



## Wheatland Elementary School District

RFP Form 470 250001773

11/29/2024

Funding Year 2025-2026

Digital Copy



**CDW Government LLC  
230 N. Milwaukee Ave.  
Vernon Hills, IL 60061**

11/29/2024

Wheatland Elementary School District  
111 Main Street  
Wheatland, CA, 95692**RE: CDW Government's Response to Wheatland Elementary School District's RFP Form 470 250001773**

Dear Ms. Hensen,

Wheatland Elementary School District is seeking to identify a reliable and experienced IT partner capable of managing your E-Rate initiative. Our response demonstrates CDW Government's unique ability to contribute to the overall success of this initiative.

CDW Government LLC (CDW•G) is a global systems integrator, impacting 75 million students across 34 countries. With over 30 years of experience, we are a trusted partner to more than 15,000 school districts nationwide. Benefits of partnering with us include:

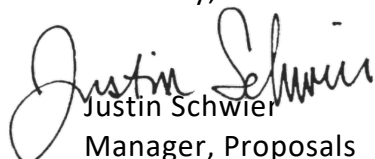
- **History of Success:** CDW•G is a leading E-Rate provider with extensive experience and expertise in supporting K-12 customers since 1998. To date we have managed more than 19,550 E-Rate projects for schools and libraries nationwide.
- **Strong Partnerships:** We maintain strong relationships with more than 1,000 vendor partners to provide the best products, services, and support to our customers, including leading networking partners well-versed in Internal Connections (IC).
- **In-House Expertise:** We can support you on your E-Rate journey from beginning to end with our dedicated in-house resources and technical experts. Our E-Rate teams ensure contract compliance and expert handling of specialized E-Rate invoicing, as well as offer expert advice. Additionally, our presales IT specialists, can provide you with invaluable, ongoing consult.
- **Dedicated Account Team:** With CDW•G, you are supported by a highly trained and experienced account team, including a dedicated account manager, who serves as your primary point of contact, and is responsible for coordinating all your needs.

Please contact your CDWG Account Team with any questions.

- Izzy Hallberg, Account Manager: (312) 547-2784 / [izzy.hallberg@cdwg.com](mailto:izzy.hallberg@cdwg.com)
- Josh Savage, Sales Manager: (312) 705-3347 | [joshsav@cdw.com](mailto:joshsav@cdw.com)
- Stacy Goodman, Advanced Technology AE: +1 (916) 2165196 | [sgoodman@cdw.com](mailto:sgoodman@cdw.com)

We thank you for the opportunity to participate in the 470 response process and are confident you will find our response advantageous from both a strategic and budgetary standpoint.

Sincerely,



Justin Schwier

Manager, Proposals  
CDW Government LLC

# Bid Documents and Forms

**E-RATE FY25 (2025-26)**  
**REQUEST FOR PROPOSAL**  
**470 # 250001773**  
**Wheatland Elementary School District**  
111 Main Street Wheatland, CA 95692

**Network Electronics**

<b>PROCUREMENT TIMELINE</b>	
<b>RFP ISSUED:</b>	<b>10/30/2024</b>
<b>REQUESTS FOR INFORMATION DEADLINE</b>	<b>11/22/2024 10:00 AM PST</b>
<b>PROPOSALS DEADLINE</b>	<b>12/2/2024 10:00 AM PST</b>
<b>PROJECT START DATE</b>	<b>7/1/2025</b>

**Service Provider Criteria and Contract Requirements**

**E-RATE SUPPLEMENTAL TERMS AND CONDITIONS**

The District seeks to utilize the E-RATE program for items outlined in this RFP.

For the purposes of this Request for Proposal (RFP), bidders are referred to as Service Provider, Offeror, Bidder or Vendor. The District is referred to as District.

**E-RATE CONTINGENCY**

The project herein may be contingent upon the approval of funding from the Universal Service Fund's Schools and Library Program, otherwise known as E-RATE. Even after award of contract(s) and/or E-RATE funding approval is obtained, the District may or may not proceed with the project, in whole or in part. Execution of the project, in whole or in part, is solely at the discretion of the District.

**SERVICE PROVIDER ACKNOWLEDGEMENTS AND REQUIREMENTS**

The District expects Service Providers to make themselves thoroughly familiar with any rules or regulations regarding the E-RATE program.

- a. The Service Provider acknowledges that no change in the products and/or services specified in this document will be allowed without prior written approval from the district and a USAC service substitution approval with the exception of a Global Service Substitutions.
- b. The Service Provider acknowledges that all pricing and technology infrastructure information in its bid shall be considered as public and non-confidential pursuant to §54.504 (2)(i)(ii).
- c. This offer is in full compliance with USAC's Free Services Advisory. There are no free services offered that would predicate an artificial discount and preclude the applicant from paying its proportionate non-discounted share of costs. The Service Provider agrees to provide substantiating documentation to support this assertion should the applicant, USAC, or the FCC request it.
- d. Firms submitting proposals shall be responsible for any and all expenses that they may incur in preparing proposals.

- e. Service Providers are required to be in full compliance with all current requirements and future requirements issued by the SLD throughout the contractual period of any contract entered into as a result of this RFP. Service Providers are responsible for providing a valid SPIN (Service Provider Identification Number). More information about obtaining a SPIN may be found at this website: <https://www.usac.org/e-rate/service-providers/step-1-obtain-a-spin/>
- f. Service Providers are responsible for providing a valid Federal Communications Commission (FCC) Registration Number (FRN) at the time the bid is submitted. More information about obtaining an FRN may be found at this website: <https://fjallfoss.fcc.gov.coresWeb/publicHome.do>
- g. Products and services must be delivered before billing can commence. At no time may the Service Provider invoice before **July 1, 2025**.
- h. Prices must be held firm for the duration of the associated E-RATE Funding Year(s) or until all work associated with the project is complete (including any contract and USAC approved extensions).
- i. Goods and services provided shall be clearly designated as “E-RATE Eligible.” Ineligible goods and services shall be clearly called out as 100% ineligible or shall be “cost allocated” to show the percentage of eligible costs per SLD guidelines.
- j. Within one (1) week of award, the awarded Service Provider must provide the District a bill of materials using a completed USAC “Item 21 Template” in Excel format. Subsequent schedules of values and invoices for each site must match Item 21 Attachment or subsequent service substitutions.
- k. In the event of questions during an E-RATE pre-commitment review, post-commitment review and/or audit inquiry, the awarded Service Provider is expected to reply within 3 days to questions associated with its proposal.
- l. Service Providers must comply with the FCC rules for Lowest Corresponding Price (LCP). Further details on LCP may be obtained at USAC’s website: <https://www.usac.org/e-rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/> Should it not be the LCP; the Service Provider must disclose the conditions leading to the applicant being charged in excess of LCP.
- m. Proposals shall be completed in all respects as required by the instructions herein. A proposal may be rejected if it is conditional or incomplete, or if it contains alterations of form or other irregularities of any kind. A proposal will be rejected if, in the opinion of the District, the information contained therein was intended to mislead the District in the evaluation of the proposal.
- n. The proposal submitted must not contain erasure, interlineations, or other corrections unless each correction is clearly and conspicuously authenticated by signing in the margin immediately opposite the correction the name of the person signing the proposal. An Offeror will be bound by the terms and conditions of the proposal, notwithstanding the fact that errors may be or are contained therein. However, if material errors are actually discovered in a proposal, the District will notify the Offeror that the proposal, as submitted, appears to contain errors, and require the Offeror to correct the errors.
- o. The District may request a meeting with the Offeror’s representative to request answers and clarifications or it may request that the Offeror answer specific questions in writing, or to make a presentation to the District or its Governing Board prior to any Agreement award.
- p. All proposals and materials submitted in response to this RFP shall become the property of the District and shall be considered a part of the Public Record.
- q. The District reserves the right to award the agreement as a result of the initial proposals received, or it may elect to conduct negotiations with those Offerors as determined by the District, to be within an acceptable competitive range, or to negotiate separately with any Offeror when it is

determined to be in the best interest of the District. In addition, the District may request that Offerors provide a best and final offer.

