



**Hewlett Packard  
Enterprise**

# E-rate Quick Facts

Get your E-rate questions answered here

## **What is E-rate?**

The Universal Service Schools and Libraries Program, commonly known as the E-rate Program, provides discounts on telecom, Internet access, and internal connections to eligible schools and libraries.

## **How is E-rate funded?**

E-rate is funded through the Universal Service Fund (USF).

## **Who leads/administrates the E-rate program?**

The Federal Communications Commission (FCC) writes the rules and standards for the program. The administrator of the E-rate program is the Universal Service Administrative Company (USAC).

## **What kind of discount can my school get?**

E-rate discounts range from 20% to 90% of eligible project costs. Discounts are district wide, and an applicant's discount rate is determined by the percentage of students that qualify for a free or reduced-price lunch.

## **How do I choose a service provider?**

E-rate applicants must conduct a fair and open competitive bidding process. Applicants must select the most cost-effective service provider. The price of the eligible products and services must be the most heavily weighted bid evaluation factor.

## **What else can you tell me about the E-rate Modernization Order?**

The FCC released two modernization orders in 2014 to update the E-rate program. The overall E-rate budget was increased to \$3.9 billion. Previously eligible services were removed from Category One (e.g., voice services are being phased out) and from Category Two (refocused on services that support Wi-Fi). New connectivity targets were set: 100 Mbps Internet access per 1,000 students and staff in the short term, and 1 Gbps per 1,000 users in the long term. A dedicated state match for special construction charges, matching new state funding for special construction up to 10% per project, was established. A 5-year Category Two maximum budget was set for individual schools and libraries.

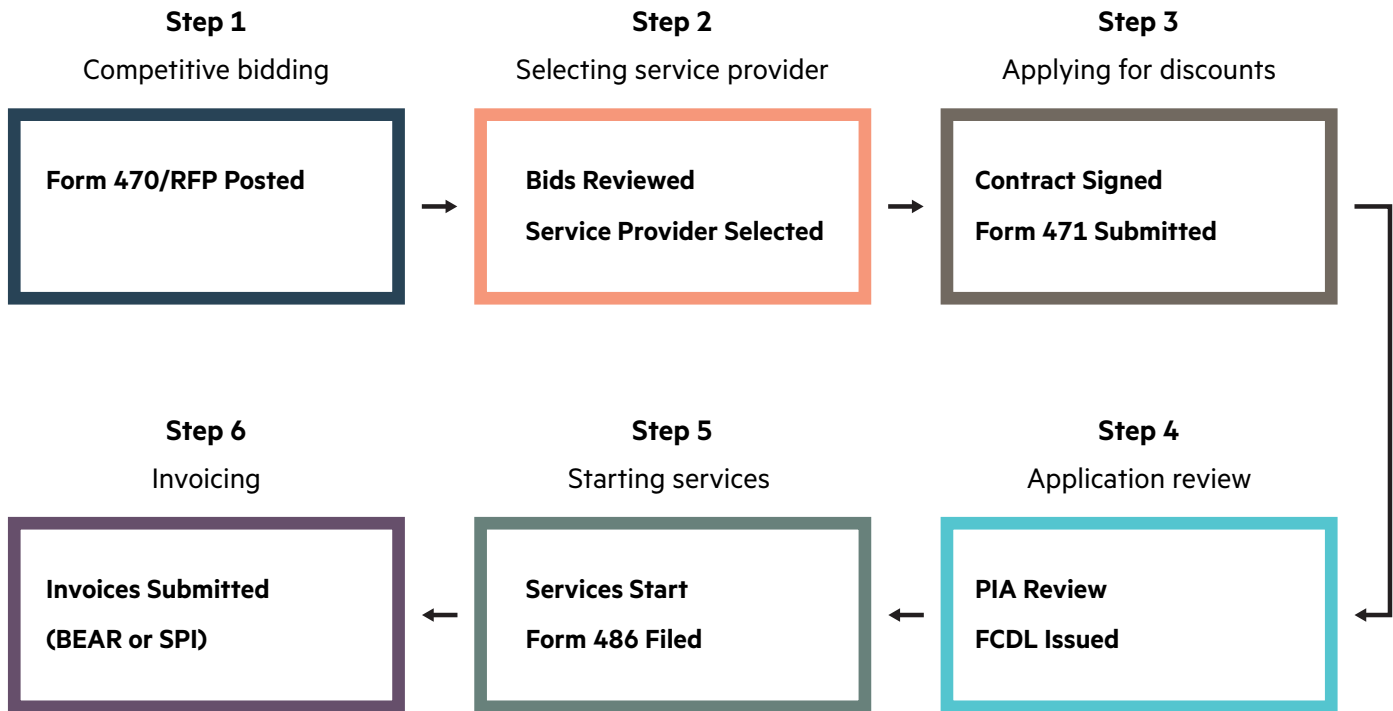
## **Why should I apply for E-rate funding this year?**

There has never been a better time to apply for E-rate funding. Due to the changes made in the E-rate Modernization Order, all applicants that have submitted eligible and timely applications in FY2015 and FY2016 will receive funding. Because of the increased funding cap, and available roll-over funds, it is anticipated that there will be enough funding to support the demand in FY2017 as well.

