

# **Hernando County School District**

Analytics-2026
Form 470 # 250022854
3/17/2025
Funding Year 2025-2026
Digital Copy



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



One CDW Way 230 N. Milwaukee Ave. Vernon Hills, IL 60061 Toll-free: 800.800.4239

Web: cdwg.com

<u>3/</u>17/2025

, Jenool District

919 N Broad St Brooksville, FL, 34601

RE: CDW Government's Response to Hernando County School District's Analytics-2026, 470# 250022854

Dear Darin Defilippo,

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

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

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

Please contact your Executive Account Manager, **Stephen Nakonechny**, at **(866) 224-1596 or nak@cdwg.com** with any questions. We thank you for the opportunity to participate in the 470 response process and are confident you will find our response advantageous from both a strategic and budgetary standpoint.

Sincerely,

Gustin Schwier

Manager, Proposals

CDW Government LLC

Justin Schwier

# **Pricing Offer and E-Rate Purchase Agreement**

Upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to nak@cdwg.com and 470award@cdwg.com.

Contract Number: 140406

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

E-Rate Contract Number E-Rate Funding Year	140406 <b>2025</b>	Spin # FCC Registration #	143005588
Customer	Hernando County School District 919 N Broad St Brooksville, FL, 34601	Seller	CDW Government LLC 230 N. Milwaukee Avenue Vernon Hills, IL 60061
Effective Date	April 1, 2025	Quoted Items (see exhibit 1)	470# 250022854

#### 1. DEFINITIONS

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

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

#### 2. TERMS AND CONDITIONS

All orders submitted to Seller by Customer for Products under this Agreement are subject to the terms and conditions of the Hernando School District\_20-204-16 (20-204-16) Contract, unless otherwise stated herein in the Agreement.

# 3. PURCHASE AUTHORIZATIONS

#### A. E-Rate Status

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

#### B. E-Rate Purchases

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

#### 4. ORDERING AND ASSISTANCE

#### A. Ordering

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

## B. Other Requirements

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

"The total cost of this purchase order is \$	. The E-Rate portion is \$	, and is committed by USAC. If
there is any reduction or denial of payment with	the E-Rate portion, Hernand	o County School District accepts full
responsibility for the cost of this purchase, \$	."	

Contract Number: 140406

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

#### C. Assistance with Order

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

#### 5. PRICE AND PAYMENT TERMS

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

#### A. Price

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

Form - E-Rate FY28 2025-2026

Contract Number: 140406

#### **Payment Terms**

- i. All payments, regardless of method, shall be submitted to "Accounts Receivable," please contact your account manager for payment method options.
- ii. CUSTOMER MAY EITHER WAIT TO PLACE AN ORDER PRIOR TO OR AFTER RECEIPT OF ITS FCDL. IN THE EVENT THAT CUSTOMER PLACES AN ORDER PRIOR TO RECEIPT OF THE FCDL, CUSTOMER SHALL BE RESPONSIBLE FOR PAYMENT OF THE ENTIRE PURCHASE PRICE WITHOUT REGARD TO SLP FUNDING.
- iii. Customer must choose one of the following payment methods. However, Customers that choose to order Products prior to receiving their FCDL must follow the BEAR payment method.
  - Form 474 Service Provider Invoice (SPI) Method

    Seller will invoice the Customer for the Product price, as set forth on the Product quote, net of the FCDL amount. Customer shall be responsible for making payment within thirty (30) days from date of invoice. There must be an approved FCC Form 486 prior to placing the SPI order.
  - Form 472 Billed Entity Applicant Reimbursement (BEAR) Method

    Seller will invoice Customer, upon Product shipment, for the total purchase price without regard to any

    SLP funding applied to that purchase price for the Products. Customer shall pay the invoiced amount within thirty (30) days from the date of invoice.
- iv. Seller accepts BEAR orders beginning April 1 before the beginning of the Funding Year. Seller accepts SPI orders beginning July 1 of the Funding Year when Customer has received its FCDL and completed the FCC Form 486, Seller DOES NOT accept SPI orders before July 1 of the Funding Year, or prior to the Form 486 approval by USAC.

#### 6. NON-ASSIGNABILITY AGREEMENT

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

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

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

Customer may terminate this Agreement or withdraw an order upon written notice to Seller if: (a) funds are not appropriated to Customer under this program, or (b) Customer's School Board rejects this Agreement

SPIN #143005588

3/17/2025

Contract Number: 140406

("Termination Notice"). In the event that Customer terminates this Agreement due to non-appropriation of funds, or termination for convenience, then Seller may immediately cease performance. However, the Customer shall remain liable for any Products that have shipped or services, already provided, or have been subscribed or purchased prior to Seller's receipt of the Termination Notice. Customer shall also be responsible for any of Seller's out-of-pocket costs arising as a result of any such termination.

