

Friday, March 21, 2025

Courtney Cikach

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T-Mobile

DEKALB COUNTY SCHOOL DISTRICT

1701 MOUNTAIN INDUSTRIAL BLVD

STONE MOUNTAIN, GA 30083

Dekalb 678-676-1200

Dear Courtney Cikach,

We are pleased to submit our proposal for E-Rate services for the funding year 2025-2026, our tenth year working with the program. As a trusted provider of innovative technology solutions, we are committed to delivering high-quality, reliable, and affordable school connectivity services.

In alignment with E-Rate funding requirements, we have carefully structured our proposal for:

- **Cost-Effectiveness** – our services are competitively priced, providing maximum value and flexible options, including ‘bring your own device’ (BYOD) solutions to support your current and future needs, ensuring sustainability and scalability.
- **Connectivity** – we bring extensive experience in delivering reliable and secure network connectivity, whether on a bus or fixed wireless in your closet; we tailor to your specific needs.
- **Support** – we support educational institutions nationwide and are ready to provide the implementation, maintenance, and help you require.
- **Commitment to digital equity** – we are committed to bridging the digital divide by providing students and underserved communities with reliable internet connectivity.

You will find details in this proposal to help support your operations and mission through the E-Rate program, and we look forward to supporting your efforts to improve student and staff engagement with technology, reduce your risk profile, and increase digital literacy.

Sincerely,

Dr. Erica B. Wattley

Sr. Account Executive, K-12 Education

6785592930

erica.wattley1@t-mobile.com

T Mobile

12920 SE 38th Street, Bellevue, WA 98006

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 **T-MOBILE
FOR EDUCATION**



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E-RATE SOLUTIONS

Empowering students with reliable network connectivity

In today's digital age, reliable internet connectivity is vital for every student's academic success and holistic development. With technology playing a growing role in every aspect of education, it is crucial to provide solutions that ensure students remain connected, both on and off-campus.

We understand the challenges schools face in connecting students to their digital education tools. We are committed to supporting your institution in overcoming these challenges through comprehensive solutions, such as:

- **Fixed Wireless 5G Internet:** Robust and reliable internet access to support digital learning and administrative functions.
- **Wi-Fi on school buses:** Connection for students during their commute, turning travel time into productive learning time.
- **Hotspot checkout program:** Portable internet access for students and staff, ensuring connectivity beyond the school premises.

To help you subsidize your connectivity costs, we designed these solutions to adhere to FCC standards, making them E-Rate eligible. We are proud to be a trusted provider in this program, with experience working with thousands of schools nationwide to help better connect students.

Apply for E-Rate funding

The federal E-Rate program helps schools and libraries receive funding for eligible equipment and connectivity services, and we can serve as your service provider for E-Rate. You can enter our Service Provider Identification Number (SPIN) on your application to use us as your E-Rate service provider.

T-Mobile SPIN numbers

For U.S. locations (except Puerto Rico): **143026181**

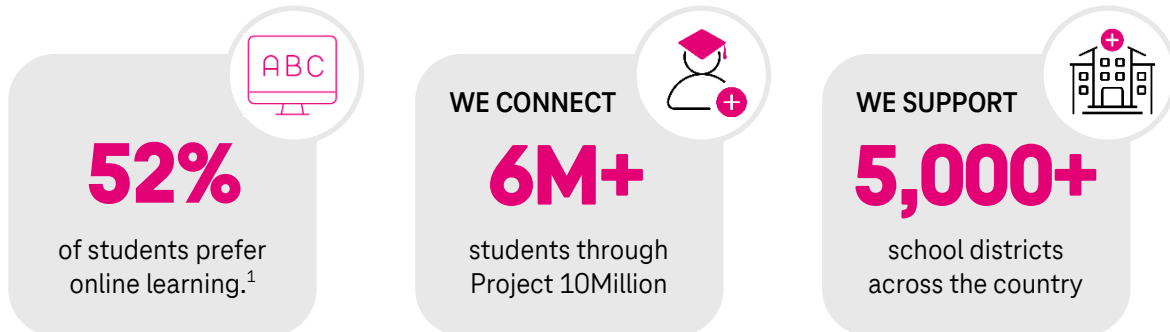
For Puerto Rico: **143029059**

Though you can list us as your provider, the Universal Service Administration Company (USAC) will be the one to determine the level of funding available to you. Visit the USAC [website](#) to learn more. You can also contact our E-Rate team at eRate@T-Mobile.com or visit [our website](#).