## **REQUESTS FOR INFORMATION**

All inquiries must be submitted via email to [erate@adtechgroup.com](mailto:erate@adtechgroup.com) by the deadline on Page 1. Please reference **Wheatland Elementary School District 470# 250001773** in the subject line.

All addendum(s), questions and answers will be posted to the E-RATE EPC website at <https://data.usac.org/publicreports/Forms/Form470Rfp/Index>

Please “Follow” the Form 470 to receive all EPC updates pertaining to the Form 470.

## **SCOPE OF WORK**

No refurbished equipment is acceptable

The District has standardized on Palo Alto; however, equivalent products are acceptable. If proposing an equivalent product, please submit data verifying equivalency with proposal, including what criteria was used to make determination (or equivalence).

The quotes provided must include all materials, equipment and accessories required to furnish a complete data electronics system as indicated on the parts list.

## **PROJECT SPECIFICATIONS**

District is seeking quotes for Network Electronics only, no installation. There is no other value-added services being requested as part of this Form 470 posting/RFP. Please reference “Attachment A” for additional site specifications, including but not limited to make, model/product and quantity.

Do not contact individual sites, contact the technical contact identified on the Form 470. This is a Network Electronics scope that is specifically specified by the District – No site walk is required.

Please submit Quotations as shown in Attachment A, as well as a summary page. Specifically use the format shown in Attachment A in your price response.

## **PREPARATION OF PROPOSAL**

**Page 2** 1. Cover Letter stating:

- a. The validity of the firm and irrevocable proposal/offer being valid for up to a year after RFP closing date.
- b. Work will be completed on or before the Districts required completion date (if work is to be completed prior to Districts requirement, it must state so in the letter).
- c. Other appropriate items.
- d. The proposal must bear the signature of a person duly authorized to sign the proposal on behalf of the Offeror and reference this RFP and accept its terms and conditions or clearly and conspicuously indicate any exceptions.
- e. A brief statement that the firm understands the rules and regulations involving E-RATE and that award of the contract is contingent upon funding.

**Page 24** 2. Description of Firm

- a. provide a brief description of the firm and statement of interest and qualifications for providing the requested equipment and services, include information regarding the size, location, nature of work performed, and years in business, and approach that will be used in meeting the needs of the District.
- b. The firm should list and describe the firm's professional relationships involving the District for the last three (3) years, together with a statement explaining why such relationships do not constitute a conflict of interest relative to perform the proposed services.
- c. The firm shall give the District written notice of any professional relationships entered into during the period of this agreement.

**Pgs 28-29** 3. Personnel

- a. Submit resume(s) or profiles of the individual(s) who will be assigned to provide the requested services, including their qualifications and recent related experience providing similar services.
- b. The Offeror should state the size of the firm and the number/nature of the staff to be employed in this engagement on a full-time and on a part-time basis.
- c. An affirmative statement should be included that the firm and all assigned key professional staff are currently and properly certified or licensed to perform these services.

**P 24-27** 4. Capacity & Methodology

- a. Use this section to address the ability of the firm to undertake and accomplish the required scope of work for which you are requesting consideration.

**P 24-27** 5. Past Performance

- a. Description of past performances of similar service and related experience.
- b. In addition, the firm shall provide information on the circumstances and status of any disciplinary action taken or pending against the firm during the past three (3) years with state regulatory bodies or professional organizations (and E-RATE customers, references of K-12 E-RATE customers is required to include in your proposal).
- c. The firm will list the most relevant and significant engagements performed in the last three (3) years that are similar to the size of engagement described in this request for proposal. These engagements should be ranked on the basis of project size. The firm will indicate the scope of work, date, engagement partners, total hours, and the name and telephone number of the principal client contact.

**P 24-27** 6. Customer Service Commitment

- a. Describe how the firm will provide service and fulfill the requirements and expectations of the District. Provide a description of how services will be performed by Offeror.
- b. Offerors are encouraged to provide additional information or a description of resources the firm feels are pertinent to the RFP.
- c. Include letters of reference or testimonials. Ongoing commitment to providing outstanding customer service, professional development/education of staff and the number and type of employees must be indicated.

**Page 35** 7. Vendor must be certified reseller of requested or equivalent parts and equipment and submit manufacturer reseller certification and/or "reseller authorization" for the hardware/software manufacturer(s) listed in Attachment A.

**Page 35** 8. Vendor must certify that their equipment is not manufactured by, nor contains any components from the list of vendors on the "Secure Networks Act".

<https://www.fcc.gov/supplychain/coveredlist>

**Page 35** 9. Firm Financial Statement

**Page 30** 10. Service Provider's SPIN and FRN (FCC Registration Number)

**Page 30** 11. Evidence of FCC Green Light Status

**Page 11** 12. “Equipment list” completely filled in (See Attachment A)

**Page 19** 13. All proposals need to include tax and shipping as separate items in the response.

**Page 19** 14. Proposals including labor should include a detailed breakdown of hours and manpower to be used, qualifications of manpower, training, including classroom time, per diem expenses, or any other expenses deemed necessary by Offeror.

**Page 19** 15. Quotes should be prepared as shown in Attachment A, as well as a summary page, and include the following: Tax, Freight/Shipping, and Grand Total. Please provide a quote by location and by MDF/IDF as indicated in Attachment A. Specifically use the format shown in Attachment A in your price response.

**Page 11** 16. Please reference “Attachment A” for additional site specifications, including but not limited to make, model/product and quantity.

**Failure by Service Provider to supply these documents shall be considered grounds for disqualification.**

### **CLARIFICATION OF EQUIVALANCE**

For convenience in designation on the plans or in the specifications, certain articles or materials to be incorporated in the work may be designated under a trade name or in the name of a manufacturer. Whenever in specifications any materials, process, or article is indicated or specified by grade, patent, or proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process or article desired and shall be deemed to be followed by the words “or equal,” and Service Provider may, unless otherwise stated, offer any material, process or article which shall be substantially equal or better in every respect to that so indicated or specified. Burden of proof as to equality of any material, process or article shall rest with the Service Provider. **Service Provider shall submit request together with substantiating data for substitution of any “or equal” item within the response by the closing of bids.** Provision authorizing submission of “or equal” justification data shall not in any way authorize an extension of time of bid response.

**Please note: All “or equal” components must not be void and must be supported by corresponding manufacturer warranty.**

The District retains the right to be sole judge as to whether equivalency has been proven and whether alternatives will be accepted.

### **SUBMISSION INSTRUCTIONS**

**Submission via email ONLY.** All offers must be submitted to the contact information below by the deadline indicated on Page 1 of this RFP.

**Submit Proposal via email to:**

**Wheatland Elementary School District E-RATE** erate@wesd.onmicrosoft.com **AND**  
erate@adtechgroup.com

Proposals must clearly be labeled in the subject line “**Wheatland Elementary School District E-RATE Category 2 Proposal Form 470 # 250001773**”

It is the sole responsibility of the firm submitting the proposal to ensure that it is actually received by the District prior to the deadline time and due date and at the proper location. The District assumes no

responsibility for transmission failures. Unless this RFP is extended by a written amendment, proposals received after the due date and time will not be considered.

Verification of receipt can be made by contacting **Wheatland Elementary School District E-RATE** [erate@wesd.onmicrosoft.com](mailto:erate@wesd.onmicrosoft.com) .

### **RIGHT TO REJECT ANY AND ALL QUOTES**

The District reserves the right to reject any or all quotation submittals and to waive any informalities or minor irregularities in proposals received. The Service Provider’s quotation submission is recognition of this right.

In addition, the District reserves the right to fund (proceed with project or purchase), or not to fund, regardless of E-RATE approval.

Any potential bidder found to be in Red Light Status will be disqualified from participation in the bidding process and will be considered non-responsive.

SPAM and/or robotic responses will not be considered valid bid responses and will be disqualified from consideration.

