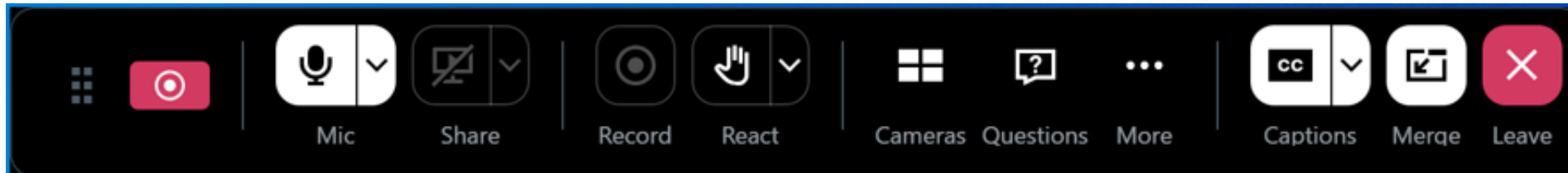


January Tribal Teleconference: Competitive Bidding

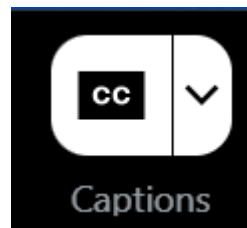
January 14, 2025

Housekeeping – Closed Captioning (CC)

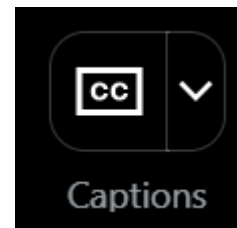
- Attendees control their own captioning



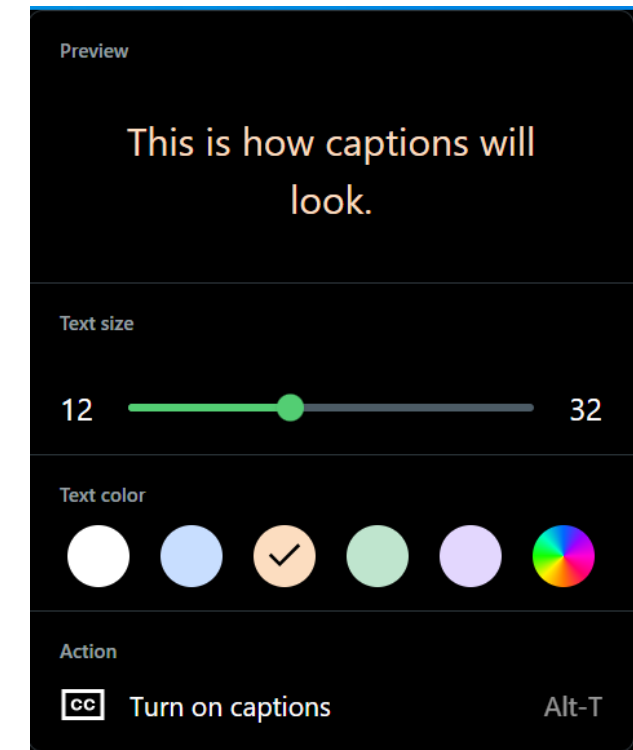
- You control the **font size** and **color** on CC
- Toggle CC off and on at your preference



Captions ON



Captions OFF



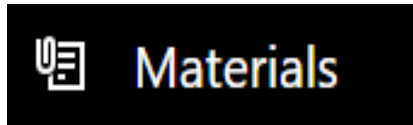
Housekeeping – Audio

- **Audio is available through your computer's speakers**
- Double check your speaker settings
- Make sure you are connected to a source that works
- The audience is muted
- If your audio or slides freeze, restart the webinar

