

**E-Rate Central**

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# *E-Rate Modernization*

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*The New World of E-RATE*

## **PREPARING FOR FY2015**

*November 17, 2014*  
*ESC Region 1, Edinburg, TX*

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## Today's Agenda

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**Morning:**

1. Summary of Program Changes Resulting from the FCC E-Rate Modernization Order

**Afternoon:**

2. Eligible Services List for FY2015
3. New Form 470 & Form 471
4. Applying for Phone Service
5. Applying for Category 2

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## Morning Agenda

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**Summary of FCC's E-Rate Modernization Order**

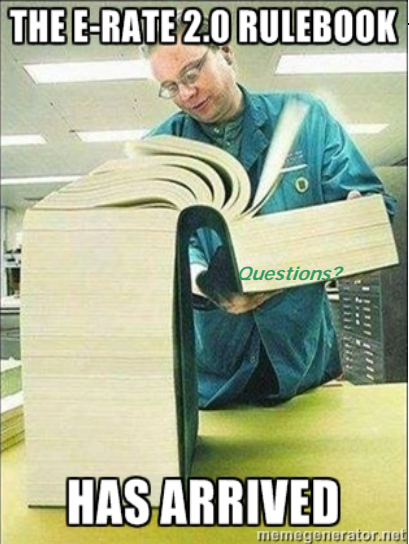
***CHANGE is HERE !!***

FCC 14-99 — Released July 23, 2014

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### *Overview of Order*

- Refocus E-rate on broadband to the classroom
  - Set broadband goals for schools and libraries
  - Target “predictable” funding for internal Wi-Fi connections
  - Fund Wi-Fi by eliminating or phasing out support for Priority 1 “legacy” services
  - Eliminate support for Priority 2 services that do not relate to WiFi connections
- Update rules on competitive bidding, contracts, discount rates, electronic filing, technology plans, & more

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### *Performance Goals*

- Affordable access to ConnectEd broadband goals
  - Schools: Internet at 100 Mbps per 1,000 students short-term and 1 Gbps per 1,000 students long-term
  - Libraries: Internet at 100 Mbps for populations under 50,000 and 1 Gbps for larger populations
  - WAN connectivity for all “scalable” to 10 Gbps
- Maximum cost-effectiveness of purchases
- Fast, simple, and efficient E-rate process

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### *New Category Designations*

- Old “Priority 1” & “Priority 2” designations dropped, new nomenclature will be:
  - **Category 1**: Services that enable Broadband connectivity *to* the school/library
  - **Category 2**: Services that enable Broadband connectivity *within* the school/library
- Targeted funding proposed to be available for Category 2

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### *Distribution of Funding*

- No increase in funding – remains at \$2.25 billion per year with inflation adjustments after 2011
- \$1 billion targeted for Category 2 services for FY 2015 and FY 2016, with plans to provide the same \$1 billion in future years
- Funding for Category 1 services will remain available for all discount levels

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### *Support of Internal Connections*

### *Category 2*

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### *Category 2 Equipment & Services*

- Basic: Cabling, routers, switches, wireless access points
- At least for FY 2015 and FY 2016:
  - Maintenance
  - Managed Wi-Fi
  - Caching servers (*newly eligible*)
- Category 2 services may be purchased as of April 1<sup>st</sup> prior to the start of the funding year

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### *Category 2 Budgets*

- Each eligible **school** shall be eligible for support for Category 2 services up to a pre-discount price of \$150 per student over a five-year funding cycle.
- New schools may estimate the number of students, but shall repay any support provided in excess of the maximum budget based on student enrollment the following funding year.
- Library Category 2 funds limited to \$2.30 per square foot
- Minimum funding per school or library is \$9,200 pre-discount

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### *Category 2 Budgets (cont'd)*

- If all allowable funding not utilized in first year requested, remainder can be used in subsequent years
- Five year plan dependent on review and new order after FY 2015 and FY 2016
- Unused Category 1 funds in any funding year can be re-allocated to Category 2 at the discretion of the FCC

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### *Category 2 Budgets (cont'd)*

- Discussions are underway between USAC & the FCC regarding requesting more funding than allowable at the \$150 per student allocation for Category 2 funding requests
- Category 2 discount awards will be allocated to highest discount bands (lowest wealth applicants) first until available funds expended
- Within a discount band, actual district NSLP percentage will be used to allocate funds until expended

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### *Non-instructional buildings*

- Support is **not** available for Category 2 services provided to or within non-instructional school buildings or separate library administrative buildings **unless** those Category 2 services are essential for the effective transport of information to or within one or more instructional buildings of a school or non-administrative library buildings, or the FCC has found that the use of those services meets the definition of educational purpose
- Any support for Category 2 services for NIFs must be provided from the funding allocated to district schools

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### *Eliminate, Phase-Out, or Narrowly Define Support for "Legacy" Services*

### *Category 1*

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### *Ineligible Category 1 Services for FY2015*

- Paging, email, text messaging, voice mail, and web hosting
- Telephone service components - directory assistance charges, custom calling services, direct inward dialing, 900/976 call blocking, and inside wire maintenance plans
- Multi-year contracts will not be “grandfathered” for newly ineligible services

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### *TELEPHONY - Voice Service Phase-Out*

- **Applies to all voice services:** Local phone service, long distance service, plain old telephone service (POTS), 800 service, satellite telephone, shared telephone service, Centrex, cellular voice, interconnected VoIP, and any circuit dedicated to voice services
- Phase out schedule: **20 percentage points** will be deducted from the eligible discount percentage each year beginning with FY2015:
  - *E.g.*, For a 60% discount applicant, FRN for any voice service will be reduced 20 points to 40% in FY 2015, to 20% in FY 2016, and to zero in FY 2017

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### *Wireless Data Plans and Air Cards*

- Data plans and air cards for mobile devices will continue to be eligible for E-rate support **only** in instances when the school or library seeking support **demonstrates** that individual data plans are the most cost-effective option for providing internal broadband access for portable mobile devices at schools and libraries (e.g. bookmobiles)
- Bar to demonstrate cost-effectiveness set very high

