

January 28, 2026

Mr. Joseph Amato
Hernando County Schools
919 Broad Street
Brooksville, FL 34601

Dear Mr. Amato

Thank you for accepting this proposal for E-Rate consulting services. When counter-signed, this letter can serve as a contract for the services described herein.

Tel/Logic Inc., d.b.a. E-Rate Central, is a specialized educational consulting firm dedicated to simplifying the E-Rate application and funding process for state education departments, educational service agencies, school districts, libraries and library systems, individual private and public schools, and all consortia. The firm has been involved with E-Rate at the local, state, and national levels since the program's inception.

In working with individual applicants, E-Rate Central has adopted an accountant-like approach to the E-Rate application process. We work with our clients in a strategic, operational, and tactical manner, similar to how an accounting firm provides assurance services to clients. We collect all necessary information from the applicants, prepare all E-Rate forms, serve as the first point of contact on all SLD reviews, prepare appeals if needed, and coordinate with suppliers on contract and billing issues.

Executive Summary

- E-Rate Central has provided nationally recognized E-Rate consulting services since the inception of the program.
- We are involved with all aspects of the E-Rate program at the **local, state, and national levels**.
- Our **reputation** is for providing **honest, expert, and timely support** to our E-Rate clients.
- Our **primary business** is to provide application, administrative, compliance, auditing, appeal, and technology review services.
- Services include statewide training, procurement assistance, E-Rate forms preparation, application review and appeals.
- Our client base ranges from **the largest consortia and public school districts across the nation** (Albuquerque, Chicago, Green Bay, New Orleans, and Richmond) to very **small districts, private schools and libraries**.
- Our services are used by more than 3,000 schools in 400 school districts and 300 libraries and library systems.
- We are the State E-Rate Coordinators for New York, New Mexico, Michigan, North Carolina, and Nevada.
- E-Rate Central also manages statewide programs to assist libraries and library systems for the Library of Virginia and the Texas State Library and Archives Commission (TSLAC)
- We are a member of the **State E-Rate Coordinators Alliance (SECA)**.
- We are a founding member of the **E-Rate Management Professionals Association (E-mpa®)** with three staff members who formerly served as President and one currently serving as Treasurer.
- E-Rate Central has either directly or indirectly (on behalf of our clients) filed comments in almost every E-Rate related rule making proceeding initiated by the FCC since the inception of the program.

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- Our employees have professional backgrounds that include state E-Rate coordination, school district administration, telecommunications, and administrative leadership at USAC/SLD.

Full-year E-Rate Services

We are aware that at any one time, at a minimum, there are three active years with which any beneficiary deals. Below are the normally expected three concurrent year activities.

Summer/Fall	<ul style="list-style-type: none">- Review of existing eligible services and contracts- RFP coordination and Form 470 (for next FY)- Competitive bid assessment documentation- Collection of consortium member LOAs and Form 479s- Reimbursement form completion (for previous FY)- Form 500 completion- Form 498 guidance- CIPA compliance
Winter	<ul style="list-style-type: none">- Vendor contract coordination- Discount rate calculations and optimization- Form 471 preparation- RFP coordination and Form 470 (if applicable)
Spring	<ul style="list-style-type: none">- PIA application reviews- Form 486 completion

E-Rate Central's role throughout the E-Rate application and funding cycle is to prepare all necessary applicant forms (Forms 470, 471, 472, 486, and 500) and special requests (SPIN changes, service substitution requests, appeals, etc.). To facilitate its work, E-Rate Central typically works with a primary contact (designated by the applicant) to obtain required information. Although these forms are then sent to the applicant for their review, certification, and submission (and tracked for delivery to the SLD), E-Rate Central acts as the contact person for all forms (except for the Form 470 Request for Services) so that it can coordinate responses to any inquiries from the SLD. Please note that ultimate responsibility for the information contained in the forms and their timely submission remains with the applicant.

Capabilities - Secure Electronic Repository/Database

E-Rate Central's **web-based tools** simplify E-Rate data navigation and provide funding status and tracking of our clients' E-Rate data and supporting documentation. E-Rate Central's **website** (www.E-Ratecentral.com) and its **cloud-based** document and email management applications are valuable resources to support our clients. Both can be accessed 24/7, and are **secure, collaborative platforms** for E-Rate Central and our clients, not only to **access the USAC database dynamically**, but also to share E-Rate documents to clients, including emails, creating as detailed an archived record as the client and E-Rate Central concur to use. Storage space can be adjusted to the needs of the client. E-Rate consultancy clients, upon request, are provided with secure credentials for access to the Documents Repository, providing immediate access to the clients' E-Rate data.

Document and Asset Management

E-Rate rules require applicants to maintain documentation for 10 years after the last date to deliver service. Because the actual funding cycle is approximately three years long, this equates to a record keeping requirement in excess of 10 years. Although E-Rate Central provides its clients with copies of all forms and SLD correspondence, it assiduously maintains copies of all E-Rate records in paper (if provided) and electronic format. Ease of access to historical E-Rate information is provided by E-Rate Central's own internal database system, its own Web-based systems, and its knowledge of the SLD's databases and processes. In the event of audits, these records may prove critical.

Asset Management is a critical, yet often overlooked, component of a successful E-Rate program. An inadequate asset management system exposes the applicant to audit risk for failing to comply with the FCC rules relating to asset and inventory control. As applicants face shrinking enrollments and/or budgets and sites close, the ability to locate and identify equipment funded with E-Rate dollars is critical to ensure compliance with FCC rules. We have worked with both very large districts and small applicants to identify the best asset tracking practices.

