

## QUICK REFERENCE GUIDE

# YOUR E-RATE QUESTIONS ANSWERED

### HAVE YOU RECEIVED YOUR E-RATE FUNDING?

Did you know that all applicants who submitted an eligible and timely E-rate application in 2015 through 2019 will receive their funding? Many schools have yet to take advantage of the over \$4 billion dollars in available E-rate funding. What are you waiting for?

### WHAT IS E-RATE?

The Universal Service Schools and Libraries Program – commonly known as the E-rate program – provides discounts on telecom, internet access, and internal connections to eligible schools and libraries.

### HOW IS E-RATE FUNDED?

E-rate is funded through the Universal Service Fund (USF).

### WHO LEADS/ADMINISTRATES THE E-RATE PROGRAM?

The Federal Communications Commission (FCC) writes the rules and standards for this program. The administrator of the E-rate program is the Universal Service Administrative Company (USAC).

### WHAT KIND OF DISCOUNT CAN MY SCHOOL GET?

E-rate discounts range from 20% to 90% of eligible project costs. Discounts are district wide, and an applicant's discount rate is determined by the percentage of students that qualify for a free or reduced-price lunch.

### HOW DO I CHOOSE A SERVICE PROVIDER?

E-rate applicants must conduct a fair and open competitive bidding process. All applicants must select the most cost-effective service provider. The price of the eligible products and services must be the most heavily weighted bid evaluation factor.

### WHAT ELSE CAN YOU TELL ME ABOUT THE E-RATE MODERNIZATION ORDER?

The FCC released two modernization orders in 2014 to update the E-rate program. The overall E-rate budget was increased to \$3.9 billion, indexed to inflation. Previously eligible services were removed from Category One (eg. voice services are being phased out) and from Category Two (refocuses on services that support Wi-Fi). A 5-year Category Two maximum budget was set.

### WHY SHOULD I APPLY FOR E-RATE FUNDING THIS YEAR?

On December 3, the FCC released [new Category Two E-rate regulations](#) that directly impact your purchasing power for Funding Year 2020. Under the new rules, schools will not be able to roll over any unused Category Two funds to FY 2021, making this year truly a “use it or lose it” situation. You can view a summary of the FCC Order [here](#). The Aruba E-rate team is also available to answer your questions at [erate@hpe.com](mailto:erate@hpe.com).

### HOW DO I APPLY FOR E-RATE FUNDING?

To apply for E-rate funding, simply follow the 6-step process outlined in Figure 1. Click on each box to learn more about the various steps in the process.

### HOW CAN I GET MORE INFORMATION ABOUT E-RATE?

To learn more about the E-Rate application and approval process, USAC offers a variety of training resources to assist schools and libraries. Visit [www.usac.org/sl/applicants](http://www.usac.org/sl/applicants) for more information.

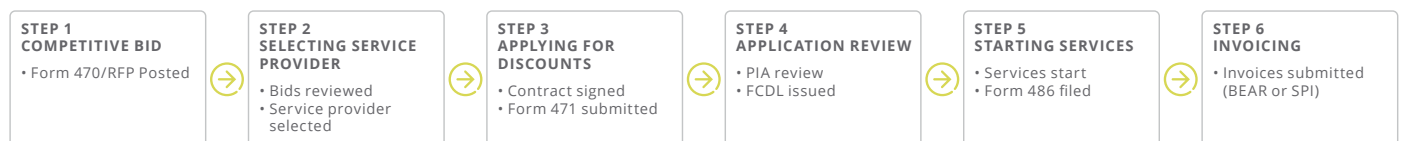


Figure 1: Six simple steps to apply for E-rate funding

## WHY SHOULD I CHOOSE ARUBA SOLUTIONS FOR MY SCHOOL?

Aruba provides a range of access solutions, from the data center to the edge. We deliver the broadest portfolio of 802.11ax WLAN products, core, and edge multi-gig SDN-capable switches, and an industry-leading limited lifetime warranty. All with a flexible architecture that lets you choose what type of management works best for you: On-premise, Virtual or Cloud, using the same hardware. And that's just the start. To learn more about all of the Aruba Solutions for How Tomorrow Learns, visit our [Primary Education Webpage](#).

## HOW DO I DETERMINE IF ARUBA PRODUCTS ARE E-RATE ELIGIBLE?

It's important to note that not all Aruba solutions are E-rate eligible. You can find eligibility of Aruba products using our [E-rate Eligibility Lookup Tool](#). The following table highlights products that are eligible under the current E-rate program.

## WHAT IF I HAVE ADDITIONAL QUESTIONS ABOUT ARUBA'S E-RATE OFFERING?

Simply email [erate@hpe.com](mailto:erate@hpe.com) to get more information about Aruba's products and services, or to be connected with an Aruba value added reseller.

## DOES ARUBA OFFER ANY PROMOTIONS?

Yes, we do. Currently we have a promotion that is exclusive to K-12 schools and libraries:

- A significant discount on a [5-Year Aruba Central license bundle](#)

Product/SKUs	Eligibility	Notes
Access Points (AP-xx, IAP-xx, RAP-xx)	✓	Access Points are eligible under Wireless Data Distribution components.
Mobility Controllers (Including K12 Bundles)	✓	Controllers are eligible under Wireless Data Distribution components.
Controller Software	✓	LIC-K12 – Eligible under Wireless Data Distribution Components LIC-AP – Eligible under Wireless Data Distribution Components LIC-PEF – Eligible under Data Protection components
Central Subscription	✓	Cloud-based controllers are eligible under Wireless Data Distribution components
Switches	✓	Switches are eligible under Data Distribution components.
Racks	✓	Racks are eligible under Racks
UPS	✓	UPSs are eligible under Uninterruptible Power Supply (UPS)/Battery Backup
Support		Aruba's Hardware Limited Lifetime Warranty is applicable to a subset of Aruba hardware products, detailed at <a href="http://www.arubanetworks.com/assets/faq/FAQ_product_warranty.pdf">www.arubanetworks.com/assets/faq/FAQ_product_warranty.pdf</a> . <b>NBD Exchange is eligible when supporting eligible services.</b> <b>Cost Allocate</b> – Prepaid hardware support/replacement is not E-rate eligible, but software support is eligible. Support levels over and above NBD Exchange may need to be cost allocated. Refer to Aruba E-rate website for more information.
Accessories	✓	Accessories for eligible items are eligible.

Note: Eligibility stated in this list is based on product functionality, as indicated in the Funding Year 2020 Eligible Services List. This list is offered as informal guidance. Additional guidance from USAC about the E-rate eligible services, including a glossary of terms, is available at USAC's website at <http://www.usac.org/sli/>. Final determination of eligibility is provided by USAC and/or the FCC.