



**STATE OF NORTH CAROLINA
DEPARTMENT OF PUBLIC INSTRUCTION (NCDPI)
SCHOOL CONNECTIVITY AND E-RATE**

| | |
|-----------------------------------|---|
| State Contract Number: | 40-RQ22294323 |
| Bid / Solicitation Number: | 40-RQ22294323 |
| Contract Effective Dates: | July 1, 2020 through June 30, 2025 Renewals: Five (5) one-year renewals |
| E-rate Form 470 Number: | 200000716 |
| Contract Administrator: | Michael Ramsey, School Connectivity Manager Michael.Ramsey@dpi.nc.gov 984-236-2397 |

The contract shall be an E-rate “State Master Contract” for use by North Carolina public school units (PSUs) and public libraries as permitted by law and the federal E-rate program. This is not a mandatory contract.

Scope

The North Carolina Department of Public Instruction established E-rate Category 2 State Master Contracts to provide support for E-rate Category 2 purchases to LEAs, Charters and Public Libraries within the State of North Carolina as part of the NCDPI E-rate consortia. The scope of the E-rate Category 2 State Master Contracts:

| Segment | Segment Description |
|---|---|
| A. Routers | Routers are switching devices that can act as an interface between two networks and connect different segments, such as departments or floors in a building. Functionally, routers select the routing path for traffic. |
| B. Firewalls | A firewall is a hardware and software combination that sits at the boundary between an organization’s network and the outside world and protects the network against unauthorized access or intrusions. |
| C. Switches | Network switches provide capability like a network hub but provide a dedicated bandwidth at each network port, rather than shared bandwidth among all ports. |
| D. Wireless Networking | A Wireless Local Area Network (WLAN) provides the functionality of a local area network using wireless components, such as Wireless Access Points and controller, rather than cabling. A Wireless Access Point is used to distribute a wireless signal to allow devices to connect to a network and/or access the Internet within a wireless LAN. A Wireless Controller System is used in conjunction with access points to create a wireless local area network. |
| E. Structured Cabling | Cabling refers to the wires or groups of wires capable of carrying voice, video, or data transmissions. Cabling provides electrical (or, in the case of fiber optics, light wave) connectivity between points. Includes patch cables. |
| F. Racks | A rack is a metal supporting framework for mounting cables, equipment, and/or wires for the distribution of the network. |
| G. UPS | UPS, also called a battery backup, is a device that provides backup electric energy to a piece of equipment in the event of a power failure. |
| H. Professional Services / Installation | Design and installation of Segments A through G. All vendors offer some level of professional services / installation. Ask for availability with quote request. |
| I. Managed Services | MIBS are services provided by a third party for the operation, management, and monitoring of eligible broadband internal connections components. Most vendors offer some level of a “Managed Service”. Ask for availability with quote request. |

