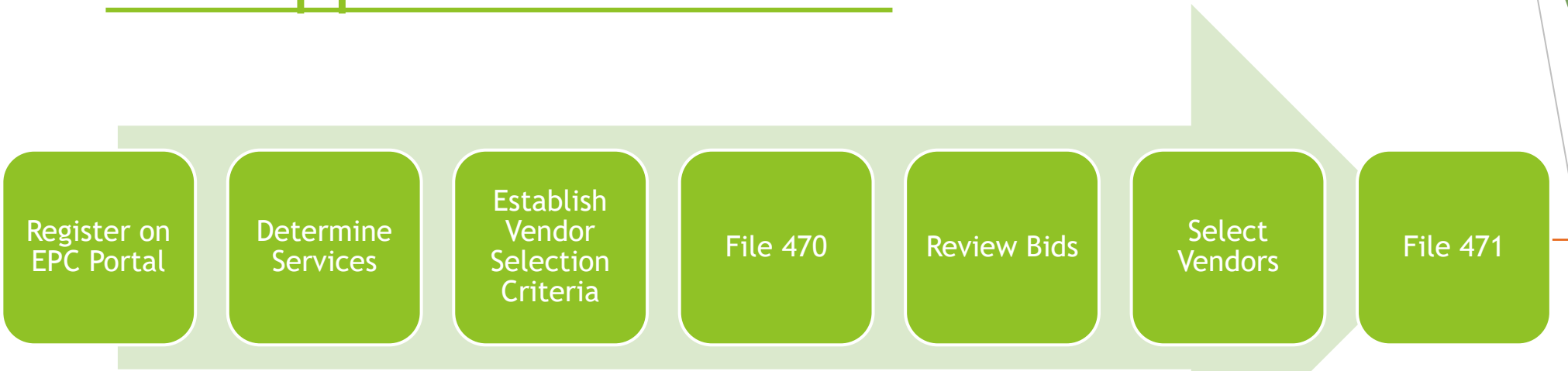
Requirements Cont.

- ▶ **Asset Inventory is Required and Must Include**
 - ▶ Equipment Make/Model
 - ▶ Equipment Serial Number
 - ▶ Full Name of Person Who Device was Provided to
 - ▶ Dates the Equipment was Loaned Out and Returned
 - ▶ Service Details
- ▶ **Usage Requirements**
 - ▶ Lines with 3 Months of No Service Must be Terminated
 - ▶ Applicants Cannot Request Spare Hotspots
 - ▶ All Hardware Must be Associated with a Line of Service

School Requirements

- ▶ Children's Internet Protection Act (CIPA) Policy:
 - ▶ Internet Safety Policy, Technology Protection Measure, and Public Notice
- ▶ Discount Validation:
 - ▶ Every Student Counts
- ▶ Document Retention
 - ▶ 10 years