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### *Maximize Cost-Effectiveness*

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### *Data Collection and Pricing Transparency*

- Item 21s will be revised to clearly indicate services and pricing — and will be **made public**
- Item 21 service descriptions will become **part of the on-line Form 471, Block 5**, for each funding request and detailed information will be required

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### *Consortium Changes*

- Prioritize application review for state and regional consortium applicants — already in effect for FY 2014
- Consortium membership LOAs must be in place **prior** to filing the Form 470
- Consortium to continue simple average of members discount percentage

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### *Preferred Master Contracts*

- FCC to consider designation of “Preferred Master Contracts” (PMC) – contracts designed to offer eligible entities nationwide “the opportunity to obtain excellent pricing for category two services”
- PMCs limited to Category 2 equipment
- FCC may require PMCs to be included in bid evaluation where equipment listed on a Form 470 is available

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### *Simplify the E-Rate Process*

*For applicants, vendors, USAC, & the FCC*

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### *Discount Rate Calculations*

- Each school or group of schools in a district will use a single district-wide rate in **all** funding requests
- Individual libraries will continue to use discount percentage of district where library is located while library systems will use the discount percentage of the district where the **“main”** library is located

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### *Discount Rate Calculations (cont'd)*

- An ESA applicant should determine its discount using all E-rate eligible students in schools that fall under the control of the central educational agency
- Private and charter schools responsible for their own administration and finances calculate their own discount and include all schools under same administration
- Consortia applicants must calculate the simple average each member's district-wide discount

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### *Survey Method for Discount*

- Discount determination based **only on surveys received** in reference to total student population (extrapolation **NOT** allowed):
  - Example – 100 total students, all surveyed, 60 surveys are returned – of those 52 indicate students are eligible for Free or Reduced lunch
    - Previously: 52 of 60 students eligible = 87% eligibility extrapolated to 100 students meant a 90% discount
    - Now: 52 of 100 students eligible = 52% eligibility means an 80% discount

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### *Community Eligibility Provision (CEP)*

- Districts and schools participating in CEP determine their discount percentage by using the number of direct certified children per school times the CEP Multiplier – presently 1.6 – not to exceed 100% eligibility
- CEP discount percentage - direct cert x 1.6 – may be used for up to 4 years but if applicant adjusts calculation of CEP, change must apply to E-rate discount
- Districts with CEP & NSLP schools will continue to use the NSLP counts for the non-CEP Schools

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### *Urban – Rural Determination*

- Census data used for determining urban/rural status
- Schools *not* located in census-indicated urban areas or in “urban clusters” will be considered rural
- USAC will post a tool on its website to allow applicants to quickly look up the status of their entities
- A district or library system with a majority of entities (more than 50%) considered rural will receive the benefit of rural status

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### *Maximum Discounts*

- The maximum discount percentage **reduced** from 90% to **85%** *for Category 2 only*
- The Category 1 maximum discount percentage remains at 90%

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### *Other “Simplification” Measures*

- Expedited review for multi-year contracts after first year
  - Contracts must be no longer than 5 year term
  - Process does not include commitment to fund all years of multi-year contract
- Technology plans **not required** for either Category 1 or Category 2
- Exemption from competitive bidding rules will apply to “business class Internet access services” of minimum 100Mbps down and 10 Mbps up if pre-discount costs are \$3,600 or less annually

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### *Electronic Filing*

- Beginning in FY 2017 *all* application forms and SLD correspondence required to be filed or sent electronically
- Filing requirements to be phased in over three years
- **For FY2015 the Form 470 and Form 471 will be required to be filed *on-line* -Paper certifications will still be allowed**
- Some exemptions from the electronic filing requirement may be available for hardship

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### *BEAR Reimbursement Process*

- Applicants will receive *direct reimbursement* from USAC **beginning with FY2016**
  - Applies to Form 472 BEAR filings only
  - All USAC payments will be made electronically
  - Applicants must have banking information on file as to where BEAR payments should be sent – accounts where **electronic transfers** of funds will be accepted
  - Service provider must certify on Form 473 SPAC that bills are accurate and eligible for E-rate support

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### *Filing Invoice Deadline Extensions*

- FCC codified existing invoice filing (BEAR & SPI) deadline process allowing applicants to request and automatically receive a single **one-time** 120-day extension of their invoicing deadline
  - Invoice deadline extension requests **must** be made **no later than** the existing initial deadline for filing BEAR or SPI requests
  - USAC will not be allowed to grant further invoice deadline extension requests
  - Waiver requests to the FCC will be approved only in extraordinary circumstances

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### *Appeal Rules*

- **All** appeals of USAC decisions **must** be made to USAC as a first step before filing an appeal with the FCC
- Applicants seeking **only** a waiver of the rules may address the waiver request directly to the FCC

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### *Document Retention and Access*

- The document retention period extended from **five** to **10 years** after the latter of the last day of the applicable funding year, or the service delivery deadline for the funding request
- E-rate applicants and service providers must allow auditors, investigators and others appointed by State, USAC, FCC access to enter & inspect premises



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# *Next Steps*

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### *Further Notice of Proposed Rulemaking*

Part of the Modernization Order and included over 130 questions or requests for comments

- Meeting future E-rate funding needs
- Ensuring the efficiency of multi-year contracts - is 5 years long enough?
- Standardizing the collection of NSLP data
- Encouraging consortium participation
- Ensuring sufficient support for libraries
- Expected to impact FY2016

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### *Other Changes and Pending Changes for FY 2015*

- New ***Eligible Services List*** in place for FY 2015
- Changes to Form 470 and ***major changes to Form 471***
- Follow-up order to FNPRM
- Possible “clarification” order(s)
- Second modernization order focusing on C1 issues

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# *Questions?*

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*Let's go to Lunch!*

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## Afternoon Agenda

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- 1. Eligible Services List for FY2015*
- 2. New Form 470 & Form 471*
- 3. Applying for Telephone Service*
- 4. Applying for Category 2*

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ESL 2015

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*Eligible Services List  
for FY2015*

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ESL 2015

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***Eligible Services List FY2015 (ESL)***