Table 1: Scope of E-rate Category 2 State Master Contracts

VENDOR CONTACT INFORMATION

| OEM | Segment | Vendor | Contact Email | Contact Phone |
|-------------------------------|---------------|----------------------------------|-----------------------------------|----------------------------------|
| Alcatel/Lucent | C, D, I | Pharr Technologies | khenry@pharrtechnologies.com | 704-487-4311 o 704-300-7201 c |
| Arista | C, D, I | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | Intelligent Visibility | tbrewer@intelligentvisibility.com | 366-202-2352 |
| Aruba | A, C, D, I | A3 Communications | hthornton@a3communications.com | 404-382-9490 |
| | | Applied Network Consulting (ANC) | quoterequest@ancgroup.com | 888-424-4863 |
| | | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | CNIC | jordann.rader@cnic-inc.com | 704-582-9422 |
| | | Data Network Solutions | orders@datanetworksolutions.com | 704-905-1920 |
| Cambium-Xirrus | C, D, I | Applied Network Consulting (ANC) | quoterequest@ancgroup.com | 888-424-4863 |
| | | Goodlife Comm | tom@goodlifecommunications.com | 843-437-5891 |
| | | Howard Tech | rkeaton@howard.com | 888-912-3151 |
| | | Pharr Technologies | khenry@pharrtechnologies.com | 704-487-4311 o 704-300-7201 c |
| | | Tiber Creek | Keith.Bond@tibercreek.com | 704-996-3718 |
| Cisco/Meraki | A, B, C, D, I | DISYS | bidsdistribution@dsitech.com | 571-707-3636 |
| | | Encore | insidesales@encoretg.com | 864-326-3226 |
| | | Internetwork Svcs | BidDesk@ineteng.com | 704-540-5800 |
| | | NWN | Sludwig@nwnit.com | 919-653-4400 |
| | | Presidio | jarnett@presidio.com | 812-342-6188 |
| COMMSCOPE / Ruckus | A, C, D, I | Applied Network Consulting (ANC) | quoterequest@ancgroup.com | 888-424-4863 |
| | | BridgeTek | sales@bridgeteksolutions.com | 864-214-0221 |
| | | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | Converged | Sales@convergednetworks.com | 843-571-6400 |
| | | Howard Tech | dparker@howard.com | 801-399-5044 |
| Cyberpower | G, I | CDW-G | julituz@cdwg.com | 866-833-9532 |
| Dell | C, F, G, I | Tiber Creek | david.lloyd@tibercreek.com | 704-996-3718 |
| D-Link | A, C, D, I | Applied Data Technologies | Lisa.windle@applieddatatech.com | |
| | | Applied Network Consulting (ANC) | quoterequest@ancgroup.com | 888-424-4863 |
| | | BridgeTek | sales@bridgeteksolutions.com | 864-214-0221 |
| | | Howard Tech | rkeaton@howard.com | 888-912-3151 |
| | | Pharr Technologies | khenry@pharrtechnologies.com | 704-487-4311 o 704-300-7201 c |
| EATON | G, I | CDW-G | julituz@cdwg.com | 866-833-9532 |
| Education Networks of America | D, I | ENA | msmith@ena.com | 615-445-9057 |
| Extreme Networks / Aerohive | A, C, D, I | A3 Communications | hthornton@a3communications.com | 404-382-9490 |
| | | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | CNIC | jordann.rader@cnic-inc.com | 704-582-9422 |
| | | Data Network Solutions | orders@datanetworksolutions.com | 704-905-1920 |
| Fortinet | B, C, D, I | Carolina Advanced | julie@cadinc.com | 919-460-1313 x211 |
| | | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | SHI | SoutheastTeam@shi.com | |
| | | Tiber Creek | Keith.Bond@tibercreek.com | 704-996-3718 |