The Application Process



Register on
EPC Portal

Determine
Services

Establish
Vendor
Selection
Criteria

File 470

Review Bids

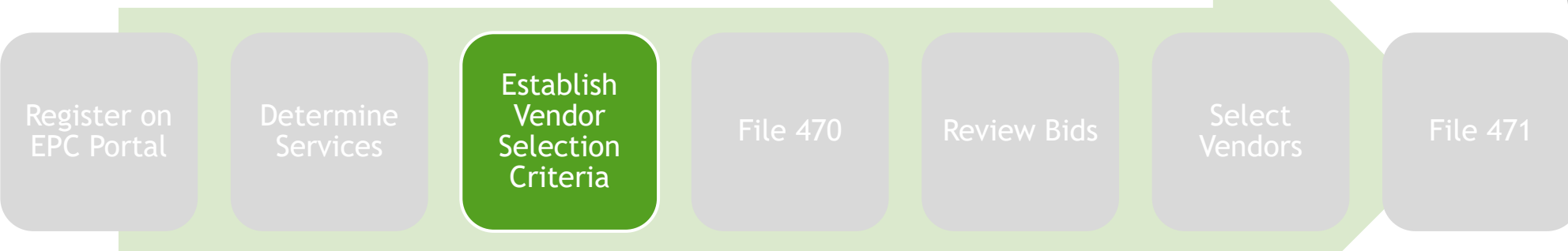
Select
Vendors

File 471

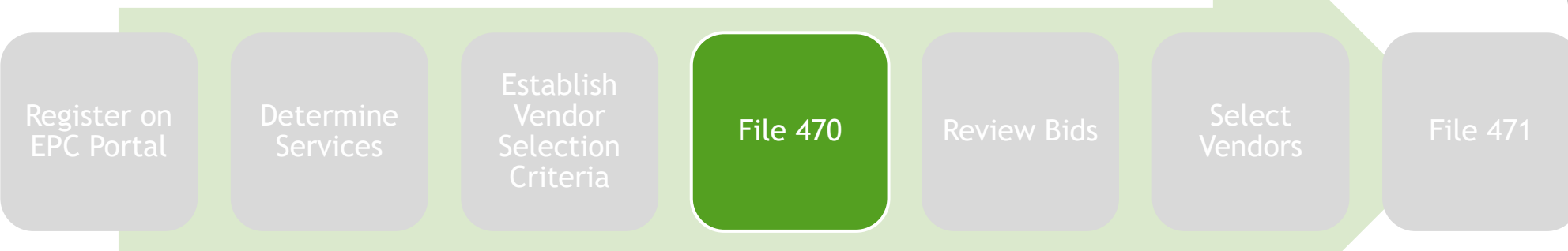
- ▶ E-Rate Productivity Center - EPC
 - ▶ Main Site for Everything E-Rate Related
 - ▶ Every Person Involved With E-Rate Must Have a Log In
 - ▶ Usernames are E-Mail Specific
 - ▶ <https://portal.usac.org/suite/>
 - ▶ For Help With EPC 1-888-203-8100



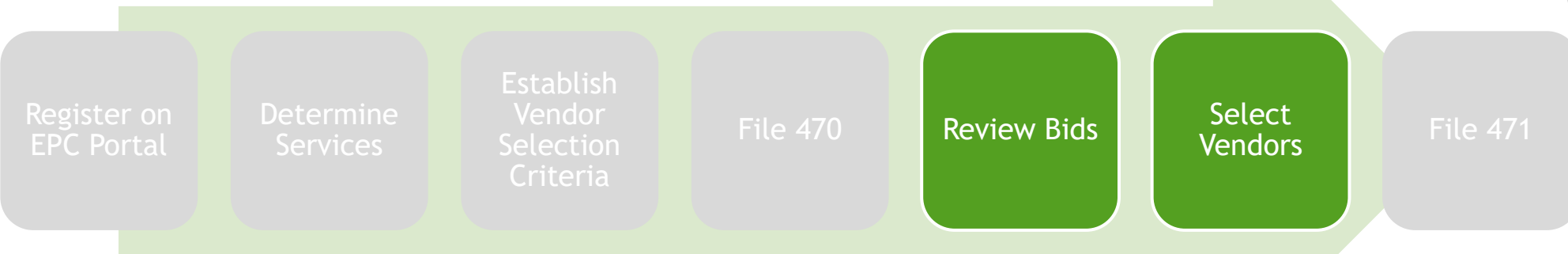
- ▶ What Services Do You need For The Next E-Rate Year (July 1 to June 30)
 - ▶ Cat 1???
 - ▶ Cat 2???
- ▶ Apply NOW!



- ▶ Price Primary Factor
- ▶ Example of Sample Criteria
 - ▶ Price - 40%
 - ▶ Experience with School - 20%
 - ▶ Experience with E-Rate - 20%
 - ▶ References - 20%



- ▶ What Services You Want
 - ▶ Cat 1 and Cat 2
- ▶ File Your 470
 - ▶ Wait a Minimum of 28 Days



