

Request for Proposal

Telecommunications, Broadband, and Network Solutions

RFP No. EI00433~2026RFP

Due: September 2, 2026, 1pm ET

Table of Contents

1. Introduction.....	2
1.1 About E&I Cooperative Services.....	2
1.2 Purpose and Intent.....	2
1.3 Member Participation.....	3
2. RFP Process	4
2.1 Definitions.....	4
2.1 Sole Point of Contact	4
2.2 Evaluation Criteria	5
2.3 Tentative Schedule of Events	6
2.4 RFP Rules and Rights Reserved by E&I.....	6
2.5 Protest Procedures.....	7
3. Proposal Response Requirements.....	9
3.1 Submitting a Proposal Response.....	9
3.2 Instructions for Respondents.....	9
4. Scope of Products and Services	11
4.1 Service Categories.....	11
4.2 Pricing.....	12
4.3 No Exclusions	12

1. Introduction

1.1 About E&I Cooperative Services

E&I Cooperative Services (E&I) is the only member-owned, non-profit sourcing cooperative exclusively focused on serving the education community. Established in 1934, E&I is governed by its Board of Directors, a group of procurement professionals elected by the membership to provide oversight and ensure the Members' needs are addressed and met. E&I's membership includes public and private universities and colleges, community colleges, other affiliated members, K-12, and teaching healthcare facilities throughout the United States.

By leveraging the knowledge and purchasing power of its nationwide membership, E&I delivers innovative sourcing solutions that align with its Members' sourcing strategies. E&I's extensive contract portfolio featuring industry-leading Suppliers provides Members significant cost savings and supply chain efficiencies without the need to conduct their own RFPs.

To comply with Members' procurement requirements, E&I is committed to utilizing procurement and business practices in accordance with the National Association of Educational Procurement Code of Ethics. Its primary goals and objectives are to: (1) assist Members to obtain the absolute lowest cost and best value that exceeds other public sector consortia agreements, (2) establish a strategic sourcing partnership with awarded Suppliers, and (3) enhance E&I's position as the premier sourcing cooperative for education.

1.2 Purpose and Intent

The purpose of this Request for Proposals ("RFP") is to solicit proposals from qualified Suppliers to provide Telecommunications, Broadband, and Network Solutions to support the diverse connectivity and networking needs of E&I's Members. These services are intended to support instructional, administrative, research, and operational requirements across K-12, higher education, and other eligible educational institutions.

Through this competitive solicitation, E&I intends to establish one or more Main Agreement(s) with responsive and responsible Supplier(s) to serve as a procurement vehicle for Members to acquire a broad range of telecommunications, broadband, and network solutions under competitively awarded terms. The resulting Agreement(s) are expected to support multiple Service Categories, enabling Members to procure services individually or in combination based on their specific institutional needs, technical environments, and funding models. The Agreement(s) will be established with an initial term of five (5) years, with renewal options of up to five (5) additional years and will incorporate the terms and conditions of this RFP and the awarded Supplier's proposal. Some Members may require Suppliers to comply with additional terms mandated by applicable state or local laws and regulations.

E&I anticipates that the awarded Agreement(s) will provide Members with flexible contracting options, including the ability to engage directly with carriers, manufacturers, and/or authorized resellers or integrators, as applicable. The Agreement(s) are intended to accommodate institutions of varying size, geographic distribution, and technical complexity, and to support both standardized service offerings and more customized solutions where appropriate.

This RFP includes services that may be E-rate eligible for K-12 institutions as well as services that are not E-rate eligible. Suppliers proposing E-rate eligible services must demonstrate familiarity with applicable FCC E-rate program requirements and clearly identify eligible and ineligible services and costs. The resulting Agreement(s) are intended to support E-rate funded, non-E-rate funded, and mixed procurement scenarios, subject to Member needs and applicable program rules.

Unless otherwise specified, E&I intends to make multiple awards, where appropriate, in order to maximize Member choice, encourage competitive pricing, and support a broad range of service delivery models. Members will determine their individual participation in any resulting Agreement(s) as their needs arise, and no minimum purchase volume is guaranteed.

Agreements awarded under this RFP may be used by eligible Members to support applications for federal funding programs, including the FCC E-Rate program, subject to applicable rules, approvals, and Member-specific requirements.

Individual Members may procure services under awarded Agreements on a project-specific, site-specific, or service-specific basis, consistent with their institutional needs, funding source, and applicable procurement requirements.

1.3 Member Participation

E&I currently has over 6,500 Members, comprised of approximately 62% public and 38% private institutions, as well as academic healthcare and research institutions. By satisfying the above Member needs, E&I anticipates significant Member purchases under a resulting Agreement(s), representing a substantial opportunity for growth in these markets.

