

**INDEPENDENT SCHOOL DISTRICT 709**

Duluth Public Schools  
709 Portia Johnson Dr.  
Duluth, Minnesota 55811  
218-336-8738

**MEMORANDUM**

**To:** Simone Zunich, Executive Director of Business Services  
**From:** Cathy Holman, Purchasing Coordinator  
**Subject:** Bid 1350, Wi-Fi Licensing & Support  
**Date:** April 10, 2026

During March, a RFP was made available to vendors interested in providing licensing and support on our district's existing Cisco Wi-Fi system. Federal funds from the E-Rate program are planned to cover a portion of the district's cost for the services procured as a result of this RFP.

This opportunity was advertised publicly on the federal E-Rate website for the program-required period of 28 days. The opportunity was also advertised in the Duluth News Tribune for two consecutive weeks. Received bids were reviewed on March 27.

The district received one bid on this opportunity:

**Vendor:** CDW-G

**Amount:** \$86,400 annually for 5 year term, \$432,000 total for life of contract

Director of Technology Greg Krueger reviewed this bid along with Network Architect Nick Krauss to be certain the proposed products and services align with those the district requested.

Simone Zunich, Executive Director of Business Services, recommends accepting and awarding the bid meeting specifications as submitted by CDW-G for the amount of \$86,400 annually, \$432,000 total for the 5-year contract.

**Program:** Technology

**Fund Custodian:** Simone Zunich, Executive Director of Business Services

Date: March 27, 2026

**BID TAB FOR BID# 1350, WI-FI LICENSING & SUPPORT**

**VENDOR**

**AMOUNT**

CDW-G

\$86,400 annually for 5 year term, \$432,000 total for life of contract

**Awarded Vendor: CDW-G**

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**Kelly Durick Eder, Board Chair**





**Form 470#  
260023952**

**Duluth School District 709  
Wi-Fi System Support/Licensing**

**Deadline: March 27, 2026**

**Funding Year 2026-2027  
Digital Copy**

**CDW Government LLC  
230 N. Milwaukee Ave.  
Vernon Hills, IL 60061**

One CDW Way  
230 N. Milwaukee Ave.  
Vernon Hills, IL 60061  
Toll-free: 800.800.4239  
Web: [cdw.com](http://cdw.com)



**March 27, 2026**

Duluth School District 709  
713 Portia Johnson Drive  
Duluth, MN, 55811

**RE: CDW Government's Response to Duluth School District 709's, 470# 260023952**

Dear Greg Krueger,

Duluth School District 709 is seeking to identify a reliable and experienced IT partner capable of managing your E-Rate initiative. Our response demonstrates CDW Government's unique ability to contribute to the overall success of this initiative.

CDW Government LLC (CDW•G) is a global systems integrator, impacting 75 million students across 34 countries. With over 30 years of experience, we are a trusted partner to more than 15,000 school districts nationwide. Benefits of partnering with us include:

- **History of Success:** CDW•G is the leading Value Added Reseller E-Rate provider, participating in the program since 1998. To date we have managed more than 20,816 E-Rate projects for schools and libraries nationwide.
- **Strong Partnerships:** We maintain strong relationships with more than 1,000 vendor partners (OEMs), including leading networking OEMs well-versed in Internal Connections, to provide you with the best products, services, and support.
- **E-Rate Expertise:** Our dedicated in-house technical experts and E-Rate specialists ensure contract compliance, expert handling of the program's specialized invoicing processes, and ongoing consultation.
- **Personalized Support:** Your highly trained and experienced account team includes **Mayank Srivastava**, who serves as your primary point of contact, and is responsible for coordinating all your needs.

We thank you for the opportunity to participate in the 470-response process. Please contact your Executive Account Manager, **Mayank Srivastava**, at **(866) 626-8519** or [mayasri@cdw.com](mailto:mayasri@cdw.com) with any questions.

Sincerely,

A handwritten signature in black ink that reads "Justin Schwier".

Justin Schwier  
Manager, Proposals  
CDW Government LLC

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# Bid Documents and Forms

## INDEPENDENT SCHOOL DISTRICT NO. 709

Duluth Public Schools  
709 Portia Johnson Drive  
Duluth, Minnesota 55811  
218-336-8738

### **SPECIFICATIONS FOR BID-1350** **WI-FI SUPPORT & LICENSING (DISTRICTWIDE)**

Page 1 of 6

#### **1.0 Overview**

The Independent School District NO. 709 (hereafter called ISD 709) is requesting bids to provide manufacturer support and licensing on its existing districtwide Cisco controller-based Wi-Fi system. ISD 709 is asking for pricing on these services and licensing service for a contract length of five (5) years. Existing support and licensing expires October 29, 2026.

**The awarded vendor will provide access to manufacturer support and licensing for the district's existing Cisco Wi-Fi system.**

*Please Note: Bid documents are only available for distribution in electronic form on the following website: <https://data.usac.org/publicreports/Forms/Form470Rfp/Index>*

#### **1.1 E-RATE**

Services procured via this bid are intended to be funded in part with the federal E-rate Program. The Schools and Libraries Division (SLD) of the [Universal Service Administrative Company \(USAC\)](#) administers the program. This not-for-profit corporation was appointed by the [Federal Communications Commission \(FCC\)](#) to ensure that the benefits of telecommunications services reach students and communities across the country. The USAC web site is <http://www.sl.universalservice.org>.

All vendors submitting bids must follow all governing rules, regulations, and laws. At the time of bid submission, the vendor must have a Service Provider Identification Number (SPIN) and must have the SPIN documented in the bid submitted. Vendors will have their bid rejected if the SPIN is not provided.

