PEPPM Mini-Bid Bid Request Template

Hickman County School District HICKMAN COUNTY **E-Rate Funding Year 2026**

[Attachment A] TEBC Mini-Bid Service/Equipment List

BIDDER INFORMATION: (to be completed by vendor)	**Company Name:**	Tennessee Independent Telecommunications Group, LLC dba IRIS Networks
	ompany SPIN (498 ID):	143051188
	Contact Name:	Karen Goodwin
	Contact E-mail:	erate@irisnetworksusa.com
	Contact Phone:	865-300-6942

To Be Completed by Applicant					To Be Completed by Vendor				
School/Building Name (Tip > incl. all service locations)	**TEBC Product Category**	**Bundled or Standalone?**	**Speed/Capacity** (Tip > incl. all speed increments for which you want pricing)	**Quantity**	**MRC**	**NRC (installation, make-ready costs, etc.)**	**Ineligible Services (description)**	**Ineligible Costs**	**Annual Cost (incl. 12-months MRC+NRC+in eligible costs)**
Centerville Elementary School	C1 Broadband	Bundled	10 Gbps	1	$1,315.00	$0	N/A	N/A	*$15,780.00*
Centerville Intermediate School	C1 Broadband	Bundled	10 Gbps	1	$1,315.00	$0	N/A	N/A	*$15,780.00*
Hickman County Middle School	C1 Broadband	Bundled	10 Gbps	1	$1,315.00	$0	N/A	N/A	*$15,780.00*
Hickman County High School	C1 Broadband	Bundled	10 Gbps	1	$1,315.00	$0	N/A	N/A	*$15,780.00*
East Hickman Elementary School	C1 Broadband	Bundled	10 Gbps	1	$1,315.00	$0	N/A	N/A	*$15,780.00*
East Hickman Intermediate School	C1 Broadband	Bundled	10 Gbps	1	$1,315.00	$0	N/A	N/A	*$15,780.00*
East Hickman Middle School	C1 Broadband	Bundled	10 Gbps	1	$1,315.00	$0	N/A	N/A	*$15,780.00*
East Hickman High School	C1 Broadband	Bundled	10 Gbps	1	$1,315.00	$0	N/A	N/A	*$15,780.00*
Hickman County District Office	C1 Broadband	Bundled/Internet with Managed Firewall	10 Gbps	1	$3,875.00	$0	N/A	N/A	*$46,500.00*

$172,740.00

Please see the "site list" tab for building addresses.

Tip > [E-Rate Funding Year for Category 1: July 1-June 30]. TEBC Contracts cover FY2026-FY2030
Term of Service: July 1, 2026 - June 30, 2031

**Vendors are only permitted to submit mini-bids for product categories that are included in their original catalogs in response to RFQ #33101-26006FAS5*
**By submitting a quote in response to the Customer's request, and if selected, the Service Provider agrees to abide the Terms and Conditions of the referenced SMC and proceed with the project accordingly, subject to coordination with the Customer.*
**Order may be cancelled if E-Rate and/or local budget approval is not secured.*

Hickman County is looking for 10 Gbps Internet Access for all sites in the school district.

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Hickman County School District HICKMAN COUNTY **E-Rate Funding Year 2026**

[Attachment A] TEBC Mini-Bid Service/Equipment List

BIDDER INFORMATION: (to be completed by vendor)		
	Company Name:	United Data Technologies
	ompany SPIN (498 ID):	143054389
	Contact Name:	Chad Arnold
	Contact E-mail:	carnold@udtonline.com
	Contact Phone:	615-305-0243

To Be Completed by Applicant					To Be Completed by Vendor				
School/Building Name (Tip > incl. all service locations)	**TEBC Product Category**	**Bundled or Standalone?**	**Speed/Capacity** (Tip > incl. all speed increments for which you want pricing)	**Quantity**	**MRC**	**NRC (installation, make-ready costs, etc.)**	**Ineligible Services (description)**	**Ineligible Costs**	**Annual Cost (incl. 12-months MRC+NRC+ineligible costs)**
					Internet Access without Basic Firewall - End Site to UDT POP/Internet				
Centerville Elementary School	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00
Centerville Intermediate School	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00
Hickman County Middle School	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00
Hickman County High School	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00
East Hickman Elementary School	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00
East Hickman Intermediate School	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00
East Hickman Middle School	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00
East Hickman High School	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00
Hickman County District Office	C1 Broadband	Bundled	10 Gbps	1	$ 2,500.00	$ -	None	$ -	$ 30,000.00

$270,000

With Firewall $378,000

Please see the "site list" tab for building addresses.

