



Edina Public School District 273

Form 470 240011456

R 3/13/2024

E-Rate Year 27 / Funding Year 2024-2025

Original Copy



CDW Government LLC
230 N. Milwaukee Ave.
Vernon Hills, IL 60061

Edina Public School District 273
5701 Normandale Road
Minneapolis, MN, 55424



One CDW Way
230 N. Milwaukee Avenue
Vernon Hills, IL 60061
Toll-free: 800.808.4239
F: 847.465.6800
cdwg.com/PeopleWhoGetIT

R 3/13/2024

RE: CDW•G's Response to Edina Public School District 273's Form 470 240011456

Dear Ms. Monsaas-Daly,

CDW•G understands the objective of the RFP is for Edina Public Schools to identify a reliable and experienced partner capable of managing your technology needs. CDW has extensive expertise designing, implementing, and supporting network infrastructure solutions. We have engaged customers in over **100 Wireless Deployment** projects in the last 12 months and with our office in Bloomington, MN and over 220 local MN employees we are confident we can partner in this journey.

Specific Advantage of partnering with CDW include:

- Cisco/Meraki's, Aruba's, and Juniper's largest US partner.
- Dedicated Team, Local Presence - As a local company, CDW•G is proud to employ over 220 Minnesota coworkers.
- Numerous K-12 Wireless deployments in MN and across the US
- Our team ensures knowledge transfer to your team throughout the project so you can be as self-sufficient post deployment as you want to be
- Big Enough to Matter, Focused Enough to Care - CDW•G is a Fortune 200 Company that is not only local, but also on firm standing. Leveraging our size and partner capitol empowers us to effectively operate as your advocate when it matters. In a time of changing norms and economic uncertainty, CDW•G is the partner you can count on to be here through it all. CDW•G's experience and successful track record delivering for our clients, combined with our unique capabilities and resources, enables us to deliver unmatched value to Edina Public Schools.

Should you have any questions about our response, please contact Dave Donarski (612.704.5943) or davedon@cdwg.com and Mayank Srivastava (312.705.9366) or mayasri@cdw.com. We look forward to continuing our valued partnership with Edina Public Schools.

Sincerely,

A handwritten signature in black ink that reads "Justin Schwier".

Justin Schwier
Manager, Proposals
CDW Government LLC

Pricing Offer & Purchase Agreement for E-Rate Customers

Things to consider when preparing your funding request (Form 471):

- Enter only one manufacturer part number per line item (do not bundle part numbers)
- All software should be requested under Internal Connections, Software
 - Even when bundled with warranty support from manufacturer for purchase, as long as warranty cannot be purchased on its own
 - If warranty can be purchased separately, then it should be separated for funding request, and warranty funding requested under Basic Maintenance
- Warranty only part numbers should be requested under Basic Maintenance
 - List months of service, should only be for coverage July 1 – June 30 (Funding Year)
 - List hardware supported part number
 - List site where hardware sits

CDW can complete Bulk Submission Forms if chosen as the Service Provider for your funding request, please email E-Rate@cdw.com for assistance.

Before the Services are to be performed, CDW•G will provide a Statement of Work (SOW) detailing the exact scoping and pricing of the Services to be provided, which will be executed by both parties prior to the start of Services. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process.

E-RATE PURCHASE AGREEMENT

Form – E-Rate FY27 2024-2025

Contract Number: 116598

This E-Rate Customer Purchase Agreement (this “Agreement”) is entered into on April 1, 2024 (“Effective Date”) and is made by and between CDW Government LLC an Illinois limited liability corporation with an office at 230 N. Milwaukee Ave., Vernon Hills, Illinois 60061 (“Seller”), and Edina Public School District 273, a non-profit school or library eligible for Universal Service funding, as defined below.

E-Rate Contract Number	116598	Spin #	143005588
E-Rate Funding Year	2024	FCC Registration #	0012123287
Customer	Edina Public School District 273 5701 Normandale Road Minneapolis, MN, 55424	Seller	CDW Government LLC 230 N. Milwaukee Avenue Vernon Hills, IL 60061
Effective Date	April 1, 2024	Quoted Items (see exhibit 1)	470# 240011456

1. DEFINITIONS

As used in the Agreement, the following terms shall have the meanings set forth below:

- A. “Universal Service Administrative Co.” or “USAC” – The not for profit organization designated by the U.S. Federal Communications Commission (“FCC”) to administer and ensure compliance with the Universal Services Fund.
- B. “SLP” - The Schools and Libraries Program of the Universal Service Fund, which includes the E-Rate Program and that is administered by USAC under the direction of the FCC.
- C. “E-Rate” – The education rate funding program that is a part of SLP that provides discounts to keep students and library patrons connected to broadband and voice services and which is one of the programs that form the Universal Service Program.
- D. “Funding Commitment Decision Letter” or “FCDL” – A letter that a Customer receives from USAC which indicates the applicable discount amount for a specific funding year.
- E. “Products” – E-Rate eligible products or services that include computer related hardware but are not limited to caching servers, routers, switches, wireless access points, installation, and warranty maintenance and other items which are eligible for E-Rate discounts in accordance with the rules issued by USAC.
- F. “Funding Year” – The specific calendar period, as defined by the SLP, during which the Customer is approved for funding or discounts on Products. FY 2023 is in reference to the program year.

2. TERMS AND CONDITIONS

All orders submitted to Seller by Customer for Products under this Agreement are subject to the terms and conditions on Seller’s website at <https://www.cdwg.com/content/cdwg/en/terms-conditions/sales-and-service-projects.html> (the “Sales and Service Projects”), unless otherwise stated herein.

3. PURCHASE AUTHORIZATIONS

A. E-Rate Status

- i. Customer represents and warrants that it qualifies as eligible under the SLP to receive E-Rate funding.
- ii. CUSTOMER FURTHER ACKNOWLEDGES AND AGREES THAT THIS AGREEMENT, WHEN EXECUTED, CONSTITUTES A CONTRACT AS REQUIRED BY USAC and the SLP.

B. E-Rate Purchases

CDW Government LLC

SPIN #143005588

R 3/13/2024

To the extent allowable, all information and documents hereby submitted in response to the Request for Quote (“RFQ”) furnished by Edina Public School District 273 are the Proprietary and Confidential property of CDW Government LLC (“CDW•G”).
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E-RATE PURCHASE AGREEMENT

Form – E-Rate FY27 2024-2025

Contract Number: 116598

- i. Customer represents and warrants that all purchases made under this Agreement shall be for its own use and that it is eligible to receive E-Rate funding as specified by USAC.
- ii. IN ACCORDANCE WITH FCC REQUIREMENTS, THE CUSTOMER SHALL SUBMIT A COMPLETED AND SIGNED FCC FORM 486 TO USAC The Form 486 shall be approved by USAC prior to order placement with Seller.

4. ORDERING AND ASSISTANCE

A. Ordering

Purchase orders shall be submitted through electronic means (email, electronic data interchange (EDI), etc.) directly to Customer's dedicated account manager. Alternatively, if a copy must be sent via mail, common courier, etc., please reach out to your account manager for the appropriate mailing address.

B. Other Requirements

- i. All purchase orders shall include 1) a contact name; 2) phone number; 3) purchase order number; 4) CDW Part Number and OEM Part Number; 5) Product description; 6) original and discounted Product price 7) percentage Customer owes and percentage SLP owes (if applicable) 8) ship to location; 9) bill to location; 10) BEAR or SPI Order; and 11) FCC Form 471 and FRN number for each part number. SEPARATE PURCHASE ORDERS SHALL BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E-RATE FUNDING. ALL ORDERS SHALL BE SUBJECT TO ACCEPTANCE BY SELLER.
- ii. If the Customer is unable to commit the full purchase order amount, any balance remaining that was not funded or approved for payment by USAC will be the responsibility of the Customer. The Customer must add the following language to its purchase order:

"The total cost of this purchase order is \$ _____. The E-Rate portion is \$ _____, and is committed by USAC. If there is any reduction or denial of payment with the E-Rate portion, Edina Public School District 273 accepts full responsibility for the cost of this purchase, \$ _____."
- iii. Should Customer choose to add Product or make substitutions to the Products originally sought, following USAC's funding decision, Customer agrees it will be responsible for the amounts owed for the added or substituted Products in excess of its committed funding from USAC.
- iv. Customer must complete installation of Products ordered pursuant to this Agreement within thirty (30) days of delivery. In the event Customer, or a third party hired by Customer to complete the installation, fails to install the Products within the timeframe provided herein, the Parties acknowledge and agree that Customer will begin to accrue interest on the amounts owed for such Products in an amount of one and one-half percent (1.5%) per month, or the maximum rate permitted by applicable law.

C. Assistance with Order

- i. Customer may call 1-800-328-4239 to get assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are inconsistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall not be valid, are considered null and void and shall not be applicable to or binding on Seller.
- ii. FOR PRODUCTS WHICH ARE DISCONTINUED AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BY SELLER BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO OFFER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE, IF AVAILABLE, UPON SLP'S APPROVAL OF THE PRODUCT SUBSTITUTION. ANY INCREASE IN PRICE THAT CANNOT BE ABSORBED BY THE SELLER WILL BE THE RESPONSIBILITY OF Edina Public School District 273.

