



**PROPOSAL &
STATEMENT OF QUALIFICATIONS
FOR THE
MOUNT DIABLO UNIFIED SCHOOL DISTRICT**

**RFP# 1872,
E-Rate Consultant Services**

Submitted by



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1. LETTER OF INTEREST

As a firm, E-Rate Consulting, Inc. (“ERC”) has been providing E-rate compliance and process management services to applicants continuously without interruption for 20 years. The Company is headquartered in Montclair, New Jersey with an additional office in New Orleans, Louisiana. We are also a member in good standing of the E-rate Management Professionals Association (E-mpa).

As a team, we have over 50 years of combined experience servicing E-rate applicants in one capacity or another. While our team is comprised of E-rate compliance experts, each member brings a unique skill set and training, which has necessarily shaped our internal processes and approach to service. Our team is comprised of an expert on E-rate eligible technologies, a licensed attorney and certified E-rate management professional (CEMP), a former compliance manager for USAC’s application review and appeals team, a certified paralegal, and several administrative employees trained in all aspects of the E-rate application cycle.

Though located in New Jersey and Louisiana, we also provide the precise scope of services sought to applicants in Texas and California. We are a service-driven organization that achieves positive results for its clients year after year. We know when to listen and when to speak, and how to advocate at the highest levels of USAC and the FCC for systemic and programmatic improvements.

As compliance and subject matter experts, our success is driven in large part by our focus on communication and proactive process management. These are primary reasons why we have added over 80 new clients in the last four years. With your input, we define roles and responsibilities at the outset. Important dates and milestones are calendared to help you plan. We offer access to our online platform, which contains the data pertinent to all prior years’ and current E-rate funding applications. If your internal policies or practices necessitate certain modifications to ensure Program compliance, we explain any E-rate implications and work together to preempt issues. The primary goals of our engagement are administrative ease for your team and full funding commitments with no denials.

We greatly appreciate this opportunity to tell you about our Company. Should you have any questions, please do not hesitate to contact us.



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ATTACHMENTS

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- INSURANCE CERTIFICATE
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- EXHIBIT E – FINANCIAL INTEREST CERTIFICATION
- EXHIBIT F – BUSINESS STATUS
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3. EXECUTIVE SUMMARY

This Proposal highlights the breadth of our service offering, our service methodology and implementation plan, the experience and abilities of our team, and specific details of some of the outcomes we have obtained for several applicants similar in size to Mt. Diablo USD.

As hybrid and digital learning models have increasingly become the standard, school districts must anticipate and embrace rapid advancements in educational technology and the concomitant demand for increased bandwidth. Moreover, they *must* be educated on how the E-rate Program can help them achieve their technology objectives in an efficient and cost-effective manner. Now more than ever, school districts must take a proactive approach to reducing the costs of their telecommunications services while modernizing their IT infrastructures with cutting edge, scalable technologies.

Our approach to service therefore incorporates a focused effort to educate client stakeholders on the Program's nuances so that IT and telecommunications procurement decisions are calculated and driven by long-term necessity. As you know, informed decision-making by school board members and administrators is critical to pupils' long-term success, and the E-rate Program provides an invaluable funding resource to help you prepare them for their futures.

Overall, our process can either be highly collaborative or your participation can be limited, depending on your preferences and needs. If you prefer, we will confer with District staff prior to submitting any FCC Forms or other crucial information to USAC. Alternatively, you can authorize us in advance to complete necessary actions on your behalf, with obvious exceptions (FCC Forms 470, 471, 472). Under either scenario, we will inform you of key deadlines and advise your team of what will happen next and when. We thus divide the annual application process into distinct phases to help our clients focus on upcoming tasks and deliverables. Each of those phases is outlined below in the Implementation Timeline section.

At the end of each funding application cycle, we measure success by assessing two specific outcomes. First, have we made the process painless for your team, from start to finish. Second, have we helped the District identify the most cost-effective solutions available while maximizing its E-rate funding. The answer to both of these questions should undoubtedly be yes.

This same approach applies to each individual task and deliverable. A well-defined plan keeps parties' expectations and interests aligned and united. Success is achieved when all parties buy into the plan, take confidence and trust in one another, and clearly understand their respective roles in the process. Furthermore, if you can anticipate potential issues during the planning phase, you can preempt the possibility of their arrival.

This methodology has been refined over time by our team. Though our management team comes from different professional disciplines, we have considerable experience working



with E-rate applicants in varying capacities. That experience has necessarily enabled us to acquire the specialized knowledge and skills necessary to navigate E-rate's complex regulatory scheme. For these and many other reasons, we are confident that our Company is well-positioned to help your team leverage the Program to address and implement the District's long-term technology needs and educational goals.

4. FIRM INFORMATION

1. Brief Company Profile

ERC is a New Jersey S-Corporation with over 130 clients located in New Jersey, Delaware, California, Texas, and Louisiana. First formed in 2000, the Company has been exclusively providing E-rate compliance and process management services continuously since that time.

Over the last 4 years, the Company has added over 80 new clients. We believe this growth is a testament to our knowledge, abilities, and approach to service. Since 2015, we have helped our clients obtain over \$51 million in E-rate discounts and received no denials. Moreover, the Company has not previously been involved in litigation relating to the services it provides to its clients.

The Company has an errors & omissions insurance policy, but no client has ever alleged that an error or omission by ERC has caused a loss or reduction of E-rate funding support. A copy of the Company's Certificate of Insurance is included with this submission.

More information can be found at our Company website, www.erateconsulting.com.

Company President Vincent LaForgia will be the project manager and primary point of contact for this RFP. His contact information, including title, phone, and email are as follows:

Vincent LaForgia
President
973.200.4815 x101
vince@erateconsulting.com
www.erateconsulting.com

Mr. LaForgia is the sole owner of the Company. He and the Company's Chief Legal Officer, Geoffrey Sweeney, are the Company's two senior officials. Their biography information and that of other key personnel is included below.

2. Company Philosophy

ERC understands that each client will confront challenges as it works to prepare its student population for continued success. With the adoption of hybrid and digital learning models over the last few years, and even more so with the unanticipated arrival of COVID-19, school districts have no alternative but to anticipate the continued evolution of pupil instruction and the tools required to ensure its seamless delivery. ERC thus places great emphasis on client engagement to ensure we fully understand our clients' short- and long-term technology needs and goals.

Our core philosophy recognizes that E-rate doesn't "drive the ship." For that reason, we generally view our team as an extension of your business and IT departments. We first want to understand your overall educational goals and how your telecommunications services and IT plans are intended to help you to meet those goals. From there, we work with all interested stakeholders to gather the necessary requirements and then explain how E-rate can help you achieve your goals. We employ this philosophy to large and small clients alike and have used it to complete highly sophisticated Category One and Two Forms 471 for a statewide consortium.

Our ultimate mission for each client is therefore twofold. First, we aim to facilitate the efficient and effective implementation of each client's technology objectives. This necessarily requires that we understand the overall scope of your objectives so that we can identify which aspects are E-rate eligible and which are not. We want to know the details of your long-term plan so that we can properly set expectations and you can prioritize accordingly.

At the same time, we provide comprehensive guidance on Program rules and related best practices to ensure that each client maximizes the funding support available to them. We believe this degree of client service is essential to establish workable process management protocols within your District while simultaneously ensuring the E-Rate process is administered smoothly.

Moreover, we can either participate in the competitive bidding process as a passive observer or we can actively manage it to act as a buffer between school district personnel and the inevitable onslaught of vendor solicitations. Having worked in this industry for over 20 years, ERC has experience with the largest telecommunications providers to obtain cost-effective service contracts for our clients. Such efforts notwithstanding, ERC has been and will always remain vendor-neutral.

3. Key Personnel

As the following biographies reflect, our team is comprised of individuals with over 50 combined years of profound E-rate experience. We specialize in E-rate Program compliance, process management best practices, cooperative purchasing opportunities, data and wireless network technologies, the funding application lifecycle, as well as the administration of appeals, audits, and selective reviews. Given this depth of professional experience, our team is able and eager to service your E-rate needs.

The following individuals will service your account:

Vincent LaForgia

Mr. LaForgia is the Company President. Prior to forming ERC in 2000, Vince worked as a Reviewer with the Schools and Libraries Division of USAC for two years. In that capacity, Vince acquired comprehensive subject matter expertise on matters related to E-rate compliance and process management. Vince is frequently in contact with USAC's management team and is highly respected by his peers in the consulting community.

Over time, Vince has acquired additional expertise in telecommunications and Internet technologies and the procurement and implementation processes, as well as related practical issues that often arise when evaluating and selecting service providers. Furthermore, Vince investigates product lifecycles and identifies new technologies to ensure clients do not deploy end-of-life solutions.

He is well-practiced in all aspects of the E-rate filing cycle, including all related pre- and post-commitment tasks. He has successfully managed large and sophisticated appeals and audits for new clients resulting in the disbursement of millions of dollars previously held in abeyance by USAC's review team.

Vince devotes his day-to-day client relationship efforts to our larger and more sophisticated clients in order to foster a relationship of trust and mutual dependence. Consequently, this project would necessarily be a focal point of his.