### **EVALUATION AND SELECTION CRITERIA**

The District, in compliance with Federal Communication Commission (FCC) rules, will award to the Vendor(s) providing the most cost-effective service offering. Per the Sixth Report and Order, FCC 10-175, FCC rules dictate the following:

The District may consider factors other than price alone in the consideration of bids; price for E-RATE eligible goods and services will be the primary factor considered.

#### **Selection Criteria:**

<b>No.</b>	<b>Factor</b>	<b>Total Points Available</b>
<b>1</b>	Cost of eligible goods and services	35
<b>2</b>	Cost of ineligible goods and services	20
<b>3</b>	Vendor quote accurate relative to the RFP	20
<b>4</b>	Experience with District/references	20
<b>5</b>	Financial stability	5
	<b>Total Points</b>	<b>100</b>

### **AWARD OF CONTRACT**

The District does not guarantee an award of a contract(s) and it reserves the right to select the firm(s) that it considers to be most cost effective for the District. Award of contract is contingent upon the approval of funding from the Schools and Libraries Universal Service Administrative Company (USAC).

If E-RATE funding is not approved, this bid and all awards may be null and void. Although the District may choose to use a different funding source it deems appropriate, at which point this bid will be utilized.

The District reserves the right to award none, some, or all of the proposal. For instance, if a response exceeds the E-RATE funding limits set by USAC, the District may choose to only award up to the E-RATE funding limit, less or more.

### **PROCUREMENT OF ADDITIONAL GOODS AND/OR SERVICES/COTERMINOUS EXPIRATION**

During the term of any agreement resulting from this RFP, the District may elect to procure additional or like goods and/or services offered by the Respondent. Such services shall be negotiated and obtained via an official amendment to this agreement and approval by the District's Governing Board. All terms, conditions, warranties, obligations, maintenance, and support of said goods or services shall have a coterminous expiration date with the original date of this agreement. The District shall not enter into a separate agreement for said goods or services. Respondents must state in their proposal that they acknowledge, accept and are in agreement with coterminous expiration conditions.

### **SERVICE START DATE**

The annual E-RATE Funding Year begins on July 1, 2025 and ends on June 30, 2026. Regardless of the contract "effective date", E-RATE eligible goods and/or services requested in this RFP shall be delivered no earlier than the start of the 2025 Funding Year (July 1, 2025).

There is one condition that allows USAC to provide support in a funding year for Category 2 installation costs incurred prior to that funding year.

We also amend our rules for category 2 non-recurring service to permit applicants to seek support for Category 2 eligible services purchased on or after April 1, three months prior to the start of the funding year on July 1. This will provide schools with the ability to purchase equipment in preparation for the summer recess and provide the maximum amount of time during the summer to install these critical networks.

For more information, please refer to the FCC Report and Order and Further Notice of Proposed Rulemaking ([FCC 14-99](#), released July 23, 2014). This FCC decision only applies to Category 2 Services (Internal Connections).

### **INVOICING**

The Service Provider agrees to bill and receive a portion of the payment for the provisions of goods and services described herein directly from USAC via the Form 474 Service Provider Invoice (SPI). The District will only be responsible for paying its non-discounted share of costs and does not intend to use the BEAR process (Form 472). The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the FCC Form 471 Block 5 and any identified ineligible costs. Upon the successful receipt or posting of a Funding Commitment Decision Letter from the SLD and submission and certification of Form 486, the District shall pay only the discounted amount beginning with the billing cycle immediately following said approval. Alternatively, should the District decide that it is in the best interest of the District to file a Form 472, the District will inform the Service Provider of its intent.

All Service Provider invoicing to USAC must be completed within 120 days from the last day of service. Should the Service Provider fail to invoice USAC in a timely manner, the District will only be responsible for paying its non-discounted share.

**COMPLETED EQUIPMENT LIST**

Wheatland Elementary School District Form 470 #250001773 Attachment A

**ATTACHMENT A**

District Office Data Center, 111 Main St., Wheatland, CA 95692

Make	Part #	Qty	% Erate Eligible	Unit Price	Total Price	Tax	Shipping	Line Item Total Cost
Palo Alto or Equivalent	PAN-PA-3420	1	100%	\$32,894.21		\$2,549.30	\$0	\$35,443.51
Palo Alto or Equivalent	PAN-SVC-PREM-3420	1	100%	\$7,322.63		\$567.50	\$0	\$7,890.13
Palo Alto or Equivalent	PAN-PA-3420-ATP	1	0%	\$8,774.84		\$680.05	\$0	\$9,454.90
Palo Alto or Equivalent	PAN-PA-3420-OSS	1	0%	\$16,048.77		\$1,243.78	\$0	\$17,292.55
Palo Alto or Equivalent	PAN-SFP-PLUS-LR	2	0%	\$1,557.50	\$3115	\$241.41	\$0	\$3,356.41

**Bid Summary**

School	Sub Total	Tax	Shipping	Total Cost
District Office Data Center	\$68,195.45	\$4,037.59	\$0	\$72,233.04
<b>Total Project</b>				

# Pricing Offer and E-Rate Purchase Agreement

Upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [izzy.hallberg@cdwg.com](mailto:izzy.hallberg@cdwg.com) and [470award@cdwg.com](mailto:470award@cdwg.com).

This E-Rate Customer Purchase Agreement (this “Agreement”) is entered into the date the contract is signed, and effective on April 1, 2025 (“Effective Date”) and is made by and between CDW Government LLC an Illinois limited liability corporation with an office at 230 N. Milwaukee Ave., Vernon Hills, Illinois 60061 (“Seller”), and Wheatland Elementary School District a non-profit school or library eligible for Universal Service funding, as defined below.

<b>E-Rate Contract Number</b>	133980	<b>Spin #</b>	143005588
<b>E-Rate Funding Year</b>	2025	<b>FCC Registration #</b>	0012123287
<b>Customer</b>	Wheatland Elementary School District 111 Main Street Wheatland, CA, 95692	<b>Seller</b>	CDW Government LLC 230 N. Milwaukee Avenue Vernon Hills, IL 60061
<b>Effective Date</b>	April 1, 2025	<b>Quoted Items (see exhibit 1)</b>	470# 250001773

## 1. DEFINITIONS

As used in the Agreement, the following terms shall have the meanings set forth below:

- A. “Universal Service Administrative Co.” or “USAC” – The not for profit organization designated by the U.S. Federal Communications Commission (“FCC”) to administer and ensure compliance with the Universal Services Fund.
- B. “SLP” - The Schools and Libraries Program of the Universal Service Fund, which includes the E-Rate Program and that is administered by USAC under the direction of the FCC.
- C. “E-Rate” – The education rate funding program that is a part of SLP that provides discounts to keep students and library patrons connected to broadband and voice services and which is one of the programs that form the Universal Service Program.
- D. “Funding Commitment Decision Letter” or “FCDL” – A letter that a Customer receives from USAC which indicates the applicable discount amount for a specific funding year.
- E. “Products” – E-Rate eligible products or services that include computer related hardware but are not limited to caching servers, routers, switches, wireless access points, installation, and warranty maintenance and other items which are eligible for E-Rate discounts in accordance with the rules issued by USAC.
- F. “Funding Year” – The specific calendar period, as defined by the SLP, during which the Customer is approved for funding or discounts on Products. FY 2025 is in reference to the program year.

## 2. TERMS AND CONDITIONS

All orders submitted to Seller by Customer for Products under this Agreement are subject to the terms and conditions of the Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT) Contract, unless otherwise stated herein in the Agreement.

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CDW Government LLC

SPIN #143005588

11/29/2024

To the extent allowable, all information and documents hereby submitted in response to RFP are the Proprietary and Confidential property of CDW Government LLC (“CDW•G”).

© CDW Government LLC 2024

### 3. PURCHASE AUTHORIZATIONS

#### A. E-Rate Status

- i. Customer represents and warrants that it qualifies as eligible under the SLP to receive E-Rate funding.
- ii. CUSTOMER FURTHER ACKNOWLEDGES AND AGREES THAT THIS AGREEMENT, WHEN EXECUTED, CONSTITUTES A CONTRACT AS REQUIRED BY FCC.

