



# PROSPECT HEIGHTS SCHOOL DISTRICT 23

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## E-RATE 2020 PROPOSAL

For E-rate proposal questions:

Ashley Kim

E-rate Business Development Manager

[Ashley\\_Kim@SHI.com](mailto:Ashley_Kim@SHI.com)

SHI SPIN 143012572

For E-rate questions:

[Erate@SHI.com](mailto:Erate@SHI.com)

For general SHI questions:

[Sean\\_Feeney@SHI.com](mailto:Sean_Feeney@SHI.com)

(732) 564-8554



2/6/2020  
Maria Stavropoulos  
700 N Schoenbeck Road  
Prospect Heights, IL 60070

Dear Maria Stavropoulos,

Thank you for your interest in SHI, and for the opportunity to participate in Prospect Heights School District 23's request for E-rate funding. As an authorized E-rate Service Provider since 1998, we are uniquely positioned to be your cost-efficient, full-service supplier.

**Our customer service and E-rate qualifications are second to none.**

SHI provides world class support and service to all of our customers, and we have a proven record of success with customers of similar size and nature to Prospect Heights SD 23. Our Funding Request Number (FRN) #0022242192 has Green Light status with the FCC, and our Service Provider Identification Number (SPIN) #143012572 is in good standing.

**We can respond for both Category 1 and 2 services & products.**

Leveraging our broad range of authorizations and manufacturer relationships, along with a \$750M networking practice, SHI is prepared to support all requirements contained in this RFP and offer a complete solution for your IT procurement needs. Our proposal provides a streamlined and efficient managed program designed to help you painlessly meet your IT goals in a cost-efficient manner.

**We have a dedicated support team to help with all E-rate needs.**

We want to ensure that the solution we build together meets your technology goals within your budget, and we've built a team to back that up. Our growing team of E-rate experts includes tenured E-rate Program Specialists, E-rate Business Development Managers, dedicated OEM experts, and agnostic datacenter and networking professionals.

If you require additional information or have any questions regarding our proposal, please contact me at (732) 564-8541 or [Ashley\\_Kim@SHI.com](mailto:Ashley_Kim@SHI.com). Thank you in advance for your consideration. I look forward to hearing from you.

Sincerely,

Ashley Kim  
E-rate Business Development Manager

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**About Us:** SHI International Corp. is a global provider of information technology products and services. Driven by the industry's most experienced and stable sales force and backed by software volume licensing experts, hardware procurement specialists, and certified IT services professionals, SHI delivers custom IT solutions to public and private sector customers. SHI is the largest Minority/Woman Owned Business Enterprise (MWBE) in the United States and ranks 8th on CRN's Solution Provider 500 list of North American IT solution providers. Founded in 1989, SHI is headquartered in Somerset, N.J., and achieved \$10 billion in revenue while topping 4,200 employees.



## Aruba and SHI Partnership

### SHI is currently ranked as one of the top HPE partners worldwide

- 34% YoY growth with HPE
- HPE Accredited Systems Engineers (ASE) - including Master ASEs
- HPE Global Financial Services Partner
- Full HPE authorization to sell ALL HPE Solutions

### HPE Platinum Partner – SHI holds designations in the following areas:

- Platinum Converged Infrastructure Specialist
- HPE Aruba Platinum Partner

### Customer Innovation Center

SHI's 8,000 square foot Customer Innovation Center (CIC) is a demo center where our customers can experience state-of-the-art technology. We showcase the latest in HPE servers, storage and networking.

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### SHI Value – Add

Our HPE Platinum Partner status ensures we provide the highest level of dedicated support and competitive pricing to customers.

- 30+ on-site resources dedicated to supporting HPE's solutions and cultivating the relationship between SHI, HPE and our customers
- Pre-sales Solution Specialists, Technical Specialists, Master ASEs and Solution Architects
- HPE National Partner Business Managers dedicated to customer support
- Dedicated support for Aruba Networks, Nimble Storage and SimpliVity
- Hardware demo placements to end-users through two separate demo pools (HPE and SHI) guaranteeing the latest server, storage and networking solutions
- SHI Customer Innovation Center featuring HPE technology
- IT Asset Management and renewals tools
- Full on-site assessments and proactive product roadmap support
- HPE Transformation Workshops

## Network Infrastructure

Your datacenter's security, availability and optimal performance level takes precedence.

Our team of datacenter experts can help by assessing, monitoring, securing, and refreshing your network environment while keeping it under-budget and out of the minds of end-users. Your data should be quickly and safely accessible to you and only you.

## Security

Protect your systems by enacting strong IT defense mechanisms against rogue attacks.

Are you CIPA compliant? The Children's Internet Protection Act requires schools and libraries to restrict access to obscene or harmful internet content. In fact, your E-rate eligibility hinges on this federally mandated set of network requirements.

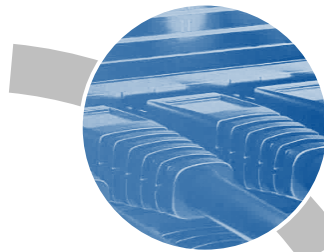
## Connectivity Services

Empower your mobile workforce by optimizing network and application performance.