Released by the FCC on October 28, 2014

- Issuing Order and Public Notice important part of ESL, providing needed elaboration
- ESL dramatically shorter than previous years, now only 8 pages
  - Fewer eligible services, Special Eligibility Conditions, Long list of ineligible services and Glossary all removed ("Glossary" now on USAC website)
- Caching and caching servers - a newly eligible internal connections component

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**ESL 2015**

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**Voice Phase-down**

**Eligible voice services.**

Eligible voice services are subject to an annual 20 percentage point phase down of E-rate support beginning in funding year 2015, as described in the *E-rate Modernization Order*. The reduced discount rate for voice services will apply to all applicants and all costs for the provision of telephone services and circuit capacity dedicated to providing voice services including:

- Centrex
- Interconnected voice over Internet protocol (VoIP)
- Local, long distance, and 800 service, e.g., a toll-free telephone number for students to contact school regarding questions about homework
- Plain old telephone service (POTS)
- Radio loop
- Satellite telephone service
- Shared telephone service (only the portion of the shared services relating to the eligible use and location may receive discounts)
- Wireless telephone service including cellular voice and excluding data and text messaging

- Voice services subject to 20 percentage point per year phase-down
- Also included is “Circuit capacity dedicated to providing voice services”
- Certain voice services also totally ineligible
- Adds complexity to Form 471 FRNs

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**ESL 2015**

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**Services and Components No Longer Eligible for Support (Effective Funding Year 2015)<sup>60</sup>**

| Category One (Priority One)   | Category Two (Priority Two)   |
|---|---|
| <p>Services and telephone components that were listed as eligible in the former Priority One category:</p> <ul style="list-style-type: none"> <li>• 900/976 call blocking</li> <li>• custom calling services</li> <li>• direct inward dialing</li> <li>• directory assistance charges</li> <li>• email</li> <li>• inside wire maintenance plans</li> <li>• paging</li> <li>• text messaging</li> <li>• voice mail</li> <li>• web hosting</li> </ul> | <p>Components included in these former Priority Two entries:</p> <ul style="list-style-type: none"> <li>• Circuit Cards/Components</li> <li>• Data Protection (all except for firewall and uninterruptible power supply/battery back-up)</li> <li>• Interfaces, Gateways, Antennas (other than as specified in this Order)</li> <li>• Servers (other than servers necessary for caching)</li> <li>• Software (other than the software that supports eligible broadband internal connections)</li> <li>• Storage Devices</li> <li>• Telephone Components</li> <li>• Video Components</li> <li>• Voice/video IP components (that had been listed in the Data Distribution entry)</li> </ul> |

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ESL 2015

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***Eligible Services List FY2015 (ESL)***

- Wireless (e.g., cellular) Internet access and mobile hotspot services are listed as eligible under conditions:
  - (a) used for educational purposes,
  - (b) cost effective, and
  - (c) used only on-campus
- The “cost-effective” requirement is difficult, as a footnote in the Public Notice indicates that “E-rate funding for individual data plans or air cards for individual users is not cost effective when users of those services can already access the Internet through internal wireless broadband networks”

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ESL 2015

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***Eligible Services List FY2015 (ESL)***

- Public Notice clearly establishes the eligibility of procuring Category 2 equipment from one service provider and the installation of that Category 2 equipment by a second service provider should that be the most functional and cost-effective option

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ESL 2015

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*Questions?*

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Form 470 & 471

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*New Online  
Form 470 & Form 471*

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## Form 470 & 471

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### ***Form 470 and Form 471***

- The new versions of the Form 470 and Form 471 were approved by OMB on 10/27/2014 “with change”
- Both the Form 470 and Form 471 will be required to be filed on-line for FY2015 - Paper Certs allowed
- It is expected that the Form 470 will become available for use in November
- The Form 471 will not be available on-line until the opening of the FY2015 filing window, expected to be January 2015

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## Form 470

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### ***New FCC Form 470 online***

- The new Form 470 will be visually and structurally similar to Form 470's from past years
- It will have minimal changes for FY2015
  - Addition of “Managed Internal Broadband Services” to Internal Connections service type
  - No technology plan certification language
  - Document retention certification changed to note documents must be retained for 10 years

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## Form 470

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### *New FCC Form 470 online*

- **NOTE:** The current (FY2014) FCC Form 470 can be filed and certified now for all service types by indicating in Item 13 that the form is intended for FY2015
- Once the new Form 470 is available on-line the FY2014 version will be taken down and any applications not completed and submitted will need to be entirely re-done using the new Form 470

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## Form 471

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### *New FCC Form 471 online*

Totally redesigned with “new and IMPROVED look and feel”

- Clean, simple interface
- Fields on the left, help/error messages on the right
- Buttons to exit, save, or continue at the bottom of each page, consistently labeled
- Basic flow unchanged (Billed Entity info → recipients of service (Block 4) → details of services and costs (Block 5) → certifications)
- **EXCEPT - Item 21 is embedded in the form**

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Form 471

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***New FCC Form 471 online***

- More applicant friendly and feature-rich

Progressive disclosure – showing the applicant only the screens pertinent to the application type and other information provided earlier in the form.

*For example: An application that features only schools (individual school, school district, consortium of schools) leads the applicant to recipient of service worksheets for schools, certifications for schools, etc.*

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Form 471

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***New FCC Form 471 online***

- More applicant friendly and feature-rich (cont'd)
- Information is entered only once, then presented to the applicant as needed

*For example: Recipient of service information is entered once – even if different subsets of recipients share services – and applicants access a pick list from that point forward to identify recipients of specific services.*

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## Form 471

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### *New FCC Form 471 online*

**Templates** will be available for applicants to prepare parts of the form in advance of the filing window

- Recipient of service lists and Item 21 details
- Templates will be specific to recipients of service or type of Item 21
- Formatting and dropdowns will be embedded to make uploads easier
- Modification of data (e.g., stripping headers and saving as \*.CSV files) not required

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## Form 471

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### *New FCC Form 471 online*

- Additional features
  - Form navigation arrows at the top of the screen to show progress and pages completed
  - Timeout feature warns the applicant after 25 minutes of no activity, i.e., no keystrokes or mouse clicks
    - If no activity occurs after five additional minutes, applicant is timed out **AFTER** work to that point is saved*
  - Error messages and help information written in clearer language.