#### B. E-Rate Purchases

- i. Customer represents and warrants that all purchases made under this Agreement shall be for its own use and that it is eligible to receive E-Rate funding as specified by USAC.
- ii. IN ACCORDANCE WITH FCC REQUIREMENTS, THE CUSTOMER SHALL SUBMIT A COMPLETED AND SIGNED FCC FORM 486 TO USAC The Form 486 shall be approved by USAC prior to order placement with Seller. See Payment Terms for details.

### 4. ORDERING AND ASSISTANCE

#### A. Ordering

Purchase orders shall be submitted through electronic means (email, electronic data interchange (EDI), etc.) directly to Customer's dedicated account manager. Alternatively, if a copy must be sent via mail, common courier, etc., please reach out to your account manager for the appropriate mailing address.

#### B. Other Requirements

- i. All purchase orders shall include 1) a contact name; 2) phone number; 3) purchase order number; 4) CDW Part Number and OEM Part Number; 5) Product description; 6) original and discounted Product price 7) percentage Customer owes and percentage SLP owes (if applicable) 8) ship to location; 9) bill to location; 10) BEAR or SPI Order; and 11) FCC Form 471 and Funding Request Number (FRN) number for each part number. SEPARATE PURCHASE ORDERS SHALL BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E-RATE FUNDING. ALL ORDERS SHALL BE SUBJECT TO ACCEPTANCE BY SELLER.
- ii. If the Customer is unable to commit the full purchase order amount, any balance remaining that was not funded or approved for payment by USAC will be the responsibility of the Customer. The Customer must add the following language to its purchase order:

“The total cost of this purchase order is \$ \_\_\_\_\_. The E-Rate portion is \$ \_\_\_\_\_, and is committed by USAC. If there is any reduction or denial of payment with the E-Rate portion, Wheatland Elementary School District accepts full responsibility for the cost of this purchase, \$\_\_\_\_\_.”

- iii. Should Customer choose to add Product or make substitutions to the Products originally sought, following USAC’s funding decision, Customer agrees it will be responsible for the amounts owed for the added or substituted Products in excess of its committed funding from USAC.
- iv. Customer must complete installation of Products ordered pursuant to this Agreement within thirty (30) days of delivery. In the event Customer, or a third party hired by Customer to complete the installation, fails to install the Products within the timeframe provided herein, the Parties acknowledge and agree that Customer will begin to accrue interest on the amounts owed for such Products in an amount of one and one-half percent (1.5%) per month, or the maximum rate permitted by applicable law.

#### C. Assistance with Order

- i. Customer may call 1-800-328-4239 to get assistance on any purchase order. Any terms or conditions stated in or on the Customer’s purchase order which are inconsistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall not be valid, are considered null and void and shall not be applicable to or binding on Seller.
- ii. FOR PRODUCTS WHICH ARE DISCONTINUED AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BY SELLER BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO OFFER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE, IF AVAILABLE, UPON SLP’S APPROVAL OF THE PRODUCT SUBSTITUTION. ANY INCREASE IN PRICE THAT CANNOT BE ABSORBED BY THE SELLER WILL BE THE RESPONSIBILITY OF Wheatland Elementary School District

### 5. PRICE AND PAYMENT TERMS

- i. Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller’s opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.
- ii. Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable laws and regulations.

#### A. Price

The Price shall be as set forth on the Customer's quote from Seller and which is in the form attached hereto as Exhibit I, and as amended from time to time. All prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer.

### Payment Terms

- i. All payments, regardless of method, shall be submitted to "Accounts Receivable," please contact your account manager for payment method options.
- ii. CUSTOMER MAY EITHER WAIT TO PLACE AN ORDER PRIOR TO OR AFTER RECEIPT OF ITS FCDL. IN THE EVENT THAT CUSTOMER PLACES AN ORDER PRIOR TO RECEIPT OF THE FCDL, CUSTOMER SHALL BE RESPONSIBLE FOR PAYMENT OF THE ENTIRE PURCHASE PRICE WITHOUT REGARD TO SLP FUNDING.
- iii. Customer must choose one of the following payment methods. However, Customers that choose to order Products prior to receiving their FCDL must follow the BEAR payment method.



#### **Form 474 Service Provider Invoice (SPI) Method**

Seller will invoice the Customer for the Product price, as set forth on the Product quote, net of the FCDL amount. Customer shall be responsible for making payment within thirty (30) days from date of invoice. There must be an approved FCC Form 486 prior to placing the SPI order.



#### **Form 472 Billed Entity Applicant Reimbursement (BEAR) Method**

Seller will invoice Customer, upon Product shipment, for the total purchase price without regard to any SLP funding applied to that purchase price for the Products. Customer shall pay the invoiced amount within thirty (30) days from the date of invoice.

- iv. Seller accepts BEAR orders beginning April 1 before the beginning of the Funding Year. Seller accepts SPI orders beginning July 1 of the Funding Year when Customer has received its FCDL and completed the FCC Form 486, Seller DOES NOT accept SPI orders before July 1 of the Funding Year, or prior to the Form 486 approval by USAC.

## 6. NON-ASSIGNABILITY AGREEMENT

Customer shall not assign or otherwise transfer its rights or delegate its obligations under this Agreement without Seller's advance written consent. Any attempted assignment, transfer or delegation without such consent shall be void.

The term of this Agreement shall commence on April 1, 2025 ("Effective Date") and be valid through the later of the Funding Year 2025 or 9/30/2026.

- i. Seller may terminate this Agreement at any time for any reason upon thirty (30) days prior written notice to the Customer.

Customer may terminate this Agreement or withdraw an order upon written notice to Seller if: (a) funds are not appropriated to Customer under this program, or (b) Customer's School Board rejects this Agreement ("Termination Notice"). In the event that Customer terminates this Agreement due to non-appropriation of funds, or termination for convenience, then Seller may immediately cease performance. However, the Customer shall remain liable for any Products that have shipped or services, already provided, or have been subscribed or purchased prior to Seller's receipt of the Termination Notice. Customer shall also be responsible for any of Seller's out-of-pocket costs arising as a result of any such termination.

- ii. In the event Customer receives an extension of funding from SLP, Customer will notify Seller in writing and the parties may agree to execute an amendment to extend this Agreement.

## 7. NOTICES

All notices and other communications required or permitted under this Agreement shall be served in person or sent by U.S. mail, Federal Express, or equivalent carrier to the party's address listed above

## 8. GENERAL

If any term or provision herein is determined to be illegal or unenforceable, the validity or enforceability of the remainder of the terms or provisions herein will remain in full force and effect.

## 9. ENTIRE AGREEMENT

This Agreement constitutes the entire agreement between Seller and Customer and supersedes and replaces any and all previous and contemporaneous communications, representations or agreements between the parties, whether oral or written, regarding transactions hereunder. No provision of this Agreement may be waived or modified except by an amendment signed by an authorized representative of each party.

## 10. GOVERNING LAW

This Agreement will be governed by the laws of CA, without regard to conflicts of law rules. Any litigation will be brought exclusively in a federal or state court located in the state or commonwealth where Customer's location identified above, and the parties consent to the jurisdiction of the federal and state courts located therein, submit to the jurisdiction thereof. The parties further consent to the exercise of personal jurisdiction.

## 11. DOCUMENT RETENTION

All documents related to this Agreement will be kept on file by both parties for a period of ten (10) years after the project completion in accordance with the rules of the SLP.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first above written.

**CDW Government LLC**

**Wheatland Elementary School District**

\_\_\_\_\_  
*(Authorized Signature)*

\_\_\_\_\_  
*(Authorized Signature)*

\_\_\_\_\_  
*Printed Name*

\_\_\_\_\_  
*Printed Name*

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**\*\* Upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [izzy.hallberg@cdwg.com](mailto:izzy.hallberg@cdwg.com) and [470award@cdwg.com](mailto:470award@cdwg.com)**

## **EXHIBIT I – Pricing Offer**

**CDWG response include tax and shipping as separate items in the response.**

**TBSupplied**

**Quotes prepared as shown in Attachment A**

**CDWG referred to “Attachment A” for additional site specifications, including but not limited to make, model/product and quantity.**

### **PLEASE NOTE TWO OPTIONS**

Pgs 20-21: Quote PFCD493 - PA3420 ATP PREM, OSS, SFPX2

Pgs 22-23: Quote PFCC523 - PA3420 ATP 4HRPREM, SFPX2



Thank you for choosing CDW. We have received your quote.