#### **1.2 E-RATE INFORMATION**

ISD709 is applying for a one or five year contract for District-wide service/licensing.  
Initial E-Rate Funding Year: 2026 (July 1, 2026 – June 30, 2027), contracted services to begin immediately following expiration of district's current licensing on October 29, 2026.  
470 Application Number: **260023952**  
Applying for Category Two, Basic Maintenance of Internal Connections

### 1.3 Bid Delivery

Submit the sealed bid (one original and one copy) in an envelope plainly marked in the lower left "BID-1350 Wi-Fi", your company name and address in the upper left and deliver to:

Independent School District NO. 709  
Cathy Holman, District Purchasing Coordinator  
purchasing@isd709.org  
Room 211  
709 Portia Johnson Drive  
Duluth, Minnesota 55811

no later than 2:00 P.M., Friday, March 27, 2026

**ALL BIDS MUST BE SUBMITTED ON THE FORMS ATTACHED HERETO OR A COPY THEREOF.**

**E-MAILED BIDS WILL ALSO BE ACCEPTED - purchasing@isd709.org**

### 1.4 General Requirements

District seeks licensing and manufacturer support on its Cisco controller-based Wi-Fi network of 1200 access points, to include Cisco Digital Network Architecture Advantage term licenses, or an equivalent E-Rate eligible alternative. The District seeks quotes on this licensing/support providing options for a period of five years and a period of one year.

Manufacturer part number (or equivalent) to quote (this example is for a five year term):  
AIR-DNA-A-5YR, quantity 1200.

Vendor must identify the percentage of E-Rate eligibility of the product they are quoting.

### 1.5 Objectives

The objective of this bid is to obtain pricing and information as outlined herein, for the purpose of providing ongoing manufacturer support and licensing for the district's Cisco controller based Wi-Fi system. The district seeks to identify the most cost-effective viable solution. Vendors must clearly state how this will be accomplished, including all mandatory support and licensing SKUs, manufacturer product or service codes, term lengths, and a plain language description of support and provided by the quoted service/solution.

### 1.6 Funding

**The project must receive School Board approval and funding.**

**Vendors must provide their E-Rate SPIN number on the bid Response Form to facilitate this process.**

### 1.7 Technical Contacts for ISD 709

The following individuals are the focal point for all technical questions regarding this bid. All questions must be initiated in written form. The contact individuals are:

Greg Krueger  
Technology Director  
218-336-8700 #1130  
[gregory.krueger@isd709.org](mailto:gregory.krueger@isd709.org)

Daniel Litwin  
Network Engineer II  
218-336-8700 #1196  
[daniel.litwin@isd709.org](mailto:daniel.litwin@isd709.org)

Oral communications from ISD 709 employees concerning this bid shall not be binding on ISD 709 and shall in no way excuse the vendor from their obligations as set forth in this bid.

## **2.0 Disposition of Responses**

All materials submitted in response to this bid shall become the property of ISD 709 and will remain open to the public.

## **2.1 General Comments**

All items listed within these requirements are considered mandatory unless identified as desirable or informative. Any exception taken by the bidder to a mandatory item may cause possible rejection of the bidder's response.

## **2.2 Errors**

If a bidder discovers any ambiguity, conflict, discrepancy, omission or other errors in this bid, the bidder shall notify ISD 709 immediately of such an error in writing and request a modification or clarification to the bid. Clarifications and/or modifications will be given by written response via email, to all parties who furnished the bid for bidding purposes and without divulging the source of the request for the same.

If prior to the date fixed for submission of bids a vendor fails to notify ISD 709 of a known error in this bid, then the vendor shall assume all risk. Consequently, if awarded the contract, the vendor shall not be entitled to additional compensation or time due to the error or its later correction.

## **2.3 Addenda**

ISD 709 can modify the bid prior to the date set for submitting bids by issuing an addendum to all parties that have furnished the bid for bidding purposes. Addenda will be numbered uniquely and consecutively, and constitute an integral part of the bid. The number for addenda will begin with a section number one value higher than the last section of the bid. The vendor shall initiate or execute no negotiations, decisions, or actions due to any discussions with ISD 709 employees. Only those written communications from ISD 709 may be considered duly authorized expressions on behalf of ISD 709. Also, ISD 709 will recognize only communications from vendors that are signed and in writing as duly authorized expressions on behalf of the vendor.

## **2.4 Bid Preparation**

Each bid response shall be prepared simply and shall follow the format of this bid. Each bid shall contain concise responses that demonstrate the vendor's ability to satisfy the bid requirements. Emphasis is placed upon completeness and clarity of content for each bid. Any one vendor may submit

only one bid. That bid may contain any number of alternates or options if the first bid satisfies the specified requirements.

**ALL BIDS MUST BE SUBMITTED ON THE FORMS ATTACHED HERETO OR A COPY THEREOF.**

Each bid must state either acceptance of, or exceptions to, each section and/or subsection. All costs must be identified.

**2.5 Bid Bond and Performance Bond**

Not requested.

**2.6 Performance Bond**

Not requested.

**2.7 Vendor Cost**

ISD 709 assumes no responsibility and no liability for any costs incurred by vendors prior to the issuance of an agreement, contract, or purchase order.

**2.8 Bid Withdrawal**

A vendor may withdraw their bid by submitting a written request before the date of receipt of bids. The withdrawal signed by the vendor or their authorized agent must be forwarded to the same address specified for bid delivery. The vendor then may submit the same, a new, or a modified bid prior to the bid opening date. In no instance will the bid opening date be adjusted.

**3.0 Bid Completion**

**A bid may be rejected if it is conditional or incomplete. A bid will be rejected if it contains conflicting, false, or misleading statements, or provides references that contradict or do not support an attribute or condition contended by the vendor.**

**3.1 Bid Signature**

To be accepted, a vendor's agent must sign a bid. An agent is considered to be someone who has the power to enter into agreements on behalf of the company submitting the bid.

