

In the Matter of)	
)	
Schools and Libraries Universal Service Support Mechanism)	CC Docket No. 02-6
)	
Request for Review of a Decision of the Universal Service Administrator by the)	Application No. 171003802
)	
School District of the City of St. Charles St. Charles, Missouri)	
)	
)	

**REQUEST OF THE SCHOOL DISTRICT OF THE CITY OF ST. CHARLES FOR
REVIEW OF A DECISION OF THE UNIVERSAL SERVICE ADMINISTRATIVE COMPANY**

Pursuant to sections 54.719 and 54.722 of the Commission’s rules,¹ the School District of the City of St. Charles (“St. Charles or School District”) hereby respectfully requests that the Wireline Competition Bureau (the “Bureau”) review the funding denial of the Schools and Libraries Division (“SLD”) of the Universal Service Administrative Company (“USAC”), dated November 3, 2017, and its subsequent denial of St. Charles’ Appeal, dated March 27, 2018 (“USAC Decision on Appeal”).² USAC incorrectly applied the Commission’s rule that requires an applicant to use the word “or equivalent” on its FCC Form 470 or Request for Proposal (“RFP”) when also naming a specific brand, manufacturer, or service provider. USAC went beyond the Commission’s rule in the *Queen of Peace Order*³ in finding the School District violated the competitive bidding rules by failing to also include the “or equivalent” language in

¹ 47 C.F.R. § 54.719(b), (c); 47 CFR § 54.722(a).

² See Exhibit A, USAC Decision on Appeal.

³ *Request for Review of A Decision of the Universal Service Administrator by Queen of Peace High School; Schools and Libraries Universal Service Support Mechanism*, CC Docket No. 02-6, Order, 26 FCC Rcd 16466 (WCB 2011) (“*Queen of Peace Order*”).

subsequent vendor e-mail inquiries seeking further information on the current equipment in use. The record, however, is clear that the School District properly sought proposals for bids on “Aruba or equivalent” on its FCC Form 470 and complied with all competitive bidding rules in choosing the most cost effective proposal. As a result, St. Charles respectfully asks the Commission to reverse USAC’s Decision on Appeal and direct USAC to fund the Category 2 services for which the School District sought funding and properly complied with the competitive bidding requirements. This Request is timely filed.⁴

I. Background

Prior to the *E-rate Modernization Order*, adopted by the Commission on July 11, 2014,⁵ St. Charles had already deployed more than 250 wireless access points in the wings of their buildings.⁶ With standardized testing and evolving technology requirements, St. Charles expanded their wireless infrastructure into every other classroom in FY 2016.⁷ St. Charles sought funding and was approved by USAC for an additional 110 wireless access points in FY 2016.⁸ The FY 2016 Form 470 Application stated “no preference” under the manufacturer header for the wireless access points. On January 31, 2017, further aligned with its technology plan, St. Charles sought to expand its wireless infrastructure into every classroom and posted its Form 470 seeking an additional 126 wireless access points, expressly citing “Aruba or

⁴ 47 C.F.R. § 54.720(b).

⁵ See *Modernizing the E-Rate Program for Schools and Libraries*, WC Docket No. 13-184, Order and Further Notice of Proposed Rulemaking, 29 FCC Rcd 8870 (2014) (“*E-rate Modernization Order*”).

⁶ See Exhibit B, Affidavit of Kevin Richmiller, Director of Technology, City of St. Charles School District.

⁷ *Id.*

⁸ See Exhibit C, FY 2016 FCC Form 470.

equivalent,” switches and UPS/Battery Backup internal connections.⁹ This time, although all of the rules were followed, USAC denied the funding.

Between the posting of the Form 470 and choosing the lowest and most cost effective bid, St. Charles received several vendor inquiries regarding the current equipment in use.¹⁰ St. Charles consistently responded to all vendor inquiries stating that it currently has Aruba WAPs and Cisco switches. Subsequently, the School District received 2 bid proposals from CDWG and GovConnection. Inc. (“GovCon”).¹¹ On February 28, 2017, St. Charles conducted a bid evaluation and chose the incumbent service provider based upon the lowest price, which was at least one third less than the GovCon bid.¹² On March 1, 2017, St. Charles entered into a contract with CDWG.¹³ On March 8, 2017, St. Charles filed its FCC Form 471 seeking Category 2 services for the following FRNs: 1799006340, 1799006352, 1799006364, 1799006375, 1799006379, 1799006387, 1799006400, and 1799006411.

St. Charles sought Aruba or equivalent internal connections in its FCC Form 470. Both vendors who responded to the FCC Form 470 provided bids for the Aruba and Cisco equipment. The record shows that St. Charles chose CDW Government’s bid based upon price, experience, and technical capabilities.¹⁴ St. Charles conducted a bid evaluation and chose CDW

⁹ See Exhibit D, FY 2017 FCC Form 470.

¹⁰ See Exhibit E, Vendor E-Mails.

¹¹ See Exhibit F, FY 2017 Vendor Bids.

¹² See Exhibit G, FY 2017 Bid Evaluation Scoresheet.

¹³ See Exhibit H, CDWG Contract for Cat 2 Equipment.

¹⁴ See *Requests for Review and/or Waiver of Decisions of the Universal Service Administrator by Sweetwater City Schools et al.; Schools and Libraries Universal Service Support Mechanism*, CC Docket No. 02-6, Order, DA 16-1465, at para. 25 (WCB Dec. 30, 2016).

Government, because it was precisely the lowest price and most cost effective, thereby demonstrating the competitiveness of the process.

In August 2017, USAC commenced a Selective Review of the School Districts FY 2017 Category 1 and Category 2 funding requests. This was the first year that St. Charles sought funding for special construction. During that review, USAC sought all competitive bid information, including bid evaluation score sheets, contracts, and correspondence, for which St. Charles provided complete responses.¹⁵ With respect to the Category 2 funding request, USAC interpreted the e-mails as failing to also include the “or equivalent” language, and, therefore denied the entire Category 2 funding.¹⁶

On November 3, 2017, USAC denied the Category 2 funding request based upon the following rationale:

The description for the products and services in your correspondence to potential vendors for all of the products and/or services in the FRN contains a particular manufacturer’s name, brand, products and/or services without also specifying “or equivalent”. This is a competitive bidding violation because there is no indication in your correspondence is also allowing a service provider to submit a bid for equivalent products and/or services. This undermines the competitive bidding process by eliminating the opportunity for the applicant to purchase an equivalent or better product that may be less expensive or to choose a less expensive service provider.¹⁷

On December 22, 2017, the Consultant for St. Charles filed an appeal.¹⁸ The appeal made the following arguments. First, the Director of Technology for St. Charles was responding to vendor inquiries by providing responses to requests for current equipment in

¹⁵ See Exhibit I, USAC Selective Review Questions. The responses are included in separate Exhibits in this Appeal.

¹⁶ See Exhibit A, USAC Decision on Appeal.

¹⁷ *Id.*

¹⁸ See Exhibit J, St. Charles’ USAC Appeal.

use.¹⁹ Second, such correspondence did not negate the fact that any vendor could have provided a bid that included the current equipment or its equivalent.²⁰ Third, the Form 470 as the document governing the competitive bidding process properly included the Commission’s “or equivalent” requirement as required under the *Queen of Peace Order*, because selection of incompatible equipment would require a complete change out of the wireless access points (“WAPs”).²¹ As a result, St. Charles concluded in its appeal, that it met the competitive bidding requirement, received bid proposals based upon its Form 470 filing that also sought “or equivalent,” evaluated and scored both bids, and chose the lowest price and most cost effective proposal. On March 27, 2018, USAC denied the appeal citing its original denial reason. This Request for Review ensued.

II. Discussion

The landmark Commission Order clarifying the “Or Equivalent” requirement is the *Queen of Peace Order*.²² The applicant in the *Queen of Peace Order* named a service provider for web hosting services in its FCC Form 470. USAC initially approved the funding, however, during a subsequent review, USAC found that the applicant violated the competitive bidding rules by naming a service provider in the Form 470. In the *Queen of Peace Order*, the Commission acknowledged that it had not provided clear guidance on this issue previously and clarified on a going forward basis that “the competitive bidding rules prohibit applicants from including a particular manufacturer’s name, brand, product or service in an FCC Form 470 or

¹⁹ *Id.*

²⁰ *Id.*

²¹ *Id.*

²² *Queen of Peace Order*.

request for proposals (RFPs) unless they also use the words “or equivalent” in such a description.”²³ Specifically, the Commission stated:

We therefore clarify that, for Form 470s or RFPs posted for Funding Year 2013 or thereafter, applicants must not include the manufacturer’s name or brand ***on their FCC Form 470 or in their RFPs*** (emphasis added) unless they also use the words “or equivalent” to describe the requested product or service. Such a description (“or equivalent”) will prevent the Form 470 or RFPs from being construed as requiring only a specific product or service provider, which could undermine the competitive bidding process by eliminating the opportunity for the applicant to purchase an equivalent or better product that may be less expensive or to choose a less expensive service provider.²⁴

It is clear that the Commission’s clarification required that an applicant use the term “or equivalent” when naming a service provider, brand, or manufacturer in **its FCC Form 470 or RFP** (emphasis added) in order to ensure a fair and open competitive bid process that would require an applicant to allow bids for “equivalent” equipment when citing to a specific brand or manufacturer in order to obtain the least expensive and most cost effective equipment or service offering, assuming that the equipment was truly “equivalent” in nature and interchangeable and compatible with the equipment already in service.

St. Charles precisely followed the Commission’s rules by including the “or equivalent” language and responded to vendor inquiries related to the FCC Form 470. There is no showing in the record that the School District improperly influenced, undermined, or tainted the competitive bid process. Every vendor was on notice that St. Charles was seeking bids for Aruba wireless access points or its equivalent, because their inquiries stemmed from the School District’s FY 2017 Form 470 Request posted on USAC’s web site.

²³ *Id.* at para. 1.

²⁴ *Id.* at para. 8.