Hardware      Software      Services      IT Solutions      Brands      Research Hub

# QUOTE CONFIRMATION

**CHAD SWAIM,**

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

**Convert Quote to Order**

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
PFC493	11/14/2024	PA3420 ATP PREM, OSS, SFPX2	4971465	<b>\$72,233.04</b>

## QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">Palo - SFP+ transceiver module - 10 GigE</a> Mfg. Part#: PAN-SFP-PLUS-LR UNSPSC: 43201553 Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	2	3235785	\$1,577.50	\$3,155.00
<a href="#">Palo Alto Networks Premium Support - extended service agreement - 1 year -</a> Mfg. Part#: PAN-SVC-PREM-3420 Electronic distribution - NO MEDIA Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	1	6901181	\$7,322.63	\$7,322.63
<a href="#">Palo Alto Networks PA-3400 Series PA-3420 - security appliance</a> Mfg. Part#: PAN-PA-3420 Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	1	6895618	\$32,894.21	\$32,894.21
<a href="#">Palo Alto Networks PA-3400 Series PA-3420 - security appliance</a> Mfg. Part#: PAN-PA-3420-OSS Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	1	6915666	\$16,048.77	\$16,048.77
<a href="#">Palo Alto Networks Advanced Threat Prevention - subscription license (1 year)</a> Mfg. Part#: PAN-PA-3420-ATP Electronic distribution - NO MEDIA Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	1	6915626	\$8,774.84	\$8,774.84

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<b>SUBTOTAL</b>	\$68,195.45
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<b>SHIPPING</b>	\$0.00
<b>SALES TAX</b>	\$4,037.59
<b>GRAND TOTAL</b>	<b>\$72,233.04</b>

PURCHASER BILLING INFO	DELIVER TO
<b>Billing Address:</b> WHEATLAND SCHOOL DISTRICT ACCOUNT PAYABLE 111 MAIN ST WHEATLAND, CA 95692-9277 <b>Phone:</b> (530) 633-3130 <b>Payment Terms:</b> ERATE QUOTES ONLY	<b>Shipping Address:</b> WHEATLAND SCHOOL DISTRICT CHAD SWAIM 111 MAIN ST WHEATLAND, CA 95692-9277 <b>Phone:</b> (530) 633-3130 <b>Shipping Method:</b> DROP SHIP-GROUND
	<b>Please remit payments to:</b>  CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



### Sales Contact Info

**Izzy Hallberg** | (877) 685-2970 | [izzy.hallberg@cdwg.com](mailto:izzy.hallberg@cdwg.com)

LEASE OPTIONS			
FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
<b>\$68,195.45</b>	<b>\$1,954.48/Month</b>	<b>\$68,195.45</b>	<b>\$2,234.76/Month</b>

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

### Need Help?



My Account



Support



Call 800.800.4239



Thank you for choosing CDW. We have received your quote.

Hardware    Software    Services    IT Solutions    Brands    Research Hub

# QUOTE CONFIRMATION

**CHAD SWAIM,**

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

**Convert Quote to Order**

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
PFCC523	11/14/2024	PA3420 ATP 4HRPREM, SFPX2	4971465	<b>\$56,972.36</b>

## QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">Palo - SFP+ transceiver module - 10 GigE</a> Mfg. Part#: PAN-SFP-PLUS-LR UNSPSC: 43201553 Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	2	3235785	\$1,577.50	\$3,155.00
<a href="#">Palo Alto Networks PA-3400 Series PA-3420 - security appliance</a> Mfg. Part#: PAN-PA-3420 Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	1	6895618	\$32,894.21	\$32,894.21
<a href="#">Palo Alto Networks Advanced Threat Prevention - subscription license (1 yea</a> Mfg. Part#: PAN-PA-3420-ATP Electronic distribution - NO MEDIA Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	1	6915626	\$8,774.84	\$8,774.84
<a href="#">PALO ALTO 4HR PREM SUP 1YR PA-3420</a> Mfg. Part#: PAN-SVC-4HR-3420 Electronic distribution - NO MEDIA Contract: Irvine USD 19/20-01 IT Tech & Peripherals (19/20-01 IT)	1	6916485	\$9,354.50	\$9,354.50

<b>SUBTOTAL</b>	\$54,178.55
<b>SHIPPING</b>	\$0.00
<b>SALES TAX</b>	\$2,793.81
<b>GRAND TOTAL</b>	<b>\$56,972.36</b>

PURCHASER BILLING INFO	DELIVER TO
------------------------	------------

**Billing Address:**  
 WHEATLAND SCHOOL DISTRICT  
 ACCOUNT PAYABLE  
 111 MAIN ST  
 WHEATLAND, CA 95692-9277  
**Phone:** (530) 633-3130  
**Payment Terms:** ERATE QUOTES ONLY

**Shipping Address:**  
 WHEATLAND SCHOOL DISTRICT  
 CHAD SWAIM  
 111 MAIN ST  
 WHEATLAND, CA 95692-9277  
**Phone:** (530) 633-3130  
**Shipping Method:** DROP SHIP-GROUND

**Please remit payments to:**

CDW Government  
 75 Remittance Drive  
 Suite 1515  
 Chicago, IL 60675-1515



**Sales Contact Info**

**Izzy Hallberg** | (877) 685-2970 | [izzy.hallberg@cdwg.com](mailto:izzy.hallberg@cdwg.com)

**LEASE OPTIONS**

FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$54,178.55	\$1,552.76/Month	\$54,178.55	\$1,775.43/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

**Need Help?**



My Account



Support



Call 800.800.4239

[About Us](#) | [Privacy Policy](#) | [Terms and Conditions](#)

This order is subject to CDW's Terms and Conditions of Sales and Service Projects at

<http://www.cdwg.com/content/terms-conditions/product-sales.aspx>

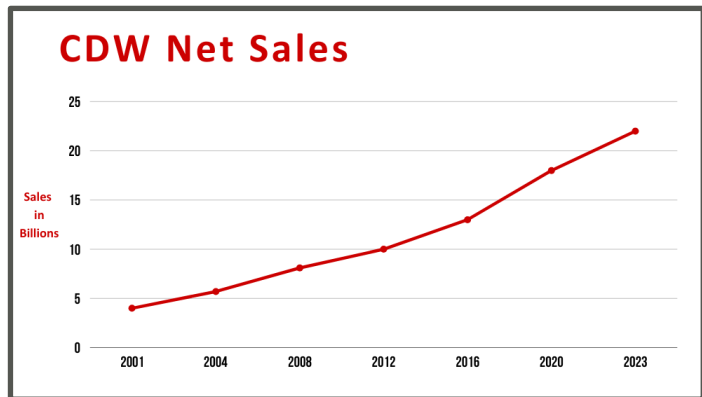
# CDW Government Overview

CDW QUICK FACTS	
HQ	Vernon Hills, IL
2023 Net Sales	\$21B
Coworkers	15,100
U.S. Offices	43
Customers	250,000+
2023 Fortune 500 Rank	166

CDW Government LLC (CDW•G) is the wholly owned subsidiary of CDW LLC, a leading multi-brand technology solutions provider to corporate and public sector customers in the U.S., U.K., and Canada. Founded in 1984, CDW currently employs 15,100 coworkers worldwide. Our broad array of offerings ranges from discrete hardware and software products to integrated IT solutions. We provide our products and solutions through our sales and service delivery teams, who are broken down by segment, and further organized into geographic regions. We have an expansive network of offices near major cities and a large team of customer-facing coworkers - including field sellers, technology specialists, and advanced delivery engineers - across the country.

