

Allen County School District

2025 E-Rate Mini Bid

STEP SPIN: 143044123

Allen County School District
570 Oliver Street – Scottsville, KY 42164
Kristin Smith
(270) 618-3181
kristin.smith@allen.kyschools.us



STEP

2025 E-Rate Proposal for:

Allen County School District



February 21, 2025

Hello Kristin,

On behalf of STEP CG and Extreme, we are thrilled to have the opportunity to partner with the Allen County School District in response to your posted E-Rate Mini Bid for network products and/or services.

We are a well-established, Kentucky-based, vendor partner - whose leadership has several decades of combined experience within KETS and KDE + successfully navigating the E-Rate filing process.

We are well equipped to deliver, install, and configure all necessary hardware/services required to ensure a successful outcome for your bid request.

Being headquartered in Kentucky, we value the ongoing working relationships we have within the KETS community, throughout the Commonwealth – as a true vendor partner.

Why partner with STEP?

- We have successfully delivered many Networking, UPS, Voice, and Managed Services solutions to other KETS school districts – including, but not limited to Clinton County Schools, Dayton Independent Schools, Jefferson County Public Schools, Jenkins Independent Schools, and Powell County Schools.
- Our team of highly certified Network Engineers hold many certifications with strategic manufacturers to ensure proper installation, operation, and post-install support of hardware.
- Our Support Center (NOC) supports more KETS customer helpdesk tickets than any other vertical.
- We employ former KETS and KDE employees, ensuring effective relationships with our customers.
- KETS is a top priority for STEP. We have in-state, dedicated Network Engineers for various services - including installation, training, monitoring, and on-site response.

We appreciate the time you have invested in this Mini Bid, and we humbly appreciate the opportunity to work with you - as your LOCAL partner.

If you have any questions, please reach out to me at either (502) 420-8586 or mjoos@stepcg.com.

Kind Regards,

Marc Joos

Marc Joos
Regional Sales Executive

Executive Summary

Vendor Name: STEP CG, LLC

USF Service Provider Identification Number (SPIN): 143044123

470/Mini-Bid Coordinator: Marc Joos | (502) 420-8586 | mjoos@stepcg.com

Requested Solution:

The solution must be compatible with the district's existing Extreme Networks infrastructure as well as future upgrades of equipment. General requirements include:

Agreement Start date of at least October 17, 2025 and End date of June 30, 2026

- 280 - XIQ Navigator SaaS, EW SaaS Support or comparable license for E-Rate eligible Extreme 510i WAPs
- 70 - XIG Pilot Saas, EW SaaS Support or comparable license for E-Rate eligible Extreme 5420M Switches
- 1 - 48 10/100/1000 802.3at PoE+ & 2 SFP ports plus 2 SFP+ ports. Inc. Base Software License, 1 Field replaceable 1000W PSU with Power Cord
- I am also requesting a second non-E-Rate eligible quote for my Central Office and Preschool classrooms for 14 IQ Navigator SaaS, EW SaaS Support or comparable license and 3 XIG Pilot Saas, EW SaaS Support or comparable license to support existing infrastructure.

Proposed Solution:

- We are proposing an Extreme Networks solution, based upon your specifications.
- PLEASE NOTE: Your current licenses expire 06/30/25, so all licenses proposed run 07/01/25 - 06/30/26.
- Quote 1 (E-Rate):
 - (280) XIQ Navigator Licenses
 - (70) XIQ Pilot Licenses
 - (1) 5420M Switch with 48x1G POE++, 4xSFP28 1/10/25Gb ports, +1 additional XIQ Pilot license.
 - (1) 1200W Field replaceable PSU.
- Quote 2 (Non-Erate):
 - (14) XIQ Navigator Licenses
 - (3) XIQ Pilot Licenses
- All part numbers and quantities proposed can be changed, based upon your specific/immediate needs.
- STEP can accommodate both forms of E-Rate Billing, SPI and BEAR.
- If you would be open to a discussion, detailing our solution, please let us know.