Network reliability for connected learning

The digital divide starts with a connectivity gap. Many of us are more connected today than ever before. Yet others, including many of your students, lack access to reliable or affordable connectivity.



Needs like these are why we built the nation’s largest 5G network, to meet your students where they are and help you transform your education experience. We are confident that our solutions will help you enhance digital learning and ensure **equitable technology access for all students**. Our team is dedicated to working closely with you to tailor our services to your requirements, provide ongoing support, and deliver your connectivity with America’s leading 5G network.

Spectrum is the fuel that drives 5G capabilities

The T-Mobile network is ready to support your innovative learning programs, by utilizing multiple spectrum bands to achieve both the breadth and depth of service you need today and in the future.

- **High-band mmWave (>24 GHz)** – High capacity, ultrafast but limited range. **Used for dense environments and private networking.**
- **Mid-band (1-6 GHz)** – Enhanced 5G speeds for metro areas. Critical **for high bandwidth applications, both fixed and mobile.**
- **Low-band (<1 GHz)** – Coverage for wide-open spaces and rural areas. **Essential for high mobility field applications and IoT sensing.**



A great 5G network requires all spectrum bands



Dependable support from your dedicated team

We offer a few ways to get you the help you need, including options that can support you **24 hours** a day, **7 days** a week, at no additional cost.

As our partner, you get the following dedicated account team before, during, and after implementation.



George Jackson
Account Executive
404-457-2113
GeorgeJackson@T-Mobile.com

Dr. Erica B. Wattley
Sr. K-12 Account Executive
678-559-2930
Erica.Wattley1@T-Mobile.com

Dr. Iris Garner
Senior Manager
910-603-7079
Iris.Garner1@T-Mobile.com

Your account team works to ensure you always get the most out of our relationship.



If you have urgent questions or issues after hours, you get access to T-Mobile’s award-winning team of customer support and technical experts who can help at all hours of the day.

You can reach them 24/7 at 1-800-375-1126.

Hassle-free wireless setup

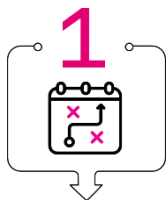
Implementing new systems and technology across your schools can be complex, straining resources that can instead be used to help your students thrive.

We make it easier by offering no-cost implementation services to ensure your new solutions are set up to operate **safely and securely**, freeing you to concentrate on what you do best.

Integrating your wireless solution begins when we assign an Implementation Manager (IM) to your project. This dedicated IM will work with you to develop a plan and monitor progress to ensure everything is connected and functioning properly. Our implementation process includes five easy steps.

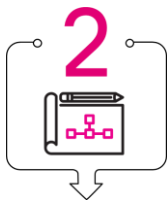


Our implementation team connects students to their new devices, ensuring a seamless switch.



Step 1: Internal strategy

During this process, your assigned IM learns about your account to gain an understanding of your needs and begins building a high-level deployment plan.



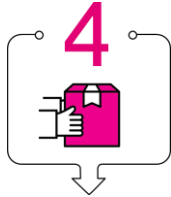
Step 2: Planning and discovery

Your IM begins working directly with your team to develop a detailed timeline and agreed-upon deliverables.



Step 3: Order execution

We process your order and ensure the devices are correctly staged and kitted.



Step 4: Deployment

We execute the plan and get service and devices into your end users' hands, on time and on schedule. If necessary, we also port lines and provide any needed training.



Step 5: Project completion and hand-off

Your IM conducts a warm hand-off to your Senior Support Expert team. Finally, we send you a survey so you can tell us how we did.