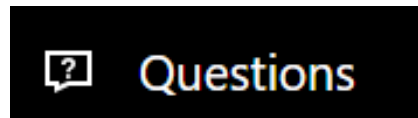


Housekeeping – Materials & Questions

- A copy of the slide deck is in the **Materials** section of the webinar panel



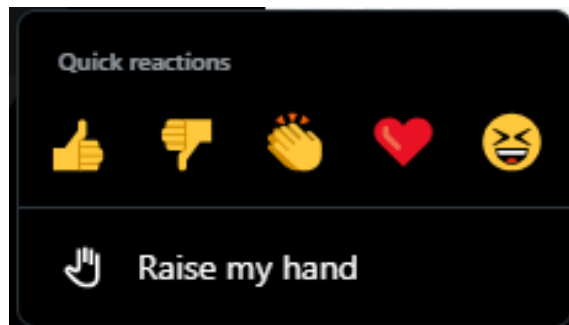
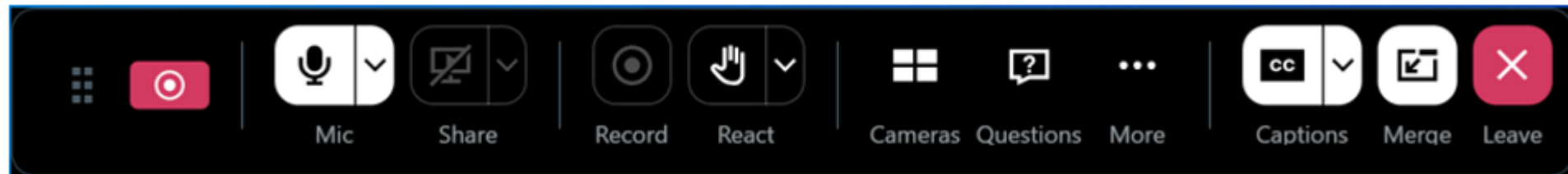
- Enter questions at any time using the **Questions** box



- If the slides freeze, restart the webinar

Housekeeping – Raise Your Hand

- Raise your hand at any time using the **React** box



Disclaimer

To accommodate all attendees, real-time closed captions will be present during this presentation. We apologize in advance for any transcription errors or distractions and appreciate your understanding.

Please be aware that this webinar is being recorded.

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Meet Our Team



Gem Shandiin Labarta

Tribal Liaison | Shared Services
TribalLiaison@usac.org



Cedric Watkins

Program Analyst | E-Rate



Catherine Willis

Senior Director | E-Rate



Shawn Jensen

Associate Manager of Program
Management | E-Rate

Agenda

- Introduction to USAC
- New! Tribal Library E-Rate Advocacy Program (T-LEAP)
- Competitive Bidding Overview
- Questions