Tip > [E-Rate Funding Year for Category 1: July 1-June 30]. TEBC Contracts cover FY2026-FY2030

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Hickman County is looking for 10 Gbps Internet Access for all sites in the school district.

UDT Notes -

Service provided in pricing template above is Internet Access without Hosted Basic Firewall for all sites in the district direct to UDT POP and Internet Access
All network traffic is routed first to the UDT POP and then to final destination including traffic destined for another district school or office

Internet Access service with Hosted Basic Firewall direct to POP/Internet is available as follows:

10 Gbps Internet Access direct to POP/Internet with Hosted Basic Firewall $ 3,500.00 MRC per site

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Alternate Network Options -

UDT has available a lit fiber solution utilizing underlying local dark fiber that connects each school site directly to the district office
This service is priced with the following options

Internet Access from District Office		10 Gbps	$ 4,000.00	MRC
Internet Access from District Office with Hosted Basic Firewall		10 Gbps	$ 5,500.00	MRC
Dual Internet Access from District Office (2 circuits)		10 Gbps	$ 4,725.00	MRC per circuit
Dual Internet Access from District Office (2 circuits) with Hosted Basic Firewall		10 Gbps	$ 6,225.00	MRC per circuit
Data Transport - WAN - End Site Service to District Office		10 Gbps	$ 1,550.00	MRC per site
Dual WAN End Site to District Office (2 circuits)		10 Gbps	$ 1,812.50	MRC per site per circuit

Example Configuration including Internet Access with Hosted Basic Firewall

Internet Access with Hosted Basic Firewall	District Office	10 Gbps	$ 5,500.00	MRC
Data transport - WAN to District Office	8 End Sites	10 Gbps	$ 12,400.00	MRC
Total			$ 17,900.00	MRC

Example Configuration including Dual Internet Access with Hosted Basic Firewall

Dual Internet Access with Hosted Basic Firewall	District Office	2 x 10 Gbps	$ 12,450.00	MRC
Data transport - WAN to District Office	8 End Sites	10 Gbps	$ 12,400.00	MRC
Total			$ 24,850.00	MRC

Example Configuration including Dual Internet Access with Hosted Basic Firewall and Dual WAN

Dual Internet Access with Hosted Basic Firewall	District Office	2 x 10 Gbps	$ 12,450.00	MRC
Data Transport - WAN Aggregation service to District Office	2 WAN Aggregation circuits	10 Gbps	$ 3,100.00	MRC
Dual Data transport - WAN to District Office	8 End Sites	2 x 10 Gbps	$ 29,000.00	MRC
Total			$ 41,450.00	MRC

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Hickman County School District HICKMAN COUNTY **E-Rate Funding Year 2026**

[Attachment A] TEBC Mini-Bid Service/Equipment List

BIDDER INFORMATION: (to be completed by vendor)	**Company Name:**	Zayo Education, LLC
	ompany SPIN (498 ID):	143030857
	Contact Name:	Ali Johnson
	Contact E-mail:	ali.johnson@zayo.com
	Contact Phone:	(781) 556-1365