Procurement of E-Rate Funded Services

We help ensure our clients are adopting best practices to facilitate a fair and open competitive bidding process. We provide training to the appropriate staff in the various competitive bidding requirements, so the client understands how E-Rate procurement rules dovetail with state and local procurement rules.

E-Rate Central then works closely with the client to develop a Statement of Work that will allow the client to meet its strategic goals while attempting to keep costs within budget. E-Rate Central will not endorse any vendor because it places undue risk on both parties. It is important for our clients to understand that E-Rate Central will not be an evaluator of bids. However, we may draft an E-Rate compliant notional evaluation matrix based on feedback from the client and/or will review the results of your competitive bidding process to identify arithmetic errors or other red flags that could pose potential problems from an E-Rate perspective.

Vendor Management, Invoicing and Billing

At E-Rate Central we have extensive experience managing relationships with our clients' vendors. A productive and respectful relationship with vendors helps to ensure that our clients receive timely funding decisions from USAC. Unlike some E-Rate consultants, we do NOT perform work for E-Rate vendors as we feel it could create a conflict of interest. Our focus is solely on providing consulting services to schools and libraries.

Invoicing and Billing: A critical and time-consuming activity of the E-Rate program is determining the charges that are eligible for E-Rate support. Our experienced team of experts is fully versed in understanding the intricacies of vendor billings, especially telecommunications bills.

Audit Support

E-Rate Central will work with the client to organize all materials required in all types of reviews and audits. We will also assist the applicant in completing any questionnaire requesting information on various aspects of the applicant's E-Rate process and practices. E-Rate Central will review all materials requested directly from the client and advise accordingly.

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Service Fees

E-Rate Central charges a fixed fiscal year fee for its E-Rate consulting support services. Our fees vary according to the expected size and complexity of an applicant’s E-Rate application(s), but generally reflect a declining percentage of E-Rate funding (an effective proxy for the work involved). Except for onsite support, this fee is all inclusive. Please note if the FCC substantially modifies the E-Rate funding levels or processes, E-Rate Central reserves the right to negotiate in good faith a price decrease or increase as appropriate.

E-Rate Central is proposing the following options to Hernando County School District for our E-Rate consulting services:

 Option 1: For E-Rate support services for the term of July 1, 2025, through June 30, 2026.

We calculated your fee based on the \$770 thousand in average funding for the last two funding years. Using these funding levels, the normal fee for services for one year is \$26,600. E-Rate Central is offering a one-time discount of 25% (\$6,650) for a one-time fee of \$19,950 through June 30, 2026.

 Option 2: For E-Rate support services for the term of July 1, 2025, through June 30, 2030.

The multi-year fee was calculated by considering your entity’s projected two-year Category 1 expenditures and the available Category 2 five-year budget. Using these estimates, we expect you will receive \$ 4.4 million over five years. After considering all of this, we are offering a fee of \$26,600 per year for services through June 30, 2030. This option mitigates the fluctuation of the fee from year to year due to a particularly large C1 or C2 project and provides budget predictability. E-Rate Central is offering a discount of 50% (\$13,300) for the first year of the five-year term. The annual fee for year one is \$13,300 and in the remaining four- years you would be invoiced \$26,600 annually reflecting the total contract value is \$119,700.

Please countersign and return a copy of this proposal via e-mail to: proposals@e-ratecentral.com.

Cooperative Purchasing

If cooperative purchasing for E-Rate Central’s consulting service is preferred or required, the following purchasing vehicles are available.

Contract Holder	State	Contract Number	Current Term Expiration	Remaining Renewals	Final Expiration (Inc renewals)	Please check the box for contract used.
AEPA	Multi	AEPA 025.5-C	04/30/26	Three 1yr renewals	05/31/29	<input type="checkbox"/>
Cooperative Educational Services	NM	2021-23-AC04-ALL	02/28/25	NONE	02/28/25	<input type="checkbox"/>
Capital Region BOCES	NY	Bid #23-021	6/30/2025	Three 1-yr renewals	6/30/28	<input type="checkbox"/>
TIPS	TX	240602	08/31/27	One 1-yr renewal	08/31/28	<input type="checkbox"/>
Central Texas Purchasing Alliance	TX	19-07-2010	06/30/26	NONE	06/30/26	<input type="checkbox"/>
Prince William County Public Schools	VA	R-TC-17012	08/31/26	NONE	08/31/26	<input type="checkbox"/>

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E-Rate Central is an established and experienced firm which offers a breadth and depth of E-Rate knowledge which we believe is unmatched by any other consultant. We look forward to working with you.

By signing below the parties' authorized representatives hereby indicate their authority to execute, and acceptance of, this Agreement.

Tel/Logic Inc., d.b.a. E-
Rate Central,

Signature: _____

Date: _____

Andrew G. Eisley
400 Post Ave. Suite 410
Westbury, NY 11590-2291
(877) 801-7880

Hernando County
School Board

Signature: _____

Date: _____

Kayce Hawkins, Board Chair
919 N. Broad Street
Brooksville, FL 34601

Attest:

Signature: _____

Date: _____

Ray Pinder, Superintendent
919 N. Broad Street
Brooksville, FL 34601

Approved as to Legal Sufficiency

Caroline I. Mockler, Esq.
Staff Counsel, HCSD

12:00 pm, 03/09/2026