STEP/Extreme Solution Overview for Allen County School District

Customers should consider Extreme networking equipment for several key reasons:

- **Comprehensive Security:** Extreme's network solutions include robust security features, such as Fabric Connect technology, which helps simplify network management and improve security across multiple buildings.
- **High Performance:** Extreme's hardware and software are optimized for high performance, enabling businesses to handle demanding network traffic with minimal latency. This is crucial for applications like video conferencing, cloud computing, and other bandwidth-intensive tasks.
- **Scalability and Flexibility:** Extreme offers a wide range of products to suit various business sizes and needs, from small businesses to large enterprises. Their solutions can easily scale to accommodate growth and changing requirements. Whether you need 1G or 400G, we have a solution.
- **Ease of Management:** ExtremeCloud IQ with AI Expert offers a single pane of glass for network management, giving IT teams comprehensive visibility and control over the entire network. No on-premises gateways, controllers or virtual servers are required to manage the network. This limits single points of failure, avoids additional hardware and software upgrades to support these platforms and functions, and reduces power consumption and cooling requirements.

Value-Added Benefits of STEP:

- **Strong Reputation:** STEP has a solid reputation in the IT services and engineering industry, with a focus on providing high-quality solutions to complex challenges. This is particularly relevant in Kentucky, as we have dozens of network certified engineers located throughout Kentucky.
- **Experienced Engineering:** STEP delivers a team of experienced professionals with expertise in network engineering, ensuring that clients receive top-notch service.
- **Client Centric Approach:** STEP is known for its' commitment to understanding client needs and tailoring solutions accordingly, fostering strong client relationships.
- **Diverse Portfolio:** STEP offers a wide range of services, including IT consulting, outsourcing, and managed services, catering to various industries and business sizes.
- **Innovation and Technology:** STEP embraces innovation and leverages the latest technologies to deliver cutting-edge solutions, helping clients stay ahead of the curve.

In summary, Allen County School District should consider STEP and Extreme for our combined ability to enhance learning experiences, simplify network management, provide scalable and secure solutions, and offer exceptional customer support. These benefits collectively help educational institutions create a secure, reliable, and future-proof network infrastructure that supports modern learning needs.

Conclusion

Thank you for considering STEP and Extreme for this important project. We value this opportunity and look forward to serving you in the future. We have the local resources, extensive networking/KETS/E-Rate experience and are committed to ensure continued success at Allen County School District.

References

LaRue County School District

208 College Street – Hodgenville, KY 42748

Freddie Newby

(270) 358-4111

freddie.newby@larue.kyschools.us

Marion County School District

755 E Main Street – Lebanon, KY 40033

Matt Deacon

(270) 692-3721

matt.deacon@marion.kyschools.us

Pulaski County School District

925 North Main Street – Somerset, KY 42503

Harold Stanelle

(606) 679-1123

harold.stanelle@pulaski.kyschools.us



Extreme Order Request Form - 2025 E-Rate

STEP CG, LLC

50 E RiverCenter Blvd., Suite 900 - Covington, KY 41011

Quote Date

02/21/25

School District Name: Allen County Schools

Project: E-Rate

STEP Sales Contacts:

KETS Contract Information:

Marc Joos	(502) 420-8586 mjoos@stepcg.com
Constantine Romanos	(513) 378-1226 cromanos@stepcg.com
Max Kaywork	(502) 552-5802 mkaywork@stepcg.com

Extreme State Master Agreement MA 758 2100000648
STEP E-Rate SPIN Number 143044123

Extreme Networks Sales Contacts:

Tom Tipton	(859) 753-6727 ttipton@extremenetworks.com
Mike Bruner	(270) 823-4895 mbruner@extremenetworks.com
Lauren Son	(603) 401-1874 lson@extremenetworks.com

First Year Warranty Included on all items on this Price Contract

Description	Extreme Part Number	Cost	Quantity	2nd Year Warranty Cost	2nd Year Warranty Quantity	Total Cost
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Universal Switches (Switch or Fabric Engine OS)

