

E-RATE 2020: TOP FIVE REASONS TO PARTNER WITH VECTOR USA

A photograph of three young children in a classroom setting. In the foreground, a boy in a red shirt is sitting at a desk, looking towards the camera with his mouth open and one arm raised. Behind him, a girl in a green shirt is sitting at a desk, focused on drawing with a pencil. To the left, another girl in a pink shirt is sitting at a desk, also with her arm raised. The classroom has wooden desks, a bookshelf in the background, and a water dispenser.



The convergence of IT has changed the way students learn. Educational institutions need to respond quickly to increasing demands from students and faculty, while coping with fixed or declining budgets and staff. Maintaining safe buildings and grounds while keeping the network secure is critical for today's school districts.

Leveraging technology in the education sector can have dramatic results in improved communications and delivery of education, streamlined operations, and reduced costs. By making the network a platform that can deliver tools and processes, the school or district becomes more efficient and more accessible.



VectorUSA has 19 years of experience with E-Rate projects. In this guide we explain the top five reasons to partner with us.

1. We have the experience
2. We have the expertise and credentials
3. We understand the K-12 environment
4. We are vendor-neutral
5. We have the resources.

1. WE HAVE THE EXPERIENCE



The Universal Service Schools and Libraries Program – commonly known as the E-Rate program – provides discounts to assist eligible schools and libraries to obtain affordable LAN/WAN services, internet access and telecommunications services. Voice is no longer eligible.



We have been engaged with E-Rate projects since 2000. Nineteen years later, we have worked with over 240 K-12 school districts, successfully completing over \$500 million of E-Rate funded projects, on time and on budget. During our 30 years of business, VectorUSA has installed more than 17.8 Million feet of cable, 1.95 Million feet of fiber, 9,800 switches and 30,200 access points.

KEEPING UP WITH TECHNOLOGY TRENDS

Artificial Intelligence. Today, machine or deep learning is mostly used for video analytics, but over time it will become a common tool for software engineers and will be included in many different environments and devices.

Cloud and Edge computing. Cloud computing is based on the centralized computing in one or many data centers. Edge computing puts more data processing at the ‘edge’ of the network, close to where the data is collected by the sensor and before it is transferred to the Cloud.

Personalization vs privacy. People today have been given valuable online services in exchange for knowingly or unknowingly handing over a significant amount of personal data. Ultimately, the trust between organization and its customers is becoming an increasingly important and tangible asset.

Cybersecurity. Cybersecurity will never be solved, because cybercriminals will not stop trying to find and exploit vulnerabilities. Attacks are also becoming more sophisticated at a time when the number of connected devices is increasing.

Environmental smart tech. New types of sensors can measure environmental impact, adding value to customers through efficiencies and cost savings. In turn, this will help them reach their environmental sustainability goals.

Sensor integration. Consider the range of sensors that can be combined and integrated – from thermal to motion, from atmospheric to video. The ways in which they can be combined and potential benefits are endless.

2. WE HAVE THE EXPERTISE



We have the expertise and credentials. We have the technical staff with all the right certifications, self-performing 99% of all the work we do – all by VectorUSA W-2 employees. We have over 350 employees, including 102 Communications technicians, 18 Wireless Engineers, 16 Network Engineers, 14 Electricians, 13 Senior Network Engineers, 6 NOC Analysts, and 4 Solutions Architects.



In 2014, the FCC approved the Second E-Rate Modernization Order, increasing the cap for the program to \$3.9 billion in funding year 2015, indexed to inflation going forward.

10 TIPS TO MAXIMIZE YOUR E-RATE DOLLARS

- 1. The E-Rate program is strong.** In spite of the funding available applications have declined since 2015 by 25%.
- 2. \$3.9 Billion was available for funding year 2019.** Most schools and libraries are entitled to some support.
- 3. Assess resources and decide who will manage your application.** 56% of schools and libraries brought in outside consultants in 2017.
- 4. Create a tech vision for your school or library.** Engage your stakeholders, take a step back, and consider the big picture.
- 5. 44% of applicants say their Wi-Fi network is four or more years old.** More than 50% will need to upgrade their Wi-Fi in one to two years.
- 6. Plan and design your network to align with your vision, goal, and priorities.** See where you are today and what's needed to achieve your vision.
- 7. Use a competitive bidding process.** 28 days of open bidding! Cost is the highest weighted factor.
- 8. Know the E-Rate Productivity Center (EPC) and mind deadlines.** 44% of applicants admit to struggling with the EPC.
- 9. Identify matching and other funding sources.** 84% of applicants report that E-Rate funds are not sufficient to meet their needs.
- 10. Manage the process year round.** Manage deadlines and document work to stay ahead of the game and keep E-Rate funds flowing.