5. PRICE AND PAYMENT TERMS

CDW Government LLC

SPIN #143005588

R 3/13/2024

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E-RATE PURCHASE AGREEMENT

Form – E-Rate FY27 2024-2025

Contract Number: 116598

- i. Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller's opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.
- ii. Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable laws and regulations.

A. Price

The Price shall be as set forth on the Customer's quote from Seller and which is in the form attached hereto as Exhibit I, and as amended from time to time. All prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer.

Payment Terms

- i. All payments, regardless of method, shall be submitted to "Accounts Receivable", please contact your account manager for payment method options.
- ii. CUSTOMER MAY EITHER WAIT TO PLACE AN ORDER PRIOR TO OR AFTER RECEIPT OF ITS FCDL. IN THE EVENT THAT CUSTOMER PLACES AN ORDER PRIOR TO RECEIPT OF THE FCDL, CUSTOMER SHALL BE RESPONSIBLE FOR PAYMENT OF THE ENTIRE PURCHASE PRICE WITHOUT REGARD TO SLP FUNDING.
- iii. Customer must choose one of the following payment methods. However, Customers that choose to order Products prior to receiving their FCDL must follow the BEAR payment method.
 - Form 474 Service Provider Invoice (SPI) Method**
Seller will invoice the Customer for the Product price, as set forth on the Product quote, net of the FCDL amount. Customer shall be responsible for making payment within thirty (30) days from date of invoice.
 - Form 472 Billed Entity Applicant Reimbursement (BEAR) Method**
Seller will invoice Customer, upon Product shipment, for the total purchase price without regard to any SLP funding applied to that purchase price for the Products. Customer shall pay the invoiced amount within thirty (30) days from the date of invoice.
- iv. Seller accepts BEAR orders beginning April 1 before the beginning of the Funding Year. Seller accepts SPI orders beginning July 1 of the Funding Year when Customer has received its FCDL and completed the FCC Form 486, Seller DOES NOT accept SPI orders before July 1 of the Funding Year, or prior to the Form 486 approval by USAC.

6. NON-ASSIGNABILITY AGREEMENT

Customer shall not assign or otherwise transfer its rights or delegate its obligations under this Agreement without Seller's advance written consent. Any attempted assignment, transfer or delegation without such consent shall be void.

The term of this Agreement shall commence on April 1, 2024 ("Effective Date") and be valid through the later of the Funding Year 2024 or 9/30/2025.

- i. Seller may terminate this Agreement at any time for any reason upon thirty (30) days prior written notice to the Customer.

Customer may terminate this Agreement or withdraw an order upon written notice to Seller if: (a) funds are not appropriated to Customer under this program, or (b) Customer's School Board rejects this Agreement ("Termination Notice"). In the event that Customer terminates this Agreement due to non-appropriation of funds, or termination for convenience, then Seller may immediately cease performance. However, the Customer shall remain liable for any Products that have shipped or services, already provided, or have been subscribed or purchased prior to Seller's receipt of the Termination Notice. Customer shall also be responsible for any of Seller's out-of-pocket costs arising as a result of any such termination.
- ii. In the event Customer receives an extension of funding from SLP, Customer will notify Seller in writing and the parties may agree to execute an amendment to extend this Agreement.

CDW Government LLC

SPIN #143005588

R 3/13/2024

E-RATE PURCHASE AGREEMENT

Form – E-Rate FY27 2024-2025

Contract Number: 116598

7. NOTICES

All notices and other communications required or permitted under this Agreement shall be served in person or sent by U.S. mail, Federal Express, or equivalent carrier to the party's address listed above.

8. GENERAL

If any term or provision herein is determined to be illegal or unenforceable, the validity or enforceability of the remainder of the terms or provisions herein will remain in full force and effect.

9. ENTIRE AGREEMENT

This Agreement constitutes the entire agreement between Seller and Customer and supersedes and replaces any and all previous and contemporaneous communications, representations or agreements between the parties, whether oral or written, regarding transactions hereunder. No provision of this Agreement may be waived or modified except by an amendment signed by an authorized representative of each party.

10. GOVERNING LAW

This Agreement will be governed by the laws of MN, without regard to conflicts of law rules. Any litigation will be brought exclusively in a federal or state court located in the state or commonwealth where Customer's location identified above, and the parties consent to the jurisdiction of the federal and state courts located therein, submit to the jurisdiction thereof. The parties further consent to the exercise of personal jurisdiction.