**3.2 Bid Validity Period**

Because this project will be submitted for E-Rate, all responses to this bid must be valid until July 30, 2026.

**3.3 Bid Rejection**

ISD 709 reserves the right to reject any or all bids, or any part of any bid and to waive informalities.

**3.4 Bid Award**

The bid will be awarded to the responsible vendor based upon, but not necessarily limited to, the following: a) ability of vendor to fulfill contract and specification requirements b) low total cost c) prior experience/past performance and/or references of other customers d) vendor business stability

### **3.5 Contract Requirements**

The following terms and conditions contained in this section shall supersede and take precedence over vendor's standard contracts. If a vendor desires to enter a cost factor for compliance with the terms and conditions in this section, these costs must be specified obviously, and included in this bid. A vendor agrees by submitting a bid that in the event of a conflict between the vendor's standard contracts and this bid the terms and conditions located in this document shall take precedence.

### **3.6 Contract Timelines**

The contract will be considered effective upon ISD 709's acceptance of a proposed bid/quote.

### **3.7 Contract Termination**

If the awarded vendor fails to perform under the terms and conditions stated in this bid, ISD 709 may terminate the contract upon thirty (30) days written notice to the vendor. In the event of termination, the vendor shall be entitled to payment for satisfactorily performed services until the date of termination.

### **4.0 Invoicing, Payments, and Penalties**

The district prefers to be invoiced in the E-Rate Service Provider Invoice (SPI method).

### **4.1 Assignment of Interest**

The vendor must request and receive written consent from ISD 709 to assign or subcontract any part of this bid.

### **5.0 Delivery and Installation**

Delivery of licenses must occur prior to the end of the district's existing licensing which expires October 29, 2026.

### **5.1 Costs**

- Vendor shall identify all costs associated with this bid in their response.
- Vendor shall identify the percentage of the total cost of their proposed product/service which is E-Rate eligible (i.e. is the item 100 percent E-rate Eligible or 75 percent E-Rate eligible, etc.)

### **5.2 Additional Cost**

List in your response all costs not identified or itemized in the above section. Additional costs may be, but are not limited to: Universal Service Fund (USF) fees, etc.

### **5.3 Vendor Added Value**

Please list in your response what added value your company provides.

# Pricing Offer and E-Rate Purchase Agreement

Upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [mayasri@cdw.com](mailto:mayasri@cdw.com) and [470award@cdwg.com](mailto:470award@cdwg.com).

This E-Rate Customer Purchase Agreement (this "Agreement") is entered into the date the contract is signed, and effective on April 1, 2026 ("Effective Date") and is made by and between CDW Government LLC an Illinois limited liability corporation with an office at 230 N. Milwaukee Ave., Vernon Hills, Illinois 60061 ("Seller"), and Duluth School District 709 a non-profit school or library eligible for Universal Service funding, as defined below.

<b>E-Rate Contract Number</b>	162193	<b>Spin #</b>	143005588
<b>E-Rate Funding Year</b>	2026	<b>FCC Registration #</b>	0012123287
<b>Customer</b>	Duluth School District 709 713 Portia Johnson Drive Duluth, MN, 55811	<b>Seller</b>	CDW Government LLC 230 N. Milwaukee Avenue Vernon Hills, IL 60061
<b>Effective Date</b>	April 1, 2026	<b>Quoted Items (see Exhibit I)</b>	<b>470# 260023952</b>

#### 1. TERMS AND CONDITIONS

All orders submitted to Seller by Customer for Products under this Agreement are subject to the terms and conditions on Seller's website at <https://www.cdwg.com/content/cdwg/en/terms-conditions/sales-and-service-projects.html> (the "Sales and Service Projects"), unless otherwise stated herein.

#### 2. NON-ASSIGNABILITY AGREEMENT

Customer shall not assign or otherwise transfer its rights or delegate its obligations under this Agreement without Seller's advance written consent. Any attempted assignment, transfer or delegation without such consent shall be void.

The term of this Agreement shall commence on April 1, 2026 ("Effective Date") and be valid through the later of the Funding Year 2026 or 9/30/2027.

- i. Seller may terminate this Agreement at any time for any reason upon thirty (30) days prior written notice to the Customer.
- ii. Customer may terminate this Agreement or withdraw an order upon written notice to Seller if: (a) funds are not appropriated to Customer under this program, or (b) Customer's School Board rejects this Agreement ("Termination Notice"). In the event that Customer terminates this Agreement due to non-appropriation of funds, or termination for convenience, then Seller may immediately cease performance. However, the Customer shall remain liable for any Products that have shipped or services, already provided, or have been subscribed or purchased prior to Seller's receipt of the Termination Notice. Customer shall also be responsible for any of Seller's out-of-pocket costs arising as a result of any such termination.
- iii. In the event Customer receives an extension of funding from SLP, Customer will notify Seller in writing and the parties may agree to execute an amendment to extend this Agreement.

#### 3. GOVERNING LAW

This Agreement will be governed by the laws of MN, without regard to conflicts of law rules. Any litigation will be brought exclusively in a federal or state court located in the state or commonwealth where Customer's location identified above, and the parties consent to the jurisdiction of the federal and state courts located therein, submit to the jurisdiction thereof. The parties further consent to the exercise of personal jurisdiction.

#### 4. PURCHASE AUTHORIZATIONS

CDW Government LLC

SPIN #143005588

March 27, 2026

To the extent allowable, all information and documents hereby submitted in response to FCC 470# 260023952 furnished by Duluth School District 709 are the Proprietary and Confidential property of CDW Government LLC ("CDW•G").

**A. E-Rate Status**

- i. Customer represents and warrants that it qualifies as eligible under the SLP to receive E-Rate funding.
- ii. CUSTOMER FURTHER ACKNOWLEDGES AND AGREES THAT THIS AGREEMENT, WHEN EXECUTED, CONSTITUTES A CONTRACT AS REQUIRED BY FCC.