To Be Completed by Applicant					To Be Completed by Vendor				
School/Building Name (Tip > incl. all service locations)	TEBC Product Category	Bundled or Standalone?	Speed/Capacity (Tip > incl. all speed increments for which you want pricing)	Quantity	MRC (per circuit)	NRC (installation, make-ready costs, etc.)	Ineligible Services (description)	Ineligible Costs	Annual Cost (incl. 12-months MRC+NRC+ineligible costs)
Hickman County District Office (IA+FW)	C1 Broadband	Bundled	7 Gbps / 10 Gbps	1	$4,600 / $5,125	$ -	N/A	$ -	$55,200 / $61,500
Hickman County District Office (IA+FW)	C1 Broadband	Bundled	7 Gbps / 10 Gbps	1	$4,600 / $5,125	$ -	N/A	$ -	$55,200 / $61,500
Centerville Elementary School	C1 Broadband	Bundled	10 Gbps	1	$550	$ -	N/A	$ -	$6,600
Centerville Intermediate School	C1 Broadband	Bundled	10 Gbps	1	$550	$ -	N/A	$ -	$6,600
Hickman County Middle School	C1 Broadband	Bundled	10 Gbps	1	$550	$ -	N/A	$ -	$6,600
Hickman County High School	C1 Broadband	Bundled	10 Gbps	1	$550	$ -	N/A	$ -	$6,600
East Hickman Elementary School	C1 Broadband	Bundled	10 Gbps	1	$1,350	$ -	N/A	$ -	$16,200
East Hickman Intermediate School	C1 Broadband	Bundled	10 Gbps	1	$550	$ -	N/A	$ -	$6,600
East Hickman Middle School	C1 Broadband	Bundled	10 Gbps	1	$550	$ -	N/A	$ -	$6,600
East Hickman High School	C1 Broadband	Bundled	10 Gbps	1	$1,350	$ -	N/A	$ -	$16,200
Hickman County District Office	C1 Broadband	Bundled	10 Gbps	1	$1,250	$ -	N/A	$ -	$15,000

$210,000

with Firewall **$229,155**

with Firewall & Content Filter **$229,200**

Please see the "site list" tab for building addresses.

Tip > [E-Rate Funding Year for Category 1: July 1-June 30]. TEBC Contracts cover FY2026-FY2030

Term of Service: July 1, 2026 - June 30, 2031

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**By submitting a quote in response to the Customer's request, and if selected, the Service Provider agrees to abide the Terms and Conditions of the referenced SMC and proceed with the project accordingly, subject to coordination with the Customer.*

**Order may be cancelled if E-Rate and/or local budget approval is not secured.*

Hickman County is looking for 10 Gbps Internet Access for all sites in the school district.

Pricing Footnotes

- In accordance with Zayo Education's TEBC Catalog Pricing, additional Internet Access and Wide Area Network (WAN) service options are available in the increments outlined in the pricing catalog as well as more granular increments based on the per 1Mbps or per 1Gbps rates. Discounts will be applied commensurate with the pricing listed above based on funding and availability.
- Upgrade pricing is subject to future availability and
- As part of this procurement, Zayo Education will extend service coverage to any newly established or existing sites requiring Internet, WAN or resilient connectivity during the contract period, subject to mutually agreed terms and pricing.
- Demarcation point relocation services are available upon request. Pricing for such moves will be determined on a case-by-case basis and is not included in the standard scope of this proposal.
- As part of this procurement, Zayo Education understands that network realignment or handoff relocation services may be required over the term of the contracts. Should the customer

Managed Basic Firewall

Tier	Monthly Recurring Cost
0-100 Mbps	$100
101-500 Mbps	$350
501-1000 Mbps	$500
1001-5000 Mbps	$1,250
5001-10000 Mbps	$2,500
10001-15000 Mbps	$3,500
15001-20000 Mbps	$4,000
20001-25000 Mbps	TBD

Managed Basic Firewall Pricing Footnotes

- Zayo Education requires the customer to have Zayo Managed Internet Access as part of this product solution and to meet certain specifications.
- Managed Basic Firewall pricing is based on the Internet speed from the aggregation point.
- Managed Basic Firewall pricing is based on a minimum one year term.
- Managed Basic Firewall is eligible for E-Rate funding.
- Additional required taxes, if applicable, will be charged according to the province or territory to which the service is delivered.

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[redacted] these services, they will be evaluated and priced on an individual case basis and may require non-recurring charges. Zayo Education agrees to provide these services under this agreement in accordance with the terms and conditions outlined in this contract.