5400 Series

5420M Switch with 48 x 10/100/1000BASET FDX/HDX 802.3bt 90W PoE++, 2 stacking/SFP-DD, 4 x 1/10/25G unpopulated SFP28, MACsec capable, includes fan module 2 unpopulated modular PSU slots.	5420M-48W-4YE	\$ 3,414.00	1	\$ -	0	\$ 3,414.00
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5420 Series - Accessories

1200W AC Front to Back PoE PSU (use in any 5420F or 5420M 48 port PoE or 4120 switches)	XN-ACPWR-1200W-FB	\$ 510.40	1	\$ -	0	\$ 510.40
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Universal Subscriptions

XIQ Navigator RTU/Subscription for 3rd party or AP on XIQ-C (on-prem only) with EW SaaS Support for one (1) device (1 year)	XIQ-NAV-S-C-EW	\$ 16.00	280	\$ 16.00	0	\$ 4,480.00
XIQ Pilot RTU/Subscription for any device (cloud or on-prem) with EW SaaS Support for one (1) device (1 year)	XIQ-PIL-S-C-EW	\$ 48.00	71	\$ 48.00	0	\$ 3,408.00

Total Funds Due To STEP:	\$ 11,812.40
Total Local Funds Required:	\$ -
Total Education Technology Funds Requested:	\$ 11,812.40

The cost of these items will be taken out of the District's Allotment for this line item. We verify this has not gone over the State Master Plan budget for this line item (State Board Approved Master Plan of September, 2000). We verify the above will be purchased (NOT LEASED/BONDED) 100% from the KETS Price Contract and we have sufficient Education Technology Funds in our account to cover these expenditures:

Financial Officer Name:

Date:

District Technology Coordinator Name:

Date:

District Technology E-mail address:



Extreme Order Request Form - 2025 E-Rate

STEP CG, LLC

50 E RiverCenter Blvd., Suite 900 - Covington, KY 41011

Quote Date

02/21/25

School District Name: Allen County Schools

Project: Non-Erate

STEP Sales Contacts:

KETS Contract Information:

Marc Joos	(502) 420-8586 mjoos@stepcg.com
Constantine Romanos	(513) 378-1226 cromanos@stepcg.com
Max Kaywork	(502) 552-5802 mkaywork@stepcg.com

Extreme State Master Agreement MA 758 2100000648
STEP E-Rate SPIN Number 143044123

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Lauren Son	(603) 401-1874 lson@extremenetworks.com

First Year Warranty Included on all items on this Price Contract

Description	Extreme Part Number	Cost	Quantity	2nd Year Warranty Cost	2nd Year Warranty Quantity	Total Cost
Universal Subscriptions						
XIQ Navigator RTU/Subscription for 3rd party or AP on XIQ-C (on-prem only) with EW SaaS Support for one (1) device (1 year)	XIQ-NAV-S-C-EW	\$ 16.00	14	\$ 16.00	0	\$ 224.00
XIQ Pilot RTU/Subscription for any device (cloud or on-prem) with EW SaaS Support for one (1) device (1 year)	XIQ-PIL-S-C-EW	\$ 48.00	3	\$ 48.00	0	\$ 144.00

Total Funds Due To STEP: \$ 368.00
Total Local Funds Required: \$ -
Total Education Technology Funds Requested: \$ 368.00

The cost of these items will be taken out of the District's Allotment for this line item. We verify this has not gone over the State Master Plan budget for this line item (State Board Approved Master Plan of September, 2000). We verify the above will be purchased (NOT LEASED/BONDED) 100% from the KETS Price Contract and we have sufficient Education Technology Funds in our account to cover these expenditures:

Financial Officer Name:

Date:

District Technology Coordinator Name:

Date:

District Technology E-mail address:

STEP

Highly Awarded Strategic Partners

The Power of E: Experienced, Empowered, Excellence

Certifications & Top Partnerships



FORTINET



Highly Recognized in Market

HPE aruba
networking

2018 – Present: Authorized Reseller
Sales Certified/Aruba Networking Solutions (SCE-APAS)
Edge Associate (ACEA)
ClearPass Professional (ACCP)
ClearPass Associate (ACCA)
Switching Professional (ACSP)
Switching Associate (ACSA)
Mobility Associate (ACMA)

cradlepoint

2015 – Present: Authorized Reseller
Partner Advisory Council Member
2015 Emerging Partner of the Year
2016 Circle of Excellence
2021 Deal of the Year
2022 Partner of the Year
2023 Partner of the Year