Products and Partnerships	Total E-Rate Solutions
<p>More than 100,000 products from more than 1,000 vendors including leading networking OEMs such as: APC, Cisco, Cradlepoint, Extreme, Fortinet, HP Aruba, IBM, Juniper, Kajeet, Leibert, Palo Alto, Rukus, and more.</p>	<ul style="list-style-type: none"> <li>▪ <b>Category One</b> <ul style="list-style-type: none"> <li>○ Bus Wi-Fi</li> <li>○ Wireless Hot Spots</li> </ul> </li> <li>▪ <b>Category Two</b> <ul style="list-style-type: none"> <li>○ Internal Connections</li> <li>○ Basic Maintenance of Internal Connections</li> <li>○ Managed Internal Broadband Services</li> </ul> </li> </ul>

Our sustainable growth and continued financial stability serve to assure Wheatland Elementary School District that we are here to stay and can support you through the life of this contract and beyond. Of note, CDW is number four on CRN’s 2023 Solution Provider 500 list that ranks the top integrators, service providers, and IT consultants in North America by services revenue.



## K-12 Education Expertise

CDW•G helps schools leverage technology to achieve great educational outcomes. With more than 200 government and education contracts, we are one of the nation's largest direct-response providers of multi-brand technology products and services. For more than 30 years, we have closely monitored emerging technologies to ensure our solutions are at the forefront of innovation. We proactively expand our offerings and certifications to support your evolving needs. We invest in the solutions that matter most to you, like classroom transformation, device ecosystem, cybersecurity, AI, and school safety.

### We are a trusted technology partner to more than 15,000 K-12 schools.

#### Resources - Education Strategy Team

**Education Strategists** work with you to understand your district's vision and goals to create customized solutions that improve teaching and learning.

**Classroom Modernization Specialists**, focused on audiovisual solutions and classroom design, can support you through trainings, consultative calls, webinars, and more.

We guide customers through decisions on the platforms that run your districts and drive transformation. We have dedicated in-house technical resources aligned to K-12 solution areas to help you better understand and integrate technology into your educational goals. Our K-12 Education Strategy Team – comprised of former leaders in education – support districts in implementing digitally-enhanced education and can help you develop a vision for lasting change.

### We are a premier provider of Chromebooks to K-12 schools in the U.S.

In 2023, CDW•G deployed 1 out of every 3 Chromebooks into K-12 classrooms in the U.S. for a total of 2.5 million devices. We can support your full device lifecycle management needs and have experience handling complex deployments for the largest school districts in the country, even in adverse conditions.

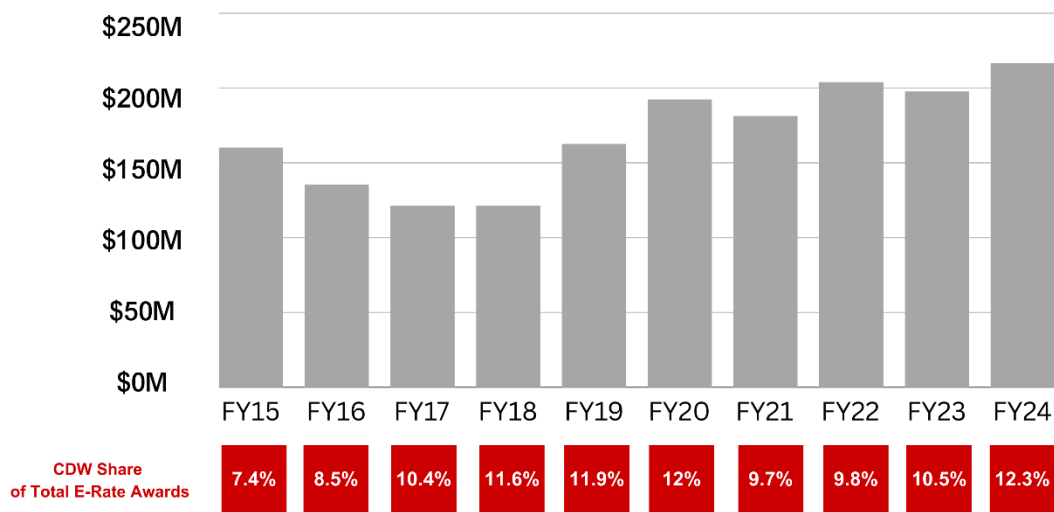
#### A Partner You Can Trust – Even in Adverse Conditions

During a time of significant supply chain constraints, CDW•G delivered. One of the largest school districts in the country, Chicago Public Schools (CPS), relies on CDW Education to provide their students with Chromebooks. Like so many other districts across the nation, CPS needed to pivot to distance learning with the onset of COVID-19. To serve the needs of nearly 330,000 students, CPS required 1,000s of Chromebooks. Despite worldwide shortages, CDW•G was able to deliver 20,000 devices over four months on-site and on-time.

## A Powerful E-Rate Partner

We have nearly 30 years of experience delivering successful outcomes for E-Rate funded projects. Participating in E-Rate since our founding in 1998, we are the largest Category 2 provider nationwide, delivering two-times the amount of Category 2 E-Rate projects than our next closest competitor. Since the E-Rate Modernization in 2015, we have been awarded over 19,550 E-Rate projects totalling over \$790M in total equipment delivered to schools throughout the United States.

### CDW E-Rate Awards and Revenue



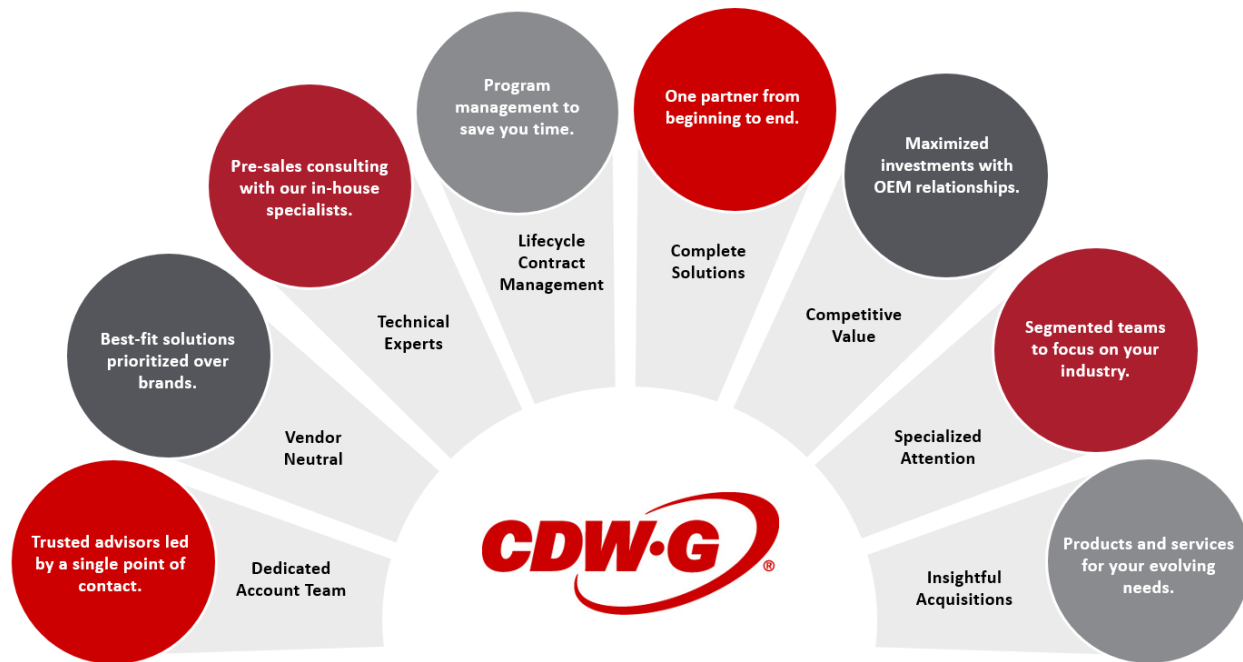
## Proven Management Approach

Due to our streamlined and best-practice system of checks and balances, **we have never lost funding for a school**, as substantiated by countless audits. Our dedicated internal K-12 and E-Rate resources help ensure accurate invoicing and contract compliance, as well as provide knowledgeable resources and guidance as you navigate your E-Rate journey.