Geoffrey Sweeney, Esq.

Mr. Sweeney is a licensed attorney and a Certified E-rate Management Professional (CEMP). He has served as ERC's Chief Legal Officer since 2015. Prior to joining ERC, Geoff worked as an attorney servicing the needs of Boards of Education throughout the State of New Jersey, and as a litigator specializing in labor and employment issues. He is licensed to practice law in both New Jersey and Louisiana.

Geoff actively monitors the legislative scheme governing the Schools and Libraries Program of the Universal Service Fund to ensure compliance and analyzes how proposed changes to the Program may ultimately impact ERC's clients. He reviews precedential decisions and Orders issued by the FCC in order to catalogue the nuanced factual scenarios upon which these decisions can sometimes turn. He conducts trainings and webinars for clients and community groups and works with clients to address distinct compliance questions. Geoff further assists by providing operational support to clients in all aspects of the funding application cycle to ensure full compliance with Program rules.

Similar to Vince, your Contract will be a focal point to Geoff. He will supervise the team responsible for gathering enrollment and other data pertinent to discount rate calculations, updating eligible entity information, completing EPC updates, and related matters. He will work with Vince and Michael to gather relevant details and requirements; draft your FCC Forms 470 and related RFP documentation; compose your FCC Forms 471; and then shepherd your applications through the PIA review process.

Michael Deusinger

Mr. Deusinger serves as a Program Compliance Manager. Prior to joining ERC in 2019, Michael worked with the Schools and Libraries Division of USAC for over 18 years. In that capacity, Michael was responsible for the management of multiple heightened scrutiny review processes, including selective and special compliance reviews.

Michael is a certified fraud examiner and a subject matter expert in the area of competitive bidding and procurement. In addition, he was instrumental in developing heightened scrutiny review procedures and investigative techniques used by USAC to this day. Michael has vast knowledge of all aspects of the E-rate Program, including Program Integrity Assurance review, invoice review, and post-commitment appeals and related processes.

As Program Compliance Manager, Michael analyzes all aspects of the funding application process for each client. Competitive bidding scenarios are scrutinized from the outset to identify possible outcomes and ensure conformance with Program rules. Forms 470 and supporting documents are drafted to align closely with Program requirements. Forms 471 are composed to anticipate and preempt PIA review in certain circumstances. Michael further manages the PIA review process and composes responses with client input. He analyzes funding commitment decision letters for accuracy and, if necessary, will submit appeals and waiver requests to rectify mistakes made by USAC.

Based on his nearly two decades of experience with the E-rate Program, Michael is well-versed in all aspects of the funding application lifecycle and an expert on E-rate compliance.

Rachel Motyl

Mrs. Motyl is ERC's Operations Manager. Prior to joining ERC in 2016, Rachel worked as a paralegal for eight years servicing the legal needs of NJ school districts.

Rachel manages the day-to-day operational aspects of the application cycle and assists the team with matters related to policy and process review, data management and maintenance, service provider invoice review and reconciliation, discount rate calculation, FCC Form preparation and submission, and records retention.

Rachel will also handle an abundance of the post-commitment lifecycle tasks, including RAL submission, purchase order review, invoice review, funding commitment decision reconciliation, and rectification of billing issues.

Rachel also supervises several clerical staff members, all of whom will help to service your account.

4. Financial Position

See the attached letter from Mantell, Rossi & Company, CPAs.

5. Insurance Coverage

See the attached Certificate of Coverage.

6. Claims Against ERC

There have been no claims filed against ERC at any time.

7. Letters of Reference/Testimonials

We have included a letter of reference that is most relevant to your District (see attached). Furthermore, we have included the phone numbers and email addresses of 8 additional individual references with whom we have worked closely in Districts with similar pupil enrollments and/or Category One costs. We have provided the financial details of those engagements and a description of the services provided to each client reference. These individuals can provide you with specific information regarding our approach to services, our subject matter expertise, and the details of our working relationships.

8. Commitment to Professional Education of Staff

As noted previously, our team has helped clients obtain over \$51 million in E-rate discounts from between 2016-2019. This team is comprised of 6 permanent employees and several part-time staff, all of whom will actively participate in the administration of your E-rate filings.

In terms of professional education, our management team participates in USAC's annual applicant trainings in order to ensure we learn of any new procedures or rule interpretations that may alter the application process or otherwise impact client decision-making. We partake in webinars hosted by the Schools, Health & Libraries Broadband (SHLB) Coalition when covering relevant topics and attend its annual conference. We are also members of its E-rate Group, which is a working group of E-rate stakeholders who speak monthly to discuss advocacy efforts that benefit applicants. In addition, we attend the annual conference of the E-rate Management Professionals Association (E-MPA) and attend all scheduled webinars and monthly calls. We review all monthly precedential decisions issued by the FCC to determine their applicability to our processes and our clients' pending funding requests.

Furthermore, as Geoff is a Certified E-rate Management Professional, he is required to fulfill an annual continuing education credit requirement.

1. Drafting/Scheduling/Project Management

Our annual funding application process entails several drafting responsibilities, rigid scheduling, and active project management. Notably, USAC has not denied any funding commitment requests submitted by our Company. We believe that success is a testament to the simplicity and structure of our annual process.

Subsection (a) represents the scope of work that we provide to almost all of our clients each funding year. Subsection (b) represents ERC's proposed implementation plan and timeline for the upcoming funding application cycle. The scope of work and corresponding implementation plan clearly demonstrate the extent to which drafting, scheduling, and project management play vital roles in our process. Specific dates and deadlines will be established during the onboarding process.

Note that ERC proposes to provide your District with the scope of work outlined below. If a requirement specified in your RFP is mistakenly omitted from the scope of work below, please allow this statement to serve as formal notice that ERC hereby agrees to incorporate any such requirement(s) into its contractual scope of work at no additional cost to the District.

Any services requested that are both outside the scope of the RFP and not specifically identified below may be performed by ERC at an hourly rate to be determined jointly by the Parties and memorialized in writing.

a. Scope of Work

1. Act as the primary point of contact between USAC and the applicant;
2. Provide comprehensive compliance expertise on E-rate Program rules and eligible equipment and services, including news and analysis of upcoming rule changes, CIPA requirements, and other relevant subjects;
3. Review current wireless Internet distribution infrastructure, your short-term and long-term technology plans and telecommunications contracts, and offer recommendations to maximize E-rate discounts while implementing applicant objectives;
4. Review current eligible service contracts and underlying competitive bidding processes to ensure E-rate compliance and, whenever necessary, make recommendations to rectify mistakes/errors;
5. Deliver efficient and effective customer service support on E-rate related issues;
6. Evaluate current procurement practices to ensure they align with E-rate Program rules and, where necessary, issue best-practice recommendations;

7. Work with designated personnel to ensure entity profiles in EPC are accurate;
8. Discuss procurement plans for eligible goods and services, and devise and refine filing strategy to meet applicant needs;
9. To the extent requested, assist in development of Requests for Proposals (RFPs) for E-rate eligible goods and services to ensure Program compliance;
10. Prepare and timely submit FCC Forms 470 and supporting documentation to request Category One and Category Two goods and/or services;
11. Aggregate bids submitted by service providers in response to FCC Forms 470 in web-based repository and, as requested, assist in bid analysis;
12. Prepare and certify timely FCC Forms 471 to request discounts for eligible goods and services;
13. Manage processes and procedures attendant to reviews by USAC Program Integrity Assurance (PIA) and, with input from your staff, formulate timely and accurate responses;
14. Analyze Funding Commitment Decision Letters (“FCDLs”) to ensure all discounts due under Program rules are received and file appeals, when necessary, to remedy mistakes made by USAC review team;
15. Prepare and manage the submission of FCC Forms 486 and other post-commitment forms, which, depending on the circumstances, may include FCC Forms 472, 473, and/or 500;
16. Prepare and submit Service Provider Identification Number (SPIN) change requests, service substitutions, invoicing mode changes, contact change letters, and other requests as needed.
17. Prepare and submit agreement end-date, service end-date and/or invoice deadline extension requests, as needed;
18. Discuss procurement decisions relative to eligible equipment and services to ensure compliance with both E-rate Program rules and the relevant provisions of state procurement law and local policies and regulations;
19. Review purchase orders to confirm they correspond to funding commitments before transmission to Vendors;
20. Coordinate with the applicant and its vendors to ensure invoices are accurate and proper invoicing methods (e.g., BEAR or SPI) are implemented;

21. Manage appeals stemming from inaccurate funding commitments or funding request denials, as necessary.
22. With applicant input, administer and complete any audits, selective reviews, competitive bidding or cost-effectiveness reviews, payment quality assessments (PQA), or invoice reviews related to funding applications completed by ERC.
23. Maintain web-based repository for document retention relative to funding years covered by the Parties' agreement;
24. Work with applicant staff to maintain appropriate E-rate asset tracking documentation, as applicable;
25. Complete any outstanding tasks related to prior funding years for both categories of service, including audits and PQA reviews;
26. Continue to monitor regulatory scheme and advise of any forthcoming rules changes and discuss their potential impact on the applicant;
27. Deliver training modules to designated staff ensure all team members have sufficient knowledge of E-rate rules and related processes;
28. Monitor new eligible product launches to advise applicant of potential infrastructure improvements and possible cost reduction measures;
29. Assist in all other strategic planning initiatives that relate directly to E-rate.

b. Implementation Timeline & Work Plan

Our entire team will support the implementation and follow-through of this plan.

