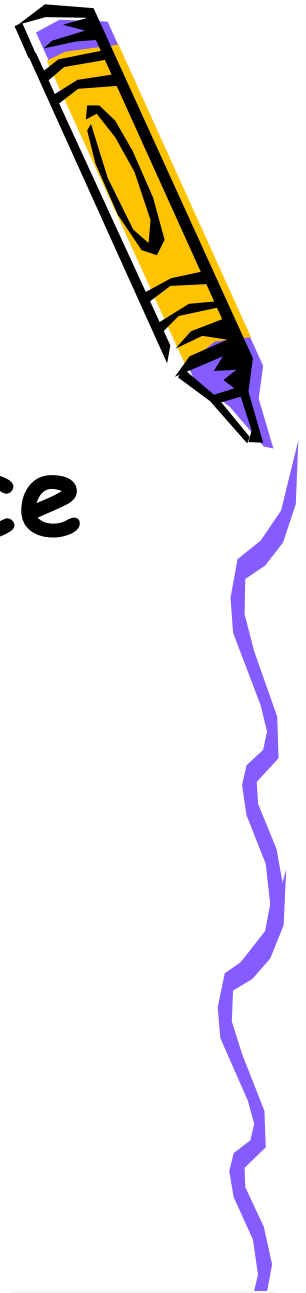


# E-Rate 2009: MERIT E-Rate Conference



Ricardo Tostado

Dir.- E-Rate - AT&T Mid-West

[rt1793@att.com](mailto:rt1793@att.com) / (312) 364-6452



# Priority 1: Telecommunication Services

- Examples of eligible services include: leased local /long distance voice, data and video services, **Cellular Voice and Data (incl. blackberry)**, E-911, Alarm and fax lines.
  - Includes POTS, Centrex, T-1s, Frame Relay, PRI's, ISDN, DS-1/3, OC3, Opte/Giga-man, SONET, CSMD
  - and some installation costs.
- Other eligible services include: Voice Mail Services, Homework Hotline Services, DID, and 800 Conferencing services.
- E-rate **does not** cover charges for Desk-Top Equipment such as desk-top phones, PC's, cameras, monitors and fax machines.

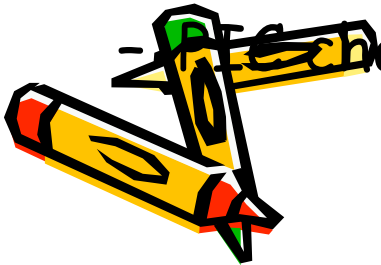


# Priority 1: Telecomm Services



Other Examples of eligible services. These features are eligible for discount if they are a component part of a telephone service:

- 900/976 call blocking
- Custom calling services
- Directory Assistance charges
- DID (Inward Dialing)
- Inside wire maintenance plan - Eligible as a component part of a telco service only if charges are minimal.
- Installation charges—within limits
- Network access register charges
- Exchange charge



# Pr.1: Wireless Services



## Examples of eligible wireless telco services:

- Cellular Voice / Text Messaging
- Blackberry-type E-Mail /Internet Access
- Wireless WAN- Leased, not purchased Connections

## Not Eligible:

- Laptop Internet Access from Homes or other non-instructional facilities.



**NPRM: FCC is currently reviewing wireless eligibility -  
make your voice heard.**



# Priority 1: Telecommunication Services:

## "Post T-1" - High-Speed Circuits

Many Schools are now looking to increase bandwidth w/ high speed (5mb+) fiber / hybrid solutions to support ICN internet, video and future VOIP applications.

Tips to apply:

- Make sure you have covered the new services in your Form 470 and your tech plans - the SLD can and will audit these.
- Installation (on-prem conduit) costs can be treated as Priority 1, but within limits defined by the SLD - check before applying.
- Be sure you have a "transition plan" in your 471 application between your existing WAN network (usually T-1 based) and the new network. DO NOT file for both services for the entire year - the SLD may see this as an excessive/duplicate filing and deny.
  - no transition, file to transition from one to the other (3 months T-1, 9 months higher bandwidth), or 12 months on the new network, but NOT file for overlapping months.



# Priority 1 Installation Cost Eligibility

One-time Installation charges for Telecom and Internet Access that involve construction of facilities (conduit or buried cable) are e-rate eligible as follows:

- One-time charges do not exceed \$500K. If so, the charges must be amortized for at least three (3) years.
- AT&T remains the owner of the facilities and must maintain the facilities. The property cannot be transferred to the customer or another provider.
- Customer agrees to allow an easement on the property to construct and maintain the facility. Customer will notify AT&T of issues arising out of such facilities, including the need for maintenance or repair.

