



Learningtech.org[®]

The Miller Institute for Learning with Technology

**E-Rate Consulting Renewal Proposal
Fiscal Year 2019-2020 / E-Rate Funding Year 2020-2021
YPI Charter Schools**

Learningtech.org appreciates the opportunity to provide E-Rate Consulting Services to your organization. During the past months, we facilitated application(s) for a total of **\$90,288.21** E-Rate discounts for FY2019 (7/1/2019 – 6/30/2020) with:

- Category 1 application for *continuing contracted services* that requested funding of **\$90,288.21**
- Additional California Teleconnect Fund discounts are also anticipated for eligible Category 1 services

We look forward to continuing our relationship and anticipate providing Standard E-Rate Management Services for FY2020 (7/1/2020 – 6/30/2021) to your organization during fiscal year 2019 – 2020 (7/1/2019 – 6/30/2020), consistent with the attached **Scope of Work**.

These key assumptions support the next fiscal year's work:

- One (1) Category 1 application for continuing contract services
- One (1) Category 1 application for newly competed and awarded services (as needed)
- No Category 2 application. A separate consulting fee applies for Category 2 application; please request a quote if you intend to pursue Category 2 funding
- No additional schools or sites since last year. A separate consulting fee applies for additional schools or sites; please notify us immediately if you anticipate opening a new school or site in the next year


Consistent with Paragraph 2 of the existing Consulting Agreement, our current agreement automatically renews annually through **6/30/22**.

This renewal proposal includes these additional considerations:

- The annual Fixed Fee amount of **9,350.00**, which includes a Consumer Price Index adjustment, covers the Standard E-Rate Management Services and above assumptions
- Additional costs may be incurred if mutually agreed assumptions turn out to be inaccurate or if services are requested that are outside the stated Scope of Work
- At Client's preference, the annual Fixed Fee amount for the fiscal year's work can be paid:
 - *In a single payment* with 2% discount if paid by cash/check within 10 days of invoice date, *or*
 - *Quarterly, in 4 installments*, due on the 1st day of the first month of each quarter. We will assume you prefer quarterly unless we hear from you by 6/30/2019
- Clients wishing to use payment services that charge a transaction fee (e.g., Square, PayPal, credit cards) must pay the transaction fee

- Late fees and/or finance charges up to the maximum amounts allowed by law shall be applied to past due accounts
- **Clients who meet key milestones with FY2020 E-Rate work will be entitled to discounts on their next invoice:**
 - Final (after any/all changes) E-Rate FY2020 PLANNING RECAP signed by at least *75 days prior to opening of the FY2020 application window*¹ = 2.0% of fixed fee
 - All RFP(s) approved by at least *50 days prior to opening of the FY2020 application window*² = 0.5% of fixed fee
 - All contract documents (renewals and/or newly awarded) Board approved and signed by at least *35 days prior to closing of the FY2020 application window*³ = 0.5% of fixed fee
- Additionally, Clients who refer new business to Learningtech.org that result in new clients by 60 days before the application window opens will receive **\$200** credit on their next invoice

Client hereby notifies Learningtech.org of intent to renew the existing contract with the above considerations. Executed on the date(s) set forth below, by duly authorized agents for the respective parties.

The Miller Institute for Learning with Technology	YPI Charter Schools
<i>Authorized Representative For Consultant</i>	<i>Authorized Representative For Client</i>
Mark L. Miller, Ph.D.	
<i>Name</i>	<i>Name</i>
President and Executive Director	
<i>Title</i>	<i>Title</i>
	
<i>Signature</i>	<i>Signature</i>
05/19/2019	
<i>Date</i>	<i>Date</i>

¹ We are estimating the FY2020 application window will open 1/8/20, making the RECAP milestone target 10/25/19. The exact milestone target will be updated when the FY2020 application window dates are announced.

² We are estimating the FY2020 application window will open 1/8/20, making the RFP milestone target 11/19/19. The exact milestone target will be updated when the FY2020 application window dates are announced.

³ We are estimating the FY2020 application window will close 3/18/20, making the contracts milestone target 2/12/20. The exact milestone target will be updated when the FY2020 application window dates are announced.