Introduction to USAC

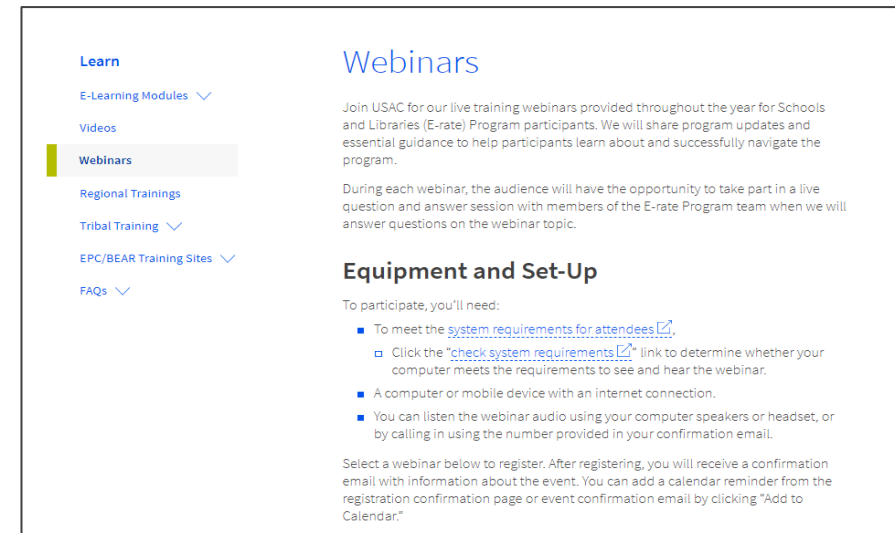
Upcoming Webinar

Our next webinar is on:
January 16 at 2 p.m. ET

E-Rate Eligible Services FY2025 Question & Answer (Q&A) Session

Recommended for: Applicants
and service providers

E-Rate Experience Level: All



The screenshot shows a navigation menu on the left with the following items: Learn, E-Learning Modules (with a dropdown arrow), Videos, Webinars (highlighted with a yellow bar), Regional Trainings, Tribal Training (with a dropdown arrow), EPC/BEAR Training Sites (with a dropdown arrow), and FAQs (with a dropdown arrow). The main content area is titled "Webinars" and contains the following text:

Join USAC for our live training webinars provided throughout the year for Schools and Libraries (E-rate) Program participants. We will share program updates and essential guidance to help participants learn about and successfully navigate the program.

During each webinar, the audience will have the opportunity to take part in a live question and answer session with members of the E-rate Program team when we will answer questions on the webinar topic.

Equipment and Set-Up

To participate, you'll need:

- To meet the [system requirements for attendees](#)
 - Click the ["check system requirements"](#) link to determine whether your computer meets the requirements to see and hear the webinar.
- A computer or mobile device with an internet connection.
- You can listen the webinar audio using your computer speakers or headset, or by calling in using the number provided in your confirmation email.

Select a webinar below to register. After registering, you will receive a confirmation email with information about the event. You can add a calendar reminder from the registration confirmation page or event confirmation email by clicking "Add to Calendar."

Go to the E-Rate [Webinars](#) page for additional information.

Who We Are: The Universal Service Administrative Company

The Universal Service Administrative Company (USAC) is an independent, not-for-profit organization designated by the Federal Communications Commission (FCC) as the permanent administrator of the USF and its four programs.

- **The Universal Service Fund (USF):** Exists to ensure that all people in the United States have access to quality, affordable connectivity service.



Lifeline Program

Discounted phone and internet service to eligible low-income consumers.



High Cost Program

Reduced rates for telecom and broadband services in eligible high-cost areas.



E-Rate Program

Funding for broadband services in eligible schools and libraries.