The Agreement(s) will be posted on E&I's website, password protected and available only to Members. Members will review the Agreement offering, pricing, and terms and conditions, and determine their individual participation as their needs arise. Membership should not be construed as any form of commitment under the Agreement by Members. E&I makes no representation on behalf of its Members that any quantities will be purchased or that services will be utilized.

2. RFP Process

2.1 Definitions

The following are definitions of general terms used in this RFP.

- **Days.** Days are based on calendar days unless otherwise noted.
- **Education.** The combination of higher education and K-12.
- **Go-to-Market.** A Supplier's strategy to deliver its products and/or services under the Agreement to the education community through its internal resources (e.g., sales team, marketing initiatives, etc.)
- **Higher Education.** Public and private universities, colleges, and teaching healthcare facilities (i.e., Associate, Bachelor, Master, and/or PhD) in the United States that provide for advanced learning and/or grant degrees.
- **K-12.** Public and private school systems and districts in the United States that provide education for students in kindergarten through 12th grade.
- **Manufacturer.** An entity that makes the finished products outlined in this RFP, including all of its agents and employees.
- **Main Agreement (Agreement).** The resulting awarded agreement under this RFP.
- **May, Should.** Indicates something that is permissible or recommended, but not mandatory.
- **Members.** Higher education and K12 institutions listed in the E&I membership list.
- **Month End.** The last calendar day of each month.
- **Must, Shall, Will.** Indicates mandatory requirements or conditions.
- **National Agreement.** An E&I awarded agreement that is available to all Members in the United States, including Alaska and Hawaii.
- **Proposal.** Supplier's response addressing the requirements of this RFP.
- **Regional Agreement.** An E&I awarded agreement that is available to Members in specific geographical areas. A Regional Agreement may be expanded to additional regions or nationally upon mutual agreement.

<u>Region</u>	<u>States</u>
Northeast	CT, MA, ME, NH, NY, RI, VT
Mid-Atlantic	DC, DE, MD, NJ, PA, VA, WV
Southeast	AL, FL, GA, KY, MS, NC, SC, TN
Central	AR, IA, KS, LA, MN, MO, ND, NE, OK, SD, TX
Great Lakes	IL, IN, MI, OH, WI
Western	AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY

- **Respondent.** An entity submitting a proposal in response to this RFP.
- **Responsible.** A Supplier deemed qualified and capable of satisfying the Member needs under an agreement.
- **Responsive.** A proposal that meets all of the requirements of this RFP.
- **Supplier:** An entity that distributes the products and/or services outlined in this RFP, including all of its agents and employees. Supplier and Respondent may be used interchangeably.

2.1 Sole Point of Contact

All communication in relation to this RFP between Respondents and E&I's sole point of contact below shall be managed and tracked through the Q&A Board described in Section 3.

Catherine Goglia, Sourcing Manager - Technology

E-Mail: cgoglia@eandi.org

Voice: 631.630.8318

Tonia Lawson, Sourcing Manager - Technology

E-Mail: tlawson@eandi.org

Voice: 850.398.1222

E&I Cooperative Services, Inc.

145 Pinelawn Road, Suite 240S

Melville, NY 11747

Respondents or persons acting on their behalf shall not contact any E&I employee, officer, agent, any member of E&I's Board of Directors, or any E&I Member concerning any aspect of this RFP. Discussions with anyone other than the sole point of contact while

Request for Proposal
Telecommunications, Broadband, and Network Solutions
EI00433~2026RFP

the RFP is in progress (from date of release of this RFP through official award date) is strictly prohibited. Violation of this provision may be grounds for rejecting a proposal response.

2.2 Evaluation Criteria

Any agreement(s) resulting from this RFP will be awarded in writing to responsive and responsible Respondents whose proposal, in the opinion of the evaluation team, offers the greatest benefit to Members when considering overall value, quality of products and/or services, and total cost.

This RFP is organized by Service Categories, as outlined in Section 4. **Respondents may submit proposals for one, multiple, or all Service Categories.** The evaluation team will evaluate a Respondent's offering within the Service Category(ies) proposed. **E&I may make multiple awards and may award by Service Category, as determined to best meet Member needs.**

Evaluation approaches and resulting agreements may vary by Service Category and proposed service delivery model (e.g., direct provider, reseller, or integrator), consistent with the evaluation criteria and as determined by the evaluation team.

The evaluation team will review and evaluate proposal responses according to the following weighted criteria based on a total of 100 points. The evaluation will be performed in a two-stage process, where pricing is revealed and evaluated only after the team has assessed the qualitative factors. E&I reserves the right, in its sole discretion, to short-list the highest-rated respondents following the first stage and to evaluate pricing submissions only for those respondents selected as finalists.

