



SHI Response to Lincolnwood School District 74

E-rate #220004819

2/6/2022

FCC RN #0022242192
SPIN #143012572

For E-rate questions:
Frate@SHI.com



February 6th, 2022

Lincolnwood School District 74
6950 N East Prairie Rd.
Lincolnwood, IL 60712

Dear Jordan Stephen

Thank you for your interest in SHI, and for the opportunity to participate in Lincolnwood School District 74'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 our customers, and we have a proven record of success with customers of similar size and nature. Our FCC Registration Number (FCC RN) #0022242192 has Green Light status with the FCC, and our Service Provider Identification Number (SPIN) #143012572 is in good standing.

We are able to respond for both Category 1 and 2 services and 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 response 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 E-rate Program Managers, dedicated OEM experts, and vendor neutral datacenter and networking professionals.

Thank you for your consideration, and we look forward to working with you on this project!

Respectfully,

Anthony J. Tammara
Public Sector Inside Account Executive
Anthony_Tammara@shi.com
732-667-2782

EXECUTIVE SUMMARY

With over 20 years as an E-rate Service Provider, SHI helps schools, districts, and libraries leverage E-rate funds to get services and products they need, especially those they otherwise could not afford.

SHI focuses on offering cost-effective and compelling solutions to ensure that every E-rate dollar secured can be utilized to achieve each customers' specific needs and ultimately empower learning in the communities they serve. In support of this initiative, SHI established a dedicated team of E-rate experts that consists of tenured Senior E-rate Program Specialists, E-rate Business Development Managers, dedicated OEM experts, and agnostic data center and networking professionals. Through SHI's E-rate team, SHI Solutions supports both Category 1 and 2 services and products.

The E-rate program provides discounts on services and products essential for classrooms and libraries to receive broadband and networking solutions. Discounts depend on the level of need and the location of the entity receiving service but typically range from 20% to 90% of the cost of eligible services.

We recognize the needs of educators and can help you make the best choices for those needs, including Mobility; Networking Infrastructure upgrades; Security and Cybersecurity; Virtualization, and, of course, Cost Savings. SHI offers pre-sales support with our Solutions Team and a vendor-neutral approach to all of our advising, focusing on your needs rather than one specific OEM. In support of your eligible networking components strictly for Cat2, SHI's tenured Networking team understands the challenges of deploying and maintaining your infrastructure. We have the technical expertise to help you address, acquire, and adopt solutions to ensure you implement an efficient, secure, and cost-effective solution. Our Networking team is experienced in supporting our customers and evaluating your current environment, and providing recommendations. These discussions include understanding details on your upcoming projects/refreshes of equipment and your current pain points. The Team can help K-12 school districts and libraries determine what manufacturer to lead with based on your current setup, goals, and needed functionality.

SHI TOP NETWORKING PARTNERS



As an eligible Service Provider under the Schools and Libraries Program, SHI focuses on providing our library and K-12 customers with complete solutions for their IT initiatives and technology plans. SHI can help you with cost-effective and innovative solutions delivering world-class customer service and support through long-term relationships with industry-leading hardware manufacturers, software publishers, and service providers.



E-RATE PROCESS

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 reimbursements can be paid out. 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 two types of invoicing methods used to invoice USAC:

- **Form 472 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 and Form 486 are issued, SHI certifies the BEAR form for reimbursement.
- **Form 474 Service Provider Invoice (SPI)** – With SPI invoices, the order cannot be placed until 7/1 and 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 July 1st to all applicants that are approved for funding by USAC.

SHI GREEN LIGHT STATUS

The screenshot displays the 'Red Light Display System (RLDS)' interface. At the top, the FCC logo and 'Federal Communications Commission' are visible. The main header reads 'Red Light Display System (RLDS)'. Below this, a yellow banner says 'Red Light Display System'. The navigation bar includes links for 'FCC', 'Fees', 'Red Light Display System', and '< FCC Site Map'. The user is logged in as 'SHI INTERNATIONAL CORP. (0022242192)' with a '[Log Out]' link. A timestamp '10/29/2021 8:08 AM' is shown. The main section is titled 'Current Status of FRN 0022242192' and features a large green box with the text 'STATUS: Green'. Below this, it states: 'You have no delinquent bills which would restrict you from doing business with the FCC.' A detailed note explains that the system checks all FRNs for delinquent non-tax debts and that a green light means no such debts exist for the requester's TIN. The note also mentions the system was last updated on 10/29/2021 at 6:31 AM and is updated daily at 7 a.m. ET. Navigation links 'Back', 'Print', and 'Help' are at the bottom right.

TERMS AND CONDITIONS

A. E-RATE STATUS

Customer represents and warrants that it qualifies as eligible to receive E-rate discounts.

B. E-RATE PURCHASES

Customer represents and warrants that all purchases of products shall be for its own use and shall be installed and made operational within the specific funding year period set forth by E-rate Program rules.

C. PRICE AND PAYMENT TERMS

Payment terms are subject to continuing credit approval by SHI. SHI may, at SHI's reasonable discretion, change credit or payment terms at any time when, Customer's financial condition, previous payment record, or the nature of Customer's relationship with SHI so warrants.

SHI may suspend or withhold delivery of product(s) if (i) Customer fails to pay any sum due to SHI, until final and complete payment is received or (ii) Customer is in violation of applicable laws and regulations.

The price shall be as set forth on the Customer's quote from SHI. Customer understands that taxes are E-rate eligible and may be included on your Form 471. Unless otherwise stated on SHI's quote, all quoted prices are exclusive of federal, state, local, or other taxes. Please inform your SHI representative if tax should be included in quote costs.

SHI shall not be held responsible for product price increases occurring between the quote date and the Customer order date which are caused by circumstances outside of its direct control.

For products that have been discontinued after SHI has accepted a Customer purchase order but before the product has shipped, SHI will make reasonable efforts to offer a comparable or better product at the same or less price, if available, upon USAC's approval of a service substitution request filed by Customer.

D. GENERAL

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

Issuance of a Customer purchase order shall constitute Customer acceptance of these Terms and Conditions. Any terms or conditions stated in or on the Customer's purchase order which are inconsistent with or in addition to these Terms and Conditions, or the Terms and Conditions on SHI's website, shall not be valid, are considered null and void, and shall not be applicable to or binding on SHI.

E. DOCUMENT RETENTION

Both parties will retain all documents related to this purchase for a period of ten (10) years after the project completion in accordance with E-rate Program rules.

Note: If you choose SHI's bid and want to issue an award to SHI, you must use the standard Letter of Intent template that can be found on the next page

SAMPLE LETTER OF INTENT

[Date]

SHI International Corp.
290 Davidson Ave.
Somerset, NJ 08873

Dear [Primary Sales Contact],

[Applicant Name / BEN] accepts quote # _____ and agrees to the terms and conditions put forth in SHI International Corp.'s response to our Form 470 # _____. This contract is valid until 9/30/2023, with an option to extend for one (1) year.

Disclaimers

- By signing this document, the applicant is not contractually bound to complete this procurement in its entirety. The Applicant may complete this procurement in whole or in part. SHI will fulfill only those orders initiated by the Applicant via Purchase Order.
- For SPI orders, applicant shall be responsible for payment of any outstanding or ineligible costs if USAC rejects reimbursement claim in whole or in part.

Preferred Invoicing Method:

____ SPI

____ BEAR

Customer / Applicant Name Signature

Signer's Name

Date

