



## FCC Form 470 – Funding Year 2026

Form 470 Application Number: 260023872  
WECS C1 and C2 470 CLM

### Billed Entity

WILLOUGHBY-EASTLAKE SCH DIST  
35353 CURTIS BLVD EASTLAKE, OH 44095 Lake  
440-946-5000

### Contact Information

Steven Kaplan  
skaplan@naa.com  
216-831-2626

**Billed Entity Number:** 129471

**FCC Registration Number:** 0002921633

**Number of Eligible Entities:** 14

### Application Type

**Applicant Type:** School District

**Recipients of Services:** Adult Education; General-Use  
School; Pre-K; Public School; Public School District

### Consulting Firms

| Name                      | Consultant<br>Registration<br>Number | Phone Number | Email           |
|---------------------------|--------------------------------------|--------------|-----------------|
| Educational Funding Group | 16043587                             | 216-831-2626 | skaplan@naa.com |

### Consultants

| Name            | Phone Number | Email                   |
|-----------------|--------------|-------------------------|
| Michele Scaduto | 541-683-5246 | michele.scaduto@naa.com |
| Steven Kaplan   | 216-831-2626 | skaplan@naa.com         |

### RFPS

| ID     | Name                                    |
|--------|-----------------------------------------|
| 231721 | WES 2026 RFP Document SPFMO             |
| 231722 | 2026 Willoughby Eastlake Category 2 RFP |
| 231723 | WES 2026 RFP Document BMIC              |

### Category One Service Requests

| Service Type                             | Function                                | Function Other Description | Minimum Capacity | Maximum Capacity | Entities | Quantity | Unit | Installation and Initial Configuration? | Associated RFPs |
|------------------------------------------|-----------------------------------------|----------------------------|------------------|------------------|----------|----------|------|-----------------------------------------|-----------------|
| Data Transmission and/or Internet Access | Category One Maintenance and Operations |                            | 10 Gbps          | 10 Gbps          | 5        | 3        | Each | Yes                                     | 231721          |

### **Description of Other Functions**

| ID | Name |
|----|------|
|----|------|

| Narrative      |
|----------------|
| Please see RFP |

### **Category Two Service Requests**

| Service Type                              | Function                                                                         | Manufacturer            | Manufacturer Other Description | Entities | Quantity | Unit | Installation and Initial Configuration? | Associated RFPs |
|-------------------------------------------|----------------------------------------------------------------------------------|-------------------------|--------------------------------|----------|----------|------|-----------------------------------------|-----------------|
| Basic Maintenance of Internal Connections | Switches                                                                         | Aruba                   |                                | 13       | 201      | Each |                                         | 231722          |
| Basic Maintenance of Internal Connections | Wireless Access Points                                                           | Aruba                   |                                | 13       | 430      | Each |                                         | 231722          |
| Internal Connections                      | Wireless Access Points and Necessary Software and Licenses                       | Aruba or equivalent     |                                |          | 980      | Each | Yes                                     | 231722          |
| Basic Maintenance of Internal Connections | Wireless Access Points                                                           | Aruba                   |                                | 13       | 980      | Each |                                         | 231722          |
| Internal Connections                      | Uninterruptable Power Supply/ Battery Backup and Necessary Software and Licenses | Tripplite or equivalent |                                |          | 6        | Each | Yes                                     | 231722          |
| Basic Maintenance of Internal Connections | Wireless Controllers                                                             | Aruba                   |                                | 13       | 3        | Each |                                         | 231723          |
| Basic Maintenance of Internal Connections | Wireless Access Points                                                           | Aruba                   |                                | 13       | 567      | Each |                                         | 231723          |
| Basic Maintenance of Internal Connections | Firewall Service and Components                                                  | Ubiquiti                |                                | 14       | 1        | Each |                                         | 231723          |
| Basic Maintenance of Internal Connections | Switches                                                                         | Aruba                   |                                | 13       | 187      | Each |                                         | 231723          |
| Basic Maintenance of Internal Connections | Switches                                                                         | Cisco Systems           |                                | 4        | 4        | Each |                                         | 231723          |
| Basic Maintenance of Internal Connections | Antennas, Connectors, and Related Components                                     | Aruba                   |                                | 3        | 89       | Each |                                         | 231723          |
| Basic Maintenance of Internal Connections | Uninterruptable Power Supply/ Battery Backup                                     | Tripplite               |                                | 3        | 6        | Each |                                         | 231723          |
| Internal Connections                      | Switches and Necessary Software and Licenses                                     | Aruba or equivalent     |                                |          | 26       | Each | Yes                                     | 231722          |
| Internal Connections                      | Cabling                                                                          | Aruba or equivalent     |                                |          | 50       | Feet | Yes                                     | 231722          |
| Internal Connections                      | Cabling                                                                          | No Preference           |                                | 13       | 100      | Feet | Yes                                     | 231722          |