USAC's denial appears to hinge on a reference to Yellow Dog in which St. Charles states that it is only seeking Aruba wireless equipment, because they have Aruba controllers. This apparently may have set off USAC's alarm bells. But this is a false alarm, because (1) the competitive bidding process is governed by the Form 470 and/or RFP that has previously established that the 'or equivalent' was acceptable and (2) this language did not even respond to a question as to what they were seeking, but rather how they were seeking to integrate the equipment with their existing network. Therefore, within that context the omission of the "or equivalent" language from this e-mail response, while perhaps inartful, should not be fatal to the entire bidding process. Secondly, as is particularly the case here, Yellow Dog is an authorized Aruba partner, as well as reseller of other brand wireless access points. Therefore, although Yellow Dog did not choose to bid, its ability to submit a responsive bid is not in doubt. As it turns out, the only two bids submitted proposed Aruba and Cisco equipment—and, therefore, were the only available choices for the School District to consider in its bid evaluation, which it properly did in adherence with the competitive bidding requirements.

III. Conclusion

For the foregoing reasons, St. Charles respectfully requests the Bureau reverse USAC's decision and direct USAC to fund the Category 2 services sought for Funding Year 2017.

Respectfully submitted,



Charles Brazeale
Assistant Superintendent for Business
and Technology
CITY OF ST. CHARLES SCHOOL DISTRICT
400 N. Sixth Street
St. Charles, MO 63301

Cynthia B. Schultz
BROADBAND LAW GROUP, PLLC
1050 Connecticut Avenue, NW, Suite 500
Washington, D.C. 20036
(202) 261-6550
cschultz@broadbandlawgroup.com

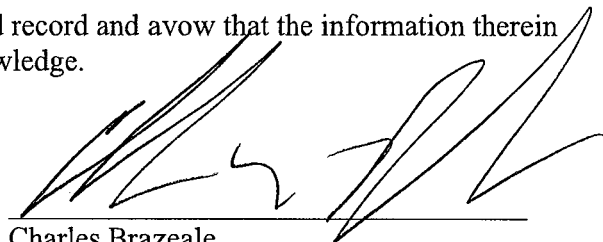
Counsel for City of St. Charles School District

April 26, 2018

AFFIDAVIT OF CHARLES BRAZEALE

I, Charles Brazeale, swear:

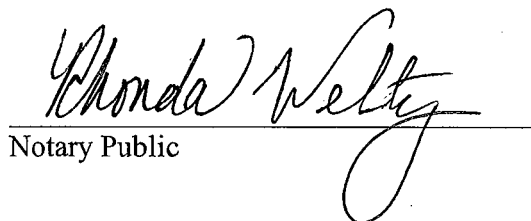
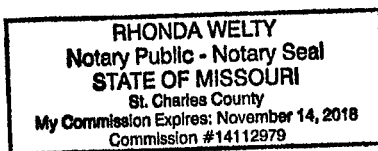
1. that I am Assistant Superintendent for Business and Technology (Chief Financial Officer) for the City of St. Charles School District. I have served in this capacity since 2012. I have been with the School District since 2010 and part of my responsibilities have included oversight of E-Rate administration. I have had more than 15 years of financial and operational management responsibility in the education sector. I hold a masters and bachelor degree in education and a doctorate degree in educational leadership.
2. that I have read the foregoing appeal and record and avow that the information therein is true and correct to the best of my knowledge.



Charles Brazeale
Assistant Superintendent of Business
& Technology
City of St. Charles School District
400 N. Sixth Street
St. Charles, MO 63301

Subscribed and sworn to before me this 24 day of April, 2018

[Seal]



Notary Public

CERTIFICATE OF SERVICE

This is to certify that on April 26, 2018, a true and correct copy of the REQUEST OF THE SCHOOL DISTRICT OF THE CITY OF ST. CHARLES FOR REVIEW OF A DECISION OF THE UNIVERSAL SERVICE ADMINISTRATIVE COMPANY was sent via e-mail to the Schools and Libraries Division of the Universal Administrative Company at appeals@sl.universalservice.org.

/s/ Cynthia B. Schultz

EXHIBIT A
USAC Decision on Appeal

BEN	BEN Name	Post-Commitment Request Type	FRN	Post-Commitment Decision (FRN Level)	Post-Commitment Rationale (FRN Level)	Revised FRN Funding Decision	FCC Form 471	Establishing FCC Form 470	SPIN	Service Provider	Total Eligible One Time Charges
136937	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Appeals	1799006340	Denied	<p>The record shows that the description for the products and services in your correspondence to potential vendors for all of the products and/or services in the FRN contains a particular manufacturer's name, brand, products and/or services without also specifying "or equivalent". This is a competitive bidding violation because there is no indication that your correspondence is also allowing a service provider to submit a bid for equivalent products and/or services. This undermines the competitive bidding process by eliminating the opportunity for the applicant to purchase an equivalent or better product that may be less expensive or to choose a less expensive service provider. In your appeal, you did not demonstrate that USAC's decision was incorrect. Consequently, your appeal is denied.</p>	Denied	171003802	170061217	143005588	CDW Government LLC	\$10,434.30
136937	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Appeals	1799006352	Denied		Denied	171003802	170061217	143005588	CDW Government LLC	\$9,859.30
136937	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Appeals	1799006364	Denied		Denied	171003802	170061217	143005588	CDW Government LLC	\$14,996.00
136937	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Appeals	1799006375	Denied		Denied	171003802	170061217	143005588	CDW Government LLC	\$3,450.00
136937	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Appeals	1799006379	Denied		Denied	171003802	170061217	143005588	CDW Government LLC	\$16,721.00
136937	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Appeals	1799006387	Denied		Denied	171003802	170061217	143005588	CDW Government LLC	\$12,780.30
136937	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Appeals	1799006400	Denied		Denied	171003802	170061217	143005588	CDW Government LLC	\$25,430.30
136937	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Appeals	1799006411	Denied		Denied	171003802	170061217	143005588	CDW Government LLC	\$297.00

EXHIBIT B
Affidavit of Kevin Richmiller

AFFIDAVIT OF KEVIN RICHMILLER

I, KEVIN RICHMILLER, swear:

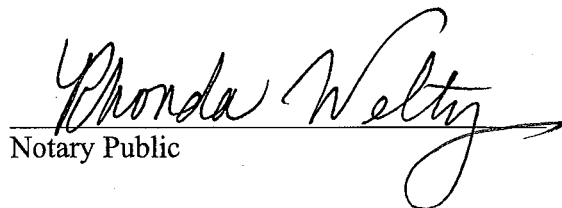
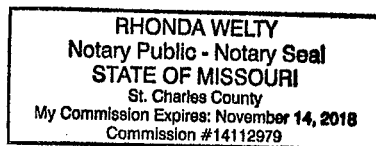
1. that I am the Director of Technology for the St. Charles R-VI School District ("School District") since July 1st, 2012. I have 13 years of experience in the technology field. I am responsible for the School District's network infrastructure and design.
2. that the School District began to expand its wireless network infrastructure in 2016 to meet standardized testing requirements and other School District technology needs. The School District sought E-Rate funding in FY 2016 for the first time in FY 2016 to connect to every other classroom and was approved. The wireless network infrastructure utilized Aruba equipment.
3. that in FY 2017, the School District sought to expand its wireless network infrastructure to every classroom.
4. that between the posting of the FY 2017 Form 470 and bid evaluation, I received several vendor e-mail inquiries related to the equipment that was currently in place. I responded to those inquiries. At all times, I understood that any vendor was also able to submit a bid for Aruba or an equivalent solution, to the extent one existed, as stated on the FCC Form 470. It was my understanding that the Aruba wireless access points were not interchangeable and interoperable with other competitive brands; however, I relied upon the vendors to provide the best and most cost effective solution, including any alternatives.
5. that I have read the foregoing appeal and record and avow that the information therein is true and correct to the best of my knowledge.



Kevin Richmiller
Director of Technology
City of St. Charles School District
400 N. Sixth Street
St. Charles, MO 63301

Subscribed and sworn to before me this 24th day of April, 2018

[Seal]



Notary Public

EXHIBIT C
FY 2016 FCC Form 470

[Records](#) / [FCC Forms 470](#)

FY16-470-StCharlesSD-MO-136937 - #160021596

[Summary](#) [Generated Documents](#) [News](#) [Related Actions](#)

Please note: The following fields pull the most current data from the Contact User Profile and Applicant Entity Profile: Recipient(s) of Service, Contact Name, and Contact Phone Number. If you would like to review this FCC Form 470 with the data that was present upon certification, please navigate to the Generated Documents related dashboard on the left-hand side and click the Original Version document link.

Application Information

Nickname	FY16-470-StCharlesSD-MO-136937	Created Date	1/25/2016 12:20 PM CST
Application Number	160021596	Created By	Dick Porzel
Funding Year	2016	Certified Date	1/25/2016 12:44 PM CST
Status	Certified	Certified By	Dick Porzel
Allowable Contract Date	2/22/2016	Last Modified Date	1/25/2016 12:44 PM CST
		Last Modified By	Dick Porzel

Billed Entity Information

Name	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Billed Entity Number (BEN)	136937
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Application Type and Recipients of Service

Applicant Type	School District	Number of Eligible Entities	10
Recipient(s) of Service	<input checked="" type="checkbox"/> Public School <input checked="" type="checkbox"/> Juvenile Justice <input checked="" type="checkbox"/> New Construction School <input checked="" type="checkbox"/> Public School District		

Contact Information

Name	Richard A Senturia	Phone Number	314-282-3665
Email	rsenturia@erateprogram.com		

Services Requested

Category 1: Internet Access and/or Telecommunications

Type	Function	Number Entities	Quantity	Unit	Min Capacity	Max Capacity	Installation and Initial Configuration?	Maintenance Indicator	Associated RFP
Internet Access and/or Telecommunications	Cellular Voice	12	154	Lines			Yes	Yes	
Internet Access and/or Telecommunications	Voice Service (Analog, Digital, Interconnected VOIP, etc)	12	59	Users			Yes	Yes	

Category One Narrative

154 cellphones or more for District
59 phones lines or more
Internet under contract

Category 2: Internal Connections and Managed Internal Broadband Services

Type	Function	Number Entities	Quantity	Unit	Manufacturer	Manufacturer Other Description	Installation and Initial Configuration?	Associated RFP
Internal Connections	UPS/Battery Backup		10	Each	No Preference		Yes	
Internal Connections	WAP		110	Each	No Preference		Yes	
Internal Connections	Switches		25	Each	No Preference		Yes	
Internal Connections	Cabling	12	110	Feet	No Preference		Yes	

Category Two Narrative

10 UPS unit
 110 Access points
 25 switches
 110 cable runs

Technical Contact Information**Name** Emily Wisdom**Phone Number** 636-443-4027**Title** Business Specialist**Email** ewisdom@stcharlessd.org**State or Local Procurement Requirements****C-1 language**

For Category 1 bids to be considered by this applicant, vendors must;

1. Contact only the person listed as the TECHNICAL contact..... only by email.
2. DO NOT contact the consultant either by phone or email, unless the applicant does not respond to your emailed bid/proposal.
3. Vendors MUST include a valid SPIN with ALL bids.
4. Vendors must confirm they have a current SPAC.