Help increase the performance and productivity of your IT team by choosing from a robust suite of products and services that give them time back to focus more on critical initiatives. Connectivity can simplify and extend your network across all physical locations.

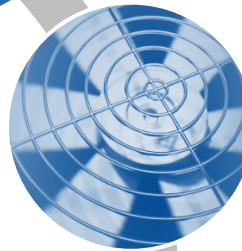
# READINESS ASSESSMENTS

Keeping every component healthy, efficient and secure is imperative. SHI's Datacenter Readiness Assessments ensure all of your moving parts are in tune and include:



### Network Health Check

Receive thorough feedback on your network to optimize usage, improve performance, or prepare for an entire refresh.



### Power and Cooling Assessment

Cut down on operating costs and maximize efficiency by identifying areas for improvement and implementing solutions.



### Wireless Networking Planning/Site Survey

Gain insight into your current network and prepare it for future growth with our in-depth onsite services.



### Interested in seeing all of our assessments?

Visit [SHI.com](http://SHI.com) to view our wide variety of assessments for your cloud, end user devices, and security network.

### FILING A FORM 471

This formally declares that you have selected SHI for your project, and tells us what the project entails and how much funding you have requested. Once you have filed your Form 471, you'll receive a Funding Commitment Decision Letter (FCDL) formalizing your agreement to work with SHI.

### FILING A FORM 486

FCC Form 486, also known as the Receipt of Service Confirmation and Children's Internet Protection Act Certification Form, is a form that must be filed by you before any E-rate payments can be made to SHI. Its purpose is to alert USAC that services, on which discounts have been approved as indicated in a funding letter, are indeed being provided by the service provider. The Form 486 can be submitted only after receiving an FCDL.

### INVOICING METHODS

There are 2 types of invoicing methods used to invoice USAC:

#### Billed Entity Applicant Reimbursement (BEAR)

With BEAR invoices, you'll pay SHI in full on normal net 30 terms upfront. Then on July 1st, once the FCDL & Form 486 are issued, SHI certifies the BEAR form for reimbursement.

#### Service Provider Invoice (SPI)

With SPI invoices, the order cannot be placed until the FCDL letters and Form 486 are received. Once the paperwork is settled, SHI will issue two invoices: one to USAC for the portion they are funding, and a second to you for the remaining balance, if applicable.

Please keep in mind that funds are released on 7/1 to all applicants that are approved for funding by USAC.

### SHI GREEN LIGHT STATUS

The screenshot shows the Red Light Display System (RLDS) interface. At the top, it displays the FCC logo and the text 'Red Light Display System (RLDS)'. Below this, there is a navigation bar with 'Red Light Display System' and a search bar. The main content area shows the 'Current Status of FRN 0022242192' with a green background and the text 'STATUS: Green'. A message below states: 'You have no delinquent bills which would restrict you from doing business with the FCC. The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts owed to the Commission by any FRN associated with the requestor's TIN. The Red Light Display System was last updated on 02/05/2018 at 9:35 AM; it is updated once each business day at about 7 a.m., ET.'

At the bottom of the page, there is a 'Customer Service' section with a table containing links for 'Red Light Help', 'FCC Debt Collection', 'FCC Fees', and 'Web Policies / Privacy Policy'. Below the table, there is a contact information block: 'Red Light Display System Help Line: (877) 480-2201, option 6; TTY (202) 414-1255 (Mon.-Fri. 8 a.m.-6:00 p.m. ET). Red Light Display System has a dedicated staff of customer service representatives standing by to answer your questions or concerns. You can email us at [rls@shinetwork.com](mailto:rls@shinetwork.com) or fax us at (202) 414-7849.'



Pricing Proposal  
 Quotation #: 18418000  
 Created On: 2/5/2020  
 Valid Until: 7/1/2020

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**Prospect Heights School District 23**