**B. E-Rate Purchases**

- i. Customer represents and warrants that all purchases made under this Agreement shall be for its own use and that it is eligible to receive E-Rate funding as specified by USAC.
- ii. IN ACCORDANCE WITH FCC REQUIREMENTS, THE CUSTOMER SHALL SUBMIT A COMPLETED AND SIGNED FCC FORM 486 TO USAC The Form 486 shall be approved by USAC prior to order placement with Seller. See Payment Terms for details.

**5. ORDERING AND ASSISTANCE****A. Ordering**

Purchase orders shall be submitted through electronic means (email, electronic data interchange (EDI), etc.) directly to Customer's dedicated account manager. Alternatively, if a copy must be sent via mail, common courier, etc., please reach out to your account manager for the appropriate mailing address.

**B. Other Requirements**

- i. All purchase orders shall include 1) a contact name; 2) phone number; 3) purchase order number; 4) CDW Part Number and OEM Part Number; 5) Product description; 6) original and discounted Product price 7) percentage Customer owes and percentage SLP owes (if applicable) 8) ship to location; 9) bill to location; 10) BEAR or SPI Order; and 11) FCC Form 471 and Funding Request Number (FRN) number for each part number. SEPARATE PURCHASE ORDERS SHALL BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E-RATE FUNDING. ALL ORDERS SHALL BE SUBJECT TO ACCEPTANCE BY SELLER.
- ii. If the Customer is unable to commit the full purchase order amount, any balance remaining that was not funded or approved for payment by USAC will be the responsibility of the Customer. The Customer must add the following language to its purchase order:  
  
"The total cost of this purchase order is \$\_\_\_\_\_. The E-Rate portion is \$\_\_\_\_\_, and is committed by USAC. If there is any reduction or denial of payment with the E-Rate portion, Duluth School District 709 accepts full responsibility for the cost of this purchase, \$\_\_\_\_\_."
- iii. Should Customer choose to add Product or make substitutions to the Products originally sought, following USAC's funding decision, Customer agrees it will be responsible for the amounts owed for the added or substituted Products in excess of its committed funding from USAC.
- iv. Customer must complete installation of Products ordered pursuant to this Agreement within thirty (30) days of delivery. In the event Customer, or a third party hired by Customer to complete the installation, fails to install the Products within the timeframe provided herein, the Parties acknowledge and agree that Customer will begin to accrue interest on the amounts owed for such Products in an amount of one and one-half percent (1.5%) per month, or the maximum rate permitted by applicable law.

**C. Assistance with Order**

- i. Customer may call 1-800-328-4239 to get assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are inconsistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall not be valid, are considered null and void and shall not be applicable to or binding on Seller.

- ii. FOR PRODUCTS WHICH ARE DISCONTINUED AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BY SELLER BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO OFFER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE, IF AVAILABLE, UPON SLP'S APPROVAL OF THE PRODUCT SUBSTITUTION. ANY INCREASE IN PRICE THAT CANNOT BE ABSORBED BY THE SELLER WILL BE THE RESPONSIBILITY OF Duluth School District 709.

## 6. PRICE AND PAYMENT TERMS

- i. Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller's opinion, Customer's financial condition, previous payment record, or the nature of Customer's relationship with Seller so warrants.
- ii. Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable laws and regulations.

### A. Price

The Price shall be as set forth on the Customer's quote from Seller and which is in the form attached hereto as Exhibit I, and as amended from time to time. All prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer.

### Payment Terms

- i. All payments, regardless of method, shall be submitted to "Accounts Receivable," please contact your account manager for payment method options.
- ii. CUSTOMER MAY EITHER WAIT TO PLACE AN ORDER PRIOR TO OR AFTER RECEIPT OF ITS FCDL. IN THE EVENT THAT CUSTOMER PLACES AN ORDER PRIOR TO RECEIPT OF THE FCDL, CUSTOMER SHALL BE RESPONSIBLE FOR PAYMENT OF THE ENTIRE PURCHASE PRICE WITHOUT REGARD TO SLP FUNDING.
- iii. Customer must choose one of the following payment methods. However, Customers that choose to order Products prior to receiving their FCDL must follow the BEAR payment method.
  - Form 474 Service Provider Invoice (SPI) Method**  
Seller will invoice the Customer for the Product price, as set forth on the Product quote, net of the FCDL amount. Customer shall be responsible for making payment within thirty (30) days from date of invoice. There must be an approved FCC Form 486 prior to placing the SPI order.
  - Form 472 Billed Entity Applicant Reimbursement (BEAR) Method**  
Seller will invoice Customer, upon Product shipment, for the total purchase price without regard to any SLP funding applied to that purchase price for the Products. Customer shall pay the invoiced amount within thirty (30) days from the date of invoice.
- iv. Seller accepts BEAR orders beginning April 1 before the beginning of the Funding Year. Seller accepts SPI orders beginning July 1 of the Funding Year when Customer has received its FCDL and completed the FCC Form 486, Seller DOES NOT accept SPI orders before July 1 of the Funding Year, or prior to the Form 486 approval by USAC.

## 7. NOTICES

All notices and other communications required or permitted under this Agreement shall be served in person or sent by U.S. mail, Federal Express, or equivalent carrier to the party's address listed above

## 8. GENERAL

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

**9. ENTIRE AGREEMENT**

This Agreement constitutes the entire agreement between Seller and Customer and supersedes and replaces any and all previous and contemporaneous communications, representations or agreements between the parties, whether oral or written, regarding transactions hereunder. No provision of this Agreement may be waived or modified except by an amendment signed by an authorized representative of each party.

**10. DOCUMENT RETENTION**

All documents related to this Agreement will be kept on file by both parties for a period of ten (10) years after the project completion in accordance with the rules of the SLP.

