



**Learningtech.org**<sup>®</sup>

The Miller Institute for Learning with Technology

**E-Rate Consulting Renewal Proposal  
Fiscal Year 2020-2021 / E-Rate Funding Year 2021-2022  
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 **\$57,985.94** E-Rate discounts for FY2020 (7/1/2020 – 6/30/2021) with:

- Category 1 application for *continuing contracted services* that requested funding of **\$45,708.38**
- Category 1 application for *newly competed services* that requested funding of **\$12,277.56**
- 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 FY2021 (7/1/2021 – 6/30/2022) to your organization during fiscal year 2020 – 2021 (7/1/2020 – 6/30/2021), 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
- Completion of the E-Rate planning process, including client approval signature on the E-Rate FY2021 PLANNING RECAP before the application window opens (1/13/2021<sup>1</sup>)

**The E-Rate FY2021 PLANNING RECAP (for dates of service 7/1/2021 – 6/30/2022) summarizes planning meetings, and any follow-up conversations or emails. It recaps background information and your answers to planning questions, which formulate the E-Rate actions to be taken.**


**Consistent with Paragraph 2 of the existing Consulting Agreement**, our current agreement automatically renews annually through 06/30/22.

<sup>1</sup> The FY2021 Application Window is expected to be 1/13/2021 – 3/24/21. The actual FY2021 Application Window opening and closing dates are announced annually by the Universal Services Administrative Company [USAC] approximately 25 days prior to the opening. If required by USAC Window announcement, Learningtech.org dates for Client responsiveness will be adjusted.

Further, this renewal proposal notifies Client of a need for other modifications, and includes these additional considerations:

- The annual Fixed Fee amount of **\$9,350.00**, which may include 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
- **Client participation in the application process will be responsive such that:**
  - Client approval signature on **E-Rate FY2021 PLANNING RECAP** occurs *prior to* the expected opening of the FY2021 Application Window (1/13/21). Client may purchase an extension of Learningtech.org’s Planning deadline for 20% of the annual Fixed Fee, after which best efforts, including overtime work, will be made to still meet the USAC deadline, but without a guarantee of completion
  - Client approval signature on **Vendor Award** document(s) occurs *at least two (2) weeks prior to* the expected close of the FY2021 Application Window (3/10/21). Client may purchase an extension of Learningtech.org’s Vendor Award deadline for 20% of the annual Fixed Fee, after which best efforts, including overtime work, will be made to still meet the USAC deadline, but without a guarantee of completion
- At Client’s preference, the annual Fixed Fee for the fiscal year’s work can be paid:
  - *In a single payment* with 2% discount if paid within 10 days of invoice date, *or*
  - *Quarterly, in 4 installments*, due on the 1<sup>st</sup> day of the first month of each quarter. We will assume you prefer quarterly unless we receive payment in full (less the 2% discount) within ten days of sending our electronic invoice
- 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 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>
05/17/2020	
<i>Date</i>	<i>Date</i>