PRICING



One Time Equipment, Software & Misc. Cost: Note: In-Kind Contribution only apply per device with the purchase of an associated service plans for 4yr term. Sourcewell Contract # - 031924-SPT Terms & Conditions Apply					
Qty.	Model	Cost	In Kind Contribution	Net Cost	Subtotal
1500	5G Hotspot	\$198.00	\$198.00	\$0.00	\$0.00
1500	Implementation Project Management	\$5.00	\$5.00	\$0.00	\$0.00
1500	Staging and Kitting	\$9.35	\$9.35	\$0.00	\$0.00
1500	Shipping	\$2.50	\$2.50	\$0.00	\$0.00
				Total One Time Cost	\$0.00
			In-Kind Subtotal/unit	\$214.85	Total In Kind Equipment Contribution
					\$322,275.00

			In-Kind Subtotal/unit	\$214.85	Total In Kind Equipment Contribution	\$322,275.00
Rate Plan Charges & Regulatory Charges - Sourcewell Contract # - 031924-SPT Terms & Conditions Apply						
Qty.	Rate Plan	MRC	In Kind Contribution	Net Price	# of Months	Subtotal
1500	Unlimited 5G Data	\$35.00	\$23.03	\$11.97	12	\$215,460.00
1500	Regulatory Programs & Telco Recovery Fee	\$1.40	N/A	\$1.40	12	\$25,200.00
Subtotal for Rate Plans & Regulatory Charges						\$240,660.00
In Kind Service Contribution						\$414,540.00
Total In Kind Contribution						\$736,815.00
Total Net Project Cost						\$240,660.00



This proposal is a budgetary estimate of the plans, equipment, and services that have been communicated to the T-Mobile sales team to provide you with the proposed cost of your mobile communication requirements. This T-Mobile Quote is subject to the terms and conditions of your service agreement with T-Mobile ("Service Agreement"). Additionally, Customer's use of T-Mobile Products or Services may be subject to additional terms and conditions which may include, but are not limited to, the following: (i) T-Mobile's pricing disclaimers included in the applicable Service Agreement price list and/or catalog, (ii) T-Mobile's Wireless Services Product Annex, TFG Terms and Conditions, and other applicable third-party solution product addendums ("Product Addendums"), as posted at <https://www.t-mobile.com/business/terms-and-conditions>. Additionally, since T-Mobile is not a manufacturer of products, and certain products and services being offered are developed and owned by third parties, T-Mobile is required to pass through the third party terms and conditions from our vendors via URL or click-through third party terms at point of sale or upon login to the third party application.

T-Mobile's charges are estimates and do not include the applicable taxes, fees, and/or surcharges. Any line-item for taxes and/or surcharges in the quote above is an estimate only. Federal, state, and local tax law are subject to change at all times. The applicability of current taxes, fees, and surcharges as well as additional taxes, fees, and surcharges may change without advance notice. T-Mobile will honor any applicable tax exemption(s) submitted by Customer.

The pricing contained in this T-Mobile Quote and subsequent contract award shall be considered T-Mobile confidential & proprietary information. Customer will provide T-Mobile with prompt notice of any FOIA/sunshine/open records (or equivalent) requests or intended disclosures, and an appropriate opportunity to seek protection of T-Mobile confidential information under applicable law.

This quote is intended to provide approximate information about T-Mobile Products & Services and does not constitute an offer/binding contract. Only a fully executed agreement or issuance of a mutually agreed upon purchase order (or equivalent) pursuant to an existing Service Agreement between T-Mobile and the Customer, which contains the terms and conditions of the transaction, will bind both parties. Addition of customer-imposed terms and conditions may impact pricing. Additional taxes, fees and other charges may apply. The estimate provided in this Quote is subject to change at any time and other conditions may apply. Certain pricing and promotions offered may have applicable expiration dates, limited availability and service term requirements.