**11. DEFINITIONS**

As used in the Agreement, the following terms shall have the meanings set forth below:

- A. "Universal Service Administrative Co." or "USAC" – The not-for-profit organization designated by the U.S. Federal Communications Commission ("FCC") to administer and ensure compliance with the Universal Services Fund.
- B. "SLP" - The Schools and Libraries Program of the Universal Service Fund, which includes the E-Rate Program and that is administered by USAC under the direction of the FCC.
- C. "E-Rate" – The education rate funding program that is a part of SLP that provides discounts to keep students and library patrons connected to broadband and voice services and which is one of the programs that form the Universal Service Program.
- D. "Funding Commitment Decision Letter" or "FCDL" – A letter that a Customer receives from USAC which indicates the applicable discount amount for a specific funding year.
- E. "Products" – E-Rate eligible products or services that include computer related hardware but are not limited to caching servers, routers, switches, wireless access points, installation, and warranty maintenance and other items which are eligible for E-Rate discounts in accordance with the rules issued by USAC.
- F. "Funding Year" – The specific calendar period, as defined by the SLP, during which the Customer is approved for funding or discounts on Products. FY 2026 is in reference to the program year.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the day and year first above written.

CDW Government LLC



(Authorized Signature)

Anup Sreedharan

Printed Name

Title: Sr.Manager, Program Sales

Date: 3/31/2026

Duluth School District 709



(Authorized Signature)

Simone Zunich

Printed Name

Title: Director of Bus Svc./Fin

Date: 3/31/26

**\*\* Upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [mayasri@cdw.com](mailto:mayasri@cdw.com) and [470award@cdwg.com](mailto:470award@cdwg.com)**

## Exhibit I – Pricing Offer

**Please note:** USAC and the FCC makes the final determination on the eligibility of products. Final eligibility of any component (and the E-Rate service category in which discounts should be requested) will be determined by technical configuration (use), installation location, user population served, cost-effectiveness, and other E-Rate regulatory requirements.



Thank you for choosing CDW. We have received your quote.

Hardware    Software    Services    IT Solutions    Brands    Research Hub

# QUOTE CONFIRMATION

### Pricing and Availability Notice

Due to ongoing supply chain challenges, some hardware manufacturers cannot guarantee product availability or pricing until the product is shipped. While we make every effort to honor quoted pricing, if a hardware manufacturer increases its price to CDW after a quote is issued or order is accepted, we may need to update your quoted price to reflect that change irrespective of any timeframes or validity periods set forth in the quote, including up to the date of shipment. In the event of a price adjustment, we will notify you prior to shipment. Any price adjustment would only occur if the hardware manufacturer increases its pricing to CDW.

**GREG KRUEGER,**

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

[Convert Quote to Order](#)

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
PVJM086	3/21/2026	ERATE 2026 - ANNUAL BILLING	0745022	\$432,000.00

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
<a href="#">Cisco Digital Network Architecture Advantage - Term License - 1 license</a> Mfg. Part#: E3N-AIRWLN-ED-A Electronic distribution - NO MEDIA Contract: MARKET	1200	7442942	\$72.00	\$86,400.00
<a href="#">Cisco Digital Network Architecture Advantage - Term License - 1 license</a> Mfg. Part#: E3N-AIRWLN-ED-A Electronic distribution - NO MEDIA Contract: MARKET	1200	7442942	\$72.00	\$86,400.00
<a href="#">Cisco Digital Network Architecture Advantage - Term License - 1 license</a> Mfg. Part#: E3N-AIRWLN-ED-A Electronic distribution - NO MEDIA Contract: MARKET	1200	7442942	\$72.00	\$86,400.00
<a href="#">Cisco Digital Network Architecture Advantage - Term License - 1 license</a> Mfg. Part#: E3N-AIRWLN-ED-A Electronic distribution - NO MEDIA Contract: MARKET	1200	7442942	\$72.00	\$86,400.00

**QUOTE DETAILS (CONT.)**

[Cisco Digital Network Architecture Advantage - Term License - 1 license](#) 1200 7442942 \$72.00 \$86,400.00  
Mfg. Part#: E3N-AIRWLN-ED-A  
Electronic distribution - NO MEDIA  
Contract: MARKET

**SUBTOTAL** \$432,000.00  
**SHIPPING** \$0.00  
**SALES TAX** \$0.00  
**GRAND TOTAL** **\$432,000.00**

**PURCHASER BILLING INFO**

**Billing Address:**  
INDEPENDENT SCHOOL DISTRICT 709  
ACCTS PAYABLE  
709 PORTIA JOHNSON DR  
DULUTH, MN 55811-2898  
**Phone:** (218) 723-4127  
**Payment Terms:** ERATE QUOTES ONLY

**DELIVER TO**

**Shipping Address:**  
DULUTH PUBLIC SCHOOLS  
ERATE 2026  
713 PORTIA JOHNSON DR  
DULUTH, MN 55811  
**Shipping Method:** ELECTRONIC DISTRIBUTION

**Please remit payments to:**

CDW Government  
75 Remittance Drive  
Suite 1515  
Chicago, IL 60675-1515



**Sales Contact Info**

**Mayank Srivastava** | (866) 626-8519 | [mayasri@cdw.com](mailto:mayasri@cdw.com)

**Need Help?**



**My Account**



**Support**



**Call 800.800.4239**

[About Us](#) | [Privacy Policy](#) | [Terms and Conditions](#)

This order is subject to CDW's Terms and Conditions of Sales and Service Projects at

<http://www.cdw.com/content/terms-conditions/product-sales.asp>

For more information, contact a CDW account manager.