| Service Type         | Function                                                   | Manufacturer        | Manufacturer Other Description | Entities | Quantity | Unit | Installation and Initial Configuration? | Associated RFPs |
|----------------------|------------------------------------------------------------|---------------------|--------------------------------|----------|----------|------|-----------------------------------------|-----------------|
| Internal Connections | Wireless Access Points and Necessary Software and Licenses | Aruba or equivalent |                                |          | 430      | Each | Yes                                     | 231722          |
| Internal Connections | Switches and Necessary Software and Licenses               | Aruba or equivalent |                                |          | 201      | Each | Yes                                     | 231722          |

### **Description of Other Manufacturers**

| ID | Name |
|----|------|
|----|------|

| Narrative      |
|----------------|
| Please see RFP |

### **Technical Contact**

Steven Kaplan

Vice President of Marketing

216-831-2626

skaplan@naa.com

### **State and Local Procurement Restrictions**

- 1.All responses and inquiries must be sent to wes.2026@naa.com unless specified otherwise in an RFP.
- 2.The Applicant may consider multi-year and/or contracts with voluntary extensions and is willing to consider a month-to-month arrangement or contracts with varying terms. Any voluntary contract extensions must be identified within the final contract and should be of specified number and duration.
- 3.Price quotes should be provided in an Excel format and include an itemization of all services, equipment and, at minimum, an estimate of taxes, fees and other charges, actual or anticipated.
- 4.All proposals must identify eligible and ineligible E-rate products and services and their associated costs. Failure to disclose ineligible costs may result in disqualification of a bid or provide grounds for a service provider change after award.
- 5.The Applicant may desire the ability to add, remove, or amend services as business needs require, and encourages vendors to provide contracts with flexible terms.
- 6.Applicant will not accept grey market products; a Service Provider bidding Category Two products shall provide documentation that it is an authorized E-rate partner of the manufacturer.
- 7.Bidders are expected to provide Lowest Corresponding Price.
- 8.Service Providers who are bidding Leased Lit Fiber, Leased Dark Fiber, including Indefeasible Rights of Use (IRU), or Self Provisioned Network, must comply on an ongoing basis, with the terms and conditions shown at <http://www.usac.org/sl/applicants/>

beforeyoubegin/fiber.aspx , <http://www.usac.org/sl/applicants/step01/requirements-for-fiber.aspx>, and all other relevant USAC guidance (including FAQs).

9.Selected Service Providers must agree to provide all detailed information requested by USAC during its review processes.

10.If necessary, an additional RFP document will be posted to this Form 470 to satisfy E-rate requirements.

11.Applicant reserves the right to cancel its competitive bidding process at any time.

12.Applicant will not accept any equipment or services produced, provided by or containing parts, from any company, including parents, affiliates, or subsidiaries thereof, that the FCC has designated as a national security threat to the integrity of communications networks or the communications supply chain pursuant to 47 CFR 54.9(a). A list of covered communications equipment and services can be found on the FCCs website at <https://www.fcc.gov/supplychain/coveredlist>. The list will be updated as necessary, and proposers have the responsibility to check for updates before issuing a quote.

13.Proposals that include generic or encyclopedic price lists will be considered nonresponsive bids and will not be included in the evaluation.

14.Unless fully responsive and complete, applicant reserves the option to consider proposals generated by Artificial Intelligence to be non-responsive and exclude them from evaluation

15.SPAM and/or robotic responses will not be considered valid bid responses and will be disqualified from consideration.

16.Only proposals submitted by financially solvent service providers will be considered. Applicant may request bidders to provide proof of financial stability.

17.Failure to comply with any of the above requirements, or others stated in the narratives of this 470 or RFP(s) uploaded to this 470, may be cause for disqualification.

18.Local Procurement Regulations: <https://www.boarddocs.com/oh/wecs/Board.nsf/Public?open&id=policies> (at sections po6320-po6460)

### **Billed Entities**

| <b>Billed Entity Number</b> | <b>Billed Entity Name</b>    |
|-----------------------------|------------------------------|
| 129471                      | WILLOUGHBY-EASTLAKE SCH DIST |

### **Certifications**

I certify that the applicant includes:

I certify that the applicant includes schools under the statutory definitions of elementary and secondary schools found in the No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801 (18) and (38), that do not operate as for-profit businesses, and do not have endowments exceeding \$50 million.