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Form 471

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*Form 471 - Paper Form from OMB*

- Shows some new structure and requirements
- Not at all visibly similar to the on-line Form
- Provides a look at changes and new information requirements
- First page of requirements similar to older Form 471 "Block 1" with name of applicant, Contact information and consultant info (if any)
- Cert Pages – "Block 6" also similar to old Form

*We will look at Block 4 and 5 . . . .*

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Form 471 – Block 4

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**Block 4: Discount Calculations and Recipients of Service**

7. School District or Library System Name \_\_\_\_\_ School District or Library System Name \_\_\_\_\_

School District or Library System Billed Entity Number \_\_\_\_\_

7a. Enter all of the schools or libraries, as well as NIFs, that are part of your school district or library system, regardless of whether they are receiving service as part of this application or not.

| Entity # | Individual School or Library Outlet/ Branch Name | NCES or PSCC Code | Urban or Rural | NIF | State LEA ID | State School ID | # of Students that attend this school full time or part time | SCHOOLS ONLY                    |                       |                    | Pre-discount Entity Category Two Budget | Post-discount Entity Category Two Budget |
|----------|--|-------------------|----------------|-----|--------------|-----------------|--|---------------------------------|-----------------------|--------------------|---|--|
|          |  |                   |                |     |              |                 |  | Student count based on estimate | Alternative Discount? | School Attributes: |   |  |
|          |  |                   |                |     |              |                 |  | <input type="checkbox"/>        |                       |                    |   |  |
|          |  |                   |                |     |              |                 |  | <input type="checkbox"/>        |                       |                    |   |  |
|          |  |                   |                |     |              |                 |  | <input type="checkbox"/>        |                       |                    |   |  |

| LIBRARIES ONLY                         |                    |                                      |                    |   |  |
|--|--------------------|--------------------------------------|--------------------|---|--|
| Total Square Footage of library outlet | Main Branch? (Y/N) | School District Billed Entity Number | Library Attributes | Pre-discount Entity Category Two Budget | Post-discount Entity Category Two Budget |
|  |                    |                                      |                    |   |  |

7b. School District Discount Calculation (NOTE: Libraries provide the information for the public school district(s) in which the main branch of the library is located.) Consortium Discount Calculation: Complete one line for each school district entity number that will be featured in the Consortium Discount Calculation.

| School District Name | School District Entity Number | Total Number of Students Enrolled in School District | Total Number of Students in School District Eligible for NSLP | Percentage of Students in School District Eligible for NSLP | Category One Discount Rate | Category Two Discount Rate |
|----------------------|-------------------------------|--|---|---|----------------------------|----------------------------|
|                      |                               |  |   |   |                            |                            |

*Block 4 – Item 7*

New Information

- State LEA
- State School ID
- Category 2 Budgets
- Total # of students and % eligible for NSLP

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**8. Connectivity**

Please complete the following information for the school, school district, library, or library system referenced in Block 8a. Complete only once for each school, school district, library, or library system.

**Internet Access**

8a. Schools and School Districts. Does the school district (or school, if not part of a district) referenced in Block 7a have Internet access of

less than 100 Mbps per 1,000 users (students and staff)

at least 100 Mbps per 1,000 users but less than 1 Gbps per 1,000 users

at least 1 Gbps per 1,000 users

8b. Libraries.

1. How many libraries that are part of the library system referenced in Block 7a serve a population of less than 50,000? \_\_\_\_\_

How many of these libraries serving populations less than 50,000 have Internet access of

less than 100 Mbps \_\_\_\_\_

at least 100 Mbps but less than 1 Gbps \_\_\_\_\_

at least 1 Gbps \_\_\_\_\_

2. How many libraries that are part of the library system referenced in Block 7a serve a population greater than or equal to 50,000? [integer] \_\_\_\_\_

How many of these libraries serving populations greater than or equal to 50,000 have Internet access of

less than 100 Mbps \_\_\_\_\_

at least 100 Mbps but less than 1 Gbps \_\_\_\_\_

at least 1 Gbps \_\_\_\_\_

**Wide Area Networking**

8c. Schools and School Districts.

How many of the schools in the school district referenced in Block 8a have Wide Area Networking connections that are scalable to 10 Gbps? \_\_\_\_\_

8d. Libraries.

How many of the libraries in the library system referenced in Block 8a have Wide Area Networking connections that are scalable to 10 Gbps? \_\_\_\_\_

8e. How many schools in your school district or libraries in your library system have LAN/WLAN capacity and coverage?

1. Completely sufficient to support the educational or library activities conducted there: \_\_\_\_\_

2. Mostly sufficient to support the educational or library activities conducted there: \_\_\_\_\_

3. Sometimes sufficient to support the educational or library activities conducted there: \_\_\_\_\_

4. Rarely sufficient to support the educational or library activities conducted there: \_\_\_\_\_

5. Not sufficient to support the educational or library activities conducted there: \_\_\_\_\_

8f. For those schools and libraries that do not have sufficient LAN/WLAN capacity and coverage to support the educational objectives or library activities conducted at that location, is the reason (check all that apply):

1. Equipment too costly

2. Installation too costly

3. Broadband connection speed to building is too slow

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Draft FCC Form 471 -- Date 2014

## Form 471 – Block 4

### Block 4 - Item 8a-f Connectivity

New survey questions regarding Internet access speeds, whether you have enough capacity and coverage and why not - for schools and libraries

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OMB 3000-0005 DRAFT VERSION

4. Inadequate local area network (LAN) services/internal networks and wiring

5. Outdated equipment

6. Lack of training and technical support

7. Inconsistent service/frequent outages and down time

8. Physical structure or layout of building(s)

9. Other: If so, please provide it here: \_\_\_\_\_

**9. Consortium Discount Calculation**

| Name of Consortium Member        | Billed Entry Number of Consortium Member | Category One Discount Rate | Category Two Discount Rate |
|----------------------------------|--|----------------------------|----------------------------|
|                                  |  |                            |                            |
|                                  |  |                            |                            |
|                                  |  |                            |                            |
|                                  |  |                            |                            |
|                                  |  |                            |                            |
|                                  |  |                            |                            |
|                                  |  |                            |                            |
| Sum of Member Discounts          |  |                            |                            |
| Number of Members                |  |                            |                            |
| Category One Consortium Discount |  |                            |                            |
| Category Two Consortium Discount |  |                            |                            |

**Block 5: Discount Funding Request(s)**

Instructions: Use one Block 5 for EACH service (Funding Request number) for which you are requesting discounts. If this is a duplicate Funding Request (e.g., of an FRN that is not yet approved, under appeal, etc.), check this box and enter the original FRN in the space provided.