Cisco

BY PLACING AN ORDER FOR ABOVE PRODUCTS, Customer acknowledges and agrees: (1) that it is receiving the Cisco Products and Services directly from Cisco Systems, Inc. ("Cisco") and hereby agrees to the Cisco's terms and conditions ("Cisco Terms"), which can be found at Cisco's Customer Contract Experience site at the following URL: <https://www.cisco.com/site/us/en/about/legal/contract-experience/index.html>, which includes Cisco's General Terms at the following URL:







[https://www.cisco.com/c/dam/en\\_us/about/doing\\_business/legal/Cisco\\_General\\_Terms.pdf](https://www.cisco.com/c/dam/en_us/about/doing_business/legal/Cisco_General_Terms.pdf), and the Buying Programs and Offer Descriptions at the following URL:

<https://www.cisco.com/c/en/us/about/legal/cloud-and-software/software-terms.html#buying-programs-supplemental-terms-and-offer-descriptions>, and (2) that Cisco or its affiliates and not Seller will be responsible for the performance of the Cisco Products and Services.



# CDW Government Overview

**CDW Quick Facts**

-  **Vernon Hills, IL**  
U.S. Headquarters
-  **\$22.4B**  
2025 Annual Net Sales
-  **14,800**  
Coworkers
-  **250,000+**  
Customers
-  **205**  
Fortune 500 Ranking
-  **#5**  
CRN's Solution Provider 500 List

CDW Government LLC (CDW•G) is the wholly owned subsidiary of CDW LLC, a leading multi-brand technology solutions provider to corporate and public sector customers in the U.S., U.K., and Canada.

Founded in 1984, CDW currently employs 14,800 coworkers worldwide. Our broad array of offerings ranges from discrete hardware and software products to integrated IT solutions. Our sales and service delivery teams are organized by segment and geographic regions. We have an expansive network of offices near major cities and a large team of customer-facing coworkers - including field sellers, technology specialists, and advanced delivery engineers - across the country.

CDW's sustainable growth and continued financial stability – growing from \$4 billion net sales in 2001, to \$22.4 billion in 2025 - serve to assure Duluth School District 709 that we are here to stay and can support you through the life of this contract and beyond.

**We are a trusted partner to more than 15,000 school districts.**

## K-12 Education Expertise

For more than 30 years, CDW Government has helped schools leverage technology to achieve great educational outcomes. With more than **200 government and education contracts**, we are one of the nation's largest direct-response providers of multi-brand technology products and services. We closely monitor emerging technologies to stay at the forefront of innovation and proactively expand our offerings and certifications to support your evolving needs.

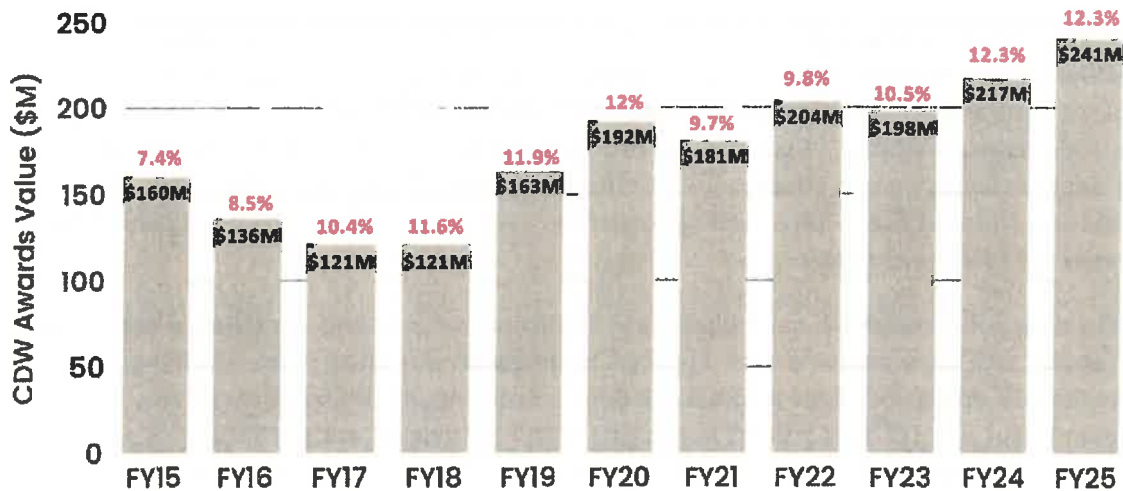
Products and Partnerships	Total E-Rate Solutions
<p>More than <b>100,000 products</b> from more than <b>1,000 vendors</b> including leading networking OEMs such as: APC, Cisco, Cradlepoint, Extreme Networks, Fortinet, HPE, Aruba, Juniper, Kajeet, Leibert, Palo Alto, Ruckus, Starlink, and more.</p>	<ul style="list-style-type: none"> <li>▪ <b>Category One</b> <ul style="list-style-type: none"> <li>▪ C1 Network Equipment</li> <li>▪ Wireless Hot Spots and Bus WiFi</li> </ul> </li> <li>▪ <b>Category Two</b> <ul style="list-style-type: none"> <li>▪ Internal Connections</li> <li>▪ Basic Maintenance of Internal Connections</li> <li>▪ Managed Internal Broadband Services</li> </ul> </li> <li>▪ <b>Pilot Program: Cybersecurity</b></li> </ul>

## A Powerful E-Rate Partner

We have nearly 30 years of experience delivering successful outcomes for E-Rate funded projects. CDW Government has been participating in the E-Rate program since 1998. We are the largest Category 2 provider nationwide, delivering two-times the amount of Category 2 E-Rate projects than our next closest competitor. Since the E-Rate Modernization in 2015, we have been awarded **over 20,816 E-Rate projects totaling over \$1.9B** in equipment delivered to eligible entities throughout the United States.