This applicant will consider vendors who use the BEAR method of disbursing E-Rates ONLY if they receive no bids from vendors using the SPI method of disbursing funds.

C-2 language

5. For Category 2 bids to be considered by this applicant, vendors must contact ONLY the person listed as the TECHNICAL contact only by email. DO NOT contact the consultant either by phone or email, unless the applicant does not respond to your emailed bid/proposal.
6. All bids MUST include a valid SPIN, and written confirmation that the vendor has a current SPAC. The technical contact person will supply enrollment for each building.

Note that category 2 bids/proposals/quotes that are "complete" will be considered first. Incomplete or partial bids may be considered ONLY if no "complete" bids are received

To be considered "complete", Category 2 bids/proposals/quotes must include 1 through 5 below.

1. All items listed in Category 2, above are included, described and priced individually.
2. Bids are presented "by building" and then "by line item" with make, model number, description and pricing for each item within each building.
3. Bids for "E-Rate eligible items" may not exceed \$150 per student for each building.
4. If a bid for requested items exceeds \$150 per student per building, vendor must list them in a separate section titled "required equipment over \$150 per student per school".
5. Vendors must state whether or not they will use the SPI method of disbursing funds for this project, if selected.

EXHIBIT D
FY 2017 FCC Form 470

[Records / FCC Forms 470](#)**2017-470-SchoolDistrictofSt.Charles-MO-136937 - #170061217**[Follow](#)

Please note: The following fields pull the most current data from the Contact User Profile and Applicant Entity Profile: Recipient(s) of Service, Contact Name, and Contact Phone Number. If you would like to review this FCC Form 470 with the data that was present upon certification, please navigate to the Generated Documents related dashboard on the left-hand side and click the Original Version document link.

Application Information

Nickname	2017-470-SchoolDistrictofSt.Charles-MO-136937	Created Date	1/20/2017 11:59 AM CST
Application Number	170061217	Created By	Dick Porzel
Funding Year	2017	Certified Date	1/20/2017 12:14 PM CST
Status	Certified	Certified By	Dick Porzel
Allowable Contract Date	2/17/2017	Last Modified Date	1/20/2017 12:14 PM CST
		Last Modified By	Dick Porzel

Billed Entity Information

Name	SCHOOL DISTRICT OF THE CITY OF ST. CHARLES	Billed Entity Number (BEN)	136937
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Application Type and Recipients of Service

Applicant Type	School District	Number of Eligible Entities	13
Recipient(s) of Service	<input checked="" type="checkbox"/> Public School <input checked="" type="checkbox"/> Public School District		

Contact Information

Name	Richard A Senturia	Phone Number	314-282-3665
Email	rsenturia@erateprogram.com		

Services Requested

There are no Services Requested For Category 1

Category 2: Internal Connections and Managed Internal Broadband Services

Type	Function	Number Entities	Quantity	Unit	Manufacturer	Manufacturer Other Description	Installation and Initial Configuration?	Associated RFP
Internal Connections	WAP		126	Each	Aruba or equivalent		Yes	
Internal Connections	Switches		8	Each	No Preference		Yes	
Internal Connections	UPS/Battery Backup		4	Each	No Preference		Yes	

Category Two Narrative

126 Access points divided between 7 schools	8 Switches divided between 6 schools	4 UPS units divided between 4 schools	1 server switch cabinet
Enrollment			
Blackhurst 13	1	1	
374			
Coverdell 12	1	1	
315			
Harris 22	1		
469			
Lincoln 6			
206			
Monroe 25	1		
472			
Null 13	2	1	1
284			
Jefferson 35	2	1	

694

Vendor must review state and local procurement rules and regulations listed on this 470.
Bids should not exceed \$150 per enrolled student per school

Technical Contact Information



Name	Kevin Richmiller	Phone Number	636-443-4084
Title	Director of Technology	Email	krichmiller@stcharlessd.org

State or Local Procurement Requirements

C-2 language

For Category 2 bids to be considered by this applicant, vendors must:

1. Contact ONLY the person listed as the TECHNICAL contact. ONLY BY EMAIL!
2. DO NOT contact the consultant either by phone or email, EXCEPT to report that an applicant does not respond to your emailed bid/proposal.
5. All bids MUST include a valid SPIN, Vendors must confirm they have a current SPAC
6. The vendor must include prices and quantities of the specific equipment listed on the 470.
7. The technical contact person will supply enrollment for each building where required.
8. This applicant will give STRONG preference to bids from vendors using the SPI method of disbursing funds.
9. FIREWALL bids MUST contain a confirmation of the E-Rate eligible % of the specific configuration.

NOTE: All category 2 bids/proposals/quotes that are "complete" will be considered first. Incomplete or partial bids may be considered ONLY if no "complete" bids are received

To be considered "complete", Category 2 bids/proposals/quotes must include 1 through 4 below.

1. All items listed in Category 2, above are included, described and priced individually, with make, model, SKU and detailed description of configuration.
2. Bids are presented "by building" and then "by line item" with make, model number, description and pricing for each item within each building, as described above.
3. Bids for "E-Rate eligible items" must be limited to \$150 per student for each building.
4. If a bid for requested items exceeds \$150 per student per building, vendor must list them in a separate section titled "required equipment to make the system fully functional - over \$150 per student per school".

EXHIBIT E
Vendor E-Mails

Form 470 - 170061217

messages

Kim Caley <kim@onncs.com>

Mon, Jan 23, 2017 at 9:11 AM

to: "krichmiller@stcharlessd.org" <krichmiller@stcharlessd.org>

Hello Kevin –

I am looking for some additional information regarding the above Form 470 Application so that we may submit a more accurate bid.

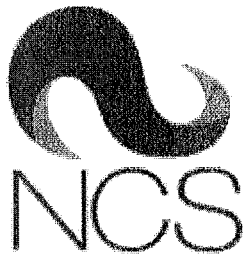
For the switches:

1. Is PoE desired, if so how many ports per switch?
2. How many ports are desired on each switch?
3. Is there fiber uplinks needed?
4. Is stacking required on the switches?
5. What switches are currently in use?

For the UPS:

1. How many watts or VA are needed?
2. Rack or Tower configuration?
3. How many outlets needed?
4. Do you require any environmental monitoring?

Thank you,



Kim Caley

3625 Legion Ln. – St. George, KS 66535

888.776.9088 – 785.380.2044 (Fax)

www.ncs-online.com



: Davenport Jon <jdavenport@stcharlessd.org>

Can you tell me the answers to these questions below. This is for switches for the additional AP's going in at the Elementary level.

Kevin Richmiller

Director of Technology
City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



Think before you print. Save a tree.

----- Forwarded message -----

From: **Kim Caley** <kim@onnecs.com>
Date: Mon, Jan 23, 2017 at 9:11 AM
Subject: Form 470 - 170061217
To: "krichmiller@stcharlessd.org" <krichmiller@stcharlessd.org>

Hello Kevin –

I am looking for some additional information regarding the above Form 470 Application so that we may submit a more accurate bid.

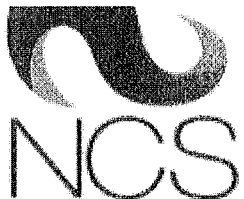
For the switches:

1. Is PoE desired, if so how many ports per switch?
2. How many ports are desired on each switch?
3. Is there fiber uplinks needed?
4. Is stacking required on the switches?
5. What switches are currently in use?

For the UPS:

1. How many watts or VA are needed?
2. Rack or Tower configuration?
3. How many outlets needed?
4. Do you require any environmental monitoring?

Thank you,

**Kim Caley**

3625 Legion Ln. – St. George, KS 66535

888.776.9088 – 785.380.2044 (Fax)

www.ncs-online.com

on Davenport <jdavenport@stcharlessd.org>
x: Kevin Richmiller <krichmiller@stcharlessd.org>

Mon, Jan 23, 2017 at 10:03 AM

For the switches:

1. Is PoE desired, if so how many ports per switch? **All ports need PoE**
2. How many ports are desired on each switch? **24**
3. Is there fiber uplinks needed? **We would like 10G uplink capability**
4. Is stacking required on the switches? **No**
5. What switches are currently in use? **Mainly 3560G**

For the UPS:

1. How many watts or VA are needed? **It will be powering switches and servers**
2. Rack or Tower configuration? **Rack**
3. How many outlets needed? **8**
4. Do you require any environmental monitoring? **No**

On Mon, Jan 23, 2017 at 9:22 AM, Kevin Richmiller <krichmiller@stcharlessd.org> wrote:

Can you tell me the answers to these questions below. This is for switches for the additional AP's going in at the Elementary level.

Kevin Richmiller

Director of Technology
City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



Think before you print. Save a tree.