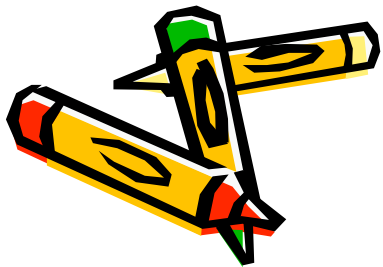
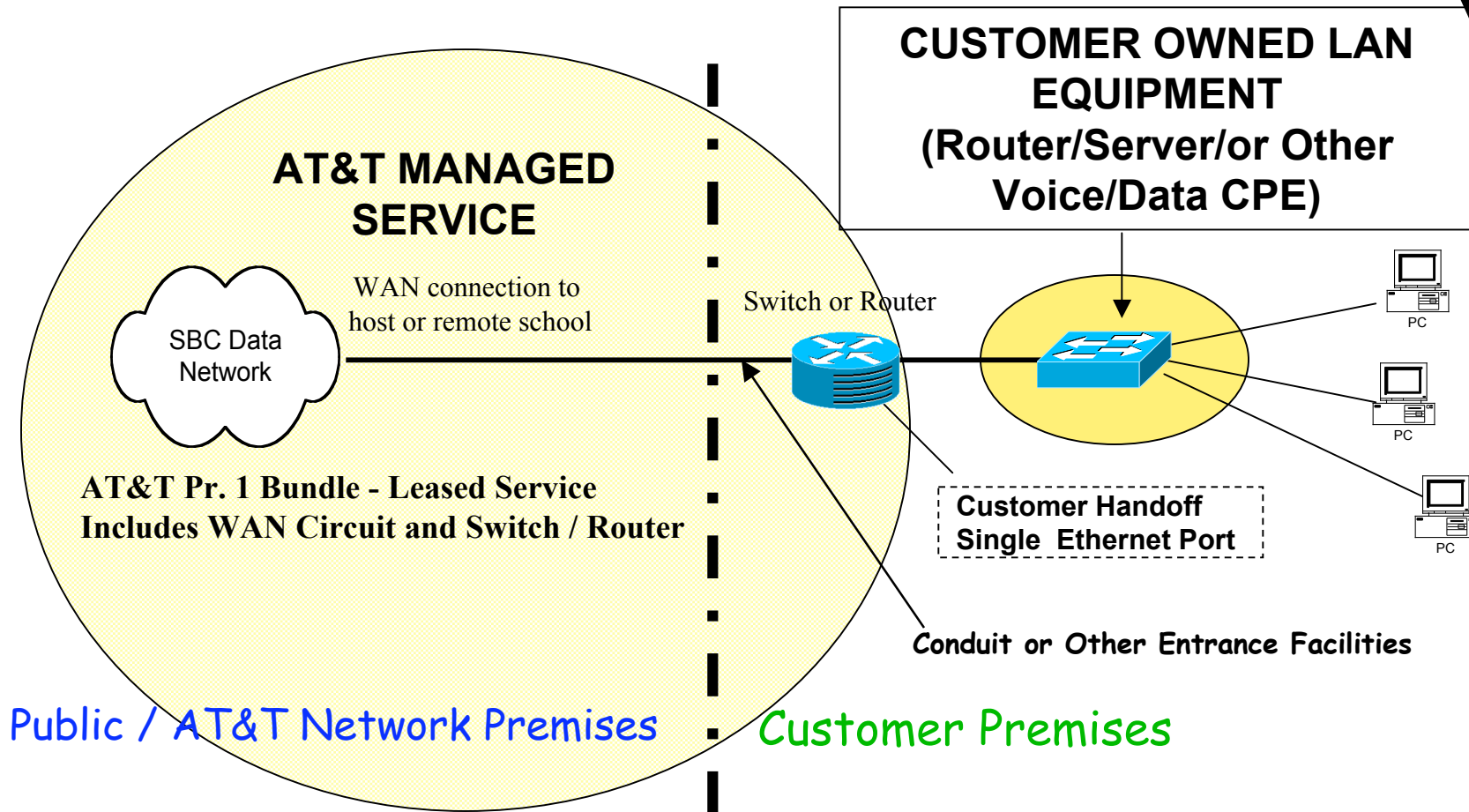


# Priority 1: E-Rate and VOIP Eligibility

- E-Rate will support VOIP as a leased, managed service under Pr. 1 Internet Access or Telecomm service. For max. flexibility, apply for VOIP on the 470 as both internet access and telecom service.
- E-Rate will also support the purchase of selected VOIP network components (see below) as Priority 2 Internal Connections Purchase. Desktop VOIP phones are not covered by e-rate under any scenario.
- Eligible for Purchase as Priority 2 - VOIP - Internal Connections components:
  - Cat-5 / 6 Wiring
  - Powered LAN Switches
  - VOIP Enabled Router
  - VOIP Call Manager
  - IP - Call Server