Note that each bullet point represents either a deliverable or a specific task to complete. That said, we understand that each applicant may have a distinct approach to E-rate and we therefore hesitate to use a "one-size-fits-all" process management plan. We will therefore discuss each phase outlined below at the outset of the onboarding process, clearly define where each of your expected deliverables fits, and establish deadlines.

Phase 1: New Client Onboarding
Vince, Geoff, Mike, Rachel, and support staff

- Obtain Letter of Agency;
- Designation of District point person;
- Secure EPC access and requisite permissions;
- Review and analyze executed copies of current service provider contract(s);
- Review pending E-rate eligible Category Two projects in order to ascertain scope of future work related to prior Funding Years;

- Detail and discuss expected deliverables for each phase of the Funding Year.

Phase 2: Define Needs and Objectives

Vince, Geoff, Mike, and support staff

- Review telecommunications services to identify any necessary upgrades/changes to existing services;
- Discuss eligible data network projects planned for upcoming funding application cycle;
- ERC to identify any end-of-life products or other extenuating circumstances that may influence future procurement decisions;
- Explain ERC's typical approach to competitive bidding process and advise as to best practices to ensure District's internal processes align with E-rate Program rules;
- Provide preliminary Category Two budget information for the upcoming funding application cycle;
- Define timelines and establish firm deadlines for necessary deliverables;
- Share proposed calendar and action plan with designated District staff;
- Finalize Category Two project outlook.

Phase 3: Begin Competitive Bidding Process

Vince, Geoff, Mike, and support staff

- Update all information in the EPC with current names and addresses of schools, annexes, and NIFs;
- Create draft Form 470(s) and supporting documents based on Category One service requests and Category Two project plans;
- Discuss potential bid evaluation factors with District personnel to ensure pertinent criteria is emphasized;
- Assist in drafting any statutorily-mandated RFP documents for E-rate eligible goods/services;
- Review Form 470(s) and RFP/specification documents with E-rate team and revise as necessary;
- Post Form(s) 470 to initiate the 28-day competitive bidding window;
- Discuss potential bid factors to ensure pertinent criteria are emphasized and finalize bid matrix.

Phase 4: Review Bids and Issue Awards

Vince, Geoff, Mike, and support staff

- Draft Category One Form(s) 471 based on multi-year agreements from prior funding years;
- Track and document all incoming vendor inquiries in connection with Form(s) 470;
- Collect bids and maintain in digital repository for ease of access by District personnel;
- Compose award letters and deliver to service providers/vendors, as necessary;
- As requested, assist with the review of proposed contracts for E-rate eligible goods and services to ensure Program compliance;

- Draft Form(s) 471 based on awards from current funding year and present to designated District personnel for review and approval.

Phase 5: Funding Year Wrap-Up

Rachel, Vince, Mike, Geoff, and support staff

- Collect, analyze, and submit invoices and FCC Forms 472 to request E-rate reimbursements;
- Administer Program Integrity Assurance (PIA) review process;
- Review funding commitment decision letters to identify discrepancies;
- File appeals/waiver requests with USAC and/or the FCC;
- File Forms 486 to confirm start of Category One services and purchase of Category Two equipment and services;
- Collect Category One and Category Two invoices;
- File Forms 472, 473, and 500 as necessary;
- Issue invoices for ERC's services;
- Provide monthly status reports of outstanding FRNs from prior funding years to ensure that all outstanding discounts have been collected;
- Discuss progress of each project to identify whether and when one or more Forms 500 may be necessary;
- Address and rectify billing issues with service provider(s) and/or vendor(s);
- Begin preparation for subsequent funding year.

5. PRIOR RELEVANT EXPERIENCE

1. Unfortunately, public school districts are generally viewed as cost centers by taxpayers. Therefore, budget planning is at times subject to political disagreements and competing interests among high-level decision makers. Given our substantial experience working exclusively with E-rate applicants, we have navigated these scenarios many times in order to deliver an outside point of view on the benefits to completing certain projects. For example, we service the State of Delaware's Department of Technology and Information Consortium. As a result, we interact regularly with the Delaware Department of Education and, on certain occasions, with the State's Office of Management and Budget (OMB). One such occasion involves our administering a statewide Category Two initiative to refresh the switching equipment within all public school districts and charter schools that use the State's network. This project required months of frequent discussion among the aforementioned entities before OMB eventually committed funds to pay the non-discounted share of the project. It resulted in an award that could deliver up to \$7 million in E-rate discounts over the next 5 years.

We are now tasked with overseeing the related procurement plans of all consortium members, which consists of over 40 distinct entities each with its own administrators and technology professionals. Such responsibility is welcome when we know it will deliver relief to the State's budget while enabling its schools to future-proof their respective data distribution networks.

In addition, we have been asked on several occasions to meet with Boards of Education and their constituents during public meetings to discuss project specifics and answer questions about their cost, utility, necessity, and to explain available options and alternatives. Since we have the technical expertise to understand the project scope and are better equipped to discuss the E-rate implications, our participation has several times in the past helped convince Boards of Education to commit the funding necessary to follow through on project plans.

2. We have substantial experience helping clients reduce their telecommunications costs and meet budgets. The E-rate competitive bidding process in itself helps to reduce costs. That is why it must be administered properly. Cost savings may be illusory if the process behind the contract was flawed, in which case an applicant could be required to return funds to the Program. We proactively manage the process from beginning to end, which requires service providers to agree to certain terms and conditions as a predicate to the consideration of their bids. We assist in the bid review process to confirm that bids are being interpreted accurately and there are no hidden or unexpected fees or charges looming. We examine invoices to ensure the applicant is receiving the service it expects. We verify that vendor invoices are accurate and, if not, work with them to reconcile their mistakes and remove unwarranted charges or issue credits when necessary. All of these measures help our clients to accurately predict their costs and meet their budgetary figures for Category One services.

For Category Two projects, we work with our clients to understand the scope and budget of each project. Developing this understanding at the outset is critical because early identification of eligible/ineligible equipment assists in the overall budgeting process. Once this has been done, the applicant will have a relative understanding of what they can expect to be covered by E-rate discounts and what they will have to pay for out-of-pocket. That stated, we often encourage clients to bid out the entire project (eligible and ineligible equipment/services) because it ultimately simplifies the procurement process and the discounts secured via the E-rate competitive bidding process—even on ineligible equipment—are often lower than if the applicant simply contacts a reseller and request a quote.

The next consideration is the applicant's Category Two budget. Starting with the Second Modernization Order, Category Two budgets have been site-specific. However, beginning with the upcoming cycle, it may be spread across the District. We will provide you with your total Category Two budget at the outset so that number can be used in your budgeting estimates. We work with your team to identify emergent needs and prioritize accordingly. When Category Two budget overages arise, we often encourage clients to remove funding requests for professional services since those are more fluid than straight hardware purchases and can be negotiated after the fact more easily.

Once we have an idea of what they hope to achieve, we draft the necessary specification documents and a proposed bill of materials. This ensures that vendors understand the applicant's expectations prior to their submitting a bid. It further guarantees that bids received are tailored to meet the applicant's needs, thereby eliminating the potential need to review non-responsive bids or generic solicitations. All of this saves time, which in turn saves money.

3. Put simply, we will do all the heavy lifting while your team will fill in the blanks. Since the release of the Second Modernization Order prior to the 2015 funding application cycle, our approach has allowed us to grow from approximately 30 clients to 130 clients. With our guidance since that time, our clients have received over \$50 million in funding disbursements and no denials. This track record speaks to our experience and the efficacy of our methods.

Specific examples of our methods and approach are outlined in the Implementation Plan section above. The References section adds color to better explain how those methods translate into positive outcomes for our clients.

4. We are accustomed to working on tight timetables. The majority of our clients are based in New Jersey. School district budgets in New Jersey are generally not finalized until March. The E-rate filing window typically closes in March or April. Therefore, the bulk of our work, particularly in relation to Category Two, is completed in March and April. While we prefer to complete the process sooner than later, practical realities tend to prevail, and we often find ourselves extremely busy at the end of each filing window.

If project delays arise, we advise all relevant parties of the implications and propose an action plan to resolve the issues expeditiously. If delays persist which jeopardize our ability to prepare accurate documentation, then we use what we have available and either make corrections during the PIA process or submit service substitution requests to USAC so that the Form 471 aligns with the final project scope. If, during the implementation phase, delays arise because of changes to the project scope or for some other reason, we will submit a Form 500 to extend the service delivery deadline. When necessary, we will also submit invoice deadline extension requests to ensure no funding support is at risk.

