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:	Matthew Mayo Director of Digital Teaching & Learning and School Connectivity matthew.mayo@dpi.nc.gov

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 <u>not</u> 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

OEM	Segment	Vendor	Contact Email	Contact Phone
Alcatel/Lucent (SHI Contract)	C, D, I	Pharr Technologies	khenry@pharrtechnologies.com	704-487-4311 o 704-300-7201 c
Arista	C, D, I	CDW-G	adamfin@cdwg.com	866-833-9532
		Intelligent Visibility	tbrewer@intelligentvisibility.com	366-202-2352
		Presidio	charleswest@presidio.com	919-592-4426
Aruba/HPE	A, C, D, I	Applied Network Consulting (ANC)	quoterequest@ancgroup.com	888-424-4863
		CDW-G	adamfin@cdwg.com	866-833-9532
		Data Network Solutions	orders@datanetworksolutions.com	704-905-1920
		Lockstep Technology Group	Holly.Thompson@lockstepgroup.com	303-981-3080
		Tiber Creek	David.lloyd@tibercreek.com	704-966-3718
Cambium/Xirrus	C, D, I	A3 Communications	A3NCDPI@a3communications.com	404-382-9490
		Applied Network Consulting (ANC)	quoterequest@ancgroup.com	888-424-4863
		Goodlife Communications	tom@goodlifecommunications.com	843-437-5891
		Howard Tech	erate@howard.com	601-399-5026
		Pharr Technologies	khenry@pharrtechnologies.com	704-487-4311 o 704-300-7201 c
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	919-795-5957
		Presidio	charleswest@presidio.com	919-592-4426
COMMSCOPE / Ruckus	A, C, D, I	Applied Network Consulting (ANC)	quoterequest@ancgroup.com	888-424-4863
		CDW-G	adamfin@cdwg.com	866-833-9532
		Converged	Sales@convergednetworks.com	843-571-6400
		Howard Tech	erate@howard.com	601-399-5026
		Lockstep Technology Group	Holly.Thompson@lockstepgroup.com	303-981-3080
Cyberpower	G, I	CDW-G	adamfin@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 Network Consulting (ANC)	quoterequest@ancgroup.com	888-424-4863
		CableCom	blidwin@cablecomllc.com	414-459-3574
		Connections	Raymond.McIlwain@connection.com	603-583-0945
		Howard Tech	erate@howard.com	888-912-3151
		SHI	Corey_boyd@shi.com	678-571-9796
EATON	G, I	CDW-G	adamfin@cdwg.com	866-833-9532
Education Networks of America	D, I	ENA by Zayo	will.taylor@zayo.com	615-312-6000
Extreme Networks / Aerohive	A, C, D, I	A3 Communications	A3NCDPI@a3communications.com	404-382-9490
		CDW-G	adamfin@cdwg.com	866-833-9532
		Enterprise IT Solutions	CochcroftB@eits.com	803-414-4834
		PC Solutions	DPoindexter@pcsusa.net	281-989-7878
		Step CG	mneedles@stepcg.com	864-238-4515
Fortinet	B, C, D, I	Carolina Advanced	customercare@cadinc.com	919-460-1313 x211
		CDW-G	adamfin@cdwg.com	866-833-9532
		Lockstep Technology Group	Holly.Thompson@lockstepgroup.com	303-981-3080
		SHI	SoutheastTeamEDU@shi.com	
		Tiber Creek	Keith.Bond@tibercreek.com	704-996-3718