### CDW E-RATE AWARDS % = CDW's Market Share of E-Rate Awards



### Proven Management Approach

Due to our streamlined and best-practice system of checks and balances, we have never lost funding for a school, as substantiated by numerous audits and PIA reviews. Our dedicated internal K-12 and E-Rate resources help ensure accurate invoicing and contract compliance, as well as provide knowledgeable resources and guidance as you navigate your E-Rate journey.

- **E-Rate Program Management Team** offers knowledge, assistance, and advisement, as well as ensures contract compliance.
- **E-Rate Funding Team** ensures expert handling of both BEAR and SPI E-Rate invoicing by accounts receivable specialists.
- **K-12 Education Strategists** focus on helping you implement solutions attuned to your needs, with realistic budget constraints in mind.

## Support Resources for Duluth School District 709

When you work with CDW•G, you grow your IT team. Your **dedicated account management resources** work to become trusted members of your team, tailoring a piece of equipment or an entire network to deliver effective and sustainable results.

### Account Management Resources

**Mayank Srivastava**  
Executive Account Manager  
(866) 626-8519  
[mayasri@cdw.com](mailto:mayasri@cdw.com)

**Brandon Ginter**  
Sales Manager  
(877) 325-2931  
[brangin@cdw.com](mailto:brangin@cdw.com)

**Tanner Frahm**  
Field Account Manager  
(866) 314-5867  
[tannfra@cdw.com](mailto:tannfra@cdw.com)

**Eric Goff**  
Director, Area Sales  
(866) 244-1029  
[ericgof@cdw.com](mailto:ericgof@cdw.com)

Our **E-Rate Program Management** team offers eligible entities their knowledge, assistance, and advisement on E-Rate matters, including program compliance. The team prepares contract deliverable reports and makes modifications, as necessary, including price reductions, additions, discontinued products, replacements, and version changes. They ensure that price and supply agreements are in place from award through completion and that the E-Rate bidding, ordering, invoicing, and funding are all seamless and easy for you to complete.

Our **Funding Solutions** team can help E-Rate applicants understand compliance with rules and regulations. They advise on the appropriate engagement after Form 470 filings and work with our operations teams to ensure E-Rate ordering, invoicing, and delivery are compliant. Our E-Rate Team assists applicants with PIA reviews, preparation of Bulk Upload Attachments, and product eligibility reviews as part of the Form 471 process.

### Primary E-Rate Resources

**Jim Heenan**  
Supervisor, Program Management – K12  
203.851.7271  
[jimheenan@cdw.com](mailto:jimheenan@cdw.com)

**Mandi Maricque**  
Manager, Program Management – K12  
224.315.2047  
[amanda.maricque@cdwg.com](mailto:amanda.maricque@cdwg.com)

**Countersignature / Post Award Inbox:** [470Award@cdwg.com](mailto:470Award@cdwg.com)

### Additional E-Rate Resources

**Dave LeNard**  
Business Development Manager, E-Rate

**Amy Passow**  
Senior Manager, Education Funding Solutions

**Deb Orts**  
Contract Analyst

**Kim Lowry**  
Account Receivable E-Rate Invoicing Consultant

# FCC FRN E-Rate Display System Status

The screen shot below is from July 22<sup>nd</sup>, 2025. CDW•G remains in **Green Light Status**.



Upon request, CDW•G can provide an updated screenshot.

- Spin #143005588
- FCC Registration #0012123287

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## Helpful Hints for Preparing Form 471

Things to consider when preparing your funding request (Form 471):

- Enter only one manufacturer part number per line item (do not bundle part numbers)
- All software should be requested under IC, Software
- Even when bundled with warranty support from manufacturer for purchase, as long as warranty cannot be purchased on its own
- If you live in a state that has applicable taxes, such as AR, NC, CA, AZ, WA, make sure to include those taxes on your FCC Form 471.
- If warranty can be purchased separately, then it should be separated for funding request, and warranty funding requested under Basic Maintenance
- Warranty only part numbers should be requested under Basic Maintenance
- List months of service, should only be for coverage July 1 – June 30 (Funding Year)
- List hardware supported part number
- List site where hardware sits
- CDW•G can complete Bulk Submission Forms if chosen as the service provider for your funding request. Please email [E-Rate@cdw.com](mailto:E-Rate@cdw.com) for assistance.

Additionally, **please note** - upon award, to facilitate contract execution with our countersignature, please sign the enclosed E-Rate agreement and send to [mayasri@cdw.com](mailto:mayasri@cdw.com) and [470award@cdwg.com](mailto:470award@cdwg.com). Please see **E-Rate Order Process** information on the following page for further details.

# E-Rate Order Process

## Ordering

Purchase orders shall be submitted through electronic means (email, EDI, etc.) directly to Customer's dedicated account manager. Alternatively, if a copy must be sent via mail, common courier, etc., please reach out to your account manager for the appropriate mailing address.

## Required Information

All orders must include:

- Contact name, Phone number
- Purchase order number
- Part number, Product description
- Pre-discount and discounted product price
- Percentage Customer owes and percentage SLD owes (SPI – Form 474 Method)
- Ship to location, Bill to location
- FCC Form 471 Number (also known as Application Number)
- FRN for each part number
- Billing method (BEAR – Form 472 or SPI – Form 474)
- "Net 30 Terms"

**SEPARATE PURCHASE ORDERS SHOULD BE SUBMITTED FOR PRODUCTS THAT ARE NOT ELIGIBLE FOR E-RATE FUNDING. ALL ORDERS ARE SUBJECT TO ACCEPTANCE BY SELLER. PO TOTAL SHOULD REFLECT FULL PURCHASE PRICE OF ORDER.**

## Assistance With Order

Customer may call 1-800-328-4239 for assistance on any purchase order. Any terms or conditions stated in or on the Customer's purchase order which are not consistent with or in addition to the terms and conditions in this Agreement or the Product Sales Terms and Conditions shall be null and void and shall not be applicable hereto or binding on Seller.