5. **References – Project Completed in the Last 5 Years**

Over the last five years, inclusive of Funding Year 2020-21, the Company has submitted over 4,000 FRNs on behalf of over 120 Billed Entities and requested more than \$79 million in discounts. To date, no FRN has been denied and over \$51 million in discounts have been disbursed. We expect that total to rise as funding requests relative to Funding Years 2019-20 and 2020-21 funds continue to be disbursed.

The following represent several examples of engagements with similar-sized or larger applicants to which we have provided the services you specify in your RFP. We have provided a succinct description of each applicant client, the details specific to each engagement, and the quantifiable funding outcomes. None of those projects described below have resulted in litigation, and neither have any other E-rate compliance and process management projects completed by ERC.

1. ***State of Delaware, Department of Technology & Information Consortium***

Paul Kanich, K-12 Customer Engagement Specialist
302.739.9695
paul.kanich@delaware.gov

This consortium encompasses all public school districts and charter schools in Delaware and represents approximately 108,000 pupils.

At the time this relationship began in 2017, USAC was simultaneously auditing the State's Category One consortium submissions for Funding Years 2015, 2016, and 2017. We managed the transition from their former consultant and achieved positive outcomes in each audit scenario, which involved millions of dollars in funding support. At the same time, we administered the invoice submission process and completed invoice review to collect E-rate discounts of approximately \$1.2 million for Funding Year 2016-17 and \$900,000 for 2017-18.

For Funding Year 2018-19, we drafted the Applicant's FCC Form 470, associated RFPs, and Forms 471 which ensured that the State of Delaware received Category One funding on their leased lit and leased dark fiber connections. We also handled all pre- and post-commitment activities, after which the Applicant received \$1.56 million in Category One

funding commitments. For Funding Year 2019-20, we performed the same range of services with Category One funding commitments of approximately \$1.5 million expected in full.

For Funding Year 2020-21, we drafted the Applicant's FCC Form 470, associated RFP documents for its lit and dark fiber network, and related Forms 471. We will also complete all pre- and post-commitment activities as outlined in the Scope of Services submitted with this Proposal. In addition, we administered a statewide consortium bid for Category Two equipment and services on behalf of every public school district and charter school in Delaware. The result is a multi-year award that could deliver up to \$7 million in E-rate funding support to help the State implement a refresh of network switching equipment for Delaware's local educational agencies.

2. *Jersey City Public Schools (NJ)*

Debasis Gupta, M.I.S. Manager
201.915.6292
dgupta@jcboe.org

This District consists of 41 eligible entities and approximately 28,000 pupils.

We provide Jersey City with comprehensive E-rate compliance and process management services. This includes the entire range of pre- and post-commitment services requested in your RFP. We also administer the competitive bidding process and assist with bid analysis and evaluation.

Jersey City Board of Education first contacted us in 2018 after several years of funding request denials and heightened scrutiny of its Category Two funding applications. We successfully harmonized their competitive bidding and procurement processes with E-rate Program rules and, consequently, helped the District obtain positive Category 2 funding commitments for the first time in years.

For the 2019-20 funding cycle, the District received total Category One funding commitments of \$457,744 with no denials. For Category Two, the District received almost \$2.8 million in funding commitments. The only modifications to the original funding requests were required due to either Category Two budget overages at certain sites or re-allocation of funding from non-core non-instructional facilities to instructional buildings.

For the 2020-21 funding cycle, we submitted funding requests in the total amount of \$463,500 for Category One services on the District's behalf. For Category Two, we anticipate funding commitments for eligible equipment and related services of approximately \$3 million.

3. *Elizabeth Public Schools (NJ)*

Alberto Marsal, Chief Information Officer
908.436.5061
marsalal@epsnj.org

This District consists of 40 eligible entities and approximately 28,000 pupils.

Over the tenure of our relationship with Elizabeth Public Schools (“EPS”), which began in 2016, we have helped the District increase bandwidth considerably while reducing Internet and WAN costs by almost 15%. In addition, we worked with District IT staff to implement a three-year plan to ensure it maximized available E-rate support to build a scalable infrastructure within specified timeframes.

Each year, we provide a scope of work to EPS that includes, but is not limited to, drafting Category One and Two FCC Forms 470 and RFP documents, administration of the entire competitive bidding process, and assistance with bid evaluation. We also handle all pre- and post-commitment activities, including but not limited to preparation and submittal of FCC Forms 471, Forms 486, Forms 472, PIA responses, service substitutions, SPIN changes, and other related tasks.

Through the 2019-20 funding year, EPS will have spent \$2,049,160.67 on eligible Category Two goods and services and received \$1,741,786.57 in E-rate discounts. For the 2020-21 Funding Year, we further applied for an additional \$1,550,000 in E-rate funding support on the District’s behalf. Furthermore, our process management services have helped Elizabeth leverage over \$800,000 in Category One funding support annually while relieving them of the heightened scrutiny they routinely faced at the time our relationship began.

4. *Paterson Public School District (NJ)*

Christopher Lewis, Director of Business Applications
973.321.2415
celewis@paterson.k12.nj.us

This District is comprised of 56 eligible entities and approximately 29,000 pupils.

We also provide this District with comprehensive E-rate compliance and process management services. This includes the entire range of pre- and post-commitment services requested in your RFP, including but not limited to drafting the District’s Category One and Two FCC Forms 470, RFP documents, administering the entire competitive bidding process and assisting with bid evaluation, and completion of all additional pre- and post-commitment activities (EPC updates, PIA, service substitutions, SPIN changes, and other related matters). At the time this relationship began in 2017, the District’s Category Two funding requests had been denied for several years prior.

With our assistance, the District has successfully navigated the selective review processes in place prior to our engagement to secure almost \$2.5 million in Category Two E-rate discounts. We further applied for an additional \$385,000 in Category Two funding support this past cycle.

At the start of our engagement, we helped the District craft an RFP for District-wide WAN services that ultimately enabled it to increase bandwidth substantially at key sites while adding network resiliency. They now receive over \$935,000 annually in Category One funding support.

5. *Judson Independent School District (TX)*

Jesse Hernandez, Network Manager
210.945.5567
jhernandez@judsonisd.org

The District consists of 39 eligible entities and approximately 24,000 pupils.

Since the start of this relationship, we have drafted the District's Category One and Two FCC Forms 470, RFP documents, administered the entire competitive bidding process and assisted with bid evaluation. We have also handled all pre- and post-commitment activities, including EPC updates, PIA, service substitutions, SPIN changes, and other related matters. We also provide this District with comprehensive E-rate compliance and process management services.

Since 2015, the District has received over \$2.4 million in Category Two funding support and currently receives over \$450,000 annually in Category One funding support. In addition, at the time this relationship began, we assumed authority over and successfully completed a PQA audit for a Category One funding request of \$341,000.

6. *Escondido Union Elementary School District (CA)*

Leonard LeVine, Director of Information Systems
760.432.2145
llevine@eusd.org

This District encompasses 25 entities and approximately 16,000 pupils.

For Funding Year 2020-21, we advised the District on necessary revisions to its Category Two RFP documents to ensure E-rate compliance. We then drafted the Form 470, administered the E-rate competitive bidding process, and assisted with bid evaluation. We will also complete all necessary pre- and post-commitment activities. We anticipate the District's total E-rate funding support for its Category Two projects will be approximately \$385,000. For Category One, the District will receive approximately \$200,000 in funding support.

7. *Culver City Unified School District (CA)*

Frank Villalobos, Director of Information Technology
310.842.4220, ext 4306
frankvillalobos@ccusd.org

This District is comprised of 8 entities and approximately 7,000 pupils.

This relationship started after the 2018 funding application cycle, when we first engaged to assist with a waiver request to the FCC. In each year since, we have provided the scope of work outlined above. We draft the District's Category One and Two FCC Forms 470, RFP documents, administer the entire competitive bidding process and assist with bid evaluation, and complete all other pre- and post-commitment activities.

8. *Passaic City School District (NJ)*

Amanuel Teklu, Director of Technology
973.470.5500
ateklu@passaicschools.org

This District consists of 21 entities and 13,588 pupils.

This relationship started prior to the 2018 funding application cycle. In every year since, we have provided the scope of work set forth above. We draft the District's Category One and Two FCC Forms 470, RFP documents, administer the entire competitive bidding process and assist with bid evaluation, and complete all other pre- and post-commitment activities.

With our assistance, the District has received over \$220,000 in Category Two funding disbursements, as well \$886,000 in Category Two funding commitments, with another \$1.1 million in funding commitments expected after the current review period. In addition, the District receives \$330,000 annually in Category One funding support.

9. *Christina School District (DE)*

Robert Goff, Infrastructure Team Lead – Technology Services
302.454.2400, ext. 43102
robert.goff@christina.k12.de.us

This District encompasses 32 entities and approximately 13,500 pupils. This District receives its Category One services through the State's Department of Technology & Information (DTI). As such, our engagement is limited to Category Two compliance and process management services.