Other Certifications

I certify that this FCC Form 470 and any applicable RFP will be available for review by potential bidders for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted will be carefully considered and the bid selected will be for the most cost-effective service or equipment offering, with price being the primary factor, and will be the most cost-effective means of meeting educational needs and technology goals.

I certify that I will retain required documents for a period of at least 10 years (or whatever retention period is required by the rules in effect at the time of this certification) after the later of the last day of the applicable funding year or the service delivery deadline for the associated funding request. I certify that I will retain all documents necessary to demonstrate compliance with the statute and Commission rules regarding the form for, receipt of, and delivery of services receiving schools and libraries discounts. I acknowledge that I may be audited pursuant to participation in the schools and libraries program.

I certify that I have reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that I have complied with them. I acknowledge that persons willfully making false statements on this form may be punished by fine or forfeiture, under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001.

I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their participation in the schools and libraries support mechanism are subject to suspension and debarment from the program.

I certify that the services the applicant purchases at discounts provided by 47 U.S.C. § 254 will be used primarily for educational purposes, see 47 C.F.R. § 54.500, and will not be sold, resold or transferred in consideration for money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. § 54.513. Additionally, I certify that the entity or entities listed on this form have not received anything of value or a promise of anything of value, other than services and equipment sought by means of this form, from the service provider, or any representative or agent thereof or any consultant in connection with this request for services.

I acknowledge that support under this support mechanism is conditional upon the school(s) and/or library(ies) I represent securing access, separately or through this program, to all of the resources, including computers, training, software, internal connections, maintenance, and electrical capacity necessary to use the services purchased effectively. I recognize that some of the aforementioned resources are not eligible for support. I certify that I have considered what financial resources should be available to cover these costs. I certify that I am authorized to procure eligible services for the eligible entity(ies). I certify that I am authorized to submit this request on behalf of the eligible entity(ies) listed on this form, that I have examined this request, and to the best of my knowledge, information, and belief, all statements of fact contained herein are true.

#### NOTICE:

In accordance with Section 54.503 of the Federal Communications Commission's ("Commission") rules, certain schools and libraries ordering services that are eligible for and seeking universal service discounts must file this Description of Services Requested and Certification Form (FCC Form 470) with the Universal Service Administrator. 47 C.F.R. § 54.503. The collection of information stems from the Commission's authority under Section 254 of the Communications Act of 1934, as amended, 47 U.S.C. § 254. The data in the report will be used to ensure that schools and libraries comply with the competitive bidding requirement contained in 47 C.F.R. § 54.503. Schools and libraries must file this form themselves or as part of a consortium.

An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB control number.

The FCC is authorized under the Communications Act of 1934, as amended, to collect the information requested in this form. We will use the information you provide to determine whether you have complied with the competitive bidding requirements applicable to requests for universal service discounts. If we believe there may be a violation or a potential violation of any applicable statute, regulation, rule or order, the information you provide in this form may be referred to the Federal, state, or local agency responsible for investigating, prosecuting, enforcing, or implementing the statute, rule, regulation or order. In certain cases, the information you provide in this form may be disclosed to the Department of Justice or a court or adjudicative body when (a) the FCC; or (b) any employee of the FCC; or (c) the United States Government is a party of a proceeding before the body or has an interest in the proceeding. In addition, information provided in or submitted with this form, or in response to subsequent inquiries, may also be subject to disclosure consistent with the Communications Act of 1934, FCC regulations, the Freedom of Information Act, 5 U.S.C. § 552, or other applicable law.

If you owe a past due debt to the federal government, the information you provide in this form may also be disclosed to the Department of the Treasury Financial Management Service, other Federal agencies and/or your employer to offset your salary, IRS tax refund or other payments to collect that debt. The FCC may also provide the information to these agencies through the matching of computer records when authorized.

If you do not provide the information we request on the form, the FCC or Universal Service Administrator may return your form without action or deny a related request for universal service discounts.

The foregoing Notice is required by the Paperwork Reduction Act of 1995, Pub. L. No. 104-13, 44 U.S.C. § 3501, et seq.

Public reporting burden for this collection of information is estimated to average 3.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, completing, and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the reporting burden to the Federal Communications Commission, Performance Evaluation and Records Management, Washington, DC 20554. We also will accept your comments via the email if you send them to [PRA@FCC.gov](mailto:PRA@FCC.gov). DO NOT SEND COMPLETED WORKSHEETS TO THESE ADDRESSES.

**Authorized Person**

Steven Kaplan  
Educational Funding Group  
3460, Kersdale Rd. Cleveland, OH 44124 Ohio  
216-831-2626

**Certified Timestamp**

03/01/2026 10:12 PM EST