----- Forwarded message -----

From: **Kim Caley** <kim@onncs.com>

Date: Mon, Jan 23, 2017 at 9:11 AM

Subject: Form 470 - 170061217

To: "Kevin Richmiller" <krichmiller@stcharlessd.org>, "Kevin Richmiller" <krichmiller@stcharlessd.org>

Hello Kevin –

I am looking for some additional information regarding the above Form 470 Application so that we may submit a more accurate bid.

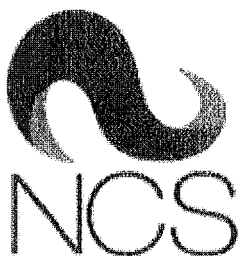
For the switches:

1. Is PoE desired, if so how many ports per switch?
2. How many ports are desired on each switch?
3. Is there fiber uplinks needed?
4. Is stacking required on the switches?
5. What switches are currently in use?

For the UPS:

1. How many watts or VA are needed?
2. Rack or Tower configuration?
3. How many outlets needed?
4. Do you require any environmental monitoring?

Thank you,



Kim Caley

3625 Legion Ln. – St. George, KS 66535

888.776.9088 – 785.380.2044 (Fax)

www.ncs-online.com



--
Jon Davenport
Network Administrator
City of St. Charles School District

n Davenport <jdavenport@stcharlessd.org>
: Kevin Richmiller <krichmiller@stcharlessd.org>

Mon, Jan 23, 2017 at 10:08 AM

5. What switches are currently in use? **Mainly Cisco 3560G***

On Mon, Jan 23, 2017 at 10:03 AM, Jon Davenport <jdavenport@stcharlessd.org> wrote:

For the switches:

1. Is PoE desired, if so how many ports per switch? **All ports need PoE**
2. How many ports are desired on each switch? **24**
3. Is there fiber uplinks needed? **We would like 10G uplink capability**
4. Is stacking required on the switches? **No**
5. What switches are currently in use? **Mainly 3560G**

For the UPS:

1. How many watts or VA are needed? **It will be powering switches and servers**
2. Rack or Tower configuration? **Rack**
3. How many outlets needed? **8**
4. Do you require any environmental monitoring? **No**

On Mon, Jan 23, 2017 at 9:22 AM, Kevin Richmiller <krichmiller@stcharlessd.org> wrote:

Can you tell me the answers to these questions below. This is for switches for the additional AP's going in at the Elementary level.

Kevin Richmiller

Director of Technology
City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



Think before you print. Save a tree.

----- Forwarded message -----

From: **Kim Caley** <kim@onnecs.com>
Date: Mon, Jan 23, 2017 at 9:11 AM
Subject: Form 470 - 170061217
To: "krichmiller@stcharlessd.org" <krichmiller@stcharlessd.org>

Hello Kevin –

I am looking for some additional information regarding the above Form 470 Application so that we may submit a more accurate

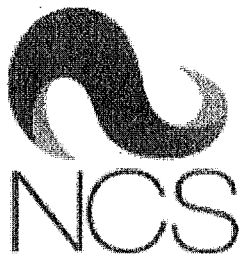
For the switches:

1. Is PoE desired, if so how many ports per switch?
2. How many ports are desired on each switch?
3. Is there fiber uplinks needed?
4. Is stacking required on the switches?
5. What switches are currently in use?

For the UPS:

1. How many watts or VA are needed?
2. Rack or Tower configuration?
3. How many outlets needed?
4. Do you require any environmental monitoring?

Thank you,



Kim Caley

3625 Legion Ln. – St. George, KS 66535

888.776.9088 – 785.380.2044 (Fax)

www.ncs-online.com



--
Jon Davenport
Network Administrator
City of St. Charles School District
636-443-4022 Office
636-368-7361 Cell

--
Jon Davenport
Network Administrator

Kevin Richmiller <krichmiller@stcharlessd.org>
cc: Kim Caley <kim@onnccs.com>

Mon, Jan 23, 2017 at 10:19 AM

For the switches:

1. Is PoE desired, if so how many ports per switch? **All ports need PoE**
2. How many ports are desired on each switch? **24**
3. Is there fiber uplinks needed? **We would like 10G uplink capability**
4. Is stacking required on the switches? **No**
5. What switches are currently in use? **Mainly Cisco 3560G**

For the UPS:

1. How many watts or VA are needed? **It will be powering switches and servers**
2. Rack or Tower configuration? **Rack**
3. How many outlets needed? **8**
4. Do you require any environmental monitoring? **No**

Kevin Richmiller

Director of Technology
City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



Think before you print. Save a tree.

On Mon, Jan 23, 2017 at 9:11 AM, Kim Caley <kim@onnccs.com> wrote:

Hello Kevin –

I am looking for some additional information regarding the above Form 470 Application so that we may submit a more accurate bid.

For the switches:

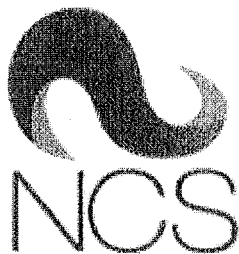
1. Is PoE desired, if so how many ports per switch?
2. How many ports are desired on each switch?
3. Is there fiber unlinks needed?

5. What switches are currently in use?

For the UPS:

1. How many watts or VA are needed?
2. Rack or Tower configuration?
3. How many outlets needed?
4. Do you require any environmental monitoring?

Thank you,



Kim Caley

3625 Legion Ln. – St. George, KS 66535

888.776.9088 – 785.380.2044 (Fax)

www.ncs-online.com



Form 470 Application

messages

eve Margherita <smargherita@yellowdognetworks.com>
: "krichmiller@stcharlessd.org" <krichmiller@stcharlessd.org>

Tue, Jan 31, 2017 at 2:47 PM

Kevin,

I am putting together a bid for your Form 470 application and I was wondering if you could answer a few questions?

On the application you list the enrollment for each building. What do the various digits listed mean? For example, you have Blackhurst 13 1 1 374. Is 374 the student enrollment number?

Are you interested in looking at premise based wi-fi controllers or cloud management?

Is this requested destined to integrate with existing district networks?

What UPS' does the district use today? Are these UPS for new production location or are they replacing existing UPS?

If it is easier for you to answer these questions in person or on the phone, please let me know.

Thanks,

Steve Margherita

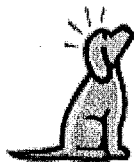
Account Executive

Yellow Dog Networks, Inc.

123 Towne Square Ct

St. Louis, MO 63025

314-474-1400



YELLOW DOG
Networks, Inc.

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evin Richmiller <krichmiller@stcharlessd.org>
x: Steve Margherita <smargherita@yellowdognetworks.com>

Wed, Feb 1, 2017 at 3:04 PM

Our erate consultant filed the forms so I'm not sure what it looks like. But I think 13 is the number of AP's we are looking to add, 1 Switch, 1 UPS and there are 374 students. We have aruba controllers so we are only looking for Aruba wireless solutions.

The switches we are currently using are Cisco **3560G**. **The UPS are APC rack mountable battery backups and they would be new and not replacing old.**

Kevin Richmiller

Director of Technology
City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



Think before you print. Save a tree.

[Quoted text hidden]

Rate - Access points - SAINT CHARLES, MO

messages

Amna Tariq <atariq@persevus.com>

Fri, Feb 17, 2017 at 5:06 AM

: "krichmiller@stcharlessd.org" <krichmiller@stcharlessd.org>

:: "amcfarland@persevus.com" <amcfarland@persevus.com>

Dear Mr. Kevin Richmiller,

Hope you are fine. Would you please let us know what part numbers should we use for the relevant application? Relevant information is attached.

Application ID: 170061217

Thank you.

Regards,

Amna Tariq

Persevus LLC

344 248 5850

atariq@persevus.com

www.persevus.com

 **FORM 470 - Access points - SAINT CHARLES, MO - 170061217.pdf**
33K

Kevin Richmiller <krichmiller@stcharlessd.org>

Fri, Feb 17, 2017 at 1:06 PM

: Amna Tariq <atariq@persevus.com>

:: "amcfarland@persevus.com" <amcfarland@persevus.com>

Cisco 3560G switches with 10G uplink capability and POE

APC rack mountable battery backups - model APC Smart 1500VA 120V

Aruba 325 AP's

Kevin Richmiller

Director of Technology

City of St. Charles School District

400 N. 6th Street

St. Charles, MO 63301

Phone: 636-443-4084



Think before you print. Save a tree.

Quoted text hidden]

CI Quotation # 24286272.01-W1 - Networking eRate app 170061217 School District of the City of St Charles

messages

Anthony Forno <anthony.forno@connection.com>
: "krichmiller@stcharlessd.org" <krichmiller@stcharlessd.org>

Wed, Feb 8, 2017 at 8:42 AM

Hello Kevin,
Please find the attached eRate quote.

Tony Forno

Senior Account Manager

Business Segment: GovConnection Public Sector Solutions

Anthony.forno@connection.com

Phone: 800-800-0019 x75004

Fax: 603-683-0827

www.connection.com/PS



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GCI Quote#24286272_01-W1.pdf
437K

Kevin Richmiller <krichmiller@stcharlessd.org>
: Anthony Forno <anthony.forno@connection.com>

Tue, Feb 28, 2017 at 1:13 PM

Tony,

I'm just now getting to all my 470 quotes and I see qty 1 listed for the Aruba 325 AP. We are requesting bids for 126 of the Aruba 325 AP's. Could you please send an updated bid reflecting the updated quantity of AP's.

Thanks,

Kevin Richmiller

Director of Technology
City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



Think before you print. Save a tree.

[Quoted text hidden]

GCI Quotation # 24286272.02-W1 - Networking eRate app 170061217

messages

Anthony Forno <anthony.forno@connection.com>
o: "krichmiller@stcharlessd.org" <krichmiller@stcharlessd.org>

Tue, Feb 28, 2017 at 1:20 PM

Here you go Kevin.