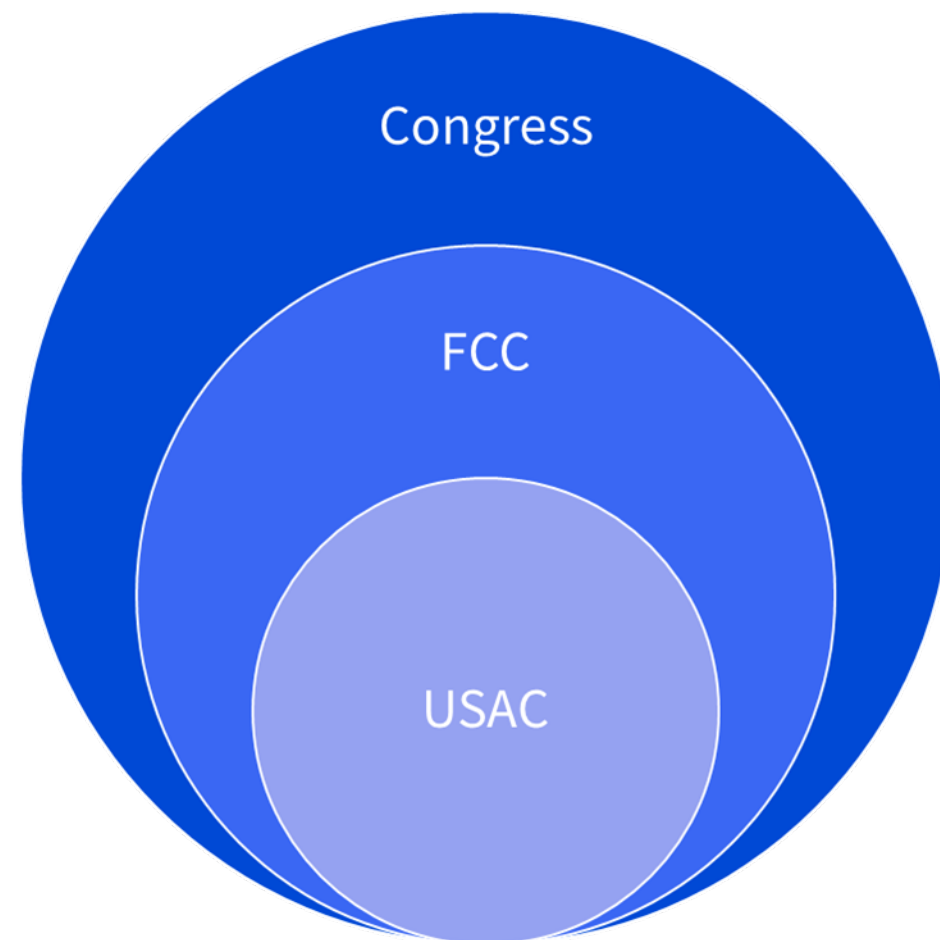


Rural Health Care Program

Funding for telecom and broadband services for eligible rural health care providers.

Who Makes The Rules?

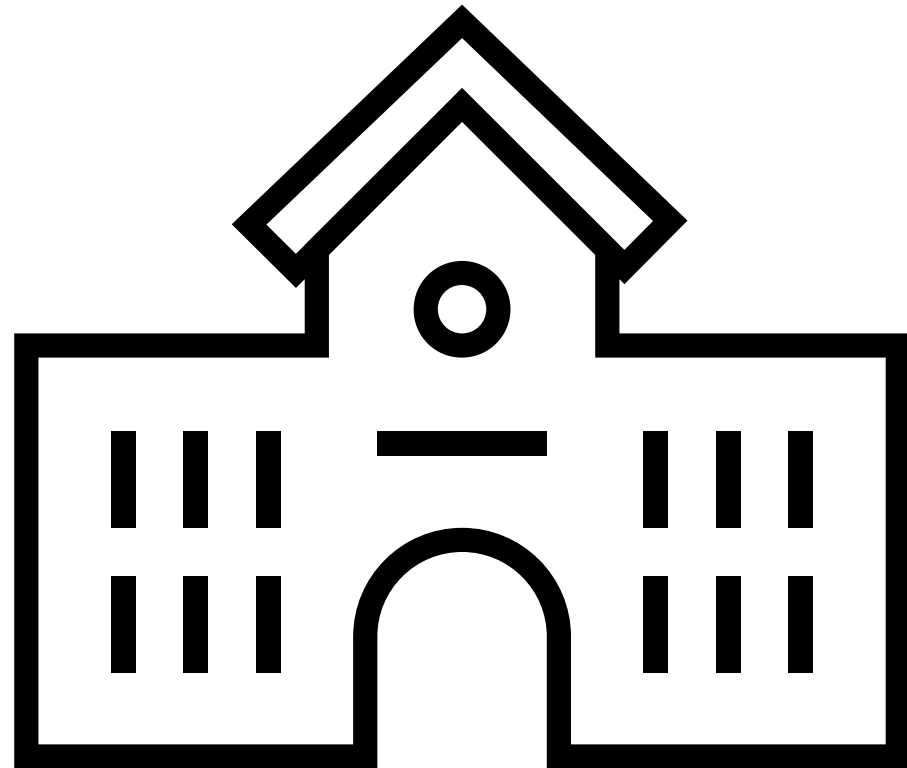
- Congress enacted the Telecommunications Act of 1996, which directed the FCC to establish the E-Rate program and the other USF programs.
- The FCC sets rules and policies for the program and gives direction to USAC.
- USAC is responsible for the day-to-day administration of the E-Rate program.