# On-Premise Priority 1 Example



E-Rate Can Discount the Managed Service Portion as a Leased, Pr. 1 Service, but AT&T must own and maintain conduit and the terminating CPE

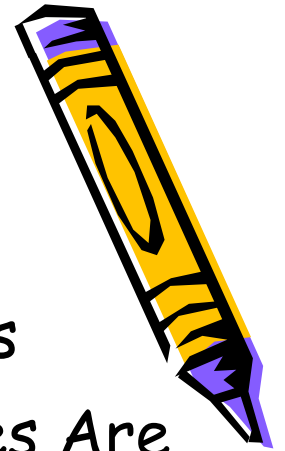


# Ineligible Services

The following services are **NOT ELIGIBLE**:

- 900 /976 charges
- Payphone Services
- Late Payment, Finance and Termination Charges Are Not Eligible
- Dark fiber\_service
- Cable / Satellite TV - services that provide broadcast content
- Directory advertising - extra costs for directory listings over those allowed by tariff
- Monitoring services for 911, E911, or an alarm telephone line

- Services to ineligible locations, such as telephone service to residential or religious facilities



# Ineligible Services & Equipment: Dark Fiber



Dark Fiber is not eligible as a purchase or lease.

- However, a vendor can lease a circuit that includes the leased cost of the equipment to "light" the circuit. But the customer cannot own either the circuit or the equipment - lease-to-own is not eligible.

<http://www.universalservice.org/sl/applicants/step06/faq-about-eligibility-products-services.aspx>

## Issues of Concern to Applicants:

- Make sure vendors have SPIN's and will abide by rules, including providing discounted bills.
- Some vendors have special arrangements that provide leased eligible services along with ineligible dark fiber services. **Note that eligible fiber services cannot subsidize ineligible dark fiber or purchased circuits.**
- There are guidelines for the eligibility of one-time installation / construction costs: Eligible costs can include vendor equipment costs and/or a non-recurring charge for capital investment. Note that the "67% Rule" and \$50k limit applies in most install cases.

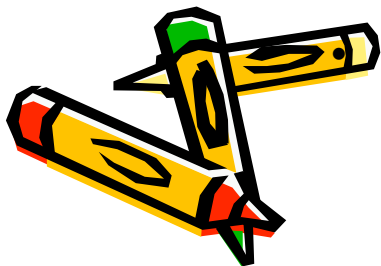


# Form 471: AT&T SPIN Numbers



The merger has no effect on your service(s) or how you apply to E-Rate. If your Service Provider was AT&T or SBC on your 471 and you did not change providers please continue to use the AT&T or SBC SPIN(s). You will be notified of SPIN changes if and when AT&T & SBC make changes to the SPINs. If you have additional questions, please contact the appropriate AT&T or SBC E-Rate office.

- **Current AT&T SPIN numbers:**
  - **Telecommunications and Internet Access Services (Network)**
    - SBC-IL 143001912                      SBC-IN 143004642
    - **SBC-MI 143001727**                      SBC-OH 143001688
    - SBC-WI 143001856
  - Long Distance: **SBC-LD 143025073**                      AT&T-LD 143001192
  - Pr. 2 CPE and Maintenance Purchases: SBC Datacomm 143004812
- Cellular Service: **AT&T Wireless 143025240**



# SLD E-Rate Contact Information



- Vendor/Applicant Help-line: 1-888-203-8100
- Program Web-Site: <http://www.sl.universalservice.org>
- SLD E-Rate URLs:
  - 470 & 471 Form On-Line Applications and Search  
<http://www.sl.universalservice.org/menu.asp>
  - Eligible Product List:  
<http://www.sl.universalservice.org/reference/eligible.asp>



# E-Rate Contact Info.

- AT&T Contacts:

- Ricardo Tostado (312) 364-6452 - [rt1793@att.com](mailto:rt1793@att.com)
- Don Wollweber (312) 364-2096
- **ATT MW- E-Rate Billing Center: 1-877-444-6944**

- State Contacts:

- Jeannine Hurley - MI Dept of Ed.  
[hurleyj@michigan.gov](mailto:hurleyj@michigan.gov)

- SBC E-Rate Web-Site:

<http://www.sbc.com/gen/general?pid=3624>

- E-Rate Central Web-Site\*

# Reminders

- *Act Responsibly and Ethically* – know the Program Rules and your obligations.

- *Remember Deadlines: If you are wanting the best bids on Fiber upgrades, File 470 ASAP, allow market to work.*

- Ask for assistance as needed to work through your opportunities. Follow the process to assure you maximize and retain your E-rate discounts.