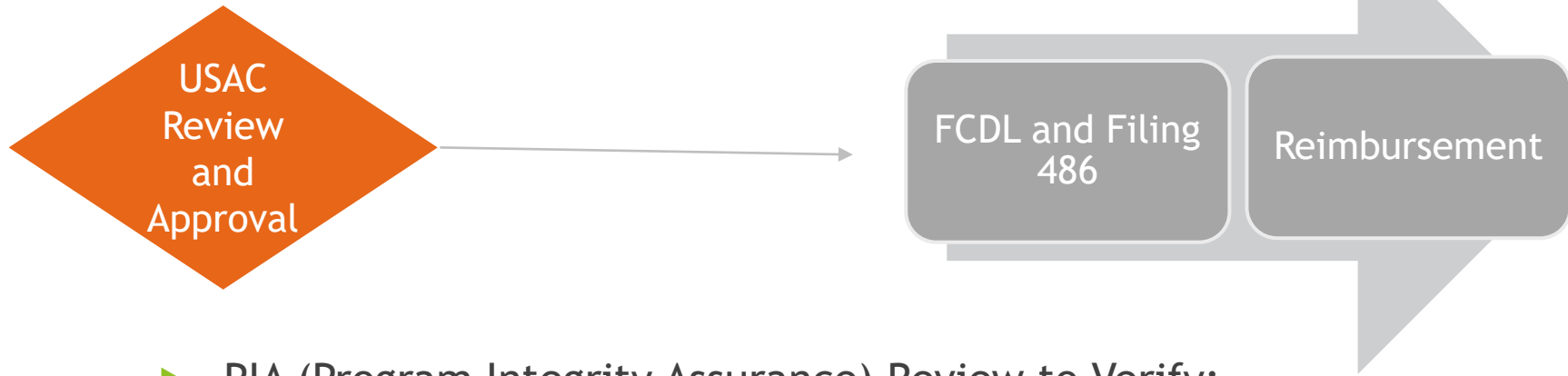
- ▶ Weigh All Bids Against The Same Criteria

- ▶ Example of Sample Criteria

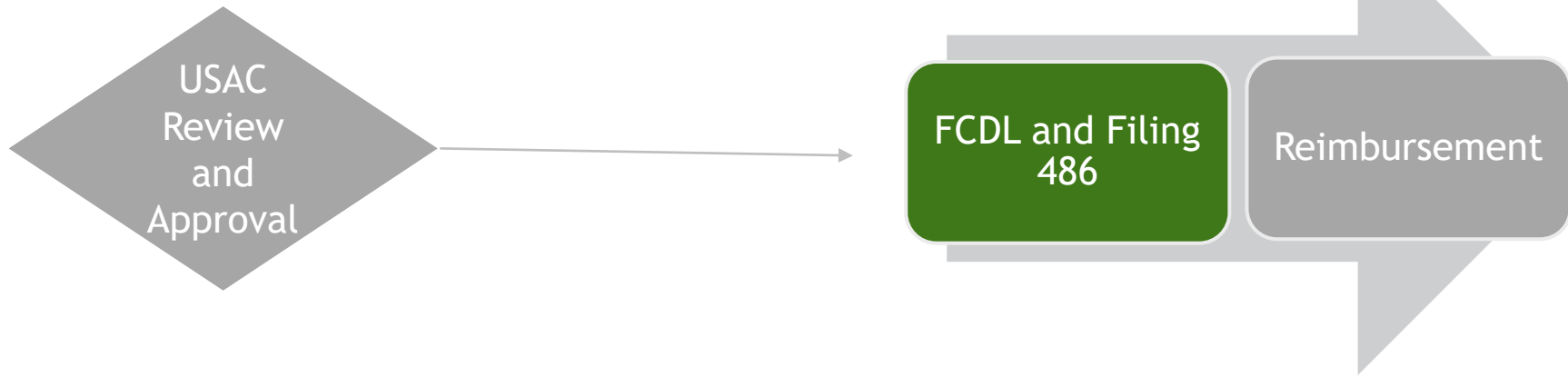
- ▶ Price - 40%
 - ▶ Experience with School - 20%
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 - ▶ References - 20%



