

FUNDING COMMITMENT REPORT

Form 471 Application Number: 418348  
Funding Request Number: 1151462 Funding Status: Not Funded  
Services Ordered: Internal Connections  
SPIN: 143027179 Service Provider Name: Friedman Computer Solutions, Inc.  
Contract Number: N/A  
Billing Account Number: HCS  
Service Start Date: 07/01/2004  
Contract Expiration Date: 06/30/2005  
Site Identifier: 228148  
Annual Pre-discount Amount for Eligible Recurring Charges: \$.00  
Annual Pre-discount Amount for Eligible Non-recurring Charges: \$3,435.00  
Pre-discount Amount: \$3,435.00  
Discount Percentage Approved by the SLD: N/A  
Funding Commitment Decision: \$0.00 - Selective - Bidding Violation  
Funding Commitment Decision Explanation: During the course of review, you were asked to provide information regarding Martin Friedman and Alemar Consulting and the roles he played at your school, including his role in the competitive bidding and vendor selection process. You did not respond to that request for information and we are unable to make a determination if your school engaged in an open and fair competitive bidding process free from conflicts of interest so funding is denied.

FUNDING COMMITMENT REPORT

Form 471 Application Number: 418348  
Funding Request Number: 1151468 Funding Status: Not Funded  
Services Ordered: Internal Connections  
SPIN: 143027179 Service Provider Name: Friedman Computer Solutions, Inc.  
Contract Number: N/A  
Billing Account Number: HCS  
Service Start Date: 07/01/2004  
Contract Expiration Date: 06/30/2005  
Site Identifier: 228148  
Annual Pre-discount Amount for Eligible Recurring Charges: \$.00  
Annual Pre-discount Amount for Eligible Non-recurring Charges: \$1,291.63  
Pre-discount Amount: \$1,291.63  
Discount Percentage Approved by the SLD: N/A  
Funding Commitment Decision: \$0.00 - Selective - Bidding Violation  
Funding Commitment Decision Explanation: During the course of review, you were asked to provide information regarding Martin Friedman and Alemar Consulting and the roles he played at your school, including his role in the competitive bidding and vendor selection process. You did not respond to that request for information and we are unable to make a determination if your school engaged in an open and fair competitive bidding process free from conflicts of interest so funding is denied.

FUNDING COMMITMENT REPORT

Form 471 Application Number: 418348  
Funding Request Number: 1151472 Funding Status: Not Funded  
Services Ordered: Internal Connections  
SPIN: 143020873 Service Provider Name: CompuWorld, Inc.  
Contract Number: N/A  
Billing Account Number: HCS  
Service Start Date: 07/01/2004  
Contract Expiration Date: 06/30/2005  
Site Identifier: 228148  
Annual Pre-discount Amount for Eligible Recurring Charges: \$.00  
Annual Pre-discount Amount for Eligible Non-recurring Charges: \$1,695.00  
Pre-discount Amount: \$1,695.00  
Discount Percentage Approved by the SLD: N/A  
Funding Commitment Decision: \$0.00 - Selective - Bidding Violation  
Funding Commitment Decision Explanation: During the course of review, you were asked to provide information regarding Martin Friedman and Alemar Consulting and the roles he played at your school, including his role in the competitive bidding and vendor selection process. You did not respond to that request for information and we are unable to make a determination if your school engaged in an open and fair competitive bidding process free from conflicts of interest so funding is denied.

FUNDING COMMITMENT REPORT

Form 471 Application Number: 418348  
Funding Request Number: 1151477 Funding Status: Not Funded  
Services Ordered: Internal Connections  
SPIN: 143004851 Service Provider Name: ProMedia Technology Services, Inc.  
Contract Number: Almr-Haram-02  
Billing Account Number: HCS  
Service Start Date: 07/01/2004  
Contract Expiration Date: 06/30/2005  
Site Identifier: 228148  
Annual Pre-discount Amount for Eligible Recurring Charges: \$.00  
Annual Pre-discount Amount for Eligible Non-recurring Charges: \$13,590.00  
Pre-discount Amount: \$13,590.00  
Discount Percentage Approved by the SLD: N/A  
Funding Commitment Decision: \$0.00 - Selective - Bidding Violation  
Funding Commitment Decision Explanation: MR1: The dollars requested were reduced to remove: the ineligible products: Camera & mic <><><><> DR1: During the course of review, you were asked to provide information regarding Martin Friedman and Alemar Consulting and the roles he played at your school, including his role in the competitive bidding and vendor selection process. You did not respond to that request for information and we are unable to make a determination if your school engaged in an open and fair competitive bidding process free from conflicts of interest so funding is denied.