This relationship also started prior to the 2018 funding application cycle. In every year since, we draft the District's Category Two FCC Forms 470, RFP documents, administer

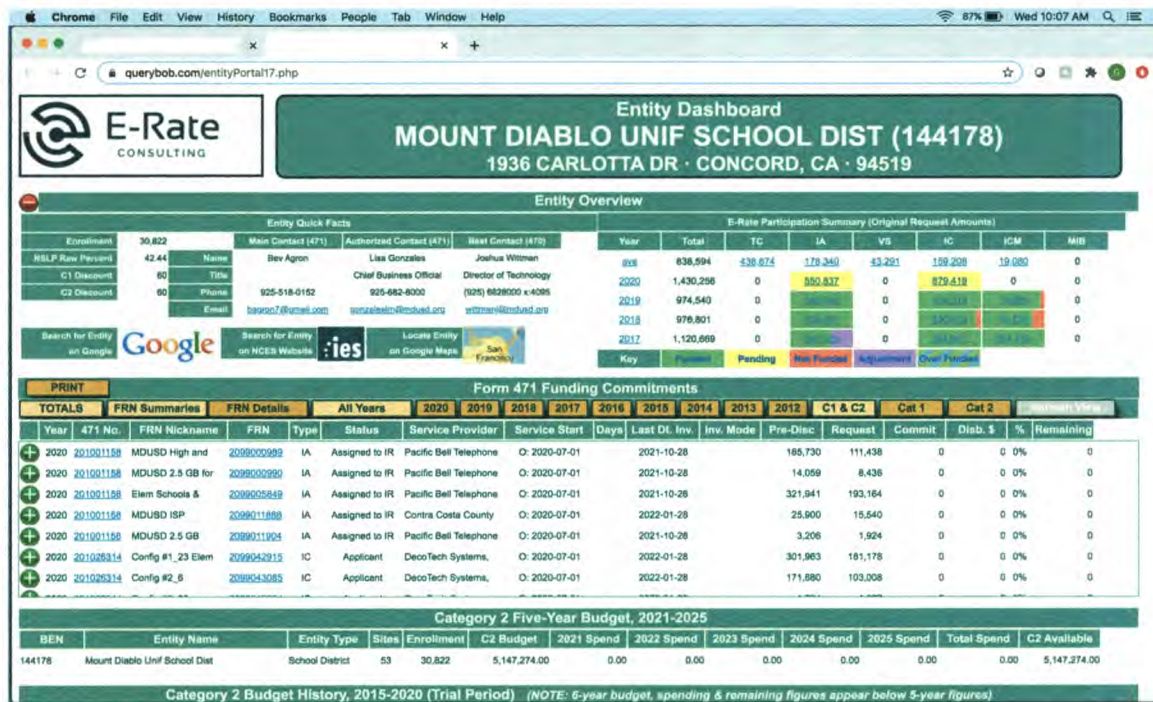


the entire competitive bidding process and assist with bid evaluation, and complete all other pre- and post-commitment activities.

Since the start of our engagement, the District has received approximately \$1.5 million in funding disbursements. In addition, as noted above, we provided compliance and process management services to the State of Delaware DTI consortium to award a \$2 million switch refresh project for this District.

6. ADDITIONAL INFORMATION

In addition to the aforementioned services, designated District personnel will also have access to a web-based Dashboard that contains all relevant historical details of the District's E-rate filings. This includes general details (e.g., enrollment, discount rate, contact details) as well as a comprehensive and immersive overview of all prior funding years' funding requests, funding commitments, pending funding commitments, Category 2 budget information, and quick links to summaries of each funding year's Form 471 and FRN details. The following screenshots provide a visual reference:



Entity Dashboard
MOUNT DIABLO UNIF SCHOOL DIST (144178)
1936 CARLOTTA DR · CONCORD, CA · 94519

Entity Overview

Entity Quick Facts				E-Rate Participation Summary (Original Request Amounts)							
Enrollment	NSLP Rate Percent	C1 Discount	C2 Discount	Year	Total	TC	IA	VB	IC	ICM	MIH
30,822	42.44	60	60	2018	838,594	438,674	179,340	43,281	159,208	19,080	0
				2020	1,430,258	0	550,837	0	879,418	0	0
				2019	974,540	0	0	0	0	0	0
				2018	979,801	0	0	0	0	0	0
				2017	1,120,669	0	0	0	0	0	0

Form 471 Funding Commitments

TOTALS	FRN Summaries	FRN Details	All Years	2020	2019	2018	2017	2016	2015	2014	2013	2012	C1 & C2	Cat 1	Cat 2	Remaining	
Year	471 No.	FRN Nickname	FRN	Type	Status	Service Provider	Service Start	Days	Last Dt. Inv.	Inv. Mode	Pre-Disc	Request	Commit	Diab. \$	%	Remaining	
2020	201001158	MDUSD High and	2099000989	IA	Assigned to IR	Pacific Bell Telephone	O: 2020-07-01		2021-10-28			165,730	111,438	0	0	0%	0
2020	201001158	MDUSD 2.5 GB for	2099000990	IA	Assigned to IR	Pacific Bell Telephone	O: 2020-07-01		2021-10-28			14,059	8,436	0	0	0%	0
2020	201001158	Elem Schools &	2099005849	IA	Assigned to IR	Pacific Bell Telephone	O: 2020-07-01		2021-10-28			321,941	193,164	0	0	0%	0
2020	201001158	MDUSD ISP	2099011888	IA	Assigned to IR	Contra Costa County	O: 2020-07-01		2022-01-28			25,900	15,540	0	0	0%	0
2020	201001158	MDUSD 2.5 GB	2099011904	IA	Assigned to IR	Pacific Bell Telephone	O: 2020-07-01		2021-10-28			3,206	1,924	0	0	0%	0
2020	201026314	Config #1_23 Elem	2099042915	IC	Applicant	DecoTech Systems,	O: 2020-07-01		2022-01-28			301,963	181,178	0	0	0%	0
2020	201026314	Config #2_8	2099043085	IC	Applicant	DecoTech Systems,	O: 2020-07-01		2022-01-28			171,580	103,008	0	0	0%	0


Category 2 Five-Year Budget, 2021-2025

BEN	Entity Name	Entity Type	Sites	Enrollment	C2 Budget	2021 Spend	2022 Spend	2023 Spend	2024 Spend	2025 Spend	Total Spend	C2 Available
144178	Mount Diablo Unif School Dist	School District	53	30,822	5,147,274.00	0.00	0.00	0.00	0.00	0.00	0.00	5,147,274.00

Category 2 Budget History, 2015-2020 (Trial Period) (NOTE: 6-year budget, spending & remaining figures appear below 5-year figures)

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Awards Summary Report


All Years >> 2020

Service Types: All
 Filing Entity: 144178 (Mount Diablo Unit School Dist)
 Service Categories: 1 & 2
 State(s): CA, DE, LA, NJ, NY, OH, PA, TX
 Status: All

471 #	FRN	Nickname	Svc. Type	Status	Inv. Mode	SSD	LD11	State	SPIN	SP Name	Total Cost	Requested	Discount %	Committed	Disbursed	Remaining	Util. %
201001158	2099011888	MDUSD ISP	C1	Assigned to IR	O	2020-07-01	2022-01-28	CA	143008381	Contra Costa County Office of Ed.	25,900.00	15,540.00	60	0.00	0.00	0.00	N/A
201026314	20990429115	Config #1_23 Elem Sites_Switches & Controllers	C2	Applicant Documentation Received	O	2020-07-01	2022-01-28	CA	143012508	DecoTech Systems, Inc.	301,983.32	181,177.98	60	0.00	0.00	0.00	N/A
201026314	2099043080	Config #2_8 Elem_Switches & Controllers	C2	Applicant Documentation Received	O	2020-07-01	2022-01-28	CA	143012505	DecoTech Systems, Inc.	171,879.92	103,007.95	60	0.00	0.00	0.00	N/A
201026314	2099043094	Config #6_30 Sites_Cabling	C2	Applicant Documentation Received	O	2020-07-01	2022-01-28	CA	143012509	DecoTech Systems, Inc.	1,794.30	1,076.58	60	0.00	0.00	0.00	N/A
201026314	2099043098	Config #7_15 Middle & HS Sites_Cabling	C2	Applicant Documentation Received	O	2020-07-01	2022-01-28	CA	143012500	DecoTech Systems, Inc.	1,288.65	773.19	60	0.00	0.00	0.00	N/A
201026314	2099043099	Config #8_Eagle Peak_Cabling	C2	Applicant Documentation Received	O	2020-07-01	2022-01-28	CA	143012505	DecoTech Systems, Inc.	6.53	3.92	60	0.00	0.00	0.00	N/A
201026314	2099050993	Config 3.5_Olympic HS_Switches	C2	Applicant Documentation Received	O	2020-07-01	2022-01-28	CA	143012508	DecoTech Systems, Inc.	2,099.40	1,258.64	60	0.00	0.00	0.00	N/A
201026314	2099051716	Config #9_9 Middle & 5 HS_Switches & Controllers (Olympic removed)	C2	Applicant Documentation Received	O	2020-07-01	2022-01-28	CA	143012500	DecoTech Systems, Inc.	400,586.48	240,391.89	60	0.00	0.00	0.00	N/A
201001158	2099000989	MDUSD High and Middle School ASE	C1	Assigned to IR	O	2020-07-01	2021-10-28	CA	143002655	Pacific Bell Telephone Company	185,730.48	111,438.29	60	0.00	0.00	0.00	N/A
201001158	2099000990	MDUSD 2.5 GB for Business Applications	C1	Assigned to IR	O	2020-07-01	2021-10-28	CA	143002655	Pacific Bell Telephone Company	14,056.44	8,435.66	60	0.00	0.00	0.00	N/A
201001158	2099000984	Elem Schools & Olympic HS ASE	C1	Assigned to IR	O	2020-07-01	2021-10-28	CA	143002655	Pacific Bell Telephone Company	321,940.80	193,164.48	60	0.00	0.00	0.00	N/A
201001158	2099011904	MDUSD 2.5 GB School Applications	C1	Assigned to IR	O	2020-07-01	2021-10-28	CA	143002655	Pacific Bell Telephone Company	3,206.25	1,923.75	60	0.00	0.00	0.00	N/A

