



Cisco Public Funding Office:

SLED West Territory

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What's new for EY24 (FY2021)

- Significant funding will be available and the five-year budget cycle will be reset.
- Updated Budget calculations; schools = 167*enrollment; libraries = 4.50*sq. footage
- New funding floors: schools and libraries - \$25,000 per site
- Equipment transfer rules eliminated
- Per FFL surveys - 79% of applicants will need to upgrade their Wi-Fi within three years and 98% say their wi-fi network is mission critical



E-rate Eligible Cisco Products

- ❑ All eligible products qualify for Cisco's bundled warranty offer (Routers, Switches, wireless, etc.)
- ❑ DNA Advantage and DNA Essentials are 100% eligible
- ❑ Basic firewall security
 - Basic firewall functionality is eligible, all other components would be 0% eligible or cost allocated
 - SIG umbrella is 33% eligible
- ❑ For specific SKU eligibility visit [ciscoerate.com](https://www.cisco.com/go/ciscoerate)

Education Product Family Offers EDU skus

EDU SKU Catalog and FAQs:

https://www.cisco.com/c/dam/en_us/solutions/industries/docs/education/k-12-edu-skus.pdf

Education Product Family Overview – EDU skus



Do NOT Add Services to EDU sku BoMs

EDU SKUs

Switching & Wireless Product Families

- I. Catalyst Switching
 - Catalyst 9K Series
 - Catalyst® 2960-X Series
 - Catalyst 3650 Series
 - Catalyst 3850 Series

- II. Cisco/Catalyst Wireless:
 - Catalyst 9800 Wireless LAN Controller
 - Catalyst 9100 Series APs
 - 5520 Wireless LAN Controller
 - 3504 Wireless LAN Controller
 - 8540 Wireless LAN Controller*
 - Wireless Licenses for: 5520, 3504, 8540 (perpetual)
 - Cisco DNA Wireless Subscriptions



*The Cisco 8540 is not an EDU SKU but is currently available under the K-12 Bundled Warranty Offer.

Selling Motion Positioning

Lead With Security

Cisco DNA Premier

Protect Assets with Policy and Security

Drive Innovation

Cisco DNA Advantage

Simplify Operations with Automation & Assurance

Win The Business

Cisco DNA Essentials

Meet Competitors Capability / Price

100% E-rate
Eligible
(Switching and
Wireless)

Cisco Wireless DNA Packages

Cisco DNA Essentials

Single SKU 3/5/7 Year Subscriptions

- Cisco Prime Infrastructure
- Perpetual Network Essentials*
- Cisco DNA Essentials

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Base automation

Cisco DNA Advantage

Single SKU 3/5/7 Year Subscriptions

- Adaptive wireless IPS (aWIPS)
- Cisco Prime Infrastructure
- Perpetual Network Advantage*
- Cisco DNA Spaces See
- Cisco DNA Spaces Extend**
- Cisco DNA Assurance
- Cisco DNA Essentials

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Automation, assurance, and location

Cisco DNA Premier

Single SKU 3/5/7 Year Subscriptions

- ISE Base + ISE Plus
- aWIPS
- Cisco Prime Infrastructure
- Perpetual Network Advantage*
- Cisco DNA Spaces Extend
- Cisco DNA Spaces Act**
- Cisco DNA Advantage
- Cisco DNA Essentials

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Automation, assurance, SD-Access, security, and location

100% E-rate Eligible (Switching and Wireless)



APs: Cisco® Catalyst® 9100, Wave 2 APs, Wave 1 APs
Controllers: Cisco Catalyst 9800-80, 9800-40, and 9800-L, Cisco Catalyst embedded controllers, and AireOS controllers (3504, 5520, and 8540)

*Includes perpetual AP license
** offered as default add-on at a 50% discounted price

Software Support Service (SWSS) included in all subscriptions

See [Feature Matrix](#) for details

E-rate Compliance – Best Practices

- **ALLOWED:**

- Pre-sales 101...**

- ✓ **Have pre-bid discussions**
- ✓ **Discuss technology**
- ✓ **Discuss solutions**
- ✓ **Discuss products**
- ✓ **Present permissible product demonstrations**

- Vendors must **document activities** to prove compliance:
 - **Maintain correspondence**
 - **Keep copies of RFPs/promo material**
 - **Retain documents for 10 years**

- **PROHIBITED:**

- ✗ **Vendors may not assist with vendor selection**
- ✗ **Vendors may not provide RFP language**
- ✗ **Vendors may not assist with Form 470 or RFP preparation**

- Vendors required to offer/charge Lowest Corresponding Price
- Applicants must treat all vendors equitably in a ***fair, open, competitive*** bidding process:
 - **Bid requests may not be vendor-specific**
 - **No inside info or special advantages for any vendor**

E-rate Resources

- E-rate Partner Central: <http://www.cisco.com/go/eratepartners>
- E-rate Product Eligibility Database: www.ciscoerate.com
- E-rate Cisco.com site: <http://www.cisco.com/go/erate>
- Cisco monthly “News You Can Use” newsletter, first Friday each month – [sign up here](#)



- General E-rate questions - email erate_inquiries@external.cisco.com
- U.S. K-12 Education Product Families – email: us_k-12_education_product_family@cisco.com
- Meraki and E-rate - email: meraki-erate@cisco.com
- E-rate Help Desk (third party): help@fundsforlearning.com
- Partner FAQs - https://www.cisco.com/c/dam/en_us/partners/downloads/e-rate-services-qa.pdf

Connect With Me



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