- **E-Rate Program Management Team** offers knowledge, assistance, and advisement, as well as ensures contract compliance.
- **E-Rate Funding Team** ensures expert handling of both BEAR and SPI E-Rate invoicing by accounts receivable specialists.
- **K-12 Education Strategists** focus on helping you implement solutions attuned to your needs, with realistic budget constraints in mind, often in conjunction with E-Rate funding initiatives.

## Strengths, Best Practices, and Value

By aligning with CDW•G, your organization can take advantage of our strengths, best practices, and value-added services.



## Inventory Access and In-House Services

A significant advantage we offer Wheatland Elementary School District is our ability to deliver the right products, at the right value, right when you need them. CDW has two large, strategically located distribution and configuration centers that ensure speed and accuracy throughout the procurement process. In addition, to supplement our direct

**LAS VEGAS, NV**  
513k square feet  
Capacity for up to 10K+ configurations per day

**VERNON HILLS, IL**  
450k square feet  
Capacity for up to 10K+ configurations per day

ISO 9001 Quality | ISO 14001 Environment | ISO 20243 Risk Management

ISO 27001 Information Security | ISO 2800 Secure Supply Chain

purchasing model, CDW has strong affiliations with principal channel distributors, enabling us to quickly obtain competitively priced, non-stocked items.

## Support Resources for Wheatland Elementary School District

When you work with CDW•G, you have access to expertise that is not available within your organization. Our team of technology experts and dedicated account managers will tailor a piece of equipment or an entire network to deliver the most effective and sustainable results.

Account Management Resources	
<b>Izzy Hallberg</b> Account Manager (312) 547-2784 <a href="mailto:izzy.hallberg@cdwg.com">izzy.hallberg@cdwg.com</a>	<b>Josh Savage</b> Sales Manager (312) 705-3347 <a href="mailto:joshsav@cdw.com">joshsav@cdw.com</a>
<b>Stacy Goodman</b> Advanced Technology AE +1 (916) 2165196 <a href="mailto:sgoodman@cdw.com">sgoodman@cdw.com</a>	

## E-Rate Program Management and Funding Solutions Team

Our **E-Rate Program Management** team offers eligible entities their knowledge, assistance, and advisement on E-Rate matters, including program compliance and adherence. The team prepares contract deliverable reports and makes modifications, as necessary, including price reductions, additions, discontinued products, replacements, and version changes. They ensure that price and supply agreements are in place from award through completion and that the E-Rate bidding, ordering, invoicing, and funding are all seamless and easy for you to complete.

E-Rate Resources	
<b>Yolanda Blomquist</b> Program Manager – E-Rate 630-531-5478; <a href="mailto:yolanda.blomquist@cdwg.com">yolanda.blomquist@cdwg.com</a>	<b>Jeff Hagen</b> Manager, Program Management – K12 813-462-4055; <a href="mailto:jeff.hagen@cdwg.com">jeff.hagen@cdwg.com</a>

Our **Funding Solutions** team, and dedicated Education Funding Solutions Manager, can help E-Rate applicants understand compliance with rules and regulations throughout the process. They advise on the appropriate engagement after Form 470 filings and work with our operations teams to ensure E-Rate ordering, invoicing, and delivery are compliant. Additionally, our E-Rate Manager assists applicants with PIA reviews, preparation of Bulk Upload Attachments, and product eligibility reviews as part of the Form 471 process.

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**Additional E-Rate Resources**

**Dave LeNard**, Business Development Manager, E-Rate

**Amy Passow**, Senior Manager, Education Funding Solutions

**Deb Orts**, Contract Analyst

**Kim Klaus**, Account Receivable Consultant

## FCC FRN E-Rate Display System Status

C > FCC Registration > Manage Existing FRNs > FRN Financial

**FRN Financial**

Manage FRNs

Show 10 entries

FRN	FRN Name	Red Light Status
0012123287	CDW Government LLC	Green Light

FRN Financial

The above screen shot is from **July 10, 2024**. CDW•G remains in **Green Light Status**.

Upon request, CDW•G can provide an updated screenshot.

**Spin #143005588**

**FCC Registration #0012123287**

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## Helpful Hints for Preparing Form 471

Things to consider when preparing your funding request (Form 471):

- Enter only one manufacturer part number per line item (do not bundle part numbers)
  - All software should be requested under IC, Software
- Even when bundled with warranty support from manufacturer for purchase, as long as warranty cannot be purchased on its own
- If you live in a state that has applicable taxes, such as AR, NC, CA, AZ, WA, make sure to include those taxes on your FCC Form 471.
- If warranty can be purchased separately, then it should be separated for funding request, and warranty funding requested under Basic Maintenance
- Warranty only part numbers should be requested under Basic Maintenance
  - List months of service, should only be for coverage July 1 – June 30 (Funding Year)
  - List hardware supported part number
  - List site where hardware sits

CDW•G can complete Bulk Submission Forms if chosen as the service provider for your funding request. Please email [E-Rate@cdw.com](mailto:E-Rate@cdw.com) for assistance.

Additionally, **please note** - upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [izzy.hallberg@cdwg.com](mailto:izzy.hallberg@cdwg.com) and [470award@cdwg.com](mailto:470award@cdwg.com). Please see “E-Rate Order Process” information on the following page for further details.

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# E-Rate Order Process

1. **Ordering:** Purchase orders shall be submitted through electronic means (email, EDI, etc.) directly to Customer's dedicated account manager. Alternatively, if a copy must be sent via mail, common courier, etc., please reach out to your account manager for the appropriate mailing address.
  
2. **Required Information:** All orders must include:
  - a. Contact name, Phone number
  - b. Purchase order number
  - c. Part number, Product description
  - d. Pre-discount and discounted product price
  - e. Percentage Customer owes and percentage SLD owes (SPI – Form 474 Method)
  - f. Ship to location, Bill to location
  - g. FCC Form 471 Number (also known as Application Number)
  - h. FRN for each part number
  - i. Billing method (BEAR – Form 472 or SPI – Form 474)
  - j. "Net 30 Terms"

**SEPARATE PURCHASE ORDERS SHOULD BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E- RATE FUNDING. ALL ORDERS ARE SUBJECT TO ACCEPTANCE BY SELLER. PO TOTAL SHOULD REFLECT FULL PURCHASE PRICE OF ORDER.**

3. **Assistance With Order:** Customer may call 1-800-328-4239 for assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are not consistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall be null and void and shall not be applicable hereto or binding on Seller.

**IN THE CASE OF CHANGES TO PRODUCTS AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO MAKE AVAILABLE TO THE CUSTOMER A COMPARABLE**

---

**OR BETTER PRODUCT AT THE SAME OR LESSER PRICE WHEN OR IF AVAILABLE, UPON APPROVAL FROM SLD ON PRODUCT SUBSTITUTION.**

**4. Price and Payment Terms**

**a. Price**

Price shall be as stated in the quotation attached hereto as Exhibit I by CDW-G account manager. Prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer. Any taxes will be listed separately on the invoice.

**b. Payment Terms (Customer must choose one)**

**i. Form 474 Service Provider Invoice (SPI) Method**

➤ Seller will invoice Customer for their portion of the Products upon shipment of Product and Customer shall pay the invoiced amount (discounted amount owed by Customer) within thirty (30) days from date of invoice

**ii. Form 472 BEAR Method**

➤ Seller will invoice Customer for pre-discount portion of the Products upon shipment of Product and Customer shall pay the invoiced amount (full amount owed by Customer) within thirty (30) days from the date of invoice.

**5. Payment Method:** In adherence to Federal E-Rate compliance regulations, CDW-G's quoted price is all-inclusive of any and all discounts, if applicable. No further discounts will be applied during time of invoice. All payments for both methods shall be submitted to the address presented below WHERE APPLICABLE:

ACH PAYMENT INFORMATION:	CHECK PAYMENT INFORMATION:
E-mail Remittance To: <a href="mailto:gachremittance@cdw.com">gachremittance@cdw.com</a>	CDW Government
THE NORTHERN TRUST	75 Remittance Drive Suite 1515
50 SOUTH LASALLE STREET	Chicago, IL 60675-1515
CHICAGO, IL 60675	
ROUTING NO.: 071000152	
ACCOUNT NAME: CDW GOVERNMENT	
ACCOUNT NO.: 91057	

- i.* Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller’s opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.
- ii.* Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable regulations.