Tony Forno

Senior Account Manager

Business Segment: GovConnection Public Sector Solutions

Anthony.forno@connection.com


Phone: 800-800-0019 x75004

Fax: 603-683-0827

www.connection.com/PS



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 **GCI Quote#24286272_02-W1.pdf**
437K

Kevin Richmiller <krichmiller@stcharlessd.org>
o: Anthony Forno <anthony.forno@connection.com>

Tue, Feb 28, 2017 at 2:02 PM

Thanks Tony

Kevin Richmiller

Director of Technology
City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



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[Quoted text hidden]

DW-G Quote Confirmation: Quote #HRKF534/P.O. Ref. ERATE 2017

messages

Michael Swartz <michswa@cdwg.com>

Wed, Feb 22, 2017 at 3:26 PM

Reply-To: Michael Swartz <michswa@cdwg.com>

: krichmiller@stcharlessd.org

[View in a browser](#)**QUOTE CONFIRMATION****DEAR KEVIN RICHMILLER,**

Thank you for considering CDW•G for your computing needs. The details of your quote are below. Click here to convert your quote to an order.






**ACCOUNT MANAGER NOTES:** Kevin,

Here is the option you requested.

Mike

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
HRKF534	2/2/2017	ERATE 2017	1977395	\$94,390.20

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
 APC Smart-UPS 1500VA LCD RM 2U UPS Mfg. Part#: SMT1500RM2U UNSPSC: 39121011 Contract: Standard Pricing	4	2262378	\$613.30	\$2,453.20
 Aruba Instant IAP-325 - wireless access point Mfg. Part#: JW327A UNSPSC: 43222631 Contract: Standard Pricing	126	4361034	\$575.00	\$72,450.00
 Aruba LIC-AP Controller - Capacity License Mfg. Part#: JW472AAE UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4361171	\$29.70	\$297.00
 HPE Foundation Care 24x7 Service - technical support - for Aruba Enable Sup Mfg. Part#: H2YU3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362463	\$6.25	\$62.50
 Aruba Policy Enforcement Firewall - license Mfg. Part#: JW473AAE UNSPSC: 43233204	10	4361172	\$29.70	\$297.00

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**HPE Foundation Care 24x7 Service -**

10 4362451

\$6.25

\$62.50

technical support - for Aruba Policy Enf

Mfg. Part#: H2XX3E

UNSPSC: 81112201

Electronic distribution - NO MEDIA

Contract: Standard Pricing

**Cisco Catalyst 3650-24PS-S - switch - 24**

8

3163734

\$2,346.00

\$18,768.00

ports - managed - rack-mountable

Mfg. Part#: WS-C3650-24PS-S

UNSPSC: 43222612

Contract: Standard Pricing

SHIPPING DETAILS**SUBTOTAL**

\$94,390.20

Shipping Address:**SHIPPING**

\$0.00

SCHOOL DISTRICT OF ST CHARLES

KEVIN RICHMILLER

400 N 6TH ST

SAINT CHARLES, MO 63301-1838

Phone: (636) 724-5840**Shipping Method:** UPS Ground (1- 2 day)**Payment Terms:** Net 30 Govt-E-rate**GRAND TOTAL****\$94,390.20****CONVERT QUOTE TO ORDER**

Need Assistance? CDW•G SALES CONTACT INFORMATION

**Michael Swartz** | (866) 224-6471 | michswa@cdwg.com**Help and Information:** Support | About Us | Privacy Policy | Terms and ConditionsThis email was sent to krichmiller@stcharlessd.org.Please add cdwsales@cdwemail.com to your address book.

© 2017 CDW LLC, 200 N. Milwaukee Avenue, Vernon Hills, IL 60061 | 800.808.4239

SPS-QC:002 | SPS 1 | Customer#: 1977395 | SPS615dd069-a9a3-4831-b0a0-b995a7e8ca44

D D

HRKF534.pdf
68Kevin Richmiller <krichmiller@stcharlessd.org>
): Michael Swartz <michswa@cdwg.com>

Tue, Feb 28, 2017 at 1:16 PM

Mike,

I've reviewed our erate 470 quotes for the CAT 2 funding and would like to proceed with CDW. What are my next steps in contract signing to move forward. Also if our bond issue passes the 2nd Tuesday in April we will look to order this equipment in full the following week.

Kevin Richmiller

400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



Think before you print. Save a tree.

[Quoted text hidden]

Michael Swartz <michswa@cdwg.com>
Re: Kevin Richmiller <krichmiller@stcharlessd.org>

Tue, Feb 28, 2017 at 1:39 PM

Kevin,

Got it. I will get you a contract and send it over with the quote for you to sign.

Best Regards,

Michael Swartz

Executive Account Manager K12 | CDW-G
Direct Phone: 866.224.6471 | Direct Fax: 312.705.9496
E-mail: michswa@cdwg.com

E-rate Spin Number: 143005588

From: Kevin Richmiller [mailto:krichmiller@stcharlessd.org]
Sent: Tuesday, February 28, 2017 1:16 PM
To: Michael Swartz
Subject: Re: CDW-G Quote Confirmation: Quote #HRKF534/P.O. Ref. ERATE 2017

Mike,

I've reviewed our erate 470 quotes for the CAT 2 funding and would like to proceed with CDW. What are my next steps in contract signing to move forward. Also if our bond issue passes the 2nd Tuesday in April we will look to order this equipment in full the following week.

Kevin Richmiller

Director of Technology

City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



Think before you print. Save a tree.

On Wed, Feb 22, 2017 at 3:26 PM, Michael Swartz <michswa@cdwg.com> wrote:

[View in a browser](#)



DEAR KEVIN RICHMILLER,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here to convert your quote to an order.](#)




ACCOUNT MANAGER NOTES: Kevin,

Here is the option you requested.

Mike

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
HRKF534	2/2/2017	ERATE 2017	1977395	\$94,390.20

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
 APC Smart-UPS 1500VA LCD RM 2U UPS Mfg. Part#: SMT1500RM2U UNSPSC: 39121011 Contract: Standard Pricing	4	2262378	\$613.30	\$2,453.20
 Aruba Instant IAP-325 - wireless access point Mfg. Part#: JW327A UNSPSC: 43222631 Contract: Standard Pricing	126	4361034	\$575.00	\$72,450.00
 Aruba LIC-AP Controller - Capacity License Mfg. Part#: JW472AAE	10	4361171	\$29.70	\$297.00

	HPE Foundation Care 24x7 Service - technical support - for Aruba Enable Sup Mfg. Part#: H2YU3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362463	\$6.25	\$62.50
	Aruba Policy Enforcement Firewall - license Mfg. Part#: JW473AAE UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4361172	\$29.70	\$297.00
	HPE Foundation Care 24x7 Service - technical support - for Aruba Policy Enf Mfg. Part#: H2XX3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362451	\$6.25	\$62.50
	Cisco Catalyst 3650-24PS-S - switch - 24 ports - managed - rack-mountable Mfg. Part#: WS-C3650-24PS-S UNSPSC: 43222612 Contract: Standard Pricing	8	3163734	\$2,346.00	\$18,768.00
SHIPPING DETAILS			SUBTOTAL		\$94,390.20
Shipping Address: SCHOOL DISTRICT OF ST CHARLES KEVIN RICHMILLER 400 N 6TH ST SAINT CHARLES, MO 63301-1838 Phone: (636) 724-5840 Shipping Method: UPS Ground (1- 2 day) Payment Terms: Net 30 Govt-E-rate			SHIPPING		\$0.00
			GRAND TOTAL		\$94,390.20

☐ Need Assistance? CDW•G SALES CONTACT INFORMATION

Michael Swartz | (866) 224-6471 | michswa@cdwg.com

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This email was sent to krichmiller@stcharlessd.org.
Please add cdwsales@cdwemail.com to your address book.

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SPS-QC:002 | SPS 1 | Customer#: 1977395 | SPS615dd069-a9a3-4831-b0a0-b995a7e8ca44

[3]

Michael Swartz <michswa@cdwg.com>
To: Kevin Richmiller <krichmiller@stcharlessd.org>

Tue, Feb 28, 2017 at 3:27 PM

Kevin,

Here is the contract with quote. You just need to sign and fill out the client block on page 3 and send all the pages back to me. I will then have contracts countersign it and send you a full copy you can submit with your 471.

Best Regards,

Michael Swartz

Executive Account Manager K12 | CDW-G
Direct Phone: 866.224.6471 | Direct Fax: 312.705.9496
E-mail: michswa@cdwg.com

E-rate Spin Number: 143005588

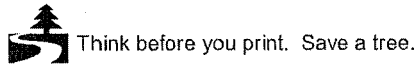
From: Kevin Richmiller [mailto:krichmiller@stcharlessd.org]
Sent: Tuesday, February 28, 2017 1:16 PM
To: Michael Swartz
Subject: Re: CDW-G Quote Confirmation: Quote #HRKF534/P.O. Ref. ERATE 2017

I've reviewed our erate 470 quotes for the CAT 2 funding and would like to proceed with CDW. What are my next steps in contract signing to move forward. Also if our bond issue passes the 2nd Tuesday in April we will look to order this equipment in full the following week.

Kevin Richmiller

Director of Technology

City of St. Charles School District
400 N. 6th Street
St. Charles, MO 63301
Phone: 636-443-4084



On Wed, Feb 22, 2017 at 3:26 PM, Michael Swartz <michswa@cdwg.com> wrote:

[View in a browser](#)



DEAR KEVIN RICHMILLER,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. Click [here](#) to convert your quote to an order.

ACCOUNT MANAGER NOTES: Kevin,

☐ Here is the option you requested.

