

REQ DATE
06/04/2025

**JACKSON COUNTY SCHOOL BOARD**

ATTN:ACCOUNTS PAYABLE  
PO BOX 5958  
MARIANNA, FL 32447

REQUISITION NUMBER
9012600009

VENDOR KEY : TEL/LOGI000  
SHIP DATE : 07/01/2025  
FISCAL YEAR : 2025-2026  
ENTERED BY : HALL AMA000

PRINTED 06/04/2025

**VENDOR:**  
TEL/LOGIC INC.  
400 POST AVENUE STE 410  
WESTBURY, NY 11590-2291

**SHIP TO:**  
JACKSON COUNTY SCHOOL DISTRICT  
2903 JEFFERSON STREET  
MARIANNA, FL 32446

PHONE: (516) 801-7863

ATTN: AMANDA HALL

QUANTITY	UNIT	DESCRIPTION OF ITEMS OR MATERIALS	UNIT PRICE	AMOUNT
1		E-Rate Consulting Services July 1, 2025- June 30, 2026	21000.00000	21,000.00
		ACCOUNT SUMMARY (FOR INTERNAL USE)		
		ACCOUNT NUMBER	ACCOUNT AMOUNT	
		1000E8200 3100 9001 44110 00000 00000	21,000.00	
		NOTES		
		PENDING BOARD APPROVAL ON 06/17/2025 -- EF		
			<b>PAGE TOTAL</b>	21,000.00
			<b>TOTAL</b>	21,000.00

This is a Requisition and not an official Purchase Order.  
The District is not financially responsible for the  
unauthorized purchases made with a Requisition.



**Andrew G. Eisley**

400 Post Ave. Suite 410 • Westbury, NY 11590-2291  
[proposals@e-ratecentral.com](mailto:proposals@e-ratecentral.com) • (877) 801-7880

June 3, 2025

Ms. Kelly Lanier  
Jackson County School Board  
2903 Jefferson Street  
Marianna, FL. 32446

Dear Ms. Kelly Lanier,

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

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

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

### Executive Summary

- E-Rate Central has provided nationally recognized E-Rate consulting services since the inception of the program.
- We are involved with all aspects of the E-Rate program at the **local, state, and national levels**.
- Our **reputation** is for providing **honest, expert, and timely support** to our E-Rate clients.
- Our **primary business** is to provide application, administrative, compliance, auditing, appeal, and technology review services.
- Services include statewide training, procurement assistance, E-Rate forms preparation, application review and appeals.
- Our client base ranges from **the largest consortia and public school districts across the nation** (Albuquerque, Chicago, Green Bay, New Orleans, and Richmond) to very **small districts, private schools and libraries**.
- Our services are used by more than 3,000 schools in 400 school districts and 300 libraries and library systems.
- We are the State E-Rate Coordinators for New York, New Mexico, Louisiana, Michigan, North Carolina, and Nevada.
- E-Rate Central also manages statewide programs to assist libraries and library systems for the Library of Virginia and the Texas State Library and Archives Commission (TSLAC) □ We are a member of the **State E-Rate Coordinators Alliance (SECA)**.

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- We are a founding member of the **E-Rate Management Professionals Association (E-mpa®)** with three staff members who formerly served as President and one currently serving as Treasurer.
- E-Rate Central has either directly or indirectly (on behalf of our clients) filed comments in almost every E-Rate related rule making proceeding initiated by the FCC since the inception of the program.
- Our employees have professional backgrounds that include state E-Rate coordination, school district administration, telecommunications, and administrative leadership at USAC/SLD.

### Full-year E-Rate Services

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

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

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

### Capabilities - Secure Electronic Repository/Database

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

### **Document and Asset Management**

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

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

### **Procurement of E-Rate Funded Services**

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

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

### **Vendor Management, Invoicing and Billing**

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

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

### **Audit Support**

E-Rate Central will work with the client to organize all materials required in all types of reviews and audits. We will also assist the applicant in completing any questionnaire requesting information on various aspects of the

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applicant's E-Rate process and practices. E-Rate Central will review all materials requested directly from the client and advise accordingly.

**Service Fees**

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

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

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

We calculated your fee based on the \$528,000.00 in average funding for the last two funding years. Using these funding levels, the normal fee for services for one year is \$21,000.00 through June 30, 2026.

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

The multi-year fee was calculated by considering your entity's projected two-year Category 1 expenditures and the available Category 2 five-year budget. Using these estimates, we expect you will receive \$439,000.00 over five years. After considering all of this, we are offering a fee of \$17,800.00 per year for services through June 30, 2030. This option mitigates the fluctuation of the fee from year to year due to a particularly large C1 or C2 project and provides budget predictability. The total contract value is \$89,000.00 and the annual fee will be invoiced each year.

Please identify which option best meet your needs, countersign, and return a copy via e-mail to: [proposals@e-ratecentral.com](mailto:proposals@e-ratecentral.com).

**Cooperative Purchasing**

If cooperative purchasing for E-Rate Central's consulting service is preferred or required, the purchasing vehicles listed under Appendix A: Cooperative Purchasing Vehicles are available.

Please enter the name of a purchasing vehicle below if utilizing one of these contracts for your purchase.

FLORIDA BUYS

Sincerely,



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

Agreed:

Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

<b>Appendix A: Cooperative Purchasing Vehicles</b>
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<b>Contract Holder</b>	<b>State</b>	<b>Contract Number</b>	<b>Current Term Expiration</b>	<b>Remaining Renewals</b>	<b>Final Expiration (Inc renewals)</b>
Capital Region BOCES	NY	Bid #23-021	6/30/2026	Two 1yr renewals	6/30/2028
GoodBuy	TX	25-26-5G000	5/31/2026	N/A	N/A
TIPS	TX	2406012	8/31/2027	One 1yr renewal	8/31/2028
CTPA - Central Texas Purchasing Alliance	TX	19-07-2010	6/30/2026	N/A	N/A
Prince William County Public Schools	VA	R-TC-17012	8/31/2026	N/A	N/A
AEPA	Multi	AEPA 025.5-C	4/30/2026	Three 1yr renewals	5/31/2029
Southwest Arkansas Education Cooperative	AR	AEPA025.5	4/30/2026	Three 1yr renewals	5/31/2029
CalSave Monterey County Office of Education	CA	AEPA IFB #025.5C	4/30/2026	Three 1yr renewals	5/31/2029
FloridaBuy	FL	25-159	4/30/2026	Three 1yr renewals	5/31/2029
Georgia	GA	025.5-D	4/30/2026	Three 1yr renewals	5/31/2029
Michigan - Oakland Schools	MI	025.5	4/30/2026	Three 1yr renewals	5/31/2029
Education Plus - Missouri	MO	AEPA 025.5-C	4/30/2026	Three 1yr renewals	5/31/2029
Nebraska ESU Coordinating Council, NE	NE	AEPA 025.5-C ERate Consulting	4/30/2026	Three 1yr renewals	5/31/2029
OCEPC - Ohio Council of Education Purchasing Consortia	OH	025.5-C	4/30/2026	Three 1yr renewals	5/31/2029
TexBuy	TX	AEPA 025.5-D	4/30/2026	Three 1yr renewals	5/31/2029
Wisconsin - CESA Purchasing	WI	AEPA 025.5-C	4/30/2026	Three 1yr renewals	5/31/2029