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

#### 7. NOTICES

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

## 8. GENERAL

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

#### 9. ENTIRE AGREEMENT

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

## 10. GOVERNING LAW

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

# 11. DOCUMENT RETENTION

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

Contract Number: 140406

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

CDW Government LLC	Hernando County School District
(Authorized Signature)	(Authorized Signature)
Anup Sreedharan	
Printed Name	Printed Name
Title: Sr. Manager Program Sales	Title:
Date: 7/16/2025	Date:

\*\* Upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to nak@cdwg.com and 470award@cdwg.com

Approved as to Content & Form Caroline Mockler, Esq. Staff Counsel, HCSD 1:10 pm, 08/26/2025

**CDW Government LLC** 

SPIN #143005588

3/17/2025

To the extent allowable, all information and documents hereby submitted in response to FCC 470# 250022854 furnished by Hernando County School District are the Proprietary and Confidential property of CDW Government LLC ("CDW•G").

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# **EXHIBIT I – Pricing Offer**

**CDW Government LLC** 

SPIN #143005588

3/17/2025

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Hardware

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

Services IT Solutions

**Brands** 

Research Hub

# **QUOTE CONFIRMATION**

# DARIN DEFILIPPO,

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

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

Software

This quote is subject to CDW's Third Party Cloud Services Order Form Terms and Conditions set forth at

https://www.cdwg.com/content/cdwg/en/terms-conditions/third-party-cloud-services-order-form-terms-and-conditions-.html

# **Convert Quote to Order**

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
PHNV150	2/19/2025	RUCKUS ANALYTICS	738117	\$262,710.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Ruckus Cloud Bundle - subscription license (5 years) + 5	1800	6805779	\$145.95	\$262,710.00

Mfg. Part#: CLD-BNDL-SZWA-EDU5

**PURCHASER BILLING INFO** 

Contract: Hernando School District\_20-204-16 (20-204-16)

These services are considered Third Party Services, and this purchase is subject to CDW's Third Party Cloud Services Terms and Conditions, unless you have a written agreement with CDW covering your purchase of products and services, in which case this purchase is subject to such other written agreement.

The third-party Service Provider will provide these services directly to you pursuant to the Service Provider's standard terms and conditions or such other terms as agreed upon directly between you and the Service Provider. The Service Provider, not CDW, will be responsible to you for delivery and performance of these services. Except as otherwise set forth in the Service Provider's agreement, these services are non-cancellable, and all fees are non-refundable.

\$262,710.00	SUBTOTAL	
\$0.00	SHIPPING	
\$0.00	SALES TAX	
\$262,710.00	GRAND TOTAL	

**DELIVER TO** 

**Billing Address:** SCHOOL BOARD OF HERNANDO COUNTY ACCOUNTS PAYABL 919 N BROAD ST

BROOKSVILLE, FL 34601-2397 Phone: (352) 797-7000

Payment Terms: ERATE QUOTES ONLY

Shipping Address: HERNANDO COUNTY SCHOOL BOARD TIS

919 N BRD ST

BROOKSVILLE, FL 34601 Phone: (352) 797-7000

Shipping Method: DROP SHIP-GROUND

#### Please remit payments to:

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



# **Sales Contact Info**

Stephen Nakonechny | (866) 224-1596 | nak@cdwg.com

Need Help?



My Account



Support



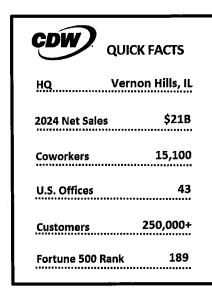
Call 800.800.4239

# About Us | Privacy Policy | Terms and Conditions

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

© 2025 CDW•G LLC, 200 N. Milwaukee Avenue, Vernon Hills, IL 60061 | 800.808.4239

# **CDW Government Overview**



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

## **Products and Partnerships**

More than 100,000 products from more than 1,000 vendors including leading networking OEMs such as: APC, Cisco, Cradlepoint, Extreme, Fortinet, HP Aruba, IBM, Juniper, Kajeet, Leibert, Palo Alto, Rukus, and more.