Mike

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
URVEE24	2/22/2017	ERATE 2017	1077305	\$24,200.00

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
 APC Smart-UPS 1500VA LCD RM 2U UPS Mfg. Part#: SMT1500RM2U UNSPSC: 39121011 Contract: Standard Pricing	4	2262378	\$613.30	\$2,453.20
 Aruba Instant IAP-325 - wireless access point Mfg. Part#: JW327A UNSPSC: 43222631 Contract: Standard Pricing	126	4361034	\$575.00	\$72,450.00
 Aruba LIC-AP Controller - Capacity License Mfg. Part#: JW472AAE UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4361171	\$29.70	\$297.00
 HPE Foundation Care 24x7 Service - technical support - for Aruba Enable Sup Mfg. Part#: H2YU3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362463	\$6.25	\$62.50
 Aruba Policy Enforcement Firewall - license Mfg. Part#: JW473AAE UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4361172	\$29.70	\$297.00
 HPE Foundation Care 24x7 Service - technical support - for Aruba Policy Enf Mfg. Part#: H2XX3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362451	\$6.25	\$62.50
 Cisco Catalyst 3650-24PS-S - switch - 24 ports - managed - rack-mountable Mfg. Part#: WS-C3650-24PS-S	8	3163734	\$2,346.00	\$18,768.00

Contract Summary & Pricing		
SHIPPING DETAILS	SUBTOTAL	\$94,390.20
Shipping Address: SCHOOL DISTRICT OF ST CHARLES KEVIN RICHMILLER 400 N 6TH ST SAINT CHARLES, MO 63301-1838 Phone: (636) 724-5840 Shipping Method: UPS Ground (1- 2 day) Payment Terms: Net 30 Govt-E-rate	SHIPPING	\$0.00
	GRAND TOTAL	\$94,390.20

Need Assistance? CDW•G SALES CONTACT INFORMATION

Michael Swartz | (866) 224-6471 | michswa@cdwg.com



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This email was sent to krichmiller@stcharlessd.org.
 Please add cdwsales@cdwemail.com to your address book.

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SPS-QC:002 | SPS 1 | Customer# : 1977395 | SPS615dd069-a9a3-4831-b0a0-b995a7e8ca44

EXHIBIT F
Vendor Bids

QUOTE CONFIRMATION



DEAR KEVIN RICHMILLER,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

Kevin,



ACCOUNT MANAGER NOTES: Here is the option you requested.

Mike

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
HRKF534	2/2/2017	ERATE 2017	1977395	\$94,390.20

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
APC Smart-UPS 1500VA LCD RM 2U UPS Mfg. Part#: SMT1500RM2U UNSPSC: 39121011 Contract: Standard Pricing	4	2262378	\$613.30	\$2,453.20
Aruba Instant IAP-325 - wireless access point Mfg. Part#: JW327A UNSPSC: 43222631 Contract: Standard Pricing	126	4361034	\$575.00	\$72,450.00
Aruba LIC-AP Controller - Capacity License Mfg. Part#: JW472AAE UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4361171	\$29.70	\$297.00
HPE Foundation Care 24x7 Service - technical support - for Aruba Enable Sup Mfg. Part#: H2YU3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362463	\$6.25	\$62.50
Aruba Policy Enforcement Firewall - license Mfg. Part#: JW473AAE UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4361172	\$29.70	\$297.00
HPE Foundation Care 24x7 Service - technical support - for Aruba Policy Enf Mfg. Part#: H2XX3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362451	\$6.25	\$62.50

QUOTE DETAILS (CONT.)

Cisco Catalyst 3650-24PS-S - switch - 24 ports - managed - rack-mountable	8	3163734	\$2,346.00	\$18,768.00
Mfg. Part#: WS-C3650-24PS-S				
UNSPSC: 43222612				
Contract: Standard Pricing				

PURCHASER BILLING INFO		SUBTOTAL	\$94,390.20
Billing Address: SCHOOL DISTRICT OF ST CHARLES ACCTS PAYABLE 400 N 6TH ST SAINT CHARLES, MO 63301-1838 Phone: (636) 724-5840 Payment Terms: Net 30 Govt-E-rate		SHIPPING	\$0.00
		GRAND TOTAL	\$94,390.20
		Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	
DELIVER TO			
Shipping Address: SCHOOL DISTRICT OF ST CHARLES KEVIN RICHMILLER 400 N 6TH ST SAINT CHARLES, MO 63301-1838 Phone: (636) 724-5840 Shipping Method: UPS Ground (1- 2 day)			

Need Assistance? CDW•G SALES CONTACT INFORMATION



Michael Swartz

(866) 224-6471

michswa@cdwg.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>
 For more information, contact a CDW account manager

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ORDERING INFORMATION
GovConnection, Inc. DBA Connection

Please contact your account manager with any questions.

Ordering Address

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Remittance Address

GovConnection, Inc.
Box 536477
Pittsburgh, PA 15253-5906

Please reference the Contract # on all purchase orders.

TERMS & CONDITIONS

Payment Terms:	NET 30 (subject to approved credit)
FOB Point:	DESTINATION (within Continental US)
Maximum Order Limitation:	NONE
FEIN:	52-1837891
DUNS Number:	80-967-8782
CEC:	80-068888K
Cage Code:	OGTJ3
Business Size:	LARGE
Erate Spin Number:	143026005

WARRANTY: *Manufacturer's Standard Commercial Warranty*

Important Notice: --- THIS QUOTATION IS SUBJECT TO THE FOLLOWING Terms of Sale: All purchases from GovConnection, Inc. are subject to the Company's Standard Terms of Sale, which describe important legal rights and obligations. You may review the Company's Standard Terms of Sale on the Company's website: www.govconnection.com or you may request a copy via fax, e-mail, or mail by calling your account representative. The only exception to this policy is if your order is being placed under any one of our many national, state, educational or cooperative Agreements, in which case the Terms and Conditions of your Purchase Order are already pre-negotiated and stated in that Agreement. No other Terms and Conditions shall apply and any other terms and conditions referenced or appearing in your Purchase Order are considered null and void. Please refer to our Quote Number in your order.

If you require a hard copy invoice for your credit card order, please visit the link below and click on the Proof of Purchase/Invoice link on the left side of the page to print one:

<https://www.govconnection.com/web/Shopping/ProofOfPurchase.htm>

Please forward your Contract or Purchase Order to:

SLEDOPS@connection.com

QUESTIONS: Call 800-800-0019

FAX: 603.683.0374

SALES QUOTE

GovConnection, Inc.
732 Milford Road
Merrimack, NH 03054

Account Executive: Mark Griffith
Phone: 800-800-0019 ext. 34404
Fax: (603) 683-0839
Email: mark.griffith@connection.com

24286272.02-W1

PLEASE REFER TO THE ABOVE
QUOTE # WHEN ORDERING

Date: 2/28/2017
Valid Through: 3/30/2017
Account #:

Account Manager:
Phone:
Fax:
Email:

Customer Contact: Kevin Richmiller
Email: krichmiller@stcharlessd.org

Phone: (636) 443-4000
Fax: (636) 443-4001

QUOTE PROVIDED TO:	SHIP TO:
AB#: 14735489 ST CHARLES R-6 SCHOOL DISTRICT ACCOUNTS PAYABLE 1025 COUNTRY CLUB RD SAINT CHARLES, MO 63303 (636) 443-4000	St Charles R-6 School District Kevin Richmiller 1025 Country Club Rd Saint Charles, MO 63303-3346 (636) 443-4000

DELIVERY	FOB	SHIP VIA	SHIP WEIGHT	TERMS	CONTRACT ID#
5-30 Days A/R/O	Destination	Small Pkg Ground Service Level	844.00 lbs	NET 30	143026005

Important Notice: --- THIS QUOTATION IS SUBJECT TO THE FOLLOWING Terms of Sale: All purchases from GovConnection, Inc. are subject to the Company's Standard Terms of Sale, which describe important legal rights and obligations. You may review the Company's Standard Terms of Sale on the Company's website: www.govconnection.com, or you may request a copy via fax, e-mail, or mail by calling your account representative. The only exception to this policy is if your order is being placed under any one of our many national, state, educational or cooperative Agreements, in which case the Terms and Conditions of your Purchase Order are already pre-negotiated and stated in that Agreement. No other Terms and Conditions shall apply and any other terms and conditions referenced or appearing in your Purchase Order are considered null and void. Please refer to our Quote Number in your order.

* Line #	Qty	Item #	Mfg. Part #	Description	Mfg.	Price	Ext
1	126	33094795	JW186A	ARUBA AP-325 DUAL 4X4:4 802.11AC AP HP ProCurve	HP ProCurve	\$ 1,016.36	\$ 128,061.36
2	8	16380212	WS-C3650-24PS-S	Catalyst 3650 24-Port PoE 4X1G Uplink IP Base Feature Set Cisco	Cisco	\$ 2,669.56	\$ 21,356.48
3	4	10334514	SMX1500RM2U	Smart-UPS X 1500VA / 1200W 2U Rack / Tower LCD 120V UPS (8) Outlets, EXCLUSIVE Buy - Save \$32 APC	APC	\$ 632.98	\$ 2,531.92
4	4	9681711	AP9630	UPS Network Management Card 2 APC	APC	\$ 234.42	\$ 937.68
						Subtotal	\$ 152,887.44
						Fee	\$ 0.00
						Shipping and Handling	\$ 0.00
						Tax	Exempt!
						Total	\$ 152,887.44

EXHIBIT G
FY 2017 Bid Evaluation Scoresheet

E-Rate Bid Evaluation Worksheet

Funding Year: 2017

Please grade each category with a score of 0 through 5
(0 being the lowest and 5 being the highest)

Selection Criteria	Available
Cost of eligible services	30%
Ease of implementation	20%
Prior Experience with applicant	20%
References	15%
Local presence	15%
Other (describe)	0%
Other (describe)	0%
Overall Vendor Ranking	100%

Vendor 1
Name CDWG
Contact information:Mike Swartz michswa@cdwg.com

Vendor 2
Name GovConnection
Contact information: Mark Griffith mark.griffith@connection.com

Score (1 through 5)
5
5
5
5
5
100.00%

Score (1 through 5)
4
5
1
5
5
78.00%

Vendor Selected:	CDWG
Approved By:	Kevin Richmiller
Title:	Director of Technology
Date:	2/28/17

Vendor 3
Name
Contact information:

Vendor 4
Name
Contact information:

|

Score (1 through 5)
0.00%

Score (1 through 5)
0.00%

|

Bid Assessment Comments , if needed: CDWG was selected because they were the lowest bid.
--

EXHIBIT H
CDWG Contract for Cat 2 Equipment

CDW Government LLC
Purchase Agreement for E-Rate Customers
HRKF534
Contract # FY2010758
Spin #143005588
FCC Registration #0012123287

This Purchase Agreement for E-rate Customers (this "Agreement") dated as of the date executed by CDW Government LLC (the "Effective Date") is by and between CDW Government LLC an Illinois corporation with an office at 230 N. Milwaukee Ave., Vernon Hills, Illinois 60061 ("Seller"), and SCHOOL DISTRICT OF ST CHARLES, a non-profit school or library eligible for Universal Service funding, with offices at 400 N 6TH ST, SAINT CHARLES, MO, 63301-1838 ("Customer").