Optional: Applicant FRN Identifier: \_\_\_\_\_ FRN \_\_\_\_\_ (to be entered by administrator)

10.  If this is a duplicate Funding Request (e.g., of an FRN that is not yet approved, under appeal, etc.), check this box and enter the original FRN in the space provided.

**11. Service Type (check only ONE box)**

**CATEGORY ONE**

Telecommunications Services  Voice Services

Internet Access

**CATEGORY TWO**

Basic Maintenance of Internal Connections  Internal Connections and Managed Internal Broadband Services

**12a.  An FCC Form 470 was posted. Provide Application Number below:** \_\_\_\_\_

**12b.  This Funding Request is for an eligible commercially available business class internet access service exempt from the requirement to post an FCC Form 470.**

**12c.  This Funding Request is for an eligible preferred master contract award from the requirement to post an FCC Form 470.**

**13. SRN - Service Provider Identification Number:** \_\_\_\_\_

**20. Calculations**

A. Monthly charges (total amount per month for service): \_\_\_\_\_

B. How much of the amount in A is ineligible? \_\_\_\_\_

C. Eligible monthly pre-discount amount. (A minus B): \_\_\_\_\_

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Draft FCC Form 471 -- Date 2014

## Form 471 – Block 4 & 5

**Block 4 – Item 8f**  
Remainder of responses for lack of adequate bandwidth

**Item 9 – Consortium Discount Calculation**

**Block 5 – Item 10-13**  
Similar information to previous Form 471

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OMB 3060-0806
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**14 Service Provider Name**

**15a**  Check this box if this Funding Request is for non-contracted (aerial) or month-to-month services.

**15b Contract Number**

**15c**  Check this box if this Funding Request is covered under a master contract to contract negotiated by a third party, the terms and conditions of which are then made available to an eligible entity that purchases directly from the service provider.

**15d**  Check this box if this Funding Request is a continuation of an FRN from a previous funding year based on a multi-year contract.

**15e**  Check here to certify that there is a specific statute, rule or other restriction barring publication of the information provided in Item 21. Applicants making this certification shall retain the necessary documents to demonstrate this restriction and file same to the database, rule or other restriction that prevents this information from becoming public. Note that contracts and other agreements executed after September 18, 2014 may not prohibit pricing disclosure, and any such restrictions will have no effect. Restriction that prevents information from becoming public: \_\_\_\_\_

**16a Billing Account Number** (e.g., billed telephone number)

**16b**  Check this box if there are multiple Billing Account Numbers and attach a complete list of those numbers to this page.

**17 Allowable Vendor Selection/Contract Date** (mm/dd/yyyy)

**18 Contract Award Date** (mm/dd/yyyy)

**19a Service Start Date** (mm/dd/yyyy)

**Service End Date** (mm/dd/yyyy)

**19b**

**19c Contract Expiration Date** (mm/dd/yyyy)

**19d** Indicate whether the contract for this FRN contains a clause that permits the parties to extend or renew the agreement at the end of the initial contract period:  
 Yes  No  
 If yes:  
 Number of possible extensions remaining \_\_\_\_\_  
 Total length of contract if all extensions are exercised: \_\_\_\_\_

**D. Number of months service provided in funding year** \_\_\_\_\_

**E. Annual pre-discount amount for eligible recurring charges** (C x D) \_\_\_\_\_

**F. Annual non-recurring charges** \_\_\_\_\_

**G. How much of the amount in F is ineligible?** \_\_\_\_\_

**H. Annual eligible pre-discount amount for non-recurring charges** (F minus G) \_\_\_\_\_

**I. Total funding year pre-discount amount** (E + H) \_\_\_\_\_

**J. Discount from Block 4 Worksheet** \_\_\_\_\_  
 — voice phase out (if applicable) \_\_\_\_\_

**K. Funding Commitment Request** (I x J) \_\_\_\_\_

## Form 471

**Block 5 - Item 14-20**

New Information

Item 19d – Contract Extensions

Item 20J – Voice Phase-Out Discount Reduction

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## Form 471 – Item 21 a & b

**Item 21a – Telecommunications (including Voice) and Internet Access** FRN \_\_\_\_\_

**Narrative Description of this FRN**

**Services Requested**

| FRN Line Item Number | Type of Service Requested | Type of Connection | Porting (transport, internet, both, voice) | Quantity or # of lines | Bandwidth Upload speed | Bandwidth Download speed (if different) | Serviceable bandwidth? (Y/N) (voiceless, if yes, insert max speed) | Basic Service protection included? (Y/N) | Signpost of Service Entry Numbers | Loop Mile connection? (Y/N) | ISDN | Monthly Service Eligible Cost | Monthly Non-eligible Cost | One-time Eligible Cost | One-time Ineligible Cost | Extended Eligible Line Item Cost (calculated) |
|----------------------|---------------------------|--------------------|--|------------------------|------------------------|---|--|--|-----------------------------------|-----------------------------|------|-------------------------------|---------------------------|------------------------|--------------------------|---|
|                      |                           |                    |  |                        |                        |   |  |  |                                   |                             |      |                               |                           |                        |                          |   |