FUNDING COMMITMENT REPORT

Form 471 Application Number: 418348  
Funding Request Number: 1151479 Funding Status: Not Funded  
Services Ordered: Internal Connections  
SPIN: 143020661 Service Provider Name: Final Mile Technologies  
Contract Number: N/A  
Billing Account Number: HCS  
Service Start Date: 07/01/2004  
Contract Expiration Date: 06/30/2005  
Site Identifier: 228148  
Annual Pre-discount Amount for Eligible Recurring Charges: \$.00  
Annual Pre-discount Amount for Eligible Non-recurring Charges: \$6,100.00  
Pre-discount Amount: \$6,100.00  
Discount Percentage Approved by the SLD: N/A  
Funding Commitment Decision: \$0.00 - Selective - Bidding Violation  
Funding Commitment Decision Explanation: During the course of review, you were asked to provide information regarding Martin Friedman and Alemar Consulting and the roles he played at your school, including his role in the competitive bidding and vendor selection process. You did not respond to that request for information and we are unable to make a determination if your school engaged in an open and fair competitive bidding process free from conflicts of interest so funding is denied.



Date: 02/16/2005  
To: Bob Leipow  
Phone: 973-581-6738  
Fax: 973-599-6515  
Subject: Funding year 2004 E-Rate Case SR-2004-BEN# 228148 –  
HARAMBEE INSTITUTE CHARTER SCHOOL

\*\*\*                      \*\*\*                      \*\*\*

This is a reply to the information you recently requested in reference to the **E-RATE Selective Review Information Request for Funding Year 2004**.

**-1- Technology Plan:**

- Please indicate the date intervals the plan pertains to.

The date intervals for the plan are from 07/01/2002 to 6/30/2005

**-2- Budget:**

- HARAMBEE Charter School's funding share is \$16,338.55 and this amount should be substantiated in the budget. We need to see where the impact on the budget is, in both the expense and revenue side.
- At this time, do you have an approved operating budget for 2004-2005? If so, please submit the appropriate pages from the operating budget for 2004-2005 showing both revenues and expenses, indicating where your portion of e-rate is allocated.
- Be sure to clearly state the budget is the approved operating budget. Be sure to specify the name of the entity to which the budget applies (which School?), the timeframe that the budget covers, including a starting date and ending date (for example, July 1, 2003 - Jun 30, 2004), and the statement that this budget is approved.
- Writing on the actual budget, draw an arrow next to each fund/budget line, on BOTH the revenue and expense side of your budget, showing where you have allocated the necessary dollars for your share of E-Rate. Please write the specific amount that will come from each fund/budget line. For example, if budget line A002 contains \$200,000 and \$130,000 will be used to pay your share of E-Rate, then please draw an arrow to it and write "E-Rate, \$130,000."

The budget documents are attached. Budget page 2-1 indicates that this is the approved budget; Budget page 2-2 shows the revenues from local sources more than compensate for the \$16,338.55 committed to the eRate; Budget page 2-3 shows that the amounts for Telecomm (\$3,655.08), Internet (\$2,531.50) and Internal Connections (\$10,151.97), are covered in Support Services – Administration (\$661,400).

### -3- Maintenance:

- Please document your plans for maintaining your equipment both old and new as well as ineligible hardware.
  - Is the equipment under warranty?
  - Do you have a maintenance contract?
  - Do you have a maintenance staff that maintains the equipment?
  - If so please include their salaries on the Item 25 worksheet if you have not already done so.

All equipment, with the exception of a number of student workstations, is relatively new and has existing warranties. Those not covered under warranty are low cost, refurbished machines, that are replaced rather than repaired; the cost of which would be included under hardware expenditures. The Item 25 Worksheet shows a jump from \$25K to \$47, 500. This jump reflects the addition of a new technical person who has been added to staff.

### -4- Equipment Quantities:

The FAXBACK page 1 you submitted (Item 25 worksheet summary) did not have equipment quantities. The only information provided was 165 computers. Please fully describe the number of computers servers and drops as requested in the following table:

	As of 7/1/2004	As of 6/30/2005
The number if <b>computers</b> connected to the internet	<b>110</b>	<b>165</b>
The number of <b>servers</b> in your school	<b>4</b>	<b>4</b>
The number of data and voice <b>drops</b> in your school	<b>250</b>	<b>280</b>

### -5- Summary Table:

Please refer to the summary table on the next page, which will be used to direct the context of the next few sections. I summarized all 471s and your 6/2004 information package to create this table.