## **How do I apply for E-rate funding?**

To apply for E-rate funding, simply follow the 6-step process outlined here. Click on the boxes below to learn more about the various steps in the process.

## Fact sheet



### How can I get more information about E-rate?

To learn more about the E-Rate application and approval process, USAC offers a variety of training resources to assist schools and libraries. Visit [usac.org/sl/applicants](https://usac.org/sl/applicants) for more information.

### Why should I choose Aruba solutions for my school?

E-rate applicants choose Aruba, a Hewlett Packard Enterprise company, because we offer a truly secure and complete end-to-end solution that supports tomorrow's learning. Aruba provides a range of solutions from the data center to the edge. We deliver the broadest portfolio of 802.11ac WLAN products, core and edge multi-gig SDN-capable switches, and an industry-leading limited lifetime warranty.

Aruba also has best-in-class policy services and network access control with ClearPass, which provides a full suite of customizable captive portal options for self-service BYOD, registered guest access, and simple sharing of resources.

Because E-rate applicants need visibility to see, manage, and control what is running on their wired and wireless networks, Aruba technology lets you implement application-aware QoS, gain full RF visibility, and provide teachers with the ability to manage the devices in their classrooms.

Aruba solutions are also flexible. It doesn't matter if your network requires a large, multi-site controller-based WLAN architecture, or a single-site controllerless instant solution. Aruba offers AirWave, an on-premise multi-vendor network management system for controller-based and controllerless solutions, as well as Central, a cloud-based management platform for our instant solutions. With the Aruba solution, you're free to continue using the equipment you own, even if you opt out of additional maintenance and support.

### How do I determine if Aruba products are E-rate eligible?

It's important to note that not all Aruba solutions are E-rate eligible. The following table highlights products that are eligible under the current E-rate program.

## Fact sheet

Product/SKUs	Eligibility	Notes
Access Points (AP-xx, IAP-xx, RAP-xx)	Yes	Access Points are eligible under Wireless Data Distribution components
Mobility Controllers (including K12 bundles)	Yes	Controllers are eligible under Wireless Data Distribution components
Controller Software	Yes	LIC-K12 – Eligible under Wireless Data Distribution components LIC-AP – Eligible under Wireless Data Distribution components LIC-PEF – Eligible under Data Protection components
Central (SUBx-CNP-IAP)	Yes	Cloud-based Controllers are eligible under Wireless Data Distribution components
Switches	Yes	Switches are eligible under Data Distribution components
Racks	Yes	Racks are eligible under Racks
UPS	Yes	UPSs are eligible under Uninterruptible Power Supply (UPS)/ Battery Backup
Network Protector SDN	Yes	Eligibility is conditional based on deployment
VMware NSX	Yes	Eligibility is conditional based on deployment
Support	Use ER SKUs or Cost Allocate	<b>Use ER SKUs</b> – Use separate ER# suffixed SKUs created for E-rate. ER is the software support that is E-rate eligible. <b>Cost Allocate</b> – Prepaid hardware support/replacement is not E-rate eligible, but software support is eligible. If you propose/bid our standard support, USAC may ask the applicant to cost allocate the hardware support. Hardware support has been determined to be 12.5% of the total support cost.
Accessories	Yes	Accessories for eligible items are eligible

Eligibility stated in this list is based on product functionality, as indicated in the [Funding Year 2017 Eligible Services List](#). This list is offered as informal guidance. Additional guidance from USAC about the E-rate eligible services, including a glossary of terms, is available at USAC's website at [usac.org/sj/](http://usac.org/sj/). Final determination of eligibility is provided by USAC during the application process.

## Does Aruba offer any promotions?

Yes, we do. Currently we have two promotions that are exclusive to K-12 schools and libraries:

- A significant discount on 5-year Aruba Central licenses
- Wi-Fi for as low as \$3/student

See promotion detail for additional terms and conditions: [arubanetworks.com/resources/#wpcf-type=12&wpcf-verticals=2](http://arubanetworks.com/resources/#wpcf-type=12&wpcf-verticals=2)

## What if I have additional questions about Aruba's E-rate offering?

Simply email [erate@hpe.com](mailto:erate@hpe.com) to get more information about Aruba's products and services, or to be connected with an Aruba value added reseller.