

Veragy eRate Bid Explainer



The purpose of this document is to help explain the eRate bid that we are submitting to your organization so that you understand a few things about Veragy Solutions:

- 1 We care about your students, faculty, and staff.
- 2 We care about the success of your organization.
- 3 We are passionate about the creation of tomorrow's leaders today.
- 4 We are driven to integrity at the highest level in all areas of life.
- 5 We only recommend based on our understanding of your needs and in your best interest.

There are some nuances of our eRate bids that are often misunderstood by applicants:

- 1 You can red-line whatever you want from our bid.
- 2 You can call us or email us back to request additional clarification or modification.
- 3 Just because something shows up on a bid from us does not commit you as an Applicant to perform that work or purchase that equipment.

Here is how our proposals are different than other eRate Service Providers:

The use of the term "Up to".

Description	Qty	Unit Price	Line Price
Wireless Access Point	Up to 50 per entity	\$535.80 each	\$27,790 per entity
Battery Backup with Battery Module Expansion Port to Add More Battery Capacity in the future.	Up to 2 per entity	\$930 each	\$1,860 per entity
Installation and Initial Configuration including configuration of equipment to specs by lead engineer, providing wireless coverage using Fluke AirMagnet	Up to 1 per entity	\$5,875 each	\$5,875 per entity

When we use "Up to" in our bids, this means that you are **not** being committed and obligated to do the entirety of the line item. It gives you the option of doing less than, or even zero, and up to the total number specified, but not more.

We look forward to working with you.