What Is E-Rate?

What Is E-Rate?

- The E-Rate program provides support to schools and libraries across the nation to obtain affordable, high-speed broadband services and internal connections to connect students and library patrons with learning opportunities and services.



Why Participate in E-Rate?

- The E-Rate program provides discounts of up to 90 percent to eligible schools (K-12), libraries, and groups of schools and libraries (e.g., consortia, districts, systems) for eligible Internet access, data transmission services, and internal connections (e.g., Wi-Fi equipment, cabling, and basic maintenance services) that are competitively bid and approved on the application (FCC Form 471).
- These discounts result in a reduction in the costs of the equipment and services to the schools or libraries requesting funding through the E-Rate program.

New! Tribal Library E-Rate Advocacy Program (T-LEAP)

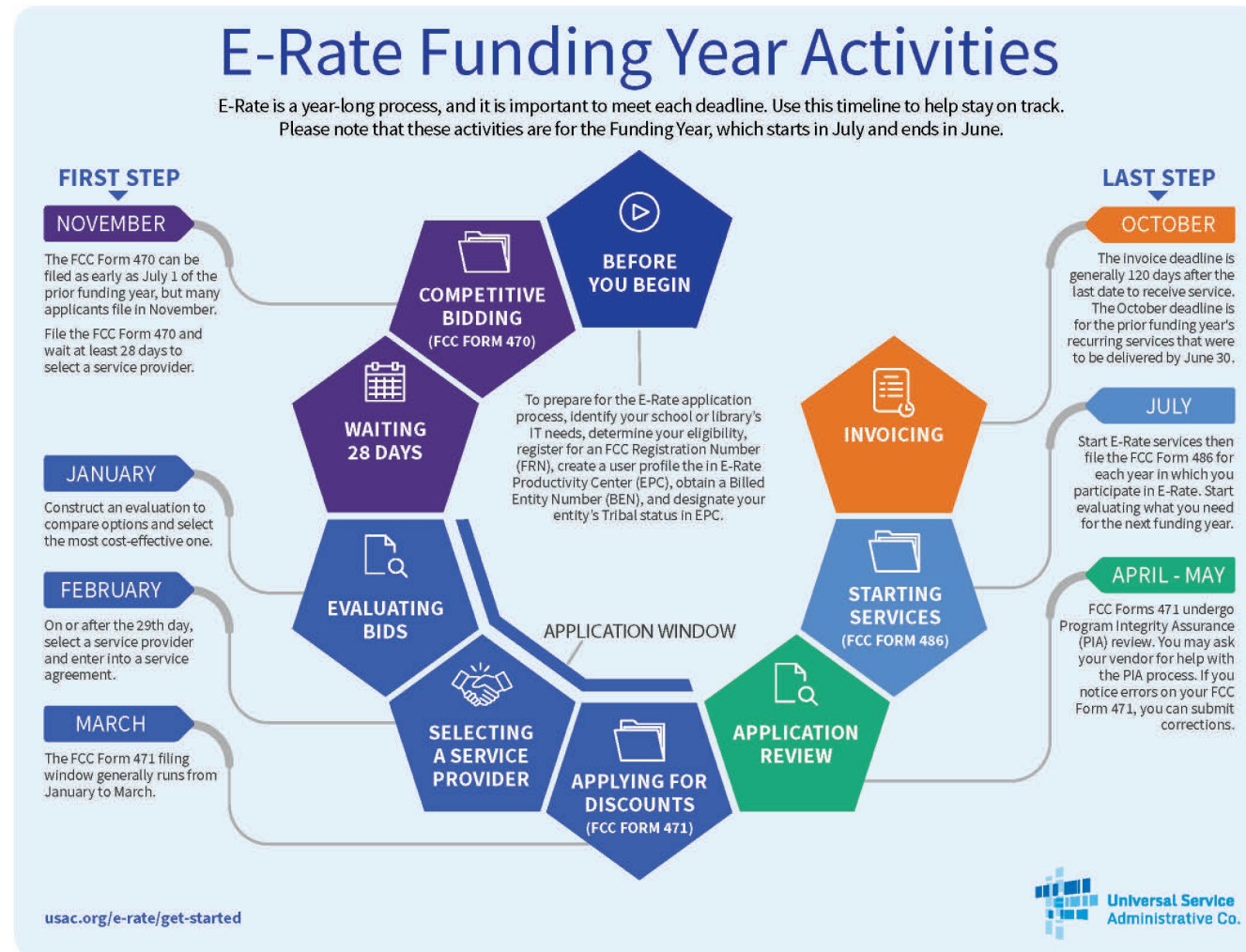
Tribal Library E-Rate Advocacy Program (T-LEAP) Overview