Definitions:

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

"E-Rate" – The Education Rate funding provided by the 1996 Telecommunications Act designed to provide twenty to eight-five percent (20%-85%) discounts to schools and libraries for eligible products and services.

"E-Rate Eligible Products" or "Products" – Products which include but are not limited to caching servers, routers, switches, wireless access points, installation, and warranty maintenance and other items eligible for E-rate discounts in accordance with the rules adopted by the Federal Communications Commission.

"E-Rate Customer" or "Customer" – A non-profit school or library eligible for The Schools and Libraries Program of the Universal FUND, applying for an E-Rate discount on E-Rate Eligible Products.

"Program" - The Schools and Libraries Program of the Universal Service Fund, commonly known as "E-Rate," that is administered by the Universal Service Administrative Company (USAC) under the direction of the United States Federal Communications Commission ("FCC"), and that provides discounts to assist most United States schools and libraries to obtain affordable telecommunications and Internet access.

"SLD" – Schools and Libraries Division, a not-for-profit organization, established by the FCC, to administer the Program for schools and libraries.

"Funding Year" – The specific calendar period, as defined by the SLD, during which the Customer is approved for funding or discounts on E-Rate Eligible Products.

1. TERMS AND CONDITIONS

All orders submitted to Seller for Products under this Agreement are subject to the terms and conditions on CDW-G's website at <http://www.cdwg.com/content/terms-conditions/product-sales.asp> (the "Product Sales Terms and Conditions"), unless explicitly superseded herein.

2. PURCHASE AUTHORIZATIONS**A. E-Rate Status**

Customer represents and warrants that it qualifies as eligible under the Program in order to receive E-Rate discounts. CUSTOMER FURTHER ACKNOWLEDGES AND AGREES THAT THIS AGREEMENT WHEN EXECUTED WILL CONSTITUTE A CONTRACT AS REQUIRED BY SLD. This Agreement is contingent upon evidence of award of E-Rate funding and Customer board approval, if applicable.

B. E-Rate Purchases

Customer represents and warrants that all purchases made under this Agreement shall be for its own use and that it is eligible for E-Rate discounts as specified by SLD guidelines. IN ACCORDANCE WITH FCC REQUIREMENTS, THE CUSTOMER SHALL SUBMIT A COMPLETED AND SIGNED FCC FORM 486 TO SLD. Form 486 shall be approved by SLD prior to order placement. The Form 486 informs SLD when the Customer and/or the eligible entity that Customer represents is receiving, is scheduled to receive, or has received service in the relevant Funding Year from the service provider(s). Receipt by SLD of a properly completed Form 486 triggers the process for the SLD to receive the invoice.

3. ORDERING AND ASSISTANCE**A. Ordering**

Purchase orders shall be submitted directly to Seller at the following address or fax number:

CDW Government LLC
Attn: E-Rate Sales K-12
230 N. Milwaukee Ave.
Vernon Hills, IL 60061

Phone: 800-328-4239
Facsimile: Please fax Purchase Orders to your Account Manager

B. Required Information

All orders shall include 1) a contact name; 2) phone number; 3) purchase order number; 4) part number; 5) Product description; 6) original and discounted Product price 7) percentage Customer owes and percentage SLD owes (if applicable) 8) ship to location; 9) bill to location; and 10) 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.

C. Assistance with Order

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 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. FOR THOSE PRODUCTS CHANGE AND THAT CHANGE OCCURS AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BY SELLER 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 IF AVAILABLE, UPON SLD'S APPROVAL REGARDING PRODUCT SUBSTITUTION.

4. PRICE AND PAYMENT TERMS**A. Price**

The Price shall be as stated by Seller's Account Manager in the Product quotation attached hereto as Exhibit I. 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)**1. 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.

2. Form 472 Billed Entity Applicant Reimbursement (BEAR) Method

Seller will invoice Customer for their 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.

All payments for both methods shall be submitted to the address presented below:

CDW Government LLC
Attn: Accounts Receivable
230 N. Milwaukee Ave.
Vernon Hills, IL 60061

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.

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% OF THE PRODUCT PRICE IN THE EVENT THAT CUSTOMER PLACES AN ORDER FOR PRODUCTS FOR WHICH SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT AND REFUSES PAYMENT TO SELLER OF THE DISCOUNTED AMOUNT FOR SUCH PRODUCTS. IF SLD DISALLOWS CUSTOMER'S REQUEST FOR DISCOUNT CUSTOMER IS IN NO WAY REQUIRED TO PLACE THE ORDER FOR PRODUCTS.

Customers that choose to order E-Rate Eligible Products prior to July 1 shall be required to use the BEAR Method.

5. 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.

6. TERM & RENEWAL OF AGREEMENT

The term of this Agreement shall be for a period of one (1) year commencing on the Effective Date. Notwithstanding the foregoing, Seller may terminate this Agreement at any time for any reason upon thirty (30) days prior written notice to the Customer. In addition, the Customer may immediately terminate this Agreement upon written notice to Seller in the event that funds are not appropriated to

Customer under this program ("Termination Notice"). In the event that Customer terminates this Agreement due to non-appropriation of funds, then Seller may immediately cease performance. However, the Customer shall still be liable for any Products that Seller has shipped in addition to any support for which Customer has subscribed and/or purchased prior to Seller's receipt of the Termination Notice. Customer will also pay Seller for any out-of-pocket costs resulting from any such termination.

The term of this Agreement may be renewed at any time upon the mutual signature by Seller and Customer. The renewal shall be based on an extension of funding from the SLD.

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 at the following address:

If to Seller:

CDW Government LLC
Attn.: Director, Program Sales
2 Corporate Drive, Suite 800
Shelton, CT 06484

If to Customer:

SCHOOL DISTRICT OF ST CHARLES
KEVIN RICHMILLER
400 N 6TH ST
SAINT CHARLES, MO, 63301-1838

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 the State of Illinois, without regard to conflicts of laws rules. Any litigation will be brought exclusively in Lake County, Illinois, and Customer consents to the jurisdiction of the federal and state courts located therein, submit to the jurisdiction thereof and waives the right to change venue. Customer further consents to the exercise of personal jurisdiction by any such court with respect to any such proceeding.

11. DOCUMENT RETENTION

All documents related to this Agreement will be kept on file by both Parties for 10 years after the project completion in accordance with the rules of the SLD.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first above written. **This contract is for Funding Year 20 (2017) which begins July 1, 2017 and extends until June 30, 2018.**

CDW Government LLC


(Authorized Signature)

Mark A. Ellis

Printed Name

Title: Manager-Program Management

Date: 3.1.2017

Customer


(Authorized Signature)

Charles W. Brzezinski

Printed Name

Title: Assistant Superintendent of Business & Technology

Date: 3/1/17

EXHIBIT I
Quote

QUOTE CONFIRMATION



DEAR KEVIN RICHMILLER,

Thank you for considering CDW•G for your computing needs. The details of your quote are below. [Click here](#) to convert your quote to an order.

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
HRKF534	2/2/2017	ERATE 2017	1977395	\$94,390.20

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<u>APC Smart-UPS 1500VA LCD RM 2U UPS</u> Mfg. Part#: SMT1500RM2U UNSPSC: 39121011 Contract: Standard Pricing	4	2262378	\$613.30	\$2,453.20
<u>Aruba Instant IAP-325 - wireless access point</u> Mfg. Part#: JW327A UNSPSC: 43222631 Contract: Standard Pricing	126	4361034	\$575.00	\$72,450.00
<u>Aruba LIC-AP Controller - Capacity License</u> Mfg. Part#: JW472AAE UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4361171	\$29.70	\$297.00
<u>HPE Foundation Care 24x7 Service - technical support - for Aruba Enable Sup</u> Mfg. Part#: H2YU3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362463	\$6.25	\$62.50
<u>Aruba Policy Enforcement Firewall - license</u> Mfg. Part#: JW473AAE UNSPSC: 43233204 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4361172	\$29.70	\$297.00
<u>HPE Foundation Care 24x7 Service - technical support - for Aruba Policy Enf</u> Mfg. Part#: H2XX3E UNSPSC: 81112201 Electronic distribution - NO MEDIA Contract: Standard Pricing	10	4362451	\$6.25	\$62.50
<u>Cisco Catalyst 3650-24PS-S - switch - 24 ports - managed - rack-mountable</u> Mfg. Part#: WS-C3650-24PS-S UNSPSC: 43222612 Contract: Standard Pricing	8	3163734	\$2,346.00	\$18,768.00

PURCHASER BILLING INFO	SUBTOTAL	\$94,390.20
------------------------	----------	-------------

Billing Address: SCHOOL DISTRICT OF ST CHARLES ACCTS PAYABLE 400 N 6TH ST SAINT CHARLES, MO 63301-1838 Phone: (636) 724-5840 Payment Terms: Net 30 Govt-E-rate	SHIPPING	\$0.00
	GRAND TOTAL	\$94,390.20
DELIVER TO	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515	
Shipping Address: SCHOOL DISTRICT OF ST CHARLES KEVIN RICHMILLER 400 N 6TH ST SAINT CHARLES, MO 63301-1838 Phone: (636) 724-5840 Shipping Method: UPS Ground (1- 2 day)		

Need Assistance? CDW•G SALES CONTACT INFORMATION



Michael Swartz

(866) 224-6471

michswa@cdwg.com

This quote is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdwg.com/content/terms-conditions/product-sales.aspx>
For more information, contact a CDW account manager

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EXHIBIT I
USAC Selective Review Questions

8/22/2017

BEN 136937 – School District of the City of St. Charles – Selective Review Follow Up #1
Application #171037633, 171003802

I. Form 471 #171003802 FRsN 17990006340, 1799006352, 1799006364, 1799006375, 1799006379, 1799006387, 1799006400, 1799006411 (CDW Government)

(a) Please provide copies of the bids received from Gov Connection and CDW Government.