11. DOCUMENT RETENTION

All documents related to this Agreement will be kept on file by both parties for a period of ten (10) years after the project completion in accordance with the rules of the SLP.

E-RATE PURCHASE AGREEMENT

Form E-Rate 1.0

Version Number

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first above written.

CDW Government LLC

Edina Public School District 273


(Authorized Signature)


(Authorized Signature)

Anup Sreedharan

MERT WOODWARD

Printed Name

Printed Name

Title: Sr. Mgr., Program Sales

Title: DIRECTOR, FINANCE & OPERATIONS

Date: 3/21/2024

Date: 04/01/2024

EXHIBIT I
Quote Date – 2/7/2024



Thank you for choosing CDW. We have received your quote.

Hardware Software Services IT Solutions Brands Research Hub

QUOTE CONFIRMATION

NATASHA MONSAAS-DALY,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NSNV887	2/1/2024	ARUBA ERATE COMBINED	4079074	\$415,699.47

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
HPE Aruba AP-635 (US) - Campus - wireless access point - ZigBee, Bluetooth. Mfg. Part#: R7J28A Contract: MARKET	307	6667331	\$462.00	\$141,834.00
HPE Aruba AP-655 (US) - Campus - wireless access point - Wi-Fi 6E, 802.11a Mfg. Part#: R7J39A Contract: MARKET	299	6829172	\$600.40	\$179,519.60
HPE Aruba AP-MNT-MP10-U Campus AP - mount bracket kit - type U Universal Mfg. Part#: S0J40A Contract: MARKET	61	7456526	\$135.40	\$8,259.40
HPE Aruba AP-505H (US) Unified Hospitality - wireless access point Bluetooth Mfg. Part#: R3V48A Contract: MARKET	2	6072944	\$258.22	\$516.44
HPE Aruba AP-500H-MNT1 - network device wall mount kit Mfg. Part#: R3V58A Contract: MARKET	2	6095125	\$8.75	\$17.50
HPE Aruba AP-575 (US) - wireless access point Bluetooth, Wi-Fi 6 Mfg. Part#: R4H18A Contract: MARKET	1	6070380	\$777.10	\$777.10
HPE Aruba Long Mount Kit v2 - network device mounting kit Mfg. Part#: R9H97A Contract: MARKET	1	7198846	\$52.80	\$52.80

QUOTE DETAILS (CONT.)

HPE Aruba 9114 - gateway - hybrid	2	7733458	\$4,785.40	\$9,570.80
Mfg. Part#: R9M45A Contract: MARKET				
HPE Aruba X371 - power supply - hot-plug redundant - 250 Watt	2	6103400	\$188.47	\$376.94
Mfg. Part#: JL085A Contract: MARKET				
HPE Aruba Power Cable -NEMA 5-15 Connector - 6' - Black - AC 125V	4	4360984	\$1.91	\$7.64
Mfg. Part#: JW124A UNSPSC: 26121636 Contract: MARKET				
HPE Aruba - SFP+ Transceiver Module - 10 GigE	4	4919570	\$289.28	\$1,157.12
Mfg. Part#: J9150D UNSPSC: 43201553 Contract: MARKET				
ARUBA 91XX GW WLAN ADV 5Y	2	7738326	\$2,453.64	\$4,907.28
Mfg. Part#: S0U93AAE Electronic distribution - NO MEDIA Contract: MARKET				
HPE Aruba Central Foundation - subscription license (5 years) - 1 access po	609	6532001	\$93.93	\$57,203.37
Mfg. Part#: Q9Y60AAE Electronic distribution - NO MEDIA Contract: MARKET				
HPE ANW 5Y FC NBD EXCH EDU R9114 SVC	2	7803410	\$5,749.74	\$11,499.48
Mfg. Part#: H89L0E Electronic distribution - NO MEDIA Contract: MARKET				

SUBTOTAL	\$415,699.47
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$415,699.47

PURCHASER BILLING INFO	DELIVER TO
Billing Address: EDINA PUBLIC SCHOOLS - ISD 273 ACCOUNTS PAYABLE 5701 NORMANDALE RD EDINA, MN 55424-2401 Phone: (952) 848-3900 Payment Terms: ERATE QUOTES ONLY	Shipping Address: EDINA PUBLIC SCHOOLS - ISD 273 TOM JOHNSTON 5701 NORMANDALE RD EDINA, MN 55424-2401 Phone: (952) 848-3900 Shipping Method: DROP SHIP-GROUND
	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



Sales Contact Info

Mayank Srivastava | (866) 626-8519 | mayasri@cdw.com

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This order is subject to CDW's Terms and Conditions of Sales and Service Projects at <http://www.cdw.com/content/terms-conditions/product-sales.aspx>

For more information, contact a CDW account manager.