- One-on-one assistance in all aspects of preparing, applying, and receiving E-Rate support during the upcoming funding year.
- Trainings designed to help you apply for funding, including:
 - How to use the E-Rate Productivity Center (EPC).
 - Walkthroughs of the competitive bidding and application processes, including timelines and information needed to complete competitive bidding and the application.
- Hands-on support while completing the different E-Rate forms and processes needed to apply for and receive E-Rate funding.
- [Applications](#) accepted year-round with three focused trainings yearly.

Questions?

E-Rate Program Cycle

Application – Funding Year Activities



Applicant Forms and Important FY 2025 Dates

Competitive Bidding

September 19, 2024 – February 2025*



Apply for Discounts

January 15, 2025 – March 26, 2025*



Start Services

July 1, 2025 – June 30, 2026



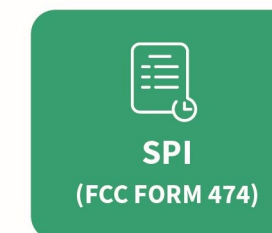
Invoice USAC

Recurring Services
July 2025 – October 2026*

Non-recurring Services
July 2025 – January 2027*



OR



* Date ranges reflect a typical timeline but are subject to change.

Competitive Bidding

FCC Form 470

FCC Form 470: Description of Services Requested and Certification Form



FCC Form 470 Overview

- Use FCC Form 470 to start your competitive bidding process.
 - Prepare to evaluate bids.
 - Create an evaluation matrix using the price of the eligible services or equipment as the primary factor.
 - You may use other bid evaluation factors, but price of the eligible equipment and services must be the most heavily weighed factor.
 - Wait at least 28 days before selecting a service provider.

Requesting Services

- Start your competitive bidding process by filing an FCC Form 470.
 - You may use a Request for Proposals (RFP) document as well, but it is not required.
 - If used, the RFP document should be added when the FCC Form 470 is certified. If filed separately, you must restart your 28-day waiting period before selecting a service provider.
- Your FCC Form 470 (with or without RFP document) notifies potential bidders of the types and quantities of equipment and/or services requested.
- Only the applicant or its authorized representative can prepare, sign, or submit the FCC Form 470.

Competitive Bidding Requirements

- Applicants must carefully consider **all bids received** and then select the most cost-effective service offering, using price as the primary factor in the bid selection. Other factors may be used in the bid evaluation process, but price of the eligible equipment and services must be weighted most heavily.
- If you are a first-time E-Rate applicant, you can receive services under an existing contract under limited circumstances described below.
 - You can remain with an existing contract if it is the most cost-effective solution after posting an FCC Form 470, waiting at least 28 days, and evaluating all received bids (Kalamazoo Order).
- Applicants need to have evidence (signed contract or written notification to your service provider) of a legally binding agreement in place before submitting the FCC Form 471, unless services are provided on a month-to-month basis or non-contractual tariff basis.
- An applicant can still participate if only one bid or no bids were received.
- More information is available on the [Selecting Service Providers](#) page.