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**Maria Stavropoulos**

700 N SCHOENBECK RD  
 PROSPECT HEIGHTS, IL 600701299  
 United States  
 Phone: (847) 870-3850  
 Fax:  
 Email:

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**E-rate BDM**


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**Ashley Kim**

290 Davidson Ave.  
 Somerset, NJ 08873  
 Phone: (732) 564-8541  
 Fax: (732) 564-3099  
 Email:

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 HPE Aruba 5412R 92GT PoE+ / 4SFP+ (No PSU) v3 z12 - Switch - managed - 92 x 10/100/1000 (PoE+) + 4 x Gigabit SFP / 10 Gigabit SFP+ - rack-mountable - PoE+ Hewlett Packard Enterprise - Part#: JL001A	1	\$6,260.80	\$6,260.80
2 HPE - Expansion module - Gigabit Ethernet (PoE+) x 24 - for HPE Aruba 5406R, 5406R 16, 5406R 44, 5406R 8-port, 5406R z12, 5412R, 5412R 92, 5412R z12 Hewlett Packard Enterprise - Part#: J9986A	2	\$1,411.20	\$2,822.40
3 HPE - Expansion module - Gigabit Ethernet (PoE+) x 20 + Gigabit Ethernet / 10 Gigabit SFP+ x 4 - for HPE Aruba 5406R, 5406R 16, 5406R 44, 5406R 8-port, 5406R z12, 5412R, 5412R 92, 5412R z12 Hewlett Packard Enterprise - Part#: J9990A	2	\$1,568.00	\$3,136.00
4 HPE - Power supply (plug-in module) - 1100 Watt - United States - for HPE Aruba 5406R, 5406R 8-port, 5412R, 5412R 92 Hewlett Packard Enterprise - Part#: J9829A#ABA	4	\$481.60	\$1,926.40
5 HEWLETT PACKARD ENTERPRISE : Aruba 5Y FC NBD ExhE/R A 5412R12 Swt SVC Hewlett Packard Enterprise - Part#: HH4M7E	1	\$2,335.44	\$2,335.44
6 HPE - Expansion module - Gigabit Ethernet (PoE+) x 24 - for HPE Aruba 5406R, 5406R 16, 5406R 44, 5406R 8-port, 5406R z12, 5412R, 5412R 92, 5412R z12 Hewlett Packard Enterprise - Part#: J9986A	2	\$1,411.20	\$2,822.40
7 HPE - Expansion module - Gigabit Ethernet (PoE+) x 20 + Gigabit Ethernet / 10 Gigabit SFP+ x 4 - for HPE Aruba 5406R, 5406R 16, 5406R 44, 5406R 8-port, 5406R z12, 5412R, 5412R 92, 5412R z12 Hewlett Packard Enterprise - Part#: J9990A	2	\$1,568.00	\$3,136.00
8 HEWLETT PACKARD ENTERPRISE : Aruba 1G SFP LC SX 500m MMF XCVR Hewlett Packard Enterprise - Part#: J4858D	3	\$126.93	\$380.79
9 HEWLETT PACKARD ENTERPRISE : Aruba 10G SFP+ LC SR 300m MMF XCVR Hewlett Packard Enterprise - Part#: J9150D	2	\$388.27	\$776.54
10 HEWLETT PACKARD ENTERPRISE : Aruba 10G SFP+ LC LRM 220m MMF XCVR Hewlett Packard Enterprise - Part#: J9152D	1	\$354.67	\$354.67



11 HPE Installation & Startup Service - Installation / configuration - 1 incident - on-site - for HP HP 5406-44G-PoE+-2XG v2 zl Switch Hewlett Packard Enterprise - Part#: U4832E	1	\$1,930.93	\$1,930.93
12 APC NetShelter SX Enclosure with Sides - Rack - black - 42U - 19" APC by Schneider Electric - Part#: AR3100	1	\$1,224.35	\$1,224.35
		Subtotal	\$27,106.72
		Shipping	\$150.00
		Total	\$27,256.72

Optional Items For: 12. APC NetShelter SX Enclosure with Sides - Rack - black - 42U - 19"

APC - Rack shelf - black - for P/N: SMC1000I-2UC, SMC1500I-2UC, SMC1500IC, SRT1000RMXLI, SRT1000RMXLI-NC, SRT5KRMXLW-HW APC by Schneider Electric - Part#: AR8122BLK	1	\$93.94	\$93.94
APC - Cable organizer - black - 2U - for NetShelter EP; NetShelter ES; NetShelter SX; Netshelter VS; Netshtelter VX; NetShelter WX APC by Schneider Electric - Part#: AR8426A	1	\$44.80	\$44.80
APC - Rack cable management panel - black - for NetShelter SX; Netshelter VX APC by Schneider Electric - Part#: AR8442	1	\$118.06	\$118.06

**Additional Comments**

Please Note: Hewlett Packard Enterprise has a zero returns policy on custom build machines.

Please Note: APC has a zero returns policy.

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date set above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order.

SHI International Corp. is 100% Minority Owned, Woman Owned Business.  
TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

*The Products offered under this proposal are resold in accordance with the unless a separate resale agreement exists between SHI and the Customer.*

*Disclaimer: SHI is not responsible for payment if USAC rejects customer claim. Price is contingent upon USAC funding only for eligible Category 2 products.*

If you choose SHI's bid and want to award it to SHI, please use the standard contract template that can be found on the next page.



February 6<sup>th</sup>, 2020

Sean Feeney  
Inside Account Executive  
SHI International Corp.  
290 Davidson Ave.  
Somerset, NJ, 08873

Amy McPartlin  
Prospect Heights School District 23  
700 N Schoenbeck Road  
Prospect Heights, IL 60070

Dear Amy McPartlin,

SHI agrees to the terms and conditions put forth in the Form 470 E-rate post created by Prospect Heights School District 23. We adhere to our pricing on quote #18418000 as a submitted bid on E-rate Form 470 #200010465, which is valid until 7/1/2020.

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SHI AE: Sean Feeney

*Ashley Kim*  
E-rate BDM: Ashley Kim

*Katherine Fernandez*  
E-rate Specialist: Katherine Fernandez

*Katherine Toro*  
E-rate Specialist: Katherine Toro

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Chief School Business Official:  
Amy McPartlin