**IN THE CASE OF CHANGES TO PRODUCTS AFTER A CUSTOMER ORDER HAS BEEN ACCEPTED BUT BEFORE THE PRODUCT HAS SHIPPED, SELLER WILL MAKE REASONABLE EFFORTS TO MAKE AVAILABLE TO THE CUSTOMER A COMPARABLE OR BETTER PRODUCT AT THE SAME OR LESSER PRICE WHEN OR IF AVAILABLE, UPON APPROVAL FROM SLD ON PRODUCT SUBSTITUTION.**

## Price

Price shall be as stated in the quotation attached hereto as Exhibit I by CDW-G account manager. Prices are exclusive of federal, state, local, or other taxes, which shall be the responsibility of the Customer. Any taxes will be listed separately on the invoice.

## Payment Terms (Customer must choose one)

- a. **Form 474 Service Provider Invoice (SPI) Method:** Seller will invoice Customer for their portion of the Products upon shipment of Product and Customer shall

pay the invoiced amount (non-discounted amount owed by Customer) within thirty (30) days from date of invoice

- b. **Form 472 BEAR Method:** Seller will invoice Customer for pre-discount amount of the Products upon shipment of Product and Customer shall pay the invoiced amount (full amount owed by Customer) within thirty (30) days from the date of invoice.

**Payment Method**

In adherence to Federal E-Rate compliance regulations, CDW-G’s quoted price is all-inclusive of any and all discounts, if applicable. No further discounts will be applied during time of invoice. All payments for both methods shall be submitted to the address presented below WHERE APPLICABLE:

ACH PAYMENT INFORMATION:	CHECK PAYMENT INFORMATION:
E-mail Remittance To: <a href="mailto:gachremittance@cdw.com">gachremittance@cdw.com</a>	CDW Government
THE NORTHERN TRUST	75 Remittance Drive Suite 1515
50 SOUTH LASALLE STREET	Chicago, IL 60675-1515
CHICAGO, IL 60675	
ROUTING NO.: 071000152	
ACCOUNT NAME: CDW GOVERNMENT	
ACCOUNT NO.: 91057	

1. Payment terms are subject to continuing credit approval by Seller. Seller may change credit or payment terms at any time when, in Seller’s opinion, Customer’s financial condition, previous payment record, or the nature of Customer’s relationship with Seller so warrants.
2. Seller may discontinue performance under this Agreement (i) if Customer fails to pay any sum when due under this Agreement or any other agreement with Seller until payment is received or (ii) if Customer is in violation of applicable regulations.

**NOTWITHSTANDING ANYTHING TO THE CONTRARY, CUSTOMER IS RESPONSIBLE FOR PAYMENT OF 100% THE PRICE OF PRODUCTS IN THE CASE WHERE CUSTOMER PLACES ORDER FOR PRODUCTS SLD DISALLOWS CUSTOMER’S REQUEST FOR DISCOUNT AND REFUSES PAYMENT TO SELLER OF THE DISCOUNT AMOUNT FOR PRODUCTS. IF SLD DISALLOWS CUSTOMER’S REQUEST FOR DISCOUNT CUSTOMER IS IN NO WAY REQUIRED TO PLACE ORDER FOR PRODUCTS.**

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# Appendix



CDW•G Capabilities and Support		
•	Make contact with Account Specialists, as needed	X
•	Review technical support options	X
•	Review customer service processes (i.e., returns)	X
Customer Financial Arrangements		
•	Complete forms for credit approval	X
•	Complete financing application	X
Product Specific Needs and Services		
•	Arrange conference call(s) with manufacturer(s)	X
•	Develop product forecasts	X
•	Process and test image(s)	X
•	Customize asset tag/schedule asset tagging	X
•	Input customer installation/configuration specifications	X
Procurement and Management Systems		
•	Standardize products through your Account Center	X
•	Create bundles	X
•	Set up purchase authorizations and controls	X
•	Establish account linking	X
•	Set up software license tracking system	X
•	Implement asset tracking system	X
•	Investigate or link with e-procurement programs and third parties	X
•	Utilize EDI for invoicing and/or ordering functions	X
Pricing		
•	Have CDW•G listed on all manufacturer contracts	X
•	Enter pricing information into contract management system	X
Optional Systems/Services		
•	Finalize staging agreement	X
•	Finalize minority/disabled small business partnership	X
•	Arrange for onsite services	X
•	Select appropriate training programs	X
•	Set up Employee Purchase Program	X

## K-12 Funding and Other Resources

We know your need for vendor support does not stop at deployment completion. Maintaining technology program innovativeness and alignment with your education goals is a continuous and daunting task. In fact, in a year, your program will look very different. You need a vendor that does more than meet your RFP's technology requirements; you need a vendor partner that shares a passion for education and continued development. Our teams, and our partners, are dedicated to supporting the full scope of Duluth School District 709's technology and all your program goals. Following are highlights of the value-adds we offer our education customers.

### Get Ed Funding Overview

CDW•G sponsors [GetEdFunding.com](https://www.getedfunding.com), a free grant-finding resource, providing access to billions of dollars' worth of educational funding opportunities. Through sponsoring this resource, CDW•G's mission is to help educators and institutions discover the funds they need to supplement tight budgets to achieve your goals and take learning to the next level.

Monitored daily, [GetEdFunding.com](https://www.getedfunding.com) can reduce the energy your teachers are spending to search for programs and money. You can finetune your search based on key concepts and 21<sup>st</sup> century skills and themes. Once you are registered on the site, you can save the grants of greatest interest to return to later. The funding opportunities listed are already available and applicable to standard learning paths. For example, there are more than 60 STEM specific programs currently available for application. Please reach out to your account manager for more information.