- Please verify: Are the cited Form 470's on each of those FRNs your establishing Form 470(s)? **Except for the single indicated FRN, the cited 470 is the originating 470**
- Are the Contract Award Dates (CAD) correct? **The contracts were signed on January 30, 2004 with a reported award date of January 30<sup>th</sup>. The multi-year contracts were signed on January 28,2003. Therefore the CADs listed on the 471 would be correct.**
- Please provide C, T, or MTM for each FRN, indicating contract, tariff, or month-to-month service basis. **Completed**
- Please replace blanks and question marks with the actual data. **Completed**
- Please verify: do you agree with everything on this table, if not, please explain. **The table, as amended, is correct.**

#	APP	FRN	VENDOR	\$	Cat.	ACD from 471	C, T, MTM	CAD from 471	contract's contract award date	470#	# bids	RFP ?
1	418328	1151307	Southgern NJ Internet	6,960	T	01/05/04	MTM	01/30/04	1/28/03	281500000428447	1	no
2	418328	1151317	Southgern NJ Internet	21,000	IA	01/05/04	MTM	01/30/04	1/28/03	281500000428447	1	no
3	418328	1151324	Nextel	44,183	T	01/05/04	MTM	01/30/04	1/30/04	766010000478971	2	no
4	418328	1151328	Final Mile technology	900	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	1	no
5	418328	1151336	Webgatherings	21,775	IA	01/05/04	C	01/30/04	1/30/04	766010000478971	2	no
6	418348	1151396	Geoffrey P Deans	19,760	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	4	no
7	418348	1151402	Complete Convergence	2,500	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	2	no
8	418348	1151409	Complete Convergence	2,314	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	2	no
9	418348	1151424	Complete Convergence	7,955	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	1	no
10	418348	1151430	Complete Convergence	13,745	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	3	no
11	418348	1151443	ComTec	15,000	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	1	no
12	418348	1151449	Informed resources	5,625	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	DROP	no
13	418348	1151462	Friedman Computer	3,435	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	4	no
14	418348	1151468	Friedman Computer	1,292	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	2	no
15	418348	1151472	CompUworld	1,695	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	2	no
16	418348	1151477	Promedia	13590	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	1	no
17	418348	1151479	Final Mile technology	6100	IC	01/05/04	C	01/30/04	1/30/04	766010000478971	2	no

## -6- Bids:

- Please confirm that the number of bids as listed in the summary table is correct. The corrections to the table are reflected in **red**.
- Please provide copies of **all** bids received for **ALL** funding requests (Telecommunications Services, Internet Access, and Internal Connections), including month to month and tariff services.
  - As I will be looking for one contract per FRN, and there are 17 FRNs, **please clearly label each contract with its associated FRN**.

### **Copies of all Bids:**

Many vendors bid multiple FRNs and listed them in various ways within their proposals. These quotes, and other related materials, are arranged alphabetically by vendor then numbered by vendor with FRNs clearly marked and identified to the quote(s). (Section 6-1 – 6-24)

[**NOTE:** These pages are attached to the end of this document in order to facilitate an easier reading of this reply.]

### **Copies of Contracts: (See section 8, P. 7)**

Contracts are listed by FRN. (Section. 8-1 – 8-19)

## -7- Vendor Selection:

The Table indicates most FRNs were subject to multiple bids. This section delves into your vendor selection process for each of the FRNs that had more than 1 bid. Please provide answers to the following questions on an FRN-by-FRN basis. i.e., provide 19 answers – one answer per FRN that had multiple bids. On an FRN-by-FRN basis:

- Please indicate who the bidders were.
- Please indicate who the chosen vendor was.
- Tell us what was your primary factor for choosing the Service Provider you chose.
- Please provide complete documentation indicating how and why you selected the provider.
  - This documentation should include a description of your evaluation process and the factors you used to determine the winning bid. If more than one factor was used to determine the winning bids please indicate the **weighting** of those factors in percentages indicating which factor was the primary factor for the selection of the winning bids. If evaluation sheet(s) were used please provide those.

