CATEGORY 2 EQUIPMENT SERVICE SPECIFICATIONS: LEASE-TO-OWN OR PURCHASE

Applicant: **Babylon Union Free School District**
BEN: **123881**
Form 470 #: **270000590**
Form 470 Contacts:

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Procurement Timeline

Task	Due By
Issue Date	See FCC Form 470 Certification Date
Deadline to Submit Questions	November 2, 2026, 3 pm EST
Posting of Questions/Clarifications	November 5, 2026
Proposal Submission Deadline	December 4, 2026, 3 pm EST

Communications and Questions

All communication with the Applicant regarding this solicitation **must** be emailed and received by the "Deadline to Submit Questions" noted in the "Procurement Timeline." Questions should be directed to all "Form 470 Contacts" listed above, with the Form 470 Number included in the subject line. Failure to include all "Form 470 Contacts" could result in questions going unanswered. Verbal inquiries are not allowed. Clarifications, when applicable, will be posted as an attachment/addendum to the Form 470. Each Offeror is responsible for downloading the current version of the Form 470 and attachments, including any addenda. Applicant reserves the right to ask vendors clarifying questions during the proposal review process.

Contact initiated by an Offeror concerning this solicitation with any other Applicant representative other than those listed as Form 470 contacts is prohibited. Unauthorized contact may result in the Offeror's disqualification from this solicitation.

Product demonstration meetings will not be granted during the competitive bidding period – requests for such will be ignored.

Site Visit

For this solicitation, a site visit is: ☒ Not Offered

Proposal Instructions

Proposals **must** be submitted by the Proposal Submission Deadline in the Procurement Timeline.

Proposals should be emailed to ALL Form 470 Contacts listed above and include the following:

- Applicant name
- Form 470 number
- SPIN (Service Provider Identification Number)
- Service provider's terms and conditions, including the proposed lease-to-own agreement and payment schedule for Option B
- Completed itemized pricing
- Completed pricing worksheet

Proposals **must** include all costs associated with providing the requested products/services to the applicant including but not limited to shipping fees, licenses, and any component needed for the proposed equipment to function properly. Offerors **must** include all costs associated with the installation of the equipment, and components including, but not limited to, configuration, travel, per diem, shipping, installation, etc.

If offering a lease-to-own agreement, the proposal **must** also include the FY2027 Babylon UFSD Finance Lease-to-Own Erate Responsive Bidder Agreement (Articles 1–7), signed under Article 7, with every required term stated in the proposal. These are pass/fail minimum qualifications, checked before scoring.

Proposed service fees for each piece of equipment should:

- be shown on the pricing worksheet as one-time unit pricing (Option A) and as an annual lease payment per unit for each funding year of the term (Option B), with separate line-item charges for each SKU,
- identify the percentage of each SKU that is eligible for E-Rate support as agreed upon by USAC and the manufacturer; and
- be categorized as Internal Connections (IC), Basic Maintenance of Internal Connections (BMIC), and/or Managed Internal Broadband Services (MIBS).

Proposals **must** be in response to the specific requirements of this solicitation. Offers including a generic listing of services beyond the scope of this solicitation and/or encyclopedic price lists will be disqualified. SPAM and/or robotic responses will not be considered valid responses and will be disqualified from consideration.

Equipment/Service Request

The applicant requests proposals for new E-Rate eligible Category 2 equipment and vendor installation services.

Equipment Scope of Work

Proposals are requested for the makes/models specified below (or equivalent). Offers containing

alternative makes/models should submit product specifications and documentation to establish that the equipment is equivalent to the requested solution. The applicant will be the arbiter of whether the proposed solution is functionally and technically equivalent to the requested solution.

The quantities requested are the applicant's best estimate and may be adjusted based on the Offeror's recommendations. The applicant reserves the right to increase or reduce quantities and buy some, all, or none of the listed equipment.

Proposals featuring equipment that is used, open box, refurbished, or categorized in any way other than new will be disqualified.

Partial offers **will not** be considered. The applicant intends to award the full scope to a single Offeror.

Make	Model (or equivalent)	Quantity
Meraki	CW9176I Access Point	10
Meraki	CW9174I Access Point	185
Chatsworth Products	1075-CW9176 Access Point Enclosure	10
Chatsworth Products	1075-CW9174 Access Point Enclosure	185

Installation services for the Access Points and Access Point Enclosures are Required as part of this solicitation.

Installation Locations

Location Name	Street	City	State	Zip
Babylon Elementary School	171 Ralph Ave.	Babylon	NY	11702
Babylon Memorial Grade School	169 Park Ave.	Babylon	NY	11702
Babylon Jr-Sr High School	50 Railroad Ave.	Babylon	NY	11702

While the locations listed above are the sites currently planned to receive the listed equipment and services, installation may occur at any E-Rate eligible site based on the Applicant's need at the time of purchase and delivery.

Contract Requirements

The applicant prefers a five-year (60-month) lease-to-own agreement, term July 1, 2027 – June 30, 2032, with title transferring to Babylon UFSD at the end of the term. Please refer to the Babylon UFSD Finance

Lease-to-Own E-Rate Responsive Bidder Agreement (Articles 1–7), posted with Form 470 #270000590, for additional requirements. If Option A (outright purchase) is awarded, the contract term is April 1, 2027 – September 30, 2028, the FY 2027 Category Two delivery window.