#### **Total E-Rate Solutions**

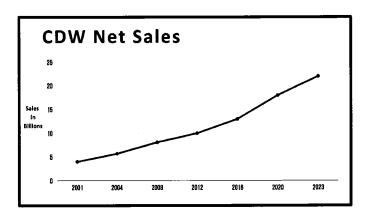
# Category One

- o Bus Wi-Fi
- Wireless Hot Spots

# Category Two

- o Internal Connections
- Basic Maintenance of Internal Connections
- Managed Internal Broadband Services

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



# **K-12 Education Expertise**

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

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

# **Resources - Education Strategy Team**

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

## Classroom Modernization Specialists,

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

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

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

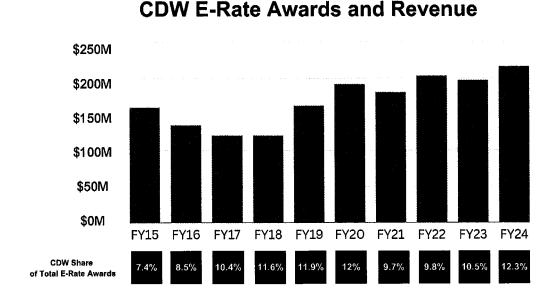
In 2023, CDW•G deployed 1 out of every 3 Chromebooks into K-12 classrooms in the U.S. for a total of 2.5 million devices. We can support your full device lifecycle management needs and have experience handling complex deployments for the largest school districts in the country, even in adverse conditions.

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

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

# A Powerful E-Rate Partner

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



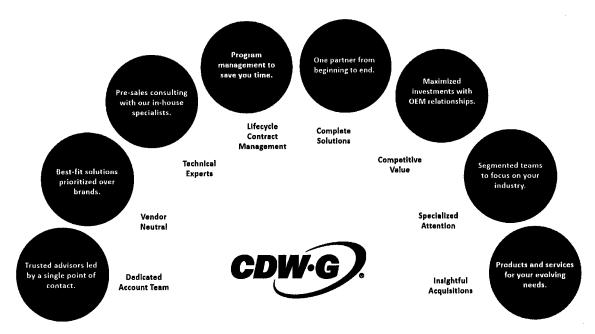
# **Proven Management Approach**

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

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

# Strengths, Best Practices, and Value

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



# **Inventory Access and In-House Services**

A significant advantage we offer Hernando County School District is our ability to deliver the right products, at the right value, right when you need them. CDW has two large, strategically located distribution and configuration centers that ensure speed and accuracy throughout the procurement process. In addition, to supplement our direct purchasing model, CDW has strong affiliations with principal channel distributors, enabling us to quickly obtain competitively priced, non-stocked items.



CDW Government LLC

SPIN #143005588

3/17/2025

# **Support Resources for Hernando County School District**

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

Account Management Resources		
Stephen Nakonechny	Matt Robertson	
Executive Account Manager	Sales Manager	
(866) 224-1596	(703) 262-8060	
nak@cdwg.com	mattrob@cdw.com	
Rick Allain		
Client Executive		
(813) 804-5409		
rickall@cdwg.com		

# **E-Rate Program Management and Funding Solutions Team**

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

E-Rate Resources	
Jeff Hagen Manager, Program Management – K12 813-462-4055 jeff.hagen@cdwg.com	

Our **Funding Solutions** team, and dedicated Education Funding Solutions Manager, can help E-Rate applicants understand compliance with rules and regulations throughout the process. They advise on the appropriate engagement after Form 470 filings and work with our operations teams to ensure E-Rate ordering, invoicing, and delivery are compliant.

Additionally, our E-Rate Manager assists applicants with PIA reviews, preparation of Bulk Upload Attachments, and product eligibility reviews as part of the Form 471 process.

# **Additional E-Rate Resources**

Dave LeNard, Business Development Manager, E-Rate Amy Passow, Senior Manager, Education Funding Solutions Deb Orts, Contract Analyst Kim Klaus, Account Receivable Consultant

**CDW Government LLC** 

SPIN #143005588

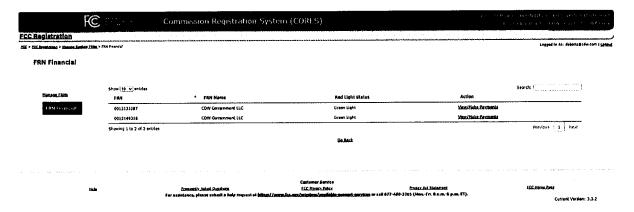
3/17/2025

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# **FCC FRN E-Rate Display System Status**

The below screen shot is from January 30<sup>th</sup>, 2025. CDW•G remains in Green Light Status.



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

Spin #143005588

FCC Registration #0012123287

CDW Government LLC SPIN #143005588 3/17/2025

To the extent allowable, all information and documents hereby submitted in response to FCC 470# 250022854 furnished by Hernando County School District are the Proprietary and Confidential property of CDW Government LLC ("CDW • G").