There were **10** FRNs remaining after removing the cancelled FRN and the seven that received a single bid. Each FRN lists the bidders with the chosen vendor bolded in red. Once a vendor qualified, the primary factor was lowest reasonable price.

In general, a vendor qualified if they provided a complete proposal including specified references and letters of reference, evidence of industry recognized certification for the work proposed and/or authorization as reseller of the goods proposed, and had completed a site visit if they intended to provide cabling services. A contract with the clause requiring SLD funding to effectuate the contract was also to be included. Finally, vendor had to clearly identify, for the school, eRate eligible vs. non-eligible goods and services needed to complete the proposed project and their respective costs. If a vendor could not substantiate that they were qualified to do the work or deliver the goods, they were disqualified. If a vendor did not offer the requested goods and services as listed on the 470, the information packet, and information provided during the site visit, they were disqualified. Qualified vendors' proposals were then compared at the lowest unit cost or the lowest cost of completing the project.

Price was the primary factor in all choices. Although the school did not create a document that illustrates any specific weighting of factors, in essence, all bids were evaluated in this manner:

- 33% - Eligible goods/services that met specifications/requirements
- 33% - Qualifications to do the job
- 34% - PRICE

**FRN 1151307 (Y6: FRN 980576): (Southern NJ Internet (SNIP))** – This would be the second year of a 3 year contract bid under 470# 617160000428456.

**FRN 1151317 (Y6: FRN 980579): (SNIP)** – This would be the second year of a 3 year contract bid under 470# 617160000428456.

**FRN 1151324: (T-Mobile; NEXTEL)** Cellular service proposal from T-mobile did not provide the required direct connect and broadcast features specified in the in the Form 470 and

information packet and was therefore disqualified. NEXTEL became the sole remaining bidder that met the requirements.

**FRN 1151336: (FCS; WebGatherings)** Webgatherings was the lowest bidder.

**FRN 1151396: (Promedia; FCS; Complete Convergence (MTG); Geoffrey P. Deans)** A comparison of the FCS bid of \$14,500 and \$11,940 to the successful vendor's bid of \$19,600 was difficult as it was impossible to estimate the per unit (hr) cost of the \$14,500. Using the second amount and assuming that a day is 8 hours, the per hour cost would be about \$124. As Geoffrey Deans was at \$95/hr, his was the lowest per unit (per hour) cost.

**FRN 1151402: (ComTec; MTG)** MTG was the lowest qualified bidder for wire & cable maintenance.

**FRN 1151409: (Promedia; MTG)** MTG was the lowest qualified bidder for the extended warranties. ProMedia bis servers as well.

**FRN 1151430: (FCS; Promedia; MTG)** Vendors at the site visit were informed that wiring closets connected via a gigabit fiber backbone. A quick check on the pricing quoted by FCS and a subsequent call to the vendor found that FCS had bid refurbished switches and this portion of their quote was disqualified. The amount included in the MTG FRN includes the cost of an Internet router, not bid by Promedia, who also included an additional \$1860 to manage the project and did not submit proper certifications for the job. MTG was the lowest qualified bidder for the requested network electronics project.

**FRN 1151462: (ProMedia; CompuWorld; MTG; FCS):** FCS proposed the lowest firewall solution.

**FRN 1151468: (MTG; FCS)** FCS was the lowest bidder for the wireless cards.

**FRN 1151472: (MTG; CompuWorld)** CompuWorld was the lowest bidder for the Tape backup system.

**FRN 1151479: (MTG; Final Mile)** As MTG uses Final Mile for cabling there was an obvious disconnect with the proposals. A quick call to MTG found that they misquoted this project and they therefore pulled this portion of the proposal ; Final Mile was then the sole bidder.

## -8- Contracts:

- For Each FRN in the Table, Please provide copies of ALL Contracts.
  - **This is KEY**: when sending copies of contracts please **clearly indicate which contract goes with which Funding Request Number (FRN)**.
- If you cannot provide copies of ALL contracts **then** please explain why. Please provide any other supporting documentation or letters as well.
- If the Contract Award Dates are not the same as what was on the Form 471 application(s), please explain. And, also explain if the price(s) on the contract is (are) not the same as what appears on your Form 471 application(s).
- **Contracts**: Copies of contracts are listed by FRN. (See section 6, P. 4)
- All contracts have been submitted.
- Vendors were required to submit a contract with their bid. Successful vendors' contracts were signed on January 30, 2004. The contract award date was reported on the 471 as January 30th, which was the date I was notified of the awards. Where a vendor's total quote was not accepted, the school would have signed the contract "as amended." This legally binding agreement would stand until a corrected formal contract would be made.