Lease pricing requirements. Lease responses must state the total equipment and installation cost on which the lease is based, the lease payment due in each E-Rate funding year of the term, any interest, finance, or administrative charges itemized separately, the end-of-term buyout amount and conditions for title transfer, and the legal name of the lessor. The lessor must be the Offeror itself: the Offeror must be the contracted service provider (SPIN holder) on each FCC Form 471 and the only party the District pays for the full term. Assignment of the agreement or its payment stream to a bank, leasing company, or other third-party financer is not permitted (Articles 1, 5, and 6). The five annual equipment lease payments, excluding financing charges, should add up to the equivalent purchase price shown on the pricing worksheet; any amount above that price is a financing charge and must be itemized as one. Installation and shipping are one-time charges and must be shown at their one-time price in the first funding year unless the cost is spread across the annual lease payments.

Lease E-Rate contingency. Babylon UFSD intends to file an FCC Form 471 in each funding year of the term (FY 2027 through FY 2031), citing this contract and Form 470 #270000590, requesting discounts only on the lease payments for the 12 months of that funding year (July 1 – June 30). Each year of the agreement is contingent on an E-Rate funding commitment and available Category Two budget. Charges not eligible for E-Rate, including financing charges, will be identified separately and cost-allocated. The district may terminate the agreement without penalty at the end of any funding year for which E-Rate funding is not approved. Proposals must state what happens to the equipment if the District terminates under this clause: return of the equipment, or purchase at the payoff amount shown in the Offeror's termination value schedule for that funding year. No early-termination fee or acceleration of remaining payments will apply.

Installation and lease start. Lease charges begin when the equipment is installed and accepted by the District. If installation is completed after July 1, 2027, the FY 2027 lease payment will be prorated from the acceptance date.

Purchase or Lease additional requirements:
The quoted pricing must not assume the applicant will purchase the full quantities listed in the proposal.

The applicant reserves the right to place orders as needed and is not obligated to order all products or services.

Substitutions for alternative equipment must be agreed upon in writing by both parties before finalization of any changes/deviations from the original agreed-upon equipment list.

Offerors proposing equipment whose prices may increase depending upon new U.S. government tariffs imposed on imports are encouraged to (a) identify such products in their offers, and (b) propose an

acceptable methodology for limiting price adjustments over the contract term.

E-Rate Specific Considerations

Basic Maintenance of Internal Connections and Managed Internal Broadband Services were included on the Form 470 out of an abundance of caution. No separate BMIC or MIBS services should be proposed unless necessary to properly classify an element of the requested products or services under E-Rate rules.

Per USAC E-Rate rules, “cost of eligible services” will be the highest valued criterion in the evaluation process; however, other criteria with a lesser value may also be considered.

Service providers proposing a temporary equipment loan for product demonstration and/or evaluation purposes are **required** to clearly state that such loans are of limited duration. Product demos extending beyond thirty (30) days must be explicitly authorized by both parties and provided at a fair market rate.

By submitting a proposal, the vendor certifies that the proposed products and services comply with 47 C.F.R. §§ 54.9 and 54.10, which prohibit the use of Universal Service Fund support to purchase, obtain, maintain, improve, modify, or otherwise support any equipment or services produced or provided by a company on the FCC's Covered List (including Huawei and ZTE) as posing a national security threat to the integrity of communications networks or the communications supply chain. See https://www.usac.org/about/reports-orders/supply-chain/ for more details.

Pursuant to 47 C.F.R. §§ 54.500(f) and 54.511(b), service providers may not charge applicants a price above the Lowest Corresponding Price (LCP) for supported services. LCP is the lowest price a service provider charges to nonresidential customers similarly situated to a particular school, library, or consortium for similar services. See https://www.usac.org/E-Rate/service-providers/step-2-responding-to-bids/lowest-corresponding-price/ for more details.

Additional Considerations/Information

Applicant is subject to preference to NYS OGS Contracted Vendors. Public works and purchase contracts for public schools in New York State are governed by the procurement provisions of the State's General Municipal Law. Public Schools may also purchase equipment and services under publicly bid centralized procurement contracts administered by the State's Office of General Services (OGS).

The language in this solicitation has been standardized: "must," "shall," "mandatory," and "required" indicate mandatory specifications that the Applicant expects in the proposed solution. Proposals failing to meet these will be disqualified. "Should" and "may" indicate desirable specifications. A mandatory requirement may be waived if all respondents fail to meet a mandatory requirement.

Applicant reserves the right to waive any irregularities or informalities in the proposals received.

Applicant intends to make a single award to one Offeror for the full scope set forth in this procurement, and reserves the right to make no award. This procurement does not obligate Applicant until a valid agreement and/or valid Purchase Order is executed.

Applicant reserves the right, subject to applicable procurement requirements and E-Rate rules, to make non-material modifications to the awarded contract and to add or remove eligible locations, quantities, equipment, or services when such changes remain within the general scope of the original procurement.

Applicant may, at its sole discretion, extend the due date for the submission of proposals and any extensions shall be made via an addendum posted in the E-Rate Productivity Center (EPC).

The vendor submission is subject to open records requests and, as such, the records will be released in accordance with those policies. Vendors are encouraged to mark pages as “Proprietary” or “Confidential” as appropriate, but the entire submission may not be marked as such. Identifying information as “Proprietary” or “Confidential” does not guarantee that the information will not be released but will be considered in determining whether the information is required to be released in accordance with the open records policies. Generally, pricing is not exempt from being publicly released.

By submitting a proposal, the Offeror certifies that no relationship exists between the Offeror and Applicant that would interfere with fair and open competition or create a conflict of interest.

Evaluation Criteria

The cost of E-Rate eligible services will carry the greatest weight in the evaluation. Other factors that may be considered include but are not limited to E-Rate ineligible costs, technical compliance/functionality of the offered solution, compatibility with existing network infrastructure, and the Applicant’s prior experience with the vendor. The Applicant reserves the right to weigh these criteria as it deems appropriate, or not at all, and may consider additional factors not listed above.