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Thank you for choosing CDW. We have received your quote.

Hardware Software Services IT Solutions Brands Research Hub

QUOTE CONFIRMATION

NATASHA MONSAAS-DALY,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NSQD024	2/2/2024	ERATE N1C	4079074	\$27,085.50

QUOTE DETAILS

ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
N1C L-Series L2000 - UPS - 1800 Watt - 2000 VA	13	6420908	\$2,083.50	\$27,085.50

Mfg. Part#: N1C.L2000
Contract: MARKET

SUBTOTAL	\$27,085.50
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$27,085.50

PURCHASER BILLING INFO	DELIVER TO
Billing Address: EDINA PUBLIC SCHOOLS - ISD 273 ACCOUNTS PAYABLE 5701 NORMANDALE RD EDINA, MN 55424-2401 Phone: (952) 848-3900 Payment Terms: ERATE QUOTES ONLY	Shipping Address: EDINA PUBLIC SCHOOLS - ISD 273 TOM JOHNSTON 5701 NORMANDALE RD EDINA, MN 55424-2401 Phone: (952) 848-3900 Shipping Method: DROP SHIP-GROUND
	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



Sales Contact Info

Mayank Srivastava | (866) 626-8519 | mayasri@cdw.com

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Thank you for choosing CDW. We have received your quote.

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QUOTE CONFIRMATION

KELLY KRUTZ,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

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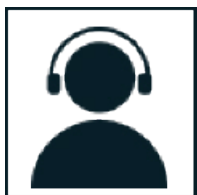
Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
NSQF497	2/2/2024	ERATE 2024 - FORTINET	4079074	\$98,439.82

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
Fortinet FortiCare 24x7 Bundle - extended service agreement (renewal) - 3 y	2	5974040	\$49,219.91	\$98,439.82
Mfg. Part#: FC-10-F11E1-950-02-36 Electronic distribution - NO MEDIA Contract: MARKET				

SUBTOTAL	\$98,439.82
SHIPPING	\$0.00
SALES TAX	\$0.00
GRAND TOTAL	\$98,439.82

PURCHASER BILLING INFO	DELIVER TO
Billing Address: EDINA PUBLIC SCHOOLS - ISD 273 ACCOUNTS PAYABLE 5701 NORMANDALE RD EDINA, MN 55424-2401 Phone: (952) 848-3900 Payment Terms: ERATE QUOTES ONLY	Shipping Address: EDINA PUBLIC SCHOOLS - ISD 273 TOM JOHNSTON 5701 NORMANDALE RD EDINA, MN 55424-2401 Phone: (952) 848-3900 Shipping Method: ELECTRONIC DISTRIBUTION
	Please remit payments to: CDW Government 75 Remittance Drive Suite 1515 Chicago, IL 60675-1515



Sales Contact Info

Mayank Srivastava | (866) 626-8519 | mayasri@cdw.com

LEASE OPTIONS

FMV TOTAL	FMV LEASE OPTION	BO TOTAL	BO LEASE OPTION
\$98,439.82	\$2,821.29/Month	\$98,439.82	\$3,225.87/Month

Monthly payment based on 36 month lease. Other terms and options are available. Contact your Account Manager for details. Payment quoted is subject to change.

Why finance?

- Lower Upfront Costs. Get the products you need without impacting cash flow. Preserve your working capital and existing credit line.
- Flexible Payment Terms. 100% financing with no money down, payment deferrals and payment schedules that match your company's business cycles.
- Predictable, Low Monthly Payments. Pay over time. Lease payments are fixed and can be tailored to your budget levels or revenue streams.
- Technology Refresh. Keep current technology with minimal financial impact or risk. Add-on or upgrade during the lease term and choose to return or purchase the equipment at end of lease.
- Bundle Costs. You can combine hardware, software, and services into a single transaction and pay for your software licenses over time! We know your challenges and understand the need for flexibility.

General Terms and Conditions:

This quote is not legally binding and is for discussion purposes only. The rates are estimate only and are based on a collection of industry data from numerous sources. All rates and financial quotes are subject to final review, approval, and documentation by our leasing partners. Payments above exclude all applicable taxes. Financing is subject to credit approval and review of final equipment and services configuration. Fair Market Value leases are structured with the assumption that the equipment has a residual value at the end of the lease term.

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