See (Section. 8-1 – 8-19)

## -9- FaxBack

The FaxBack page 4 (signature page) contains two signatures – yours and an "authorized school official's signature." Please provide that signers exact name and title – the signature is unclear.

The authorized school official's signature is John Skieff, CEO

## -10- John Holt's Role:

Please fully describe the role of John Holt, who is named in the amendment to the technology plan as a consultant. Please describe the history of his role with regard to this school. Please provide information/contract regarding Mr. Holt; in our original information request we asked for consultant agreements; we received yours but it appears Mr. Holt's relationship must be also explored. Please also provide name and address of the firm he works for.

Mr. Holt's contract was not tendered because it is not an eRate specific contract. Mr. Holt provides the school with general technology consulting services throughout the year. With regard to the eRate, although I interact directly with school administration, Mr. Holt acts as their liaison to me throughout the process. Specifically, he is my contact for gathering information from the school; he provides me with the general specifications for hardware and conducts any necessary site visits. He also assisted me in gathering data for the development of the school's technology plan and assisted with keying it into the system. Mr. Holt's company is Informed Resources, 5070 Parkside Avenue, Philadelphia, PA 19131. (Mr. Holt's contract follows immediately on pages 8-9.)

## -9- FRN 1152095

When the school realized that these services were ineligible according to the eligibility list's definition of project management, they chose to pull the request. **PLEASE CANCEL FRN 1152095** – Martin Friedman, Consultant, Harambee Charter School.



Proposal to

Gemantown Settlement  
Harambee Charter School  
Imani Education Circle CS  
Imhotep CS  
Raising Horizons Quest CS  
World Communications CS

Presented By:

**Craig Patterson**  
**Data Network Account Consultant**  
**770-492-7003**  
[cbpatterson@att.com](mailto:cbpatterson@att.com)

**January 11, 2002**

Y5 Internet bid 470#  
200870000398996  
Y5 FRN 861875  
Y6 FRN 980579  
Y7 FRN 1151317

Proposal to Schools

~~05/14/05~~ reprinted  
Page 1 of 15

## II. Value to the Schools

### A. Pricing

- **Contract Term:** Contracts are usually one-, two- or three-year terms. MIS + Network Co-Location Service requires a 3-year or 5-year contract term.
- **Service Type:** Service types include AT&T MIS with Managed Router or AT&T MIS (with Customer Managed Router).
- **Access Speed:** Prices increase with increased speeds.
- **Billing Method:** Each billing method has its own pricing grid(s).
- **Options:** Service options selected by the customer may increase monthly fees.

#### Harambee Charter School:

The following prices are for the 1.544Mbps MIS with Managed Router

One-Time Charges	
	For 2 Year Contract
AT&T MIS Installation charges	waived
Local Access Circuit Installation charges	waived
AT&T MIS Options Installation charges (if applicable; list options)	waived
Sub-total	
Recurring Charges	
AT&T MIS Port	\$1025
Local Access Circuit	\$265
AT&T MIS Options (if applicable)	
Sub-total	
Discounts	
	Already applied in above
Sub-total	
<b>GRAND TOTAL:</b>	<b>\$1,290.00</b>

Y5 Internet bid 470#  
 200870000398996  
 Y5 FRN 861875  
 Y6 FRN 980579  
 Y7 FRN 1151317

# Price Quote for Unmanaged Internet Service Quote for:

## HARAMBEE CHARTER SCHOOL

Adelphia Business Solutions T1 Point-to-Point INTERNET Access is a 1.54 Mbps Internet connection delivered via a dedicated T1 connection T1 Internet access is ideal for business with multiple users, Internet applications, internal e-mail servers, internal FTP servers, and 24-hour bandwidth requirements.

### Unmanaged Pricing

Pricing for Full T1 Unmanaged Internet circuit 1year

Y5 Internet bid 470# 200870000398996 Y5 FRN 861875 Y6 FRN 980579 Y7 FRN 1151317
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**Full T1 – With All 5 Schools**                      \$ 1000.00/mo.

\*All above rates include local loop.