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TERMS AND CONDITIONS

T-Mobile wireless services and equipment/installation charges will be billed to the Customer (or via SPI billing method, if requested) by T-Mobile and will be governed by (i) a separate T-Mobile wireless services master agreement (the "T-Mobile Master Agreement"), (ii) a T-Mobile E-Rate Agreement (to be provided to and executed by Customer and T-Mobile), and (iii) the terms and conditions of T-Mobile's E-Rate Addendum, which can be found at: <https://www.t-mobile.com/business/terms-and-conditions>. **T-Mobile respectfully takes a blanket exception to all terms and conditions of Customer's solicitation document, including (if applicable) a Customer's form contract or agreement, and hereby offers the terms and conditions described in the T-Mobile Master Agreement identified in T-Mobile's bid response.**

The terms and conditions in any Customer-generated order template will have no force or effect other than to denote quantity, the products or services purchased or leased, delivery destinations, requested delivery dates and any similar information mutually agreed to by the parties. Since T-Mobile is not a manufacturer of products, and certain products and services being offered are developed and owned by third parties, T-Mobile is required to pass through the third-party terms and conditions from our vendors via URL or click-through third party terms at point of sale or upon login to the third-party application. Additionally, T-Mobile is not the manufacturer of any equipment provided to Customer and is not in a position to offer its own independent warranties on such equipment. T-Mobile will offer Customer the benefit of all representations, warranties and indemnities from the manufacturer to the extent allowed by contract. If applicable to Customer's order, T-Mobile or its agents will install equipment according to the manufacturer's specifications. This bid and T-Mobile's provision of the services is contingent upon (i) T-Mobile performing a network assessment to identify T-Mobile's network coverage availability with respect to any potential services and (ii) Customer and T-Mobile executing the E-Rate Agreement.

Customer acknowledges that: (i) USAC will only commit E-Rate funding one E-Rate funding year at a time, and funding for future years of an E-Rate Agreement (if any) are not guaranteed; (ii) during the term of an E-Rate Agreement, Customer, and the products and services sought, must be eligible for E-Rate support for each individual year of the E-Rate Agreement term; and (iii) unless otherwise specified by E-Rate Program rules, eligibility reimbursement for equipment will only be supported by USAC once every five (5) years, and therefore Customer will not be able to seek E-Rate support for replacement equipment until five (5) years from date Customer received or had the original equipment installed (whichever is later).

Note that wireless devices offered may not be available at the time of proposed installation/activation. Our manufacturers are continually working on upgraded models of current phones as technology and customer needs evolve. Generally, manufacturers discontinue manufacturing a particular model when an upgraded model is available, and T-Mobile will offer the upgraded model (or a like or similar device) at T-Mobile's discretion. Discontinued End-of-Life ("EOL") models will continue to function as before. T-Mobile may maintain a limited inventory of EOL devices but will no longer offer that device when production ceases and inventory is exhausted. We also phase out active marketing of a device model well before inventory depletion to avoid the potential of unfilled orders.

Unless otherwise noted by T-Mobile, T-Mobile pricing does not include applicable taxes, fees, and/or surcharges. Any line-item for taxes and/or surcharges is an estimate only. Federal, state, and local tax law are subject to change at all times. The applicability of current taxes, fees, and surcharges as well as additional taxes, fees, and surcharges may change without advance notice. T-Mobile will honor any applicable tax exemption(s) submitted by Customer.

Government Mobile Wireless Unlimited High-Speed Internet (School Bus Router Plan). Not available in all areas; Limited time offer; subject to change. Intended for support of Wi-Fi, or other similar access point technologies, on school buses. During congestion, customers on this plan may notice speeds lower than other customers due to data prioritization. Plus, taxes & fees: Monthly Regulatory Programs (RPF) & Telco Recovery Fee (TRF) totaling \$1.40 per data only line (\$0.12 for RPF & \$1.28 for TRF) apply. RPF and TRF subject to change upon notice; taxes/fees approx. 3-12% of bill. Credit approval required. Video streaming resolution depends on available speeds. For best performance, leave video streaming applications at their default resolution setting. Not compatible with some live TV streaming services. Coverage not available in some areas. Network Management: Service may be slowed, suspended, terminated, or restricted for misuse, abnormal use, interference with our network or ability to provide quality service to other users. See contract for additional information.