**NOTWITHSTANDING ANYTHING TO THE CONTRARY, CUSTOMER IS RESPONSIBLE FOR PAYMENT OF 100% THE PRICE OF PRODUCTS IN THE CASE WHERE CUSTOMER PLACES ORDER FOR PRODUCTS SLD DISALLOWS CUSTOMER’S REQUEST FOR DISCOUNT AND REFUSES PAYMENT TO SELLER OF THE DISCOUNT AMOUNT FOR PRODUCTS. IF SLD DISALLOWS CUSTOMER’S REQUEST FOR DISCOUNT CUSTOMER IS IN NO WAY REQUIRED TO PLACE ORDER FOR PRODUCTS.**

# Appendix

**FIRM FINANCIALS:** <https://investor.cdw.com/financials/annual-reports/default.aspx>



## CERTIFIED RESELLER AUTHORIZATION

**CDWG CERTIFIES THAT OUR EQUIPMENT IS NOT MANUFACTURED OR CONTAINS COMPONENTS FROM THE LIST OF VENFORS ON THE SECURE NETWORKS ACT**

June 27, 2022

To Whom It May Concern:

On behalf of the Global NextWave Partner Programs team at Palo Alto Networks, this is to inform you of the partnership between Palo Alto Networks, Inc. and:

**CDWG**  
**230 N. Milwaukee Ave**  
**Vernon Hills, IL 60061**  
**USA**

At the time of this communication, **CDWG** is classified as a **Diamond Innovator** in the Palo Alto Networks NextWave Partner Program and is in good standing.

Thank you,

A handwritten signature in black ink, appearing to read "Karl Soderlund".

Karl Soderlund  
SVP, Worldwide Channels  
Palo Alto Networks

## REFERENCES

### **Sutter COE**

Contact Name, Title Chris Osborne

Email [chriso@sutter.k12.ca.us](mailto:chriso@sutter.k12.ca.us)

Project Description Worked with CDW to purchase/implement a 3420 Appliance

### **Sacramento COE**

Contact Name, Title Andrew Brooks

Email [abrooks@scoe.net](mailto:abrooks@scoe.net)

Project Description worked with CDW to purchase/implement a 2-5250's

### **Solano COE**

Contact Name, Title Joe Bacinett

Email [jbacinett@solanocoe.net](mailto:jbacinett@solanocoe.net)

Project Description worked with CDW to purchase/implement a 2-5150's

# Implementation Plan

## Tasks for First Two Weeks (Sample Version)

Upon award, your Account Management Team will remain in constant contact with key employee(s) at each location to implement the contract and ensure total satisfaction. CDW•G will make this process as seamless as possible and will follow the work plan that has been developed. In addition, if requested, CDW•G will facilitate any necessary meetings via teleconference, videoconference, or in person, pending appointment, at your location or ours, to ensure that the process meets your expectations.

While there can be challenges to implementing a project of any scale, CDW•G tries to minimize potential problems upfront. We will need Wheatland Elementary School District to provide the following in a timely manner in order to facilitate the implementation process:

- Updated contact information for all key personnel
- Information regarding product forecasts
- Standardized product list
- List of authorized users and restrictions
- Imaging specifications
- Specific reporting requirements
- Permission for CDW•G to be listed on manufacturer agreements.

During the implementation process, any problems or concerns should be directed to your account manager for immediate resolution. The following implementation plan demonstrates how CDWG will work with you to successfully implement this project.

Task	Week 1	Week 2
<b>Account Management Set Up</b>		
<ul style="list-style-type: none"> <li>• <b>Introduce key customer contacts to CDW•G Account Team</b></li> <li>• <b>Introductory letter/phone contact/ site visit</b></li> </ul>	<b>X</b>	
<ul style="list-style-type: none"> <li>• <b>Gather/confirm general customer information</b></li> <li>• <b>Contacts: phone, email, fax</b></li> <li>• <b>Wheatland Elementary School District’s locations and addresses</b></li> </ul>	<b>X</b>	
<ul style="list-style-type: none"> <li>• <b>Outline customer’s procedures and requirements, i.e.</b></li> </ul>	<b>X</b>	

<ul style="list-style-type: none"> <li>○ Frequency of contact/schedule</li> <li>○ Turnaround expectations (quotes)</li> <li>○ Reporting</li> </ul>		
<ul style="list-style-type: none"> <li>• Conduct walkthrough or webinar: Account Center</li> </ul>		<b>X</b>
<b>CDW•G Capabilities and Support</b>		
<ul style="list-style-type: none"> <li>• Make contact with Account Specialists, as needed</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Review technical support options</li> </ul>	<b>X</b>	
<ul style="list-style-type: none"> <li>• Review customer service processes (i.e., returns)</li> </ul>	<b>X</b>	
<b>Customer Financial Arrangements</b>		
<ul style="list-style-type: none"> <li>• Complete forms for credit approval</li> </ul>	<b>X</b>	
<ul style="list-style-type: none"> <li>• Complete financing application</li> </ul>		<b>X</b>
<b>Product Specific Needs and Services</b>		
<ul style="list-style-type: none"> <li>• Arrange conference call(s) with manufacturer(s)</li> </ul>	<b>X</b>	
<ul style="list-style-type: none"> <li>• Develop product forecasts</li> </ul>	<b>X</b>	
<ul style="list-style-type: none"> <li>• Process and test image(s)</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Customize asset tag/schedule asset tagging</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Input customer installation/configuration specifications</li> </ul>		<b>X</b>
<b>Procurement and Management Systems</b>		
<ul style="list-style-type: none"> <li>• Standardize products through your Account Center</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Create bundles</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Set up purchase authorizations and controls</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Establish account linking</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Set up software license tracking system</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Implement asset tracking system</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Investigate or link with e-procurement programs and third parties</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Utilize EDI for invoicing and/or ordering functions</li> </ul>		<b>X</b>
<b>Pricing</b>		
<ul style="list-style-type: none"> <li>• Have CDW•G listed on all manufacturer contracts</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Enter pricing information into contract management system</li> </ul>		<b>X</b>
<b>Optional Systems/Services</b>		
<ul style="list-style-type: none"> <li>• Finalize staging agreement</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Finalize minority/disabled small business partnership</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Arrange for onsite services</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Select appropriate training programs</li> </ul>		<b>X</b>
<ul style="list-style-type: none"> <li>• Set up Employee Purchase Program</li> </ul>		<b>X</b>

## K-12 Funding and Other Resources

We know your need for vendor support does not stop at deployment completion. Maintaining technology program innovativeness and alignment with your education goals is a continuous and daunting task. In fact, in a year, your program will look very different. You need a vendor that does more than meet your RFP's technology requirements; you need a vendor partner that shares a passion for education and continued development. Our teams, and our partners, are dedicated to supporting the full scope of Wheatland Elementary School District's technology and all your program goals. Following are highlights of the value-adds we offer our education customers.

### Get Ed Funding Overview

CDW•G sponsors [GetEdFunding.com](https://www.getedfunding.com), a free grant-finding resource, providing access to billions of dollars' worth of educational funding opportunities. Through sponsoring this resource, CDW•G's mission is to help educators and institutions discover the funds they need to supplement tight budgets to achieve your goals and take learning to the next level.

Monitored daily, [GetEdFunding.com](https://www.getedfunding.com) can reduce the energy your teachers are spending to search for programs and money. You can finetune your search based on key concepts and 21<sup>st</sup> century skills and themes. Once you are registered on the site, you can save the grants of greatest interest to return to later. The funding opportunities listed are already available and applicable to standard learning paths. For example, there are more than 60 STEM specific programs currently available for application. Please reach out to your account manager for more information.