See attachments:

1. 136937-City of St Charles SD-171037633-CDW erate2017 bid-Ia 1 of 2
2. 136937-City of St Charles SD-171037633-GovConnection#24286272_02-W1-Ia 2 of 2

(b) Please provide a copy of the documentation that shows how you selected CDW Government.

See attachment:

136937-City of St Charles SD-171037633-2017 Dynamic Vendor Evaluation Worksheet Wireless APs-Ib.xlsx

(c) In your response to the Selective Review Information Request, you indicated that Persevus LLC had inquired about equipment and then never responded to your follow up email. However, that correspondence was not included in your response. Please provide a copy of your correspondence with Persevus LLC.

See attachment:

136937-City of St Charles SD-171037633-Persevus-Ic Persevus only emails

II. Form 471 #171037633, FRN 1799084213 (Charter Fiberlink-Missouri)

1. You have indicated in your response to the Selective Review Information Request that four bids were received for the services requested in this FRN.

(a) Please provide a list of the four bidders and the date on which each bid was received.

See Attachment for explanation

136937-SD-City of St Charles-2017 Selective Review Follow Up #1 Questions and Answers

(b) Please provide copies of all bids.

See Attachment for explanation

136937-SD-City of St Charles-2017 Selective Review Follow Up #1 Questions and Answers

(c) Please indicate whether any bids were disqualified or non-responsive. If this is the case, please identify the reason why each of the bids was disqualified and where the requirement that was not met is cited in documentation available to the vendor, i.e., RFP or Form 470.

See Attachment for explanation

136937-SD-City of St Charles-2017 Selective Review Follow Up #1 Questions and Answers

8/22/2017

BEN 136937 – School District of the City of St. Charles – Selective Review Follow Up #1
Application #171037633, 171003802

(d) Please provide a copy of the Vendor Selection score sheet.

See Attachment for explanation

136937-SD-City of St Charles-2017 Selective Review Follow Up #1 Questions and Answers

(e) It appears that the Charter Fiberlink contract which you provided is a copy of the contract renewal which is dated 1/29/2014 by the vendor, and supports \$9,138/month. Please provide a copy of the original contract which was signed in 2013, and documentation supporting the 5-year term of the contract – i.e. contract expiration date of 6/30/2018

See attachments:

1. 136937-City of St Charles SD-171037633-Charter 2013 Signed agreement-Ile

AND

2. 136937-SD-City of St Charles-2017 Selective Review Follow Up #1 Questions and Answers

III. Form 471 #171037633, FRNs 1799084275, 1799084299 (City of St. Charles Missouri)

(a) You have indicated in your response to the Selective Review Information Request that an Addendum to the RFP “City of St Charles School District Wide Area Network Improvement Project” was issued on 12/19/2016. Please provide a copy of this Addendum.

See attachment:

136937-City of St Charles SD-171037633-Fiber WAN Addendum 1-IIIa.docx

(b) You have indicated that four bids were received from Unite Private Network, City of St. Charles, Fidelity Link and Charter. You provided copies of bids from Unite Private Network, City of St. Charles and Fidelity Link. Please provide a copy of the Charter bid.

See attachment:

136937-City of St Charles SD-171037633-Charters Response to SCSD's Fiber proposal-IIIb

(c) The bid from the City of St. Charles refers to a “15-year lease schedule on page 11”. However, this was not included in the bid documents which you provided. Please provide a copy of the bid received from the City of St Charles with all referenced attachments.

See attachment:

1. 136937-City of St Charles SD-171037633-Signed agreement with the City-IIIc.pdf

AND

2. 136937-SD-City of St Charles-2017 Selective Review Follow Up #1 Questions and Answers

(d) You have indicated that four bids were received. Please provide a copy of the Vendor Selection Score Sheet.

8/22/2017

BEN 136937 – School District of the City of St. Charles – Selective Review Follow Up #1

Application #171037633, 171003802

See attachment:

136937-City of St Charles SD-171037633-2017 Dynamic Vendor Evaluation Worksheet City

o...rles WAN-IIIId.xlsx

EXHIBIT J
St. Charles' USAC Appeal

LETTER of APPEAL

USAC Appeal (ARUBA) FY17

3/1/18 pending

December 22, 2017

Schools and Libraries Division – Correspondence Unit
30 Lanidex Plaza West
PO Box 685
Parsippany, NJ 07054-0685

Applicant/Appellant Name:	Richard Senturia, Consultant for Applicant/Appellant
Applicant/Appellant:	School District of the City of St. Charles
FCC Registration Number:	0013934518
Billed Entity Number (BEN)	136937
Form 471 Application Number:	171003802
Funding Request Number(s):	1799006340, 1799006352, 1799006364, 1799006375, 1799006379, 1799006387, 1799006400, 1799006411.

To whom it may concern:

We appeal the Funding Commitment Decision denying funding for the School District of the City of St. Charles (BEN 136937) and seek restoration of funding for FRNs 1799006340, 1799006352, 1799006364, 1799006375, 1799006379, 1799006387, 1799006400 and 1799006411.

The reviewer denied funding of the above FRNs on the following basis:

“The description for the products and services in your correspondence to potential vendors for all of the products and/or services in the FRN contains a particular manufacturer’s name, brand, products and/or services without also specifying “or equivalent”. This is a competitive bidding violation because there is no indication that your correspondence is also allowing a service provider to submit a bid for equivalent products and/or services. This undermines the competitive bidding process by eliminating the opportunity for the applicant to purchase an equivalent or better product that may be less expensive or to choose a less expensive service provider.”

Contrary to the findings of the reviewer, the applicant did not communicate improperly or incorrectly with any vendor, or about any vendor.

At the time the applicant filed its Form 470, it owned an existing Aruba network with Aruba controllers and wireless equipment. On the relevant Form 470, the applicant sought 126 Wireless Access Points, “Aruba or equivalent.” That language fully and properly complied with

FCC/USAC rules, regulations and requirements. The language "or equivalent" makes clear that vendors may submit bids for compatible brands.

The applicant fully complied with all USAC rules and requirements during the bid process. Potential vendor Yellow Dog specifically asked the applicant several times what equipment the applicant currently owned. In the attached email dated January 31, 2017, potential vendor Yellow Dog specifically asked:

Are you interested in looking at premise based wi-fi controllers or cloud management?

Is this requested destined to integrate with existing district networks?

What UPS' does the district use today? Are these UPS for new production location or are they replacing existing UPS?

In direct response, the applicant stated in the attached email to Yellow Dog dated February 1, 2017, "We have Aruba controllers so we are only looking for Aruba wireless solutions." This email exchange demonstrates that the applicant responded to specific questions from a potential vendor regarding existing equipment and compatible wireless solutions.

The applicant's response accurately reflected the compatibility and functional characteristics of its current network. Kevin Richmiller, Director of Technology for the applicant, explained in the attached email that no other wireless access points will work with an Aruba network based on Aruba controllers, other than Aruba access points. Because the applicant required access points that would integrate with existing network equipment, it responded appropriately and accurately regarding Aruba access points. Neither Yellow Dog nor any other potential vendor offered any information to contradict the need for Aruba equipment because it must integrate with an existing Aruba network. Neither Yellow Dog nor any other potential vendor offered any other compatible wireless solution.

The applicant's documentation of the bid process demonstrates that it fully complied with the rules throughout the process. On the vendor evaluation spreadsheet, the applicant stated, "Yellow Dog did not bid after it was specified we had Aruba controllers and wireless." Thus, the applicant yet again accurately and appropriately described their existing equipment.

If Yellow Dog or any other potential vendor desires to supply equipment other than Aruba, they should explain clearly to the applicant during the bidding window: a) the equipment options they can offer other than Aruba; and, b) how those wireless solutions would integrate with the applicant's existing network. The applicant properly documented on its vendor evaluation spreadsheet that Yellow Dog chose not to do so, and instead simply chose not to bid. A vendor choosing not to bid after gathering specific and accurate information from the applicant does not constitute any violation of USAC rules.

Furthermore, the applicant took that decision by Yellow Dog not to bid as confirmation that only Aruba access points would integrate with existing Aruba controllers and wireless equipment. Yellow Dog never offered any compatible solutions. The vendors hold expertise about compatibility of equipment and, if any other compatible solutions exist, the vendors should explain that fact during the bid window and offer compatible solutions.

The applicant chose the lowest priced bid from among the bids it received. Moreover, Kevin Richmiller explained in the attached email that if the applicant chose a bid for non-Aruba access points, it would need to replace its existing Aruba wireless controllers and incur significant costs to do so, as much as \$100,000. The applicant instead chose the most cost-effective solution using Aruba access points to integrate with its existing Aruba controllers and obviate the need to replace those controllers at high cost.

The applicant accurately responded to direct and specific vendor questions about its existing equipment. No waste, fraud or abuse arose from this funding request. The funding request resulted in receipt of eligible services from an eligible vendor, with no negative or improper effect on the Schools and Libraries Program. In summary, the applicant fully complied with all applicable FCC/USAC rules, regulations and requirements, resulting in the applicant choosing the most cost-effective solution.

Given the evidence presented, we request restoration of funding for FRNs 1799006340, 1799006352, 1799006364, 1799006375, 1799006379, 1799006387, 1799006400 and 1799006411.

Respectfully,

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