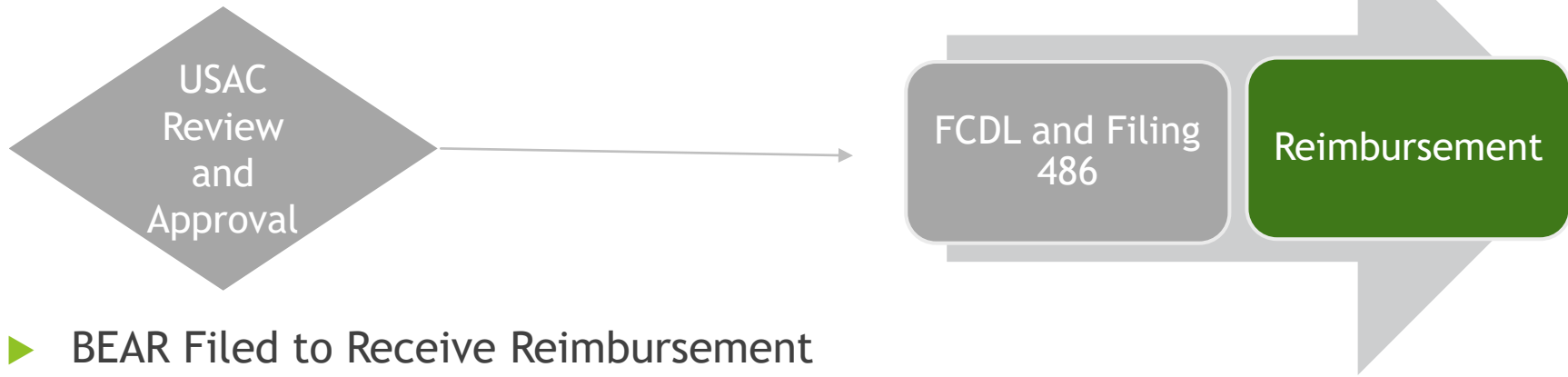
- ▶ Who You Select
- ▶ Services
- ▶ Pricing
- ▶ Term



- ▶ PIA (Program Integrity Assurance) Review to Verify:
 - ▶ School Proof
 - ▶ Student Count/NSLP
 - ▶ Copies on Bills/Contracts
- ▶ Special Compliance Reviews to Verify:
 - ▶ Vendor Selection Process
 - ▶ Cost Effectiveness
- ▶ Audits



- ▶ Funding Commitment Decision Letter (FCDL) Received
 - ▶ Official Approval Letter
- ▶ 486 Filed to Confirm:
 - ▶ Services Have Started
 - ▶ CIPA Compliance



- ▶ BEAR Filed to Receive Reimbursement
 - ▶ Billed Entity Applicant Reimbursement
- ▶ SPI Setup to Receive Direct Discounts on Bills
 - ▶ Service Provider Invoicing

New Schools and Start Up Schools

- ▶ Same Process
 - Get Setup in EPC
 - Determine What Services You Need
 - Establish Your Vendor Selection Criteria
 - File Your 470
 - Review Your Bids
 - Select Your Vendors
 - And File Your 471

- ▶ Estimates/Best Guesses

- ▶ Established in 2005
- ▶ Over 500 Clients Nationwide
- ▶ Member of The Florida Consortium of Public Charter Schools
- ▶ Member of E-Rate Management Professionals Association

E-Rate Advantage



- ▶ Consult With The School Regarding E-Rate Needs
- ▶ Plan E-Rate Application
- ▶ File All E-Rate Forms
- ▶ Serve As The Single Point of Contact With USAC
- ▶ Work With USAC On PIA Reviews, Selective Reviews, Audits, etc.
- ▶ Provide The School With a Funding Commitment Decision Letter From USAC.
- ▶ We Charge No Fee Until The Application is Approved



Our Services

More info and Resources

- ▶ Please See Our Website: www.erateadvantage.com
- ▶ Please Visit The USAC Website: <https://www.usac.org/sl/>
- ▶ Please Review The Eligible Services List: <https://www.usac.org/e-rate/applicant-process/before-you-begin/eligible-services-list/>
- ▶ USAC Customer Service - 1-888-203-8100



Questions?

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 - ▶ www.erateadvantage.com