**Item 21b – Internal Connections** FRN \_\_\_\_\_

**Narrative Description of this FRN**

**Services Requested**

| FRN Line Item | Type of Internal Connection (strip down) | Type of Product (strip down) | Quantity and unit | Make | Model | Lease or Non-Purchase Arrangement (Y/N) | Monthly Recurring Eligible Cost | Monthly Recurring Ineligible Cost | One-time Eligible Cost | One-time Ineligible Cost | Extended Eligible Line Item Cost (calculated) |
|---------------|--|------------------------------|-------------------|------|-------|---|---------------------------------|-----------------------------------|------------------------|--------------------------|---|
|               |  |                              |                   |      |       |   |                                 |                                   |                        |                          |   |

**FRN Line Item (option general)** Occupants of Service (Entry Number) \_\_\_\_\_ Cost Allocation \_\_\_\_\_

**Item 21 – To be completed on the Form 471**

All New for FY2015

Need to list each component of each service

Online Item 21b will be supported by drop-down info

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**E-Rate Central**
Form 471

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OMB 3000-0800 DRAFT VERSION  
**Item 21c – Managed Internal Broadband Services** FRN \_\_\_\_\_

Narrative Description of this FRN

Services Requested

| TSN line item (system generated) | Type of Managed Service Agreement | Monthly recurring Digible Cost | Monthly recurring Ineligible Cost | One time Digible Cost | One time Ineligible Cost | Extended Digible Line Item Cost (calculation) |
|----------------------------------|-----------------------------------|--------------------------------|-----------------------------------|-----------------------|--------------------------|---|
|                                  |                                   |                                |                                   |                       |                          |   |
|                                  |                                   |                                |                                   |                       |                          |   |

TSN line item (system generated)      Receipts of Service (Entity Numbers)      Cost Allocation

*Item 21 c & d*  
 New category for “Managed Internet Broadband Services”

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OMB 3000-0800 DRAFT VERSION  
**Item 21d – Basic Maintenance of Internal Connections** FRN \_\_\_\_\_

Narrative Description of this FRN

Services Requested

| TSN line item (system generated) | Type of Internal Connections being maintained (function drop down) | Type of Product being maintained (product type dropdown) | Quantity and unit | Make of Covered Equipment | Model of Covered Equipment | Cost Allocation % (if not 100% eligible) | Monthly recurring Digible Cost | Monthly recurring Ineligible Cost | One time Digible Cost | One time Ineligible Cost | Pre-Discount Extended Digible Line Item Cost (calculated) |
|----------------------------------|--|--|-------------------|---------------------------|----------------------------|--|--------------------------------|-----------------------------------|-----------------------|--------------------------|---|
|                                  |  |  |                   |                           |                            |  |                                |                                   |                       |                          |   |
|                                  |  |  |                   |                           |                            |  |                                |                                   |                       |                          |   |

TSN line item (system generated)      Receipts of Service (Entity Numbers)      Cost Allocation

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Form 471

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OMB 3000-0800 DRAFT VERSION  
**Category Two Funding Requested By Entity**

The table below shows the Category Two funds that you have requested for each of the entities you listed in Block 4. This table does not include any funding requested on other FCC Forms 471 that includes these entities. To determine if any of the entities are over their Category Two budget, you must review all of the Category Two applications filed that include your entities. This may include applications filed by other applicants, such as consortia. If the total dollars requested by, and on behalf of, any of your entities in this funding year exceeds its Category Two budget for this funding year, processing of your application may be delayed.

| Entity Name | Entity Number | Total Category Two Pre-discount Requested on this Application | Category Two Pre-discount Budget | Difference |
|-------------|---------------|---|----------------------------------|------------|
|             |               |   |                                  |            |

*Item 21*  
 New information  
 Calculating Category 2 Budget usage

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Draft FCC Form 471 – Date 2014

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Form 471

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***New FCC Form 471 online***

**Strategies for success**

- Watch for “template” availability and use them
- Review paper application to understand exactly what information is required – especially details for new on-line Item 21 requirements
- Gather information required well in advance of window opening, have it at-hand
- Start Form 471 process as early as possible
- Filing window expected to open early January 2015

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Form 471

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***Questions?***

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## Telephony Phase-Out

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# *Applying for Telephone Service Category 2*

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## Telephony

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### *TELEPHONY - Voice Service Phase-Out*

- **Applies to *all* voice services:** Local phone service, long distance service, plain old telephone service (POTS), 800 service, satellite telephone, shared telephone service, Centrex, cellular voice, interconnected VoIP and any circuit dedicated to voice services
- **Other voice-related services are 100% ineligible:** Directory assistance charges, custom calling services, direct inward dialing, 900/976 call blocking, and inside wire maintenance plans

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## Telephony

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***When applying for voice services . . .***

- Separate funding requests are required for voice phase-down services and all other fully eligible services, even if on the same contract or bill  
*Example - If your service provider includes voice telephone lines and a DSL Internet line on the same bill, you must prepare 2 funding requests, one for the telephone services and another for the DSL Internet access line*
- Remember to allocate out 100% of the ineligible telephone-related items from the funding request
- Total cost of eligible telephone services FRNs will be reduced by 20 percentage points on Block 5

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## Telephony

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***When applying for voice services . . .***

- Circuits **dedicated** to voice services - PRI lines, and T-1s and other bandwidth fully supporting VoIP services also must be included in the phase-down process
- High capacity broadband circuits providing WAN and LAN traffic to and from buildings, even if voice traffic travels over those lines, are **not** required to be included in the Phase-down, as long as measured capacity is not dedicated to voice transmission

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## Telephony

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*When applying for voice services . . .*

- Cellular/wireless voice service is **included** in the phase-out
- Cellular/wireless voice costs must be separated from data (Internet access) and included on separate funding requests
- Where cellular plans include multifunction service packages request a breakdown of percentage of telephone costs vs. data (Internet access) from your service provider

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## E-Rate Update

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*When applying for voice services . . .*

- Cellular data and wireless air cards remain eligible but applicant must demonstrate that cellular/wireless data service is more cost-effective than existing building H/S connectivity and/or internal WiFi
- Standard appears to be very difficult to attain
- Text messaging completely ineligible for FY2015, must be cost-allocated from any wireless data/Internet access funding request