Extreme
networks

2017 – Present: Authorized Reseller
Partner Advisory Council Member
2018 Americas Partner of the Year
2018 Ultimate Warrior Winner
2018 Black Diamond Award Winner
2018 Master Specialized Partner
2019 Black Diamond Partner
2019 Network Services Partner of the Year
2020 Enterprise & Growth Partner of the Year
2020 Service Partner of the Year
2021 Enterprise & Growth Partner of the Year
2021 Cloud Revenue Partner of the Year
2023 Americas Services of the Year
2023 Partner of the Year

FORTINET

2020 – Present: Authorized Reseller
Advanced Partner Certification
Over 35 Fortinet Certified engineers (including 3 NSE-7 certifications)
One of only two North American Partners with the following specializations (the only one located in Kentucky):

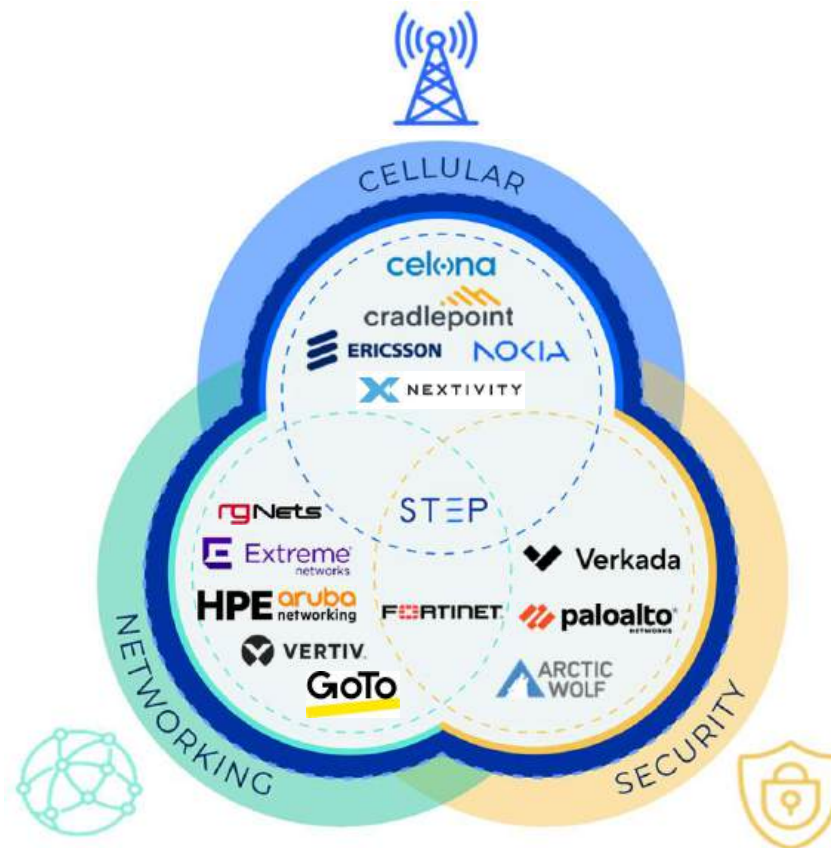
- Operational Technology
- SD-WAN
- Secure Connectivity LAN

VERTIV

2016 – Present: Authorized Reseller
2020 Regional Partner of the Year
2021 Vertiv Regional Partner of the Year

STEP

KETS Partner Ecosystem & Strategy



CONTRACT FOR SERVICES AND/OR PRODUCTS FOR E-RATE FUNDING YEAR 2025

This agreement is by and between the Allen County School District and STEP CG, LLC (“**Service Provider**”) for the purchase of eligible equipment and services as described on the attachment to this letter as part of the E-Rate Year 2025 effort. Service Provider was selected based on Service Provider's response to our RFP or on the basis of a qualifying Form 470. We intend to file a Funding Request Form 471 with the Universal Services Administrative Company (USAC), Schools and Libraries Division (SLD) E-Rate Program for eligible equipment and services based upon Service Provider's proposal.