Competitive Bidding – Exemptions

All purchases must go through a competitive bidding process, with some exemptions:

- Multi-year contracts that have already been competitively bid through the FCC Form 470 process.
- Category 1 (C1) services for Commercially Available Business-Class Internet Access if all of the following are met:
 - It is **commercially available**. This means that it is publicly available to non-residential customers (such as enterprise, small business, or other government customers) in the same form and at the same rates that it is offered to schools or libraries. Therefore, it may not be purchased through a master contract signed for just certain customers, even if the contract includes schools and libraries.
 - It is **low cost**. This means that the total annual pre-discount cost for the service, including any one-time costs such as installation, **does not exceed \$3,600 per year per school or library**.
 - It is **high-speed**. This means that the service must provide **bandwidth speeds of at least 100 Mbps downstream and 10 Mbps upstream**.
- Beginning in FY 2024, library requests for Category 2 (C2) equipment and services totaling \$3,600 or less annually per library are exempt from competitive bidding requirements if it is cost-effective.

Competitive Bidding – State/Tribal-Wide Contract Purchasing

- A state master contract is a contract that is competitively bid and put in place by a state government entity for use by an eligible entity.
- When competitively bidding the state master contract, a State/Tribal-wide agency can submit a statewide FCC Form 470 that applicants can reference if they are purchasing from the state master contract.
- Alternatively, if the state master contract was not competitively bid using an FCC Form 470, the applicant may file an FCC Form 470 and consider the state master contract as one of the bids received in their bid evaluation process.

Requesting Services – Requests for Proposal

- **Request for Proposals (RFPs)** may be created to describe specific needs and circumstances in more detail.
- RFP documents provide additional information to potential bidders on the scope or details of your project.
 - For most types of service requests, RFPs are not required.
 - However, you must issue an RFP for some requests or if you are required to do so by state, Tribal, or local procurement rules.
 - In addition, RFPs are required for self-provisioned networks and dark fiber requests.
- Services on your FCC Form 470 and RFP must match.
- All RFPs and RFP documents must be attached to your FCC Form 470 in EPC.

Questions?

Resources

Resources

- For program information, visit the [E-Rate](#) webpage.
- Schools and libraries interested in applying can visit the [E-Rate Applicant Process](#) page.
- For webinars, videos, and [Tribal FAQs](#), visit the [Learn](#) page.
- [Subscribe](#) to the Tribal and E-Rate Newsletters.
- For general USAC Tribal information, visit the [Tribal Nations webpage](#).
- Email the Tribal Liaison at TribalLiaison@usac.org.

Resources – Competitive Bidding (FCC Form 470)

- [FCC Form 470 Services Guiding Statements Reference Table](#) (PDF)
- [How to file an FCC Form 470 eLM](#) course
- [Eligible Services List](#) webpage
- [Eligible Services 101 Webinar](#) and [Slide Deck](#) (PDF)
- [Sample FCC Form 470](#) (PDF)

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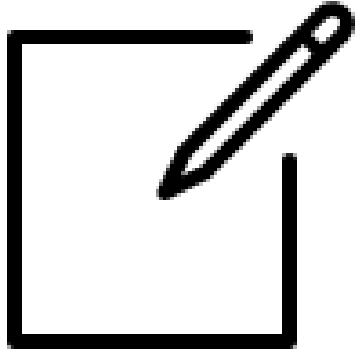
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- We want to hear about your webinar experience.
- A survey will appear on your screen at the end of the webinar.
- If you are not able to complete the survey today, one will be emailed to you within one to two business days.
- We appreciate your feedback!

Thank You!





Universal Service
Administrative Co.