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Telephony

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*Voice Telephone Service Phase-Out Table*

| Approved Discount % from Block 4 | For FY2015 | For FY2016 | For FY2017 | For FY2018 | For FY2019 |
|----------------------------------|------------|------------|------------|------------|------------|
| 90                               | 70%        | 50%        | 30%        | 10%        | 0          |
| 80                               | 60%        | 40%        | 20%        | 0          |            |
| 70                               | 50%        | 30%        | 10%        | 0          |            |
| 60                               | 40%        | 20%        | 0          |            |            |
| 50                               | 30%        | 10%        | 0          |            |            |
| 40                               | 20%        | 0          |            |            |            |
| 25                               | 5%         | 0          |            |            |            |
| 20                               | 0          |            |            |            |            |

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Telephony

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*Questions?*

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Category 2

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*Applying for Category 2*

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Category 2

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*Applying for Category 2 Goods/Services*

- Budgets determined – see Block 4 - and funding requests must be made **by school/building**
- Schools not allowed to “spend” more than their budget
- Remember that the budget is “pre-discount”
- All schools in district share the same discount percent
- Non-Instructional Facilities NOT included in budget
- Budgets are for a 5-year period, once the funds are expended no more C-2 eligibility for 5 years

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## Category 2

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### *Applying for Category 2 Goods/Services*

- If all budget dollars are not expended in first application cycle, they can be used in subsequent application cycles until all used
- The old “Two-in-Five” rule does not apply to new budget – a fresh start
- Two years of “guaranteed” \$1 billion per year C2 funding support, hope to extend 3 more years
- C2 funding requests supported beginning with lowest-wealth applicants

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## Category 2

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### *Applying for Category 2 Goods/Services*

- It has been suggested that going over budget on C2 funding requests will cause applications to be held for extra review
- If project includes costs that total more than allowed budget, best practice would be to insure that service provider prepares two lists of goods and services, one for the Form 471 application and the other to complete the project but not included in E-rate consideration

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## Category 2

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### Applying for Category 2 Goods/Services Questions and Answers?

- When do I apply for my C2 budget?
- What goods/services should I apply for?
- Will I know that I am going to be funded?
- How should I apply for C2 funding?
- Will I need to prepare an RFP for C2?
- Will Service Providers understand the new C2 application process and budget limitations?
- How should I prepare the Item 21 for C2?

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## Category 2

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| Qty                     | Part         | Description                                | Unit Cost  | Extended Cost |
|-------------------------|--------------|--|------------|---------------|
| 2                       | CSG124-48P2  | C5 (48) 10/100/1000 AT-PoE RJ45 ports      | \$4,650.00 | \$9,300.00    |
| 30                      | WS-AP37051   | Dual radio 11abgn 2X2:2 MIMO WAPs          | \$375.00   | \$11,250.00   |
| 2                       | 10GB-SR-SFPP | 10 Gb, 10GBASE-SR, IEEE 802.3 MM           | \$750.00   | \$1,500.00    |
| 2                       | SMART1500RMX | SmartPro 1500RML2UA - UPS                  | \$650.00   | \$1,300.00    |
| 2                       | STK-CAB-LONG | 1M Stacking cable - Band C Series          | \$125.00   | \$250.00      |
| 4                       | INSTALLATION | Installation of single Cat 6 network drop  | \$150.00   | \$600.00      |
| 1                       | INSTALLATION | Installation of single 50 micron OM3 fiber | \$2,000.00 | \$2,000.00    |
| 1                       | GRDWIRE      | Wire guard for Gym AP                      | \$75.00    | \$75.00       |
| 2                       | WS-MB3705-01 | AP3705i Wall mounting bracket              | \$25.00    | \$50.00       |
| 1                       | E4DRS19FM45U | Open four post 7ft rack                    | \$250.00   | \$250.00      |
| 2                       | CSK125-24    | C5 (24) 10/100/1000 RJ45 ports             | \$3,950.00 | \$7,900.00    |
| Total Pre-Discount Cost |              |  |            | \$34,475.00   |

EXAMPLE of Item 21 for Category 2 Funding Request

- Budget limited to \$30,000 (200 students x \$150)
- Project cost OVER budget by \$4,475

GOING OVER BUDGET ON FUNDING REQUEST MAY DELAY FCDL

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## Category 2

| Q  | Port          | Description                                | Unit Cost  | Extended Cost | Cumulative Extended Cost |
|----|---------------|--|------------|---------------|--------------------------|
| 30 | WS-AP37051    | Dual radio 11abgn 2X2:2 MIMO WAPs          | \$375.00   | \$11,250.00   | \$11,250.00              |
| 2  | C5G124-48P2   | C5 (48) 10/1 00/1 000 AT-PoE RJ45 ports    | \$4,650.00 | \$9,300.00    | \$20,550.00              |
| 2  | C5K125-24     | C5 (24) 10/100/1000 RJ45 ports             | \$3,950.00 | \$7,900.00    | \$28,450.00              |
| 2  | SMART1500RM X | SmartPro 1500RML2UA - UPS                  | \$650.00   | \$1,300.00    | \$29,750.00              |
| 2  | STK-CAB-LONG  | 1M Stacking cable - Band C Series          | \$125.00   | \$250.00      | \$30,000.00              |
| 1  | INSTALLATION  | Installation of single 50 micron OM3 fiber | \$2,000.00 | \$2,000.00    | \$32,000.00              |
| 2  | 10GB-SR-SFPP  | 10 Gb, 10GBASE-SR, IEEE 802.3 MM           | \$750.00   | \$1,500.00    | \$33,500.00              |
| 4  | INSTALLATION  | Installation of single Cat 6 network drop  | \$150.00   | \$600.00      | \$34,100.00              |
| 1  | E4DRS19FM45U  | Open four post 7ft rack                    | \$250.00   | \$250.00      | \$34,350.00              |
| 1  | GRDWIRE       | Wire guard for Gym AP                      | \$75.00    | \$75.00       | \$34,425.00              |
| 2  | WS-MB3705-01  | AP3705i Wall mounting bracket              | \$25.00    | \$50.00       | \$34,475.00              |