Optional Services

Managed Services

Managed Connectivity
- Managed Internet Access
- Managed WAN

Managed Cybersecurity
- Unified Threat Management
- Managed Firewall
- Managed DDoS Protection

Managed Communications
- VoIP, Unified Communications (UCaaS)
- SIP Trunking, Audio Conferencing, Fax over IP, & Toll-Free Service

Managed Edge
- Managed WiFi / LAN
- Secure Service Edge (SSE)
- SD-WAN

Network Connectivity

Ethernet
Dedicated Internet Access
IP Transit
CloudLink
IP VPN and E-LAN
DDoS Protection

Fiber & Transport

Dark Fiber
Wavelengths
Private Networks
Mobile Infrastructure

Please speak with your Account Manager for additional details and quotes.

Additional IPv4 Address Space*

IP Block Size	Available Customer IPs	1st Additional Block	2nd Additional Block	3rd Additional Block	4th Additional Block
[redacted]					

Secure Service Edge (SSE) Feature

Product	Price per User per Year – Less than 1000 users	Price per User per Year – More than 1000 users
[redacted]		

DDoS Protection Standard Pricing

Bandwidth Range	12-month Term	24-month Term	36-month Term	60-month Term
[redacted]				

Unified Threat Management Features

Tier	Monthly Recurring Cost
[redacted]	

Multi-Factor Authentication Optional Add-On

User License Quantity	MSRP
[redacted]	

CloudLink Pricing

Bandwidth Range (Mbps)	Monthly (12 Month Term)
[redacted]	

Optional Content Filtering

Service	Monthly Fee Per Site
[redacted]	

Content Filtering Pricing Footnotes

- [redacted]

IPv4 Address Pricing Footnotes

- No charge for /29 subnet to route externally.
- Customer unable to justify additional IP space will be referred to Zayo Education representative, such as by the application form or other means.
- Application form is required for all temporary and/or additional IPv4 address space.
- Up to /28 subnet may be assigned by Zayo Education. The next available block of requested IPs consecutive to the /28 assigned will be reserved for customer. Up to /26 and /25 may require the first Additional Block fee for each Access Circuit. Up to /24 Block would entail the "1st Additional Block" fee and "2nd Additional Block" fee.
- Pricing is subject to change based on IPv4 address availability or other market conditions.
- May not be eligible for BGP routing.
- Additional equipment costs, if applicable, will be charged at time of order processing or delivery to which the service is delivered.

DDoS Protection Pricing Footnotes

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[illegible] Pricing Footnotes

- Zayo reduction requires the customer to have Zayo Education's managed [illegible] Access circuit and connect to a Zayo Education POP with that circuit provider.
- If customer has a second circuit from an Internet Access provider other than Zayo Education, the Zayo Education circuit should provide enough capacity for traffic in the case of an attack to ensure the scrubbing service can be successful.
- If an attack presents serious risk to the customer network or Zayo Education backbone, we may elect to blackhole route the affected traffic, this may impact connectivity to some portions of the customer network. This process will be enabled as a last resort.
- Sharing price is based on average aggregate bandwidth [illegible] station.
- Service can be ordered on availability by zone and is not E-Rate eligible.
- Availability may vary by geography.
- Additional discounts may be available based on specific [illegible] purchases.
- Additional required taxes, if applicable, will be charged according to the province or territory to which the service is delivered.