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# **Helpful Hints for Preparing Form 471**

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

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

CDW•G can complete Bulk Submission Forms if chosen as the service provider for your funding request. Please email <u>E-Rate@cdw.com</u> for assistance.

Additionally, **please note** - upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to **nak@cdwg.com** and <u>470award@cdwg.com</u>. Please see "E-Rate Order Process" information on the following page for further details.

# **E-Rate Order Process**

- Ordering: Purchase orders shall be submitted through electronic means (email, EDI, etc.) directly to Customer's dedicated account manager. Alternatively, if a copy must be sent via mail, common courier, etc., please reach out to your account manager for the appropriate mailing address.
- 2. Required Information: All orders must include:
  - a. Contact name, Phone number
  - b. Purchase order number
  - c. Part number, Product description
  - d. Pre-discount and discounted product price
  - e. Percentage Customer owes and percentage SLD owes (SPI Form 474 Method)

- f. Ship to location, Bill to location
- g. FCC Form 471 Number (also known as ApplicationNumber)
- h. FRN for each part number
- Billing method (BEAR Form 472 or SPI Form 474)
- i. "Net 30 Terms"

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

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

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

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

# 4. Price and Payment Terms

## a. Price

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

# b. Payment Terms (Customer must choose one)

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

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

# ii. Form 472 BEAR Method

- ➤ Seller will invoice Customer <u>for pre-discount portion</u> of the Products upon shipment of Product and Customer shall pay the invoiced amount (full amount owed by Customer) within thirty (30) days from the date of invoice.
- 5. Payment Method: In adherence to Federal E-Rate compliance regulations, CDW-G's quoted price is all-inclusive of any and all discounts, if applicable. No further discounts will be applied during time of invoice. All payments for both methods shall be submitted to the address presented below WHERE APPLICABLE:

ACH PAYMENT INFORMATION:	CHECK PAYMENT INFORMATION:
E-mail Remittance To: gachremittance@cdw.com	CDW Government
gacin emittance & caw.com	
THE NORTHERN TRUST	75 Remittance Drive Suite 1515
50 SOUTH LASALLE STREET	Chicago, IL 60675-1515
CHICAGO, IL 60675	
ROUTING NO.: 071000152	
ACCOUNT NAME: CDW GOVERNMENT	
ACCOUNT NO.: 91057	

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

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

# **Appendix**

**CDW Government LLC** 

# SPIN #143005588

3/17/2025

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# **Implementation Plan**

# **Tasks for First Two Weeks (Sample Version)**

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

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

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

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

	Task	Week 1	Week 2
Account	t Management Set Up		
•	Introduce key customer contacts to CDW•G Account Team Introductory letter/phone contact/ site visit	X	
•	Gather/confirm general customer information Contacts: phone, email, fax Hernando County School District's locations and addresses	X	
•	Outline customer's procedures and requirements, i.e.	X	

C	Frequency of contact/schedule		
C	Turnaround expectations (quotes)		
, c	Reporting		
• Co	onduct walkthrough or webinar: Account Center		Х
DW•G Capa	bilities and Support		
• M	ake contact with Account Specialists, as needed		X
• Re	eview technical support options	Х	
• Re	eview customer service processes (i.e., returns)	X	
ustomer Fin	ancial Arrangements		
• Co	omplete forms for credit approval	X	
• Co	omplete financing application		Х
roduct Spec	ific Needs and Services		
• A	rrange conference call(s) with manufacturer(s)	Х	
	evelop product forecasts	X	
• Pi	ocess and test image(s)		Х
• C	ustomize asset tag/schedule asset tagging		X
• In	put customer installation/configuration specifications		Х
rocurement	and Management Systems		
• St	andardize products through your Account Center		Х
• Cı	reate bundles		^
• Se	et up purchase authorizations and controls		X
• Es	stablish account linking		X
• Se	et up software license tracking system	ļ <b>-</b>	Х
· In	nplement asset tracking system	<u> </u>	X
	vestigate or link with e-procurement programs and third parties		X
• U	tilize EDI for invoicing and/or ordering functions		Х
ricing			
• H	ave CDW•G listed on all manufacturer contracts		Х
• E	nter pricing information into contract management system		Х
ptional Sys	tems/Services		
• Fi	nalize staging agreement	_	Х
• Fi	nalize minority/disabled small business partnership		х
• A	rrange for onsite services		X
• Sc	elect appropriate training programs		X
• S(	et up Employee Purchase Program		Х

# K-12 Funding and Other Resources

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

# **Get Ed Funding Overview**

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

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

CDW Government LLC SPIN #143005588 3/17/2025

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