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Funding Request Detail

PRINT

FRN	471#	Year	Applicant	Service Provider	Orig. Total	Comtd. Total	
2099000989	201001158	2020	Mount Diablo Unit School Dist	Pacific Bell Telephone Company	185,730.48	0.00	
Form 470	Category	City	ST	Status	SPIN	Orig. Discount	Comtd. Discount
170008470	INTERNET ACCESS	Concord	CA	PENDING (Assigned to IR)	143002655	60%	0%
Form 471 FCDL Comment							
489 SSD Disbursed Orig. Request Comtd. Request							
0.00 111,438.29 0.00							
BEN	Contract Exp.	Mode	Last Date to Invoice	FCDL Date	Wave	RFCDL Date	Appeal Wave
144178	2022-06-30		2021-10-28				
Descriptive Narrative for FRN							
High Speed Transport Services to 9 Middle Schools, 5 High Schools, Maintenance and Operations, and Loma Vista Center: speed ranges from 100 MB all the way to 20 GB							
Additional Details							
Continuation FRN	Award Date	Contract ID	Vol.	Ext.	Billing Acct #	Funding Request Nickname	
1990242	04/21/2017			2		MDUSD High and Middle School ASE	
Item 21a - Telecommunications (Including Voice) and Internet Access							
Item Number	Type of Service Requested	Type of Connection	Purpose	Quantity # Lines	Upload Speed	Download Speed	Burstable? Speed
Firewall?	Last Mile	WAN	Monthly Eligible Unit Cost	Monthly Ineligible Unit Cost	One-Time Eligible Unit Cost	One-Time Ineligible Unit Cost	Extended Line Item Cost
003	Fiber	Ethernet	Data Connection between two or more sites entirely within the applicant's network.	9	500,000 Mbps	500,000 Mbps	n/a
No	n/a	n/a	529.54	0.00	0.00	0.00	57,190.32
008	Miscellaneous	Taxes and USF Fees	Data Connection between two or more sites entirely within the applicant's network.	2	250,000 Mbps	250,000 Mbps	n/a
No	n/a	n/a	34.80	0.00	0.00	0.00	635.20
005	Miscellaneous	Taxes and USF Fees	Data Connection between two or more sites entirely within the applicant's network.	5	1,000 Gbps	1,000 Gbps	n/a
No	n/a	n/a	84.51	0.00	0.00	0.00	5,070.60
002	Fiber	Ethernet	Data Connection between two or more sites entirely within the applicant's network.	2	250,000 Mbps	250,000 Mbps	n/a
No	n/a	n/a	479.07	0.00	0.00	0.00	11,487.58

7. CONFLICTS OF INTEREST

Not applicable.

8. WORK COMMITMENTS

We have approximately 130 clients. As mentioned previously, our client base continues to grow year after year. Consequently, we have substantial experience managing the transition process from former consultants. We understand the difficulties applicants face when transitioning from one E-rate consultant to another. At any given time, there could be numerous outstanding funding applications, post-commitment activities, and appeals to be completed. ERC has significant experience in handling these transitions. Over these last few years, we have designed and implemented a transition process to ensure we account for all essential activities so nothing is lost in the transition.

Moreover, we would not submit a proposal in response to your RFP if we did not have the ability to deliver the level of service that all of our clients have come to expect. If awarded this contract, we will begin to work immediately on Phase I, as described above. As part of the onboarding process, we will establish firm deadlines for tasks and related deliverables. Though the precise dates of the upcoming filing window are not yet known, we are entirely confident that our team can provide you with unparalleled service at a fair and reasonable rate.

9. REQUIRED FORMS

Please refer to the attached forms.

- Exhibit E – Financial Interest Certification
- Exhibit F – Business Status
- Exhibit G – Non-Collusion Declaration
- Exhibit H – Workers' Compensation Certification
- Exhibit I – Drug-Free Workplace Certification
- Exhibit J – Tobacco-Free Environment Certification
- Exhibit K – Criminal Background/Fingerprinting Certification
- Exhibit L – Bidder's Statement Regarding Insurance Coverage
- Exhibit M – Equal Employment Opportunity Compliance Certificate

10. COMPENSATION/FEE SCHEDULE

a. Hourly Rates for ERC Personnel

The following represent the hourly billable rates for the staff who will service your account. These rates will apply as explained more fully in the following subsections.

Name	Position	Hourly Rate
Vincent LaForgia	President	\$125
Geoffrey Sweeney	Chief Legal Officer	\$125
Michael Deusinger	Program Compliance Manager	\$90
Rachel Motyl	Operations Manager	\$90
Emily Turano	Operations Support Specialist	\$50
John LaForgia	Operations Support Specialist	\$50
	Admin Staff	\$0

b. Billing Practices

Ultimately, it will depend on whether you elect a fee schedule that provides for hourly rate compensation or lump sum compensation. For hourly rate compensation, we will invoice quarterly at the rates prescribed above. For lump sum compensation, we can either invoice annually or break the total fee into milestone payments (e.g., certification of Form 470, certification of Form 471, filings of Form 472/474, completion of PQA/receipt of funding commitments). In the case of milestones, we will jointly identify and agree in writing to the milestones and corresponding payments due.

There are no reimbursable cost categories. The proposed fee is all-encompassing.

c. Pricing Options

Hourly

The rate sheet above shall apply. For any and all work performed, we will log the hours spent by each team member servicing your account and invoice the District quarterly.

Lump Sum

To complete your annual Category One filing application process, we propose an annual fee of Six Thousand Dollars (\$6,000.00). Note that this fee shall encompass work performed in connection with C1 applications from prior funding years.

To complete your annual Category Two filing application process, we propose an annual fee of Six Thousand Dollars (\$6,000.00). Note that this fee shall encompass work performed in connection with C2 applications from prior funding years.

Thus, the maximum amount due to ERC in any given year to complete the contractual scope of work shall be \$12,000.00.

Note: As related to the contractual scope of work, there are no additional costs, fees, or reimbursable expenses for travel or calls with District staff or service providers.

CONFIDENTIAL

October 7, 2020

To whom it may concern:

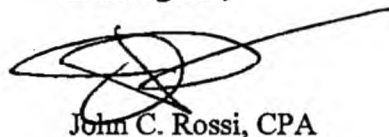
Please be advised that Mantell, Rossi & Company, CPA's have been the accountants for E-Rate Consulting, Inc. since their inception in the year 2000. E-Rate Consulting Inc. has been consistently profitable for the entirety of its existence. Its sales are in the seven-figure range and its profits are in the mid six figure range.

E-Rate Consulting Inc. currently has no outstanding short- or long-term debt and is a consistent and stable on-going business.

Additionally, E-Rate has the backing of its principle owner, whose assets are greater than two million dollars.

Should you have any questions or need any additional information please do not hesitate to call this office.

Best regards,



John C. Rossi, CPA

October 7, 2020

To whom it may concern:


Please be advised that Mantell, Rossi & Company, CPA's have been the accountants for E-Rate Consulting, Inc. since their inception in the year 2000. E-Rate Consulting Inc. has been consistently profitable for the entirety of its existence. Its sales are in the [REDACTED]

E-Rate Consulting Inc. currently has no outstanding short- or long-term debt and is a consistent and stable on-going business.

Additionally, E-Rate has the backing of its principle owner, [REDACTED]

Should you have any questions or need any additional information please do not hesitate to call this office.

Best regards,



John C. Rossi, CPA



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

01/26/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

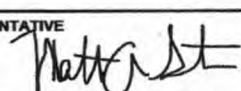
PRODUCER Treadstone Risk Management LLC 60 Speedwell Avenue, Unit B Morristown NJ 07960		CONTACT NAME: Matthew A. Struck PHONE (A/C, No, Ext): 888-391-8136 x102 FAX (A/C, No): 973-282-8530 E-MAIL ADDRESS: mstruck@treadstonerisk.com	
		INSURER(S) AFFORDING COVERAGE	
		INSURER A: ACE Property and Casualty Ins. Co.	
		INSURER B: Chubb National Insurance Company	
		INSURER C: United States Liability Insurance Co.	
		INSURER D:	
		INSURER E:	
		INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			D95236832	01/26/2020	01/26/2021	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000 Combined Total Agg \$ 4,000,000
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	(21) 7178-52-56	01/26/2020	01/26/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 100,000 E.L. DISEASE - EA EMPLOYEE \$ 100,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
C	Professional Liability/E&O			SP1572638	01/26/2020	01/26/2021	Each Claim 1,000,000 Annual Aggregate 3,000,000 Per Claim Ded. 1,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Evidence of Coverage

CERTIFICATE HOLDER	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

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BOARD OF EDUCATION

Joan Gardner
Frank Huston
Joe Muga, Ph.D.
Doug Paulson
Georgine Tomasi

SUPERINTENDENT

Luis A. Rankins-Ibarra, Ed.D.