One Time Non Recurring Set Up Fee                      \$ Waived

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### Unmanaged Internet Service

#### **T-1 Point-to-Point Internet Access**

ABS T1 Point-to-Point Internet Access is a 1.544Mbps Internet connection delivered via a dedicated T1 connection (Transport line for service not included). T1 Internet access is ideal for businesses with multiple users, Internet applications, internal e-mail servers, internal FTP servers, and 24-hour bandwidth requirements. T1 Internet service requires the customer to purchase a router and CSU/DSU hardware.

*NOTE: ABS is only responsible for the connectivity delivered to the D-Mark or ABS owned hardware. Network connection, IP addressing, software, hardware, internal servers, firewall installation, and other Internet related process are not the responsibility of Adelphia Business Solutions, unless otherwise stated.*

ABS T1 Point-to-Point Internet connectivity comes in several fractional and hardware variations. The Internet service is available in 56K, 128K, 256K, 512K, 768K, and 1.544K on the T1 transport. The fractional service comes from the Internet router not the T1 transport.

ABS also offers three variations of hardware installation: Customer supplied equipment, ABS wholesale of equipment, Hyperion Managed Service.

**Customer supplied equipment:** ABS will assist customers who have existing Router and

CSU/DSU equipment by supplying only the configuration information to the customer. ABS takes responsibility to the smart jack as demarcation for installation, turn-up, testing and monitoring of Internet Services in this configuration. Actual configuration of the equipment, Internal network configurations, internal addressing of network with IP addresses and other data services are the responsibility of the customer or the customers data service supplier. Customer has 5 hours of access to assigned installation Network Engineer for free and 8 hours of access to Regional Operational Engineer for Installation.

Y5 Internet bid 470#  
200870000398996  
Y5 FRN 861875  
Y6 FRN 980579  
Y7 FRN 1151317



# Internet and Telecommunication Services

100-A Twinbridge Drive, Pennsauken, NJ 08110 • 1-888-SNiP-600 • Fax: 856-662-8641 • www.snip.net • sales@snip.net

Wednesday, January 09, 2002

HARAMBEE CHARTER SCHOOL c/o  
Martin Friedman  
442 Lyndhurst Drive  
Broomall, PA 19008-4146

Re: Dedicated Internet access

Dear Mr. Friedman,

Enclosed for your consideration is a proposal for SNiP to provide dedicated Internet access for the HARAMBEE CHARTER SCHOOL.

The Services that SNiP will provide are as follows:

- (1) Frame Relay T-1 Line or (1) Point to Point T-1 154K local loop
- 768/1536K Internet Bandwidth or 1.54K of Internet bandwidth
- Total hands free solution
- Equipment (Cisco router, DSU/CSU, UPS)
- All Installation and Maintenance included at no charge
- 24 hour monitoring /tech support included by a courteous tech support team
- Dedicated Installation Coordinator, ensuring seamless installation
- Complete understanding of the educational market (references enclosed)
- SPIN # 143006994 (eRate)
- Dedicated SNiP Representative
- Web Hosting/Domain
- Email Hosting (75 boxes)
- Monthly invoicing

*Internet*

Total Monthly Recurring Cost: \$836.00 (Frame Relay T-1 768/1536K)  
\$876.00 (Point to Point T-1 1.54K)

Based on a 36-month agreement.

Please feel free to contact me should you require any additional information. Thank you

Respectfully,

Louis Cirucci  
Business Sales Manager  
SNiP

1151317

Accepting 1-14-03  
Pending Board Approv.  
*[Signature]*



# Telecommunication Services

100-A Twinbridge Drive, Pennsauken, NJ 08110 | 1-888-SNIP-600 | Fax: 856-662-8641 | www.snip.net | sales@snip.net

Wednesday, January 15, 2003

Martin Friedman c/o  
Harambee Charter School  
636-640 North 66<sup>th</sup> Street  
Philadelphia, PA 19151

Re: Telephone Services

Dear Martin,

Thank you for your consideration for the following services:

Per month charges

T-1 Transport charge	Equipment*	Line charge*
1 yr. agreement: \$500.00	Included	\$10.00
2 yr. agreement: \$390.00	Included	\$10.00
3 yr. agreement: \$340.00	Included	\$10.00

\*Equipment: Channel Bank to convert digital T-1 to individual copper lines (phone lines)

\*Line charge: per line (channel, individual) i.e. 8 required lines would cost \$80.00

Services	Rates
Local/Local Toll*	\$0.016
Long Distance	\$0.048

\*includes all calls made to 215,610,484, and 267

Thank you,  
Louis Cirucci  
SNiP Telecommunications  
888-764-7600 x1029  
cell 866-818-9056