| OEM | Segment | Vendor | Contact Email | Contact Phone |
|----------------------------|---------------|--------------------------------------|---------------------------------|----------------------------------|
| Juniper | A, B, C, D, I | A3 Communications | bthomas@a3communications.com | 803-608-3387 |
| | | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | Data Network Solutions | orders@datanetworksolutions.com | 704-905-1920 |
| Palo Alto | B, I | A3 Communications | hthornton@a3communications.com | 404-382-9490 |
| | | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | Data Network Solutions | orders@datanetworksolutions.com | 704-905-1920 |
| | | SHI | SoutheastTeam@shi.com | |
| | | Synnex | eds@synnex.com | 800-456-4822 |
| Proline | G, I | CDW-G | julituz@cdwg.com | 866-833-9532 |
| Schneider (APC) | G, I | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | Applied Network Consulting (ANC) | quoterequest@ancgroup.com | 888-424-4863 |
| | | A3 Communications | hthornton@a3communications.com | 404-382-9490 |
| | | ADT Security | mhiatt@adt.com | 336-232-5977 |
| SonicWall | B, D, I | CDW-G | ashlpra@cdw.com | 866-819-6496 |
| | | Cerdent | heather.rountree@cerdant.com | 614-652-2623 |
| | | SHI | kevin_mariano@shi.com | 732-564-8516 |
| | | TSA Choice | pjones@tsachoice.com | 828-225-3366 |
| Sophos | B, D, I | Applied Network Consulting (ANC) | quoterequest@ancgroup.com | 888-424-4863 |
| Tripp Lite | E, F, G, I | A3 Communications | hthornton@a3communications.com | 404-382-9490 |
| | | CDW-G | julituz@cdwg.com | 704-487-4311 |
| | | CNIC | jordann.rader@cnic-inc.com | 704-582-9422 |
| | | Pharr Technologies | khenry@pharrtechnologies.com | 704-487-4311 o 704-300-7201 c |
| Ubiquiti | C, D, I | Cloud Cast | brandon@cloudcastcomputing.com | |
| | | Converged | Sales@convergednetworks.com | 843-571-6400 |
| | | Double Radius | gerryf@doubleradius.com | 704-927-6087 |
| | | Pharr Technologies | khenry@pharrtechnologies.com | 704-487-4311 o 704-300-7201 c |
| Vertiv Liebert | F, G, I | CDW-G | julituz@cdwg.com | 866-833-9532 |
| | | SHI | SoutheastTeam@shi.com | |
| | | Synnex | govsolv@synnex.com | |
| | | Pharr Technologies | khenry@pharrtechnologies.com | 704-487-4311 o 704-300-7201 c |
| Cabling (Inside) | E | A3 Communications | hthornton@a3communications.com | 404-382-9490 |
| | | Pharr Technologies | khenry@pharrtechnologies.com | 704-487-4311 o 704-300-7201 c |
| | | Tiber Creek | david.lloyd@tibercreek.com | 704-996-3718 |
| Cabling (Inside / Outside) | E | Applied Network Consulting (ANC) | quoterequest@ancgroup.com | 888-424-4863 |
| | | CNIC | jordann.rader@cnic-inc.com | 704-582-9422 |
| | | Encore | insidesales@encoretg.com | 846-326-3612 |
| | | DIT/AFL | Sally.Garver@aflglobal.com | 803-554-4852 |
| | | DIT/NC Communications | state@nccommunications.com | 919-625-9265 |
| | | DIT/Performance Cabling Technologies | tony@pct.cc | 336-964-5913 |
| | | DIT/Pinnacle Structured Cabling | pinstrcab@aol.com | 919-235-5305 |
| | | DIT/Strategic Connections | Tom.Rause@strategicmail.net | 919-669-3838 |

Pricing

Awarded Vendors provided a minimum discount off MSRP / List Prices for awarded Manufacturers in awarded Segments. To meet E-rate program requirements, encourage competition, and achieve the lowest cost all vendors must be provided an opportunity to provide a bid for any E-rate related purchases. **PSUs and public libraries must request quotes from all vendors and conduct a “mini-bid” evaluation, where cost of the E-rate eligible items is the most heavily weighted factor.** For more details, see <https://www.usac.org/e-rate/applicant-process/selecting-service-providers/state-master-contracts/>. Email connectivity@dpi.nc.gov for assistance.

History

2020-11-17: Initial draft for E-rate Funding Year 2021. MSR
2020-12-09: Addition of ANC for APC UPS. RNM
2021-01-27: Addition of Managed Services segment for contracted OEMs. RNM
2021-03-03: Addition of A3 for Tripplite. RNM
2021-03-08: Addition of A3 for APC. RNM
2021-08-05: Addition of Howard, Deletion of NetSource for Ruckus. RNM
2021-09-13: Replacement of Synnex email for Vertiv. RNM
2021-10-04: Replacement of Pharr email contact. RNM
2021-10-08: Replacement email for Internetwork Engineering. RNM
2021-10-12: Replacement email for CDWG. RNM
2021-10-18: Addition of CNIC for Aruba, removal of Carolina Advanced. RNM
2021-10-19: Revised phone numbers for Pharr. RNM
2021-12-06: Removal of RMsource for Extreme. RNM
2022-01-20: Replacement of email and phone contact for A3. RNM

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