NCDPI Cat2 Service Provider Townhall

November 9, 2022

North Carolina Department of
PUBLIC INSTRUCTION

Topics

- Team Introduction
- DPI Primary Contact
- Cat2 Workflow
- FY21 Reflection
- Vendor Processes
- DPI Cat2 Processes

Team Introduction

- Michael Ramsey – Director School Connectivity
  - Michael.Ramsey@dpi.nc.gov

- Roxie Miller – E-rate Team Lead / Vendor Mgmt
  - Roxie.Miller@dpi.nc.gov

- Susan Boros
  - Susan.Boros@dpi.nc.gov

- Adam Benjamin
  - Adam.Benjamin@dpi.nc.gov

- Jill Elberson
  - Jill.Elberson@dpi.nc.gov

FY22 Reflection

- What went well

- What needs reflection

- From your perspective
  - What went well
  - What needs reflection
  - What can be done differently

Cat2 Workflow For PSUs

- Quote Request
  - Respond
    - No-bid
    - Quote
  - Timeline

- [Applicant Mini-bid](#)

- Letter of Intent to Winning Bidder

- Vendor Response
  - Final Quote with <u>DPI Contract Number</u>
  - Item 21 - **REQUIRED**

Vendor Information

- Vendor Pricing Changes After 471 filing
- OEM selection of VARs locked in on July 1
- Eligibility of Products – you are experts
  - Know the Eligible Services List (ESL)
  - OEM SKUs and Percent Eligibility of offered equipment/service
  - Categorization of Products on Item 21
- The right Contract Numbers "NC20C2-xx" where "xx" is the precise OEM/VAR version of that contracts (we have over 75 contracts)

DPI Cat2 Processes

- SPI Billing
- State Funds for "non-discount" portion
  - LEA - PRC073
  - Charters – PRC036
  - Funds are allocated after FCDL and the State budget is set. September is earliest.
  - These funds do **NOT** carry-over to the next year
    - If there are delivery issues, let PSU and us know as soon as possible

In Closing:

- Contact us if you need anything
  - e-rate@dpi.nc.gov (whole team)
- Vendor Training (Let Us Know If You're Interested)
  - Mini-Bid
  - Item 21
  - Other?

Questions?

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