Service Provider agrees to abide by all terms and conditions of the Universal Service Act of 1996 as implemented by the SLD E-Rate Discount Program in the procurement, delivery, invoicing and all other transactions associated with the project. The term of this contract shall commence on July 1, 2025 and shall terminate on June 30, 2026 for non-recurring services.

The contract may be subject to the Owner receiving E-Rate funding in the form of a funding commitment decision letter in the amount requested. Prices must be held firm for the duration of the E-Rate Year fiscal year ending June 30, 2026 or until all work associated with the project(s) are complete (including any SLD approved extensions). The work shall be subject to the following conditions:

- A. Service Provider holds a valid Service Provider Identification Number (SPIN) and is not “Red-Light Status” with the FCC.
- B. These services may depend on partial funding from the E-Rate program.
- C. The District expects Service Provider to make themselves thoroughly familiar with any rules or regulations regarding the E-Rate program.
- D. Contract may be contingent upon the specific funding of the FRN at the percentage rate submitted for.
- E. The maximum percentage the District will be liable for is the pre-discount amount minus the funded amount as shown on the form 471 Block 5. The Service Provider will be responsible for invoicing the Schools and Libraries Division for the funded amount unless the applicant elects to proceed without receipt of a Funding Commitment Decision letter.
- F. No E-Rate USAC billing can take place before July 1, 2025. If District elects to take delivery after April 1, 2025 but prior to Receipt of a Funding Commitment Decision letter then District is liable for all amounts and agrees to pay progress payments and invoice USAC via the Billed Entity Application for Reimbursement (Form 472)
- G. No installation work can take place before April 1, 2025.
- H. In the event of questions during the E-Rate audit process, Service Provider is expected to reply within 3 days to questions associated with their proposal.
- I. All work is subject to the 100% approval of the project or purchase by the FCC under the E-Rate discount program of the Telecommunications Act of 1996 unless otherwise approved by District
- J. The Service Provider will be required to send copies of all forms and invoices submitted to SLD prior to invoicing the SLD to the District.
- K. Service Provider will be responsible for procuring the discounted amount from the SLD unless District elects otherwise.
- L. In addition, District reserves the right to fund, or partially fund (proceed with project or purchase) or not to fund regardless of E-Rate approval.

- M. District agrees to promptly file Form 486 - Receipt of Service Confirmation upon receipt of a Funding Commitment Decision Letter.
- N. The contractor will submit all pricing in the Form 471 Item 21 format found at <http://www.usac.org/sl/tools/forms/471-templates.aspx>
- O. District agrees to promptly respond to Invoicing Service Certification requests. District agrees that a failure on its part to file a Service Certification in a timely manner will result in the loss of funding to the Service Provider and would therefore become liable for any unpaid amounts.
- P. District agrees that progress payments based on percentage of completion and partial delivery of equipment are acceptable. Annual invoicing for Managed Internal Broadband Services in advance is acceptable.
- Q. A party shall not be held liable for failure of or delay in performing its obligations under this Agreement if such failure or delay is the result of an act of God, such as earthquake, hurricane, tornado, flooding, or other natural disaster, or in the case of war, action of foreign enemies, terrorist activities, labor dispute or strike, government sanction, blockage, embargo, or failure of electrical service. This includes delay or inability to secure products, parts, materials, fuel, supplies, equipment or power at reasonable prices or in sufficient amounts through usual sources of supply due to government action. The non-performing party must make every reasonable attempt to minimize delay of performance. In the event *force majeure* continues longer than 120 days, either party may terminate the Agreement.

Allen County School District agrees to pay, in conjunction with USAC, the contract amount of \$11,812.40.

STEP CG, LLC:

Allen County School District:

SPIN: 143044123

Billed Entity Number:

Signature: _____

Signature: _____

Printed Name: _____

Print Name: _____

Title: _____

Title: _____

Date: _____

Date: _____