3. WE UNDERSTAND THE K-12 ENVIRONMENT



VectorUSA has a 30-year history of implementing all kinds of network integration challenges, including 19 years of E-Rate experience within the K-12 environment. We have a long history of meeting the challenges of Prevailing Wage. We are flexible, accustomed to off-shifting hours, and DOJ background checks, and our Contracts Team is well-versed in all E-Rate rules and regulations. We even have our very own in-house Director of Education Compliance to assist with understanding the USAC and SLD rules and regulations.

Discounts range from 20 to 90 percent, with higher discounts for high poverty and rural schools and libraries. Recipients must pay some portion of the service costs.

ENGAGING STUDENTS IN THE CLASSROOM

Our experience in E-Rate and education-based technology solutions ensure we will bring the unique focus and resources you need to design, build and manage your IT solution.

75% of teachers believe that digital learning content will totally replace printed textbooks within the next ten years.

54% of students have laptop or desktop computers. **51%** have tablets. **45%** use Interactive White Boards. And **28%** have Smart Phones.

In the last two years, K-12 public school districts were reported to have at least **315** cybersecurity-related incidents.

Teachers lose an average of 17 minutes every day to social media-related classroom disruption. That is the equivalent to **86** minutes every week, adding up to over **11** days every year.

Benefits of Educational Technology: 74% of teachers reinforce and expand content. **74%** motivate students to learn. **73%** respond to a variety of learning methods.

4. WE ARE VENDOR-NEUTRAL



Vendor-neutral partners like VectorUSA, encourage the development of competing yet compatible technology solutions, freeing clients to choose from a multitude of manufacturers without suffering a loss of functionality. Working with our best-of-breed tech partners, we provide the right solution based on business needs, risk profiles and project requirements, giving our clients the opportunity and benefit to rely on a single source for all their network integration needs.

OUR TECHNOLOGY PARTNERS



We combine our services and solutions to create truly connected and collaborative educational environments for students, parents and staff alike.

ALCATEL LUCENT – Enterprise Partner
ARUBA a HPE Company – Platinum Partner
AXIS – Gold Partner
BROCADE – Premier Partner
CISCO – Gold Partner
COMMSCOPE/TE CONNECTIVITY
EAGLE EYE NETWORKS – Certified Partner
DELLEMC
FORTINET – Platinum Partner
HPE – Platinum Partner
IDENTIV – Gold Partner
ISONAS
KEYSCAN
MICROSOFT – Gold Partner
MILESTONE – Gold Partner
ONSSI – Platinum Partner
PALO ALTO NETWORKS
PELCO
POLYCOM – Authorized Partner
SONY – Platinum Partner
VEEAM – Silver Partner
VICON
VISCOUNT
VMWARE – Professional Partner



An eligible school or library identifies services it needs and submits a request for competitive bids to the Universal Service Administrative Company. USAC posts these requests on its website for vendors' consideration.

5. WE HAVE THE RESOURCES

As one of the premier technology solution providers in Southern California, we design, build and maintain cybersecurity, data center, wireless and managed solutions - translating business needs into technology solutions. With 30 years in business and over 1000 years of collective IT expertise, and full-service offices in Torrance, San Diego, Rancho Cucamonga, Phoenix, and Charlotte, we have the focus and expertise to deliver - controlling the quality, the schedule and the client outcome.

OUR CYBERSECURITY, DATA CENTER, WIRELESS AND MANAGED SOLUTIONS,

combine to create a truly connected and collaborative environment for students, parents and staff alike. And our experience in E-Rate and education-based technology ensures that we will bring the unique focus and resources you need to design, build and manage your IT solution. With a broad vendor-neutral portfolio of manufacturing partners, VectorUSA offers a range of services to help with all your IT integration needs.

Audio Visual Services
Collaboration Services
Data Networking Services
IT Infrastructure Services
Managed Services
Network Security Services
Physical Security Services
Professional Services
Server and Storage Services
Wired and Wireless Services

CONTACT US TODAY

We strive to empower schools by giving educators the support, tools and information they need to secure and protect federal funding, remain in compliance with state and federal regulations, find and develop the perfect staff members, and deliver the best experience possible to their students.

Find out how we can help.

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