Government E-Rate Library Hotspot Line(s) Usage. Consistent with FCC rules governing the E-Rate Hotspot Check-Out Program, T-Mobile, at least once every 31 days, shall determine whether any lines of service activated under the Government E-rate Library Hotspot Plan have zero data usage in the prior sixty (60) days, and will provide, within five business days, the Customer with 30 days' notice that failure for the hotspot service to be used within this 30-day notice period will result in service termination to such lines.

E-Rate Program. Customer must comply with all E-Rate rules as established by the Federal Communications Commission ("FCC"). Customer agrees that only one source of third-party funding (including any government funding) will be obtained and used to pay for each charge incurred under the agreement with T-Mobile (e.g., E-Rate, Emergency Connectivity Fund, or local, state, or federal grant, or other). Before activating T-Mobile service, T-Mobile may require Customer to provide documentation demonstrating financial sufficiency to ensure Customer's ability to pay all fees and charges incurred. E-Rate funding requests are subject to approval by the Universal Service Administrative Company ("USAC" or the "Administrator") and may be delayed, denied, or curtailed at USAC's discretion. Customer is responsible for all charges related to any ineligible services or services obtained not contained in the description of the service commitment request or decision. Until USAC has issued a funding commitment, Customer agrees to pay the balance in full as billed by T-Mobile. Customer must elect Service Provider Invoicing to be billed only the non-discounted portion. Account credits applied may be estimates subject to true-up in a later billing period. Customer is responsible for all charges incurred until and unless E-Rate funding is approved and disbursed, at which time Customer will remain responsible for all ineligible services, feature charges, and any other amounts unfunded by E-Rate, including equipment. For more information about E-Rate, please refer to USAC's website at: <https://www.usac.org/e-rate/applicant-process/>.

To the extent T-Mobile has clarified or taken exception to a solicitation term or proposed additional terms not addressed in the solicitation, such comments have been included only after careful consideration of the solicitation requirements, T-Mobile's corporate policies, and applicable law. T-Mobile has made a good faith effort to respond to all solicitation terms and requirements to the best of its ability and knowledge. If Customer requires T-Mobile signature on the bid, by signing the bid T-Mobile has read, understands and will comply with the terms, conditions, specifications, and requirements in the Solicitation, subject to the specific responses to Solicitation provisions as set forth in T-Mobile's bid or proposal. In the event that the contract is awarded to T-Mobile, T-Mobile expects the parties to enter into a definitive contract for the services contemplated by the Solicitation that will combine elements of the Solicitation, T-Mobile's Solicitation responses, the terms and conditions described in the T-Mobile Master Agreement, and any necessary additional terms and conditions negotiated by the parties. T-Mobile is prepared to negotiate in good faith with Customer regarding its Solicitation responses and a definitive contract.

Additional Legal Comments

Technology Evolution.

A. In the normal course of technology evolution and enhancement, T-Mobile continually updates and upgrades its networks, Products and Services. In some instances, these efforts will result in the need to ultimately replace or discontinue certain offerings or technologies. In such event, T-Mobile will undertake such efforts in a customer-focused and commercially reasonable manner. Accordingly and notwithstanding anything in the Agreement to the contrary, T-Mobile reserves the right, in its sole discretion, after providing the notice set forth in subsection B below, to: (1) migrate Customer to a replacement technology; or (2) discontinue any Product, Service, Business Plan, network standard or technology, without either party being in breach of the Agreement or incurring early termination liability relating to the discontinuance of the affected Product, Service, Business Plan, or network.

B. If T-Mobile takes any action set forth in subsection A above, T-Mobile will provide advance notice reasonably designed to inform each affected Customer of such pending action. The form of T-Mobile's notice may include without limitation, providing written notice to any address listed in the Agreement for Customer or any address T-Mobile uses for billing or as set forth in an Order. Customer agrees that such notice is reasonable and sufficient notice of T-Mobile's pending action.