October 7, 2020

I'm absolutely thrilled to recommend Vince LaForgia and his team at E-Rate Consulting. We've worked with this company over the last year and during the unusual circumstances surrounding the global pandemic. Vince and his team have not missed a beat and have been exceptionally responsive to our technology improvement projects. The E-Rate Consulting team is well-versed in e-rate compliance, application requirements and timelines. They have been an integral part of our planning team and in developing our procurement strategy for e-rate eligible equipment and services.

E-Rate Consulting ensured a smooth transition of services and provided our district a comprehensive review of existing and prior-year e-rate matters. They worked closely with our staff to identify open issues and gather information to successfully obtain an appeal decision in our favor that resulted in discount funding that would have otherwise been denied.

Our district is located in California and we've been able to communicate with E-Rate Consulting well past what would be considered normal business hours. The time difference has actually been advantageous to our district, because we've been able to receive responses to our questions waiting for us as soon as we arrive in the morning. E-Rate Consulting has been available for calls/meetings when it's been convenient for our team. They've been readily accessible and very effective at communication, routinely under short suspense and often requiring overnight response.

Over the last funding year, they've proven their expertise in e-rate compliance. More importantly, they adopted our district's request for proposal processes and streamlined efforts to ensure efficient and effective methods for adherence to e-rate regulations and avoidance of bid protests.

Lastly, their supporting staff all have a thorough knowledge of the technology equipment being procured by our district. This has made sure we included appropriate language in our contracting documents to guarantee that responses to bids and proposals would provide the operational and technical specifications needed in our information environment. E-rate Consulting has clearly demonstrated a skilled ability at working with our district to negotiate with vendors and avoid unnecessary disputes.

Sincerely,

Leonard J. LeVine
Director, Information Systems
Technology Services Department

**CARILYN GILBERT
EDUCATION CENTER**

2310 Aldergrove Ave.
Escondido, CA 92029
Tel (760) 432-2400
www.eusd.org

**MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "E"**

FINANCIAL INTEREST CERTIFICATION
(Public Contract Code section 3006)

RFP NO.: 1872 E-Rate Consultant Services between Mt. Diablo Unified School District ("District" or "Owner") and E-Rate Consulting, Inc. ("Consultant") ("Contract" or "Project").

I Vince LaForgia, E-Rate Consulting, Inc.
Name Name of Consultant

certify that I have not offered, given, or agreed to give, received, accepted, or agreed to accept, any gift, contribution, or any financial incentive whatsoever to or from any person in connection with the roof project contract on this project. As used in this certification, "person" means any natural person, business, partnership, corporation, union, committee, club, or other organization, entity, or group of individuals.

Furthermore, I Vince LaForgia, E-Rate Consulting, Inc.
Name Name of Consultant

certify that I do not have, and throughout the duration of the contract, I will not have, any financial relationship in connection with the performance of this contract with any Consultant, engineer, roofing consultant, materials manufacturer, distributor, or vendor that is not disclosed below.

I Vince LaForgia, E-Rate Consulting, Inc.
Name Name of Consultant

Have the following financial relationships with a Consultant, materials manufacturer, distributor, or vendor, or other person in connection with the following e-rate contract:

Name of firm ("Firm"): N/A

Mailing address: _____

Addresses of branch office used for this Project: _____

If subsidiary, name and address of parent company: _____

I certify that to the best of my knowledge, the contents of this disclosure are true, or are believed to be true.

Date: 10/8/2020

Proper Name of Consultant: Vince LaForgia

Signature:  _____

Print Name: Vince LaForgia

Title: President

**MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "F"
BUSINESS STATUS**

TO BE COMPLETED BY ALL CONSULTANTS AND SUB CONSULTANTS

Consultants/Sub-Consultant Name: E-Rate Consulting, Inc.

I declare under penalty of perjury that my business is (check all that apply):

- Small Business – A Small Business is one whose gross sales are less than \$1 million annually.
- Local Business – A Business headquartered in Contra Costa County.
- Emerging Business – An Emerging Business is one who has been business less than five years. I started my business on _____.
- Disabled Veteran-Owned Business – A Disabled Veteran-Owned Business is one that has a current certification from a California public agency. Certification must be attached.
- Other Businesses – A business, which does not meet any of the other definitions above, or for which the consultant or sub-consultant declines to state its category.

If it is determined that the information contained herein is not true and correct, I will not be allowed to do work (begin, finish, complete) for the Grossmont Union High School District.

Consultant/Sub-consultant: E-Rate Consulting, Inc.

Address: 130 Valley Road, Suite B

City, State, Zip Code: Montclair, NJ 07042

Phone Number: 973-200-4815 x101

Fax Number: 973-338-1671

Name, Title: Vince LaForgia, President

Signature: 

**MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "G"
NON-COLLUSION DECLARATION
Public Contract Code § 7106**

RFP #1872 - E-RATE CONSULTANT SERVICES

The undersigned declares: I am the President [PRINT YOUR TITLE]

of E-Rate Consulting, Inc. [PRINT FIRM NAME]

the party making the foregoing Contract.

The bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on the following date:

Date: 10/8/2020

Proper Name of Bidder: E-Rate Consulting, Inc.

City, State: Montclair, New Jersey

Signature:  _____

Print Name: Vince LaForgia

Title: President

END OF DOCUMENT

MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "H"

WORKERS' COMPENSATION CERTIFICATION

RFP #1872 - E-RATE CONSULTANT SERVICES

between Mt. Diablo Unified School District (the "District" or the "Owner") and E-Rate Consulting, Inc.
_____ (the "Contractor" or the "Bidder") (the "Contract" or the "Project").

Labor Code section 3700 in relevant part provides:

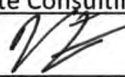
Every employer except the State shall secure the payment of compensation in one or more of the following ways:

- 1 By being insured against liability to pay compensation by one or more insurers duly authorized to write compensation insurance in this state.
- 2 By securing from the Director of Industrial Relations a certificate of consent to self-insure, which may be given upon furnishing proof satisfactory to the Director of Industrial Relations of ability to self-insure and to pay any compensation that may become due to its employees.

I am aware of the provisions of section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the Work of the Contract.

Date: 10/8/2020

Proper Name of Contractor: E-Rate Consulting, Inc.

Signature: 

Print Name: Vince LaForgia

Title: President

(In accordance with Article 5 - commencing at section 1860, chapter 1, part 7, division 2 of the Labor Code, the above certificate must be signed and filed with the awarding body prior to performing any Work under the Contract.)

END OF DOCUMENT

**MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "1"**

DRUG-FREE WORKPLACE CERTIFICATION

RFP #1872 - E-RATE CONSULTANT SERVICES

between Mt. Diablo Unified School District (the "District" or the "Owner") and E-Rate Consulting, Inc.
_____ (the "Contractor" or the "Bidder") (the "Contract" or the "Project").

This Drug-Free Workplace Certification form is required from the successful Bidder pursuant to Government Code sections 8350 et seq., the Drug-Free Workplace Act of 1990. The Drug-Free Workplace Act of 1990 requires that every person or organization awarded a contract or grant for the procurement of any property or service from any state agency must certify that it will provide a drug-free workplace by doing certain specified acts. In addition, the Act provides that each contract or grant awarded by a state agency may be subject to suspension of payments or termination of the contract or grant, and the contractor or grantee may be subject to debarment from future contracting, if the contracting agency determines that specified acts have occurred.

The District is not a "state agency" as defined in the applicable section(s) of the Government Code, but the District is a local agency and public school district under California law and requires all contractors on District projects to comply with the provisions and requirements of Government Code sections 8350 et seq., the Drug-Free Workplace Act of 1990.

Contractor shall certify that it will provide a drug-free workplace by doing all of the following:

1. Publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession, or use of a controlled substance is prohibited in the person's or organization's workplace and specifying actions which will be taken against employees for violations of the prohibition;
2. Establishing a drug-free awareness program to inform employees about all of the following:
 - a. The dangers of drug abuse in the workplace.
 - b. The person's or organization's policy of maintaining a drug-free workplace.
 - c. The availability of drug counseling, rehabilitation, and employee-assistance programs.
 - d. The penalties that may be imposed upon employees for drug abuse violations.
3. Requiring that each employee engaged in the performance of the contract or grant be given a copy of the statement required above, and that, as a condition of employment on the contract or grant, the employee agrees to abide by the terms of the statement.