**EXAMPLE of Item 21 for Category 2 Funding Request**

- Budget limited to \$30,000 (200 students x \$150)
- Project cost OVER budget by \$4,475
- **Optional Solution- ?**  
List eligible items up to budget amount

**Procedures not clear at present**

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## Category 2

# Questions?

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## E-Rate 2015

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# *Things to Remember*

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## Application Process

```
graph TD; A[APPLICANT FILES FCC FORM 470] --> B[AFTER 28 DAYS, APPLICANT SELECTS SERVICE PROVIDER AND NEGOTIATES A CONTRACT, IF NECESSARY]; B --> C[APPLICANT FILES FCC FORM 471]; C --> D[USAC REVIEWS REQUEST AND ISSUES FUNDING COMMITMENT DECISION LETTERS (FCDLs) TO THE APPLICANT AND SERVICE PROVIDERS]; D --> E[APPLICANT FILES FCC FORM 486]; E --> F[USAC REIMBURSES THE SERVICE PROVIDER FOR THE DISCOUNT PORTION]
```

1. File Form 470 (quasi-RFP)
2. Wait 28 days (vendor selection period)
3. File Form 471 (application)
4. PIA review and FCDL
5. File Form 486 (confirmation)
6. Submit invoices to USAC

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## E-Rate 2015

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***Service Request and Procurement Description:***

- Form 470 filed by applicants to define desired services and open the competitive bidding process
- Must be posted on the USAC website for at least 28 days before selecting service provider and/or signing a contract
- Request For Proposals (RFP), if used, must also be available for at least 28 days before making a vendor selection
- Annual posting requirement, except for multi-year contracts
- Also must be compliant with state and local procurement requirements

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## E-Rate 2015

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***TEA Procurement Requirements:***

- **Texas Education Code 44.031 – Purchasing Contracts**
  - Goods/services over \$50,000 in aggregate each 12 month period must use one of 9 procurement methods listed including: (1) competitive bidding; (2) competitive sealed proposals; (3) a request for proposals (plus 6 others)
  - Competitive bids and/or RFPs require notice of the time by when and place where the bids or proposals, or the responses to a request for qualifications, will be received and opened
  - Information shall be published in the county in which the district's central administrative office is located, once a week for at least two weeks before the deadline for receiving bids, proposals, or responses to a request for qualifications.

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## E-Rate 2015

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### Bid Assessment - Sample Bid Matrix:

| No                  | Factors                                 | Total Points Available | Vendor 1<br>143xxxxxx<br>ABC Inc. | Vendor 2<br>143xxxxxx<br>DEF Inc. | Vendor 3<br>143xxxxxx<br>GHI Inc. | Vendor 4<br>143xxxxxx<br>JKL Inc. |
|---------------------|---|------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| 1                   | Cost of the Eligible Goods and Services | 40 *                   | 38                                | 25                                | 38                                | 0                                 |
| 2                   | Experience                              | 20                     | 18                                | 17                                | 20                                | 0                                 |
| 3                   | Availability                            | 10                     | 10                                | 8                                 | 7                                 | 0                                 |
| 4                   | Minority Business Status                | 10                     | 6                                 | 9                                 | 9                                 | 0                                 |
| 5                   | In State Preference                     | 10                     | 3                                 | 7                                 | 10                                | 0                                 |
| 6                   | Cost of the Ineligible products         | 5                      | 4                                 | 1                                 | 5                                 | 0                                 |
| 7                   | Project Management Expertises           | 5                      | 2                                 | 1                                 | 5                                 | 0                                 |
| <b>Total Points</b> |   | <b>100</b>             | <b>81</b>                         | <b>68</b>                         | <b>94</b>                         | <b>0</b>                          |

\* This number must be higher than all of the other numbers in this column.

**Winning Bidder:**  
Vendor 3 (GHI,Inc.) is the winning bidder because it has the highest total points.

<http://e-ratecentral.com/applicationTips/bidAssessment/CompetitiveBidResponseDocumentation.asp>

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## USAC-SLD Resources

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**Website:** [www.usac.org/sl/](http://www.usac.org/sl/)

**Help lines:** 888-203-8100 for Customer Service Bureau (CSB)  
- General) 888-276-8736 (Fax)

**Online "Submit a Question" facility**  
[www.slforms.universalservice.org/EMailResponse/EMail\\_Intro.aspx](http://www.slforms.universalservice.org/EMailResponse/EMail_Intro.aspx)

**Hint:** Get a Case # and keep records for all USAC contacts

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## Additional Resources

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- **Website:**  
E-RATE CENTRAL  
[e-ratecentral.com](http://e-ratecentral.com)
- **Questions:**  
516-238-7810 (Fax)  
or  
[question@e-ratecentral.com](mailto:question@e-ratecentral.com)
- **Weekly news (via e-mail):** <http://www.e-ratecentral.com/subscribe.asp> 91

E-Rate Central: State E-Rate Information:
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**Funding Commitment Overview:**

| Funding Year | State Total     | Minimum Total      | % Net Total | Min. Reserve |
|--------------|-----------------|--------------------|-------------|--------------|
| 2011         | \$11,030,377.00 | \$1,176,490,170.29 | 7.9%        | \$100.00     |
| 2012         | \$10,029,700.00 | \$1,074,000,000.00 | 11.0%       | \$100.00     |
| 2013         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2014         | \$10,200,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2015         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2016         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2017         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2018         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2019         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2020         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2021         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2022         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2023         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2024         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2025         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2026         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2027         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2028         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2029         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2030         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2031         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2032         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2033         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2034         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2035         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2036         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2037         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2038         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2039         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2040         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2041         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2042         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2043         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2044         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2045         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2046         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2047         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2048         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2049         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |
| 2050         | \$10,170,000.00 | \$1,000,000,000.00 | 11.0%       | \$100.00     |

**E-Rate Central**

## E-Rate 2015

*Plan your strategies*

**“Start early and stay late”**

*Reach out for help*

FY2015 is **certain** to be a complicated and most interesting year

**GOOD LUCK AND ALL THE BEST**

**Thank you!**

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