OEM	Segment	Vendor	Contact Email	Contact Phone
Juniper	A, B, C, D, I	CDW-G	adamfin@cdwg.com	866-833-9532
		Copper River	Bill.stritzinger@copperriverit.com	302-229-0137
		Data Network Solutions	orders@datanetworksolutions.com	704-905-1920
		PC Solutions	dpoindexter@pcsusa.net	281-989-7878
		STS Education	jstranathan@stsed.com	443-469-3544
Palo Alto	B, I	A3 Communications	A3NCDPI@a3communications.com	404-382-9490
		CDW-G	adamfin@cdwg.com	866-833-9532
		Data Network Solutions	orders@datanetworksolutions.com	704-905-1920
		Encore	insidesales@encoretg.com	864-326-3226
		SHI	SoutheastTeamEDU@shi.com	
		TD SYNNEX	Ed.Somers@tdsynnex.com	800-237-8931
Proline	G, I	CDW-G	adamfin@cdwg.com	866-833-9532
Schneider (APC)	G, I	Applied Network Consulting (ANC)	quoterequest@ancgroup.com	888-424-4863
		CDW-G	adamfin@cdwg.com	866-833-9532
SonicWall	B, D, I	A3 Communications	A3NCDPI@a3communications.com	404-382-9490
		CDW-G	adamfin@cdwg.com	866-833-9532
		Cerdant	patrick.jones@logically.com	614-652-2623
		TSA Choice	rballenger@tsachoice.com	864-546-6702
		Vigil Networks	sales@vigilnetworks.com	919-437-1921
Sophos	B, D, I	Applied Network Consulting (ANC)	quoterequest@ancgroup.com	888-424-4863
Tripp Lite	E, F, G, I	A3 Communications	A3NCDPI@a3communications.com	404-382-9490
		CDW-G	adamfin@cdwg.com	866-833-9532
		CNIC	erate@cnic-inc.com	704-582-9422
		Pharr Technologies	khenry@pharrtechnologies.com	704-487-4311 o 704-300-7201 c
		Tiber Creek	david.lloyd@tibercreek.com	704-996-3718
Ubiquiti	C, D, I	Cloud Cast	brandon@cloudcastcomputing.com	
		Converged	Sales@convergednetworks.com	843-571-6400
		Double Radius	jenniferh@doubleradius.com	704-234-5437
		Pharr Technologies	khenry@pharrtechnologies.com	704-487-4311 o 704-300-7201 c
Vertiv Liebert	F, G, I	A3 Communications	A3NCDPI@a3communications.com	404-382-9490
		CDW-G	adamfin@cdwg.com	866-833-9532
		Data Network Solutions	orders@datanetworksolutions.com	704-905-1920
		Encore	Insidesales@encoretg.com	846-326-3612
		Internetwork Svcs	BidDesk@ineteng.com	704-540-5800
		SHI	SoutheastTeamEDU@shi.com	
		TD SYNNEX	Ed.Somers@tdsynnex.com	800-237-8931
Cabling (Interior Only)	E	A3 Communications	A3NCDPI@a3communications.com	404-382-9490
		Tiber Creek	david.lloyd@tibercreek.com	704-996-3718
Cabling (Interior / Exterior)	E	Applied Network Consulting (ANC)	quoterequest@ancgroup.com	888-424-4863
		CNIC	erate@cnic-inc.com	704-582-9422
		Encore	insidesales@encoretg.com	846-326-3612

Pricing

Awarded Vendors provided a <u>minimum</u> 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 erate@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
2022-06-30: Addition of Step CG for Extreme. RNM
2022-06-30: Removal of SHI, addition of Internetwork Engineering for Vertiv. RNM
2022-08-10: Addition of ENA for Juniper. RNM
2022-10-05: Replacement email for CDWG. RNM
2022-10-06: Replacement email for Carolina Advanced Digital. RNM
2022-10-06: Replacement email for CNIC. RNM
2022-11-13: Removal of Carolina Advanced by Juniper. RNM
2022-11-23: Replacement email address for SHI. RNM
2023-02-08: Removal of ADT from SonicWall. RNM
2023-02-16: Replacement of Presidio email and phone contact. RNM
2023-05-03: Addition of Vigil Networks for SonicWall. ADB
2023-10-05: Replacement of Contract Administrator from Michael Ramsey to Matthew Mayo, Change of DPI contact email from connectivity@dpi.nc.gov to erate@dpi.nc.gov, removal of A3 for APC, removal of Data Network Solutions for Extreme, addition of Enterprise IT Solutions for Extreme, removal of CNIC for Aruba/HP, addition of BridgeTek for Aruba/HP, removal of Tiber Creek for Cambium-Xirrus, addition of A3 Technologies for Cambium-Xirrus, name change of ENA to ENA by Zayo, replacement email for ENA, replacement email and phone for TSA Choice, change of email address for A3 Communications. ADB
2023-10-06: Changed spelling of Cerdant from Cerdent to correct of Cerdant. ADB
2024-01-16: Replacement email for Cerdant and ENA by Zayo. ADB
2024-02-08: Replacement email and phone number for Double Radius. ADB
2024-10-15: Clarified Alcatel/Lucent for Pharr on SHI Contract, changed phone numbers for NWN and Presidio, clarified Cabling (Inside) to (Interior Only), removal of Pharr for Interior Only cabling, added HPE to Aruba/ for clarification, removal of A3, CNIC from Aruba/HPE, added Lockstep Technology Group and Tiber Creek to Aruba/HPE, Renamed Bridgetek to Lockstep for COMMSCOPE/Ruckus, Removed Applied Data Technologies, BridgeTek, and Pharr from D-Link, Added Connections, Cablecom, and SHI for D-Link, Removed CNIC from Extreme/Aerohive, Added PC Solutions to Extreme/Aerohive, Added Lockstep Technology Group to Fortinet, Removed A3 from Juniper, Added Copper River to Juniper, Remove SHI from SonicWall, Add A3 to SonicWall, Added Encore to Palo Alto to reflect TD SYNNEX resellers, Remove Pharr from Vertiv Liebert, Add Data Network Solutions to Vertiv Liebert, Added Presidio to Arista, Added Tiber Creek to Tripp Lite, Added A3 and SHI to Vertiv Liebert (under Synnex contract), updated contact information for ENA by Zayo, email change for Howard, changed Synnex to TDSYNNEX and updated contact information.

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