I, the undersigned, agree to fulfill the terms and requirements of Government Code section 8355 listed above and will publish a statement notifying employees concerning (a) the prohibition of controlled substance at the workplace, (b) establishing a drug-free awareness program, and (c) requiring that each

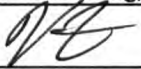
employee engaged in the performance of the contract be given a copy of the statement required by section 8355(a), and requiring that the employee agree to abide by the terms of that statement.

I also understand that if the District determines that I have either (a) made a false certification herein, or (b) violated this certification by failing to carry out the requirements of section 8355, that the Contract awarded herein is subject to termination, suspension of payments, or both. I further understand that, should I violate the terms of the Drug-Free Workplace Act of 1990, I may be subject to debarment in accordance with the requirements of section 8350 et seq.

I acknowledge that I am aware of the provisions of Government Code sections 8350 et seq. and hereby certify that I will adhere to the requirements of the Drug-Free Workplace Act of 1990.

Date: 10/8/2020

Proper Name of Contractor: E-Rate Consulting, Inc.

Signature: 

Print Name: Vince LaForgia

Title: President

END OF DOCUMENT

**MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "J"**

TOBACCO-FREE ENVIRONMENT CERTIFICATION


RFP #1872 - E-RATE CONSULTANT SERVICES

between Mt. Diablo Unified School District (the "District" or the "Owner") and E-Rate Consulting, Inc.
_____ (the "Contractor" or the "Bidder") (the "Contract" or the "Project").

This Tobacco-Free Environment Certification form is required from the successful Bidder.

Pursuant to, without limitation, 20 U.S.C. section 6083, Labor Code section 6400 et seq., Health & Safety Code section 104350 et seq. and District Board Policies, all District sites, including the Project site, are tobacco-free environments. Smoking and the use of tobacco products by all persons is prohibited on or in District property. District property includes school buildings, school grounds, school owned vehicles and vehicles owned by others while on District property.

I acknowledge that I am aware of the District's policy regarding tobacco-free environments at District sites, including the Project site and hereby certify that I will adhere to the requirements of that policy and not permit any of my firm's employees, agents, subcontractors, or my firm's subcontractors' employees or agents to use tobacco and/or smoke on the Project site.

Date: 10/8/2020
Proper Name of Contractor: E-Rate Consulting, Inc.
Signature: 
Print Name: Vince LaForgia
Title: President

END OF DOCUMENT

**MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "K"**

**CRIMINAL BACKGROUND INVESTIGATION /
FINGERPRINTING CERTIFICATION**

RFP #1872 - E-RATE CONSULTANT SERVICES

between Mt. Diablo Unified School District (the "District" or the "Owner") and E-Rate Consulting, Inc.
_____ (the "Contractor" or the "Bidder") (the "Contract" or the "Project").

The undersigned does hereby certify to the governing board of the District that:

- (1) He/she is a representative of the Contractor,
 - (2) He/she is familiar with the facts herein certified,
 - (3) He/she is authorized and qualified to execute this certificate on behalf of Contractor; and
 - (4) That the information in this Criminal Background Investigation / Fingerprinting Certification is true and correct.
1. **Education Code.** Contractor has taken at least one of the following actions with respect to the Project (check all that apply):

_____ The Contractor has complied with the fingerprinting requirements of Education Code section 45125.1 with respect to all Contractor's employees and all of its subcontractors' employees who may have contact with District pupils in the course of providing services pursuant to the Contract, and the California Department of Justice ("DOJ") has determined (per the DOJ process for Applicant Agencies described more fully on its website, located at: <http://oag.ca.gov/fingerprints/agencies> that none of those employees have been convicted of a felony, as that term is defined in Education Code section 45122.1. A complete and accurate list of Contractor's employees and of all of its subcontractors' employees who may come in contact with District pupils during the course and scope of the Contract is attached hereto; and/or

_____ Pursuant to Education Code section 45125.2, Contractor has installed or will install, prior to commencement of work , a physical barrier at the Project site, that will limit contact between Contractor's employees and District pupils at all times; and/or

_____ Pursuant to Education Code section 45125.2, Contractor certifies that all employees will be under the continual supervision of, and monitored by, an employee of the Contractor who the California Department of Justice has ascertained has not been convicted of a violent or serious felony. The name and title of the employee who will be supervising Contractor's employees and its subcontractors' employees is:

Name: _____

Title: _____

X The Work on the Contract is at an unoccupied school site and no employee and/or subcontractor or supplier of any tier of Contract shall come in contact with the District pupils.

2. **Megan’s Law (Sex Offenders)**. I have verified and will continue to verify that the employees of Contractor that will be on the Project site and the employees of the Subcontractor(s) that will be on the Project site are **not** listed on California’s “Megan’s Law” Website (<http://www.meganslaw.ca.gov/>).

Contractor’s responsibility for background clearance extends to all of its employees, subcontractors, and employees of subcontractors coming into contact with District pupils regardless of whether they are designated as employees or acting as independent contractors of the Contractor.

Date: 10/8/2020

Proper Name of Contractor: E-Rate Consulting, Inc.

Signature:  _____

Print Name: Vince LaForgia

Title: President

END OF DOCUMENT

MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "L"

BIDDER'S STATEMENT REGARDING INSURANCE COVERAGE

To be Executed by Bidder and Submitted with RFP

BIDDER HEREBY CERTIFIES that the Bidder has reviewed and understands the insurance coverage requirements specified in the Invitation to Bid for

RFP #1872 - E-RATE CONSULTANT SERVICES

Should the Bidder be awarded the contract for the work, Bidder further certifies that the Bidder can meet the specified requirements for insurance, including insurance coverage of the subcontractors, and agrees to name the **Mt. Diablo Unified School District, it's Board Members, Employees and agents and then State of California** as Additional Insured for the work specified on the Additional Insured Endorsement Form.

The Additional Insured Endorsement Form must accompany the Certificate of Insurance. Such names for the Additional Insured Endorsement Form are as follows: Form CG2010, Form A, Form B, or an "additional blanket" form.

E-Rate Consulting, Inc.

Name of Bidder (Person, Firm, or Corporation)



Signature of Bidder's Authorized Representative

Vince LaForgia, President

Name & Title of Authorized Signature

10/8/2020

Date of Signing

END OF DOCUMENT

**MT. DIABLO UNIFIED SCHOOL DISTRICT
EXHIBIT "M"**

EQUAL EMPLOYMENT OPPORTUNITY COMPLIANCE CERTIFICATE

To be Executed by Bidder and Submitted with RFP

RFP #1872 - E-RATE CONSULTANT SERVICES

Equal Opportunity Clause

Unless exempted by rules, regulations or orders of the Secretary of Labor issued pursuant to Executive Orders 10925, 11114 or Section 204 of Executive Order 11246 of September 24, 1965, during the performance of each contract with the Mt. Diablo Unified School District, the Contractor agrees as follows:

1. The contractor will not discriminate against any employee or applicant for employment because of race, color, religion, gender, national origin or political affiliation. The contractor will take affirmative action to ensure that applicants are employed and that employees are treated during employment, without regard to their race, color, religion, gender, national origin or political affiliation. Such action shall include, but not be limited to the following: employment upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the contracting officer setting forth the provisions of this nondiscrimination clause.
2. The contractor will, in all solicitations or advertisements for employees, placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin or political affiliation.
3. The contractor will send to each labor union or representative of workers with which he as a collective bargaining agreement or other contract or understanding, a notice to be provided by the agency contracting officer, advising the labor union or the workers' representative of the contractors' commitments under Section 202 of Executive Order 11246 of September 24, 1965, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
4. The contractor will comply with all provisions of Executive Order 11246 of September 24, 1965, and the rules, regulations and relevancy orders of the Secretary of Labor.
5. The contractor will furnish all information and reports required by Executive order 11246 of September 24, 1965, and by the rules, regulations and relevant orders of the Secretary of

Labor, or pursuant thereto, and will permit access to his books, records and accounts by the contracting agency and the Secretary of Labor for purposes of investigation to ascertain compliance with such rules, regulations and orders.

6. In the event of the contractor's non-compliance with the non-discrimination clauses of this subcontract or with any of such rules, regulations or orders, this subcontract may be canceled, terminated or suspended, in whole, or in part and the contractor may be declared ineligible for further government contracts in accordance with the procedures authorized in accordance with Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulation or order of the Secretary of Labor, or otherwise provided by law.

7. The contractor will include the provisions of Paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each Subcontractor or vendor. The contractor will take such action with respect to any subcontract or purchase order as the contracting agency may direct as a means of enforcing such provisions including sanctions for non-compliance. Provided, however, that in the event the contractor becomes involved in, or is threatened with litigation with a subcontractor or vendor as a result of such direction by the contracting agency, the contractor may request the United States to enter into such litigation to protect the interest of the United States.

Certification on Non-Segregated Facilities

The contractor hereby certifies that it does not or will not maintain segregated facilities not permit its employees to work at locations where facilities are segregated on the basis of race, color, religion, gender, national origin or political affiliation.

E-Rate Consulting, Inc.

Name of Firm



Authorized Signature

10/8/2020

Date

END OF DOCUMENT