1151307

Accepted 1-24-03  
*John D. [Signature]*

Y6 SNIP Phone bid agreement  
FRN 1151307



# Telecommunication Services

100-A Twinbridge Drive, Pennsauken, NJ 08110 | 1-888-SNIP-600 | Fax: 856-862-8641 | www.snip.net | sales@snip.net

Wednesday, January 15, 2003

Martin Friedman c/o  
Harambee Charter School  
636-640 North 66<sup>th</sup> Street  
Philadelphia, PA 19151

Re: Telephone Services

Dear Martin,

Thank you for your consideration for the following services:

Per month charges

T-1 Transport charge	Equipment*	Line charge*
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Services	Rates
Local/Local Toll*	\$0.016
Long Distance	\$0.048

\*includes all calls made to 215,610,484, and 267

Thank you,  
Louis Cirucci  
SNiP Telecommunications  
888-764-7600 x1029  
cell 866-818-9056

1151307

Accepted 1-24-03  
*John D. [Signature]*

Y6 SNIP Phone bid agreement  
FRN 1151307

## Price Quote for Unmanaged Internet Service Quote for:

### HARAMBEE CHARTER SCHOOL

Adelphia Business Solutions T1 Point-to-Point INTERNET Access is a 1.54 Mbps Internet connection delivered via a dedicated T1 connection T1 Internet access is ideal for business with multiple users, Internet applications, internal e-mail servers, internal FTP servers, and 24-hour bandwidth requirements.

### Unmanaged Pricing

Pricing for Full T1 Unmanaged Internet circuit 1year

**Full T1 – With All 5 Schools**                      **\$ 1000.00/mo.**

\*All above rates include local loop.

One Time Non Recurring Set Up Fee              \$ Waived

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### Unmanaged Internet Service

#### **T-1 Point-to-Point Internet Access**

ABS T1 Point-to-Point Internet Access is a 1.544Mbps Internet connection delivered via a dedicated T1 connection (Transport line for service not included). T1 Internet access is ideal for businesses with multiple users, Internet applications, internal e-mail servers, internal FTP servers, and 24-hour bandwidth requirements. T1 Internet service requires the customer to purchase a router and CSU/DSU hardware.

***NOTE:** ABS is only responsible for the connectivity delivered to the D-Mark or ABS owned hardware. Network connection, IP addressing, software, hardware, internal servers, firewall installation, and other Internet related process are not the responsibility of Adelphia Business Solutions, unless otherwise stated.*

ABS T1 Point-to-Point Internet connectivity comes in several fractional and hardware variations. The Internet service is available in 56K, 128K, 256K, 512K, 768K, and 1.544K on the T1 transport. The fractional service comes from the Internet router not the T1 transport.

ABS also offers three variations of hardware installation: Customer supplied equipment, ABS wholesale of equipment, Hyperion Managed Service.

**Customer supplied equipment:** ABS will assist customers who have existing Router and

CSU/DSU equipment by supplying only the configuration information to the customer. ABS takes responsibility to the smart jack as demarcation for installation, turn-up, testing and monitoring of Internet Services in this configuration. Actual configuration of the equipment, Internal network configurations, internal addressing of network with IP addresses and other data services are the responsibility of the customer or the customers data service supplier. Customer has 5 hours of access to assigned installation Network Engineer for free and 8 hours of access to Regional Operational Engineer for Installation.



410 City Avenue  
 Suite 509  
 Bala Cynwyd, PA 19004

Main: (610)-785-1441  
 Fax: (610)-785-1776  
 Prepared by: Wayne Norris

Harambee Charter School  
Cost Analysis  
 One Year Term

	Units Minutes	Verizon Unit Cost	Verizon	PECO Unit Cost	PECO Adelpphia
Custopak Lines	3	\$ 23.41	\$ 70.23	\$ 14.00	\$ 42.00
POTS lines	2	\$ 19.86	\$ 39.72	\$ 14.00	\$ 28.00
ATT Lines	3	\$ 27.93	\$ 83.79	\$ 14.00	\$ 42.00
Value paks	3	\$ 18.40	\$ 55.20	\$ -	\$ -
Local calling		\$ -	\$ 26.63	\$ -	\$ -
Directory Assistance		\$ -	\$ 4.56	\$ -	\$ 3.19
Voice Mail, Call Fwd	1	\$ 14.00	\$ 14.00	\$ 10.00	\$ 10.00
Taxes and Fees			\$ 25.71		\$ 14.93
LD fees			\$ 22.97		\$ 30.80
<b>Total</b>			\$ 342.81		\$ 170.92

\*All State to state traffic is \$.05/min and Instate and Toll is \$.060/min.