No.	Criteria	Criteria Overview	Points
1	Company Overview	Company Experience Company Background	15
2	Scope of Offer	Breadth, quality, and capability of products and/or services proposed by Service Category, including technical approach, service delivery model, compliance posture, and any value-added offerings.	30
3	Contract Administration	Terms & Conditions Ordering, Payment & Delivery Contract Management & Reporting Marketing & Sales	30
4	Pricing	Pricing Proposal	25

E&I may require a demonstration/presentation as an additional factor in award. Selected Respondent(s) will be given instructions for the presentation in order to provide the evaluation team further insight regarding their proposal and to clarify any issues. Failure of a Respondent to conduct a presentation on the date scheduled may result in rejection of the Respondent's proposal. In addition, E&I may decide to make site visits, as needed, during the evaluation process which shall be coordinated with the respective Respondent(s).

Request for Proposal

Telecommunications, Broadband, and Network Solutions

EI00433~2026RFP

2.3 Tentative Schedule of Events

Activity	Due Date
Request for Proposal issued (“Open Date”)	08/03/2026 1pm ET
Deadline for submission of RFP–related written questions (“Q&A Submission Close Date”)	08/26/2026 5pm ET
E&I Response to RFP-related questions	08/27/2026
Deadline for Receipt of Proposals (“Close Date and Time”)	09/02/2026 1pm ET
Evaluation, Clarifications	10/23/2026
Letter(s) of Intent to Award issued	10/30/2026
Acceptance and Execution of Agreement	01/01/2027

2.4 RFP Rules and Rights Reserved by E&I

- 2.4.1 E&I is the sole owner of all data and information found in this RFP and any accompanying attachments. Respondents shall use this information exclusively to prepare a proposal and may not disclose it to another firm or use it for any other purpose unless required to comply with legal requirements.
- 2.4.2 If Respondent discovers any significant ambiguity, error, conflict, discrepancy, omission or other deficiency in this RFP, Respondent should immediately notify E&I’s sole point of contact of the deficiency and request clarification.
- 2.4.3 E&I reserves the right to amend this RFP any time prior to the close date and time. Respondents may NOT ALTER THIS RFP IN ANY WAY. Only changes made in the form of an addendum by E&I will be recognized.
- 2.4.4 Proposal responses are to be submitted through E&I’s Electronic Sourcing Solution as described in the following section. Submitted proposals will remain sealed and no one, including E&I, will be able to view any of the content until after the close date and time. Proposals will be opened and reviewed at E&I’s convenience.
- 2.4.5 All proposals must conform to the requirements of the RFP to be considered complete and responsive. E&I, in its sole discretion, may reject a proposal or any part thereof as non-responsive if Respondent fails to follow the instructions specified herein.
- 2.4.6 Proposals shall constitute an offer by each respective Respondent and remain irrevocable for a period of 180 days following the close date.
- 2.4.7 All proposals shall become property of E&I and will not be returned. Proposals may be subject to disclosure under the Freedom of Information Act, Open Records laws or other laws existing in Members’ states. E&I may release proposals and any related information to third parties, without prior notice to Respondent, as required to comply with legal requirements. Respondents should mark “Confidential” any sections of their response considered to contain confidential or proprietary information.
- 2.4.8 E&I may presume that any proposal is a Respondent’s final submission (otherwise known as a “Best-and-Final Offer”) and reserves the right to select the most responsible Respondent(s) without further discussion, negotiation, or prior notice. E&I also reserves the right to request additional information, seek clarification, and/or negotiate with any Respondent(s) to arrive at its final decision.
- 2.4.9 E&I, in its sole discretion, reserves the right to waive any irregularity or minor variance in a proposal, including but not limited to, obvious mathematical errors, failure to date the proposal or failing to execute any certification not considered salient to price, delivery or acceptance of award.
- 2.4.10 E&I reserves the right to omit specific line items for the purpose of evaluating proposed pricing across all Respondents.
- 2.4.11 E&I reserves the right to issue a single or multiple awards by section or in whole as determined to best meet the needs of the membership. E&I also reserves the right to cancel this RFP or to make no award at all.

2.4.12 Respondents may not consider any verbal instructions as an official expression of E&I. Only written communications by E&I's sole point of contact will be recognized as duly authorized expressions on behalf of E&I. **QUESTIONS DIRECTED TO, OR ANY PROPOSALS RECEIVED BY ANY OTHER PERSON, AGENT, OR REPRESENTATIVE OF E&I WILL NOT BE CONSIDERED VALID OR BINDING.**

2.4.13 E&I will recognize only communications submitted through the Q&A Board or written and signed by Respondent, as duly authorized expressions on behalf of the Respondent.