Secure Service Edge (SSE) Pricing Footnotes

- Customer must purchase Zayo Education's managed Access circuit to be eligible to purchase the SSE solution.
- Zayo's SSE offering is available through:
  - Netskope – SASE with ZTNA (the "Zayo Network Access") and Add-on ZTNA only (Secure Web Gateway, Secure Web Gateway and CASB (Cloud Access Security Broker), and the various ZTNA packages are available).
- Customers cannot mix and match packages under any circumstances.
- Add-ons are available to enhance any base package.
- Professional services may be provided as an option at the discretion of Zayo during the bid and/or throughout the term of the customer contract at a rate of $225/hr. with a minimum of [illegible] per project.
- Bandwidth for branch offices for the Netskope solution is available at an additional cost. This applies to branch tunnels only, not mobile users.
- Customers can upgrade their package, add features, and change locations at any time. All upgrades can be ordered and the charges will be prorated for the remainder of the current billing month. Downgrades to a lower package or feature will not be eligible at this time.
- The security solutions are available with contract terms of 12, 36, and 60 months only.
- License is user-based per user and must be purchased in [illegible] quantities.
- Customer may be required to purchase professional services for implementation, some cases. This is based on the equipment, VPN, security, and maintenance of the existing network and the complexity of the customer.
- Price increases may be applied in the event of cost increases incurred by Zayo Education from its partners. Zayo will provide not less than 30 days' notice of any increase.
- Additional required taxes, if applicable, will be charged according to the province or territory to which the service is delivered.
- May not be eligible for E-Rate funding.

CloudLink Pricing Footnotes

- Availability may vary by geography.
- Customer is responsible for all configuration requirements and actions for cloud-based services relating to the CloudLink service.
- Pricing is based on the initial [illegible] order and does not include subsequent changes.
- Additional required taxes, if applicable, will be charged according to the province or territory to which the service is delivered.
- May not be eligible for E-Rate funding.

Unified Threat Management Features Pricing Footnotes

- Zayo Education's managed Access circuit is required to have Zayo's Managed Router Service as part of the solution. Managed Router Service is a [illegible] and is required to [illegible] the UTM feature.
- UTM features are available with [illegible] bandwidth [illegible] Access circuit and Managed Router Service.
- Managed implementation of managed firewall and UTM features [illegible] to [illegible] and [illegible] of other implementation [illegible] Customer is responsible for custom configurations that may require professional services.
- All equipment is Zayo-owned and managed, with a co-management portal provided to customers allowing access and the ability to make changes to the firewall.
- Firewall logging data or [illegible] stored from aggregation point.
- Content filtering is not an available feature of this service.
- UTM Features include ANTI-MALWARE, WEB USER [illegible] APPLICATION CONTROL, INTRUSION PREVENTION, and SSL INSPECTION.
- Two Multi-Factor Authentication (MFA) user licenses are included in the UTM feature. Additional user licenses may be purchased as an optional add-on. Licenses are not transferable between users. See Multi-Factor Authentication Pricing Footnotes for more information.
- Pricing is based on a minimum one-year term.
- Additional required taxes, if applicable, will be charged according to the province or territory to which the service is delivered.
- Pricing is based on Zayo's understanding of the customer's managed firewall and may be subject to change after a UTM is not eligible for E-Rate funding. You may contact USAC for further clarification on the eligibility of services.
- Because UTM features are not available for Software-Defined [illegible] Network Access, and because the service is delivered.

Managed VPN Pricing Footnotes

- Zayo Education requires the customer to have managed access [illegible] as part of the product solution and to meet certain specifications.
- Managed VPN pricing is based per [illegible] and [illegible] as a [illegible] solution.
- Two Multi-Factor Authentication (MFA) user licenses are included in the managed VPN service. Additional user licenses may be purchased as an optional add-on. Licenses are not transferable between users. See Multi-Factor Authentication Pricing Footnotes for more information.
- Pricing is based on a minimum one-year term.
- Additional required taxes, if applicable, will be charged according to the province or territory to which the service is delivered.
- Based on Zayo's understanding of the customer's managed [illegible] and may be subject to change after a VPN is not eligible for E-Rate funding. You may contact USAC for further clarification on the eligibility of services.

Multi-Factor Authentication Pricing Footnotes

- Zayo Education requires the customer to have either Zayo's UTM Feature or managed VPN service to purchase Multi-Factor Authentication (MFA) as an add-on capability.
- Managed VPN does not qualify for E-Rate funding.
- Two Multi-Factor Authentication (MFA) user licenses are included with both the Zayo Education UTM features and the managed VPN service. Additional license blocks may be purchased as an optional add-on. Licenses are not transferable between users.
- The options for multi-factor authentication functionality require the customer to provide all end-user support, active directory integration, Active Directory group arrangement, and client deployments.
- Options for multi-factor authentication services are not eligible for E-Rate funding.

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