Monthly Savings	\$ 171.89
Yearly Savings	\$ 2,062.68
3 Year Savings	\$ 6,188.04

ite's decrease our rates will decrease to reflect the full 30% discount.



Date: 5/16/2005  
To: Bob Leipow  
Phone: 973-581-6738  
Fax: 973-599-6515  
Subject: Funding year 2004 E-Rate Case SR-2004-BEN# 228148 -  
**HARAMBEE CHARTER SCHOOL**

\*\*\*                      \*\*\*                      \*\*\*

This is a reply to the information you recently requested in reference to the **E-RATE Selective Review Information Request for Funding Year 2004**.

-1-

Regarding FRNs 1151307 and 1151317:

- On your **initial response** (the large information package we received from you on May 21, 2004) page 2 & 3 indicate these FRNs are on multi-year contracts.
- In your 3/10/2005 **follow-up response**, on page 8 you indicate the services requested would be the second year of a 3 year contract under 470# **617160000428456**.
- However, the 470# on the summary table on page 6 (of the follow-up response) for these two FRNs is different from the one on page 8. Page 6 shows 470# **281500000428447**.
- In addition, the page 6 summary table indicates FRNs 1151307 and 1151317 are Month-To-Month (MTM), and therefore not on Contract. This conflicts with the assertion, above, that there is a multi-year contract.
- Accordingly, please answer the following questions, for each of the 2 FRNs (**1151307 and 1151317**):

(1a) Please help clarify – Which 470# is the correct establishing 470# used during the competitive bidding process at the time the services agreements were entered for each of these two FRNs (**1151307 and 1151317**)?

*The establishing Form 470 is the specific Form 470, which was posted for that particular service for 28 days, and pursuant to which a contract was signed or an agreement was entered into.*

Please provide for each of the 2 FRNs (**1151307 and 1151317**):

- (1b) The establishing 470 number
- (1c) the number of bids received (e.g., 0,1,2,3... ),
- (1d) copies of each of the bids received in response to the posted 470. Please mark the bids their FRN number,
- (1e) Please provide copies of the signed contracts. Please mark the contracts with their FRN number.

(1f) A detailed explanation for the price difference between the contract and the FRN amount.

Please refer to the **initial response**, appendix F (vendor contracts), first page. Next, please refer to **follow-up response** contracts section, first two pages. These two sets of SNiP contracts appear conflicting with one another.

(1g) Please fully explain this discrepancy; please indicate which is in effect, please provide copies of the contracts your explanation refers to, to assure we are working from the same material.

For **FRN 1151307**: The school was extremely dissatisfied with the PECO-Hyperion telephone service they had and bid out those services for Y6. The establishing 470 is 281500000428447 (FRN 980576). SNIP was the sole bid for these services. Bid agreement and Contract are attached.

For **FRN 1151317**: A 3-year contract was awarded to SNIP in Y5. The establishing 470 is 200870000398996 (FRN 861875). There were 3 bids for these services: AT&T at \$1,290, PECO-Hyperion (Adelphia Business Services) at \$1000 (but only if all 5 schools took the service), and SNIP at \$876. SNIP was the lowest bidder for full T-1 services. The price differential between the bid document and the FRN is that the school chose to add another T1 line in Y7. Since the originating 470 listed the service request as T1 or better, we felt we were safe in doing so. Bids, SNIP agreement, and Contract are attached

The school seems to have a habit of signing off on these documents yearly.

Since these services are billed monthly, they were erroneously listed as month-to-month.

**(NOTE: Attached documents are arranged in this manner: Y5 bids/agreements, Y6 bids/agreements, Y5 SNIP Internet contract, Y6 SNIP phone contract)**

#	APP	FRN	VENDOR	\$	Cat.	ACD from 471	C, T, MTM	CAD from 471	contract's contract award date	470#	# bids	RFP ?
1	418328	1151307	Southern NJ Internet	6,960	T	01/05/04	C	01/30/04	1/28/03	281500000428447	1	no
2	418328	1151317	Southern NJ Internet	21,000	IA	01/05/04	C	01/30/04	1/28/03	200870000398966	3	no

# **Bids/Agreements**