2.5 Protest Procedures

Any prospective or actual Respondent ("Protesting Party") aggrieved in connection with this RFP or award decision may file a written protest up to seven (7) calendar days after issuance of a Non-Award Letter in accordance with the procedures described herein and pursuant to the Protest Rules in the Execution of Offer.

2.5.1 Filing of Protest

- a. Notice of protest shall be in writing, mailed by certified mail with return receipt requested, or delivery by a reputable overnight courier with a copy by email and addressed as follows:
Vice President, Sourcing Strategy & Performance Optimization
E&I Cooperative Services, Inc
Attention: Solicitation Protest
145 Pinelawn Road, Suite 240S
Melville, NY 11747
supplierrelations@eandi.org
- b. Written protest shall include the following:
 - i. Name, address, telephone number, and email address of the Protesting Party.
 - ii. Identification of the solicitation and award that is being protested.
 - iii. A detailed statement of the legal and factual grounds of the protest including copies of relevant documents.
 - iv. The form of relief requested.
- c. The written protest shall be signed by the Protesting Party or its representative. The signature of an attorney or Protesting Party on a protest or other document constitutes certification by the signer that the signer has read such document; that to the best of the signer's knowledge, information and belief has been formed after reasonable inquiry; and that signer does not interpose for any improper purpose, such as to harass, limit competition, or to cause unnecessary delay or needless increase in the cost of the procurement.
- d. The Protesting Party shall be liable to pay E&I the amount of reasonable expenses incurred due to the filing of the protest, including E&I's reasonable attorneys' fees, in the event of a decision by the Chief Product & Sourcing Officer that:
 - i. the protest or other document is signed in violation of subsection (c);
 - ii. the protest has been brought or pursued in bad faith; or
 - iii. the protest does not state on its face a valid basis for protest.
- e. The Protesting Party shall post a bond in an amount of \$10,000 at the time of filing the written protest payable to E&I Cooperative Services, Inc. Such protest bond shall be in form and substance acceptable to E&I and shall be immediately payable to E&I to secure payment according to subsection (d) above.
- f. E&I shall hold the bond for a minimum of fourteen (14) calendar days after the date of its determination. If the Protesting Party appeals the determination, E&I shall hold such protest bond until instructed by the Chief Product & Sourcing Officer to either keep the bond or return it to the Protesting Party. E&I reserves the right to seek payment of additional amounts if the bond is not adequate to reimburse E&I the full amount of its reasonable expenses caused by the protest.

2.5.2 Protest Decision & Appeals

- a. The Vice President, Sourcing Strategy & Performance Optimization shall have the authority to resolve the protest. If deemed necessary, the Vice President, Sourcing Strategy & Performance Optimization may request a meeting with the Protesting Party to seek clarification of the protest issues.

Request for Proposal
Telecommunications, Broadband, and Network Solutions
EI00433~2026RFP

- b. The Vice President, Sourcing Strategy & Performance Optimization shall promptly issue a decision in writing within seven (7) calendar days of receipt of the written protest. E&I will mail a copy of the decision or otherwise furnish a copy to the Protesting Party which will include the reasons for the action taken.
- c. The Protesting Party may file an appeal of the decision made by the Vice President, Sourcing Strategy & Performance Optimization with the Chief Product & Sourcing Officer, within five (5) calendar days of the written protest decision. Notice of appeal shall be in writing, mailed by certified mail with return receipt requested, or delivery by a reputable overnight courier with a copy by email and addressed as follows:

Chief Product & Sourcing Officer
E&I Cooperative Services, Inc
Attention: Protest Appeals
145 Pinelawn Road, Suite 240S
Melville, NY 11747
supplierrelations@eandi.org

- d. The decision by the Chief Product & Sourcing Officer is final and shall be given in writing and submitted to the Protesting Party within five (5) calendar days of receipt of the written appeal.
- e. No further appeal of E&I's decision on the protest will be considered, and Respondent expressly waives any right to invoke any other authority or dispute resolution mechanism concerning matters addressed by these Protest Procedures.

2.5.3 Waiver of Protest

Any of following actions shall constitute a Protesting Party's waiver of protest proceedings and litigation.

- a. If the Protesting Party does not adhere to the Protest procedures as outlined herein to include filing a written protest within seven (7) calendar days after issuance of a Non-Award Letter in conjunction with an E&I competitive solicitation, or in the case of an appeal within five (5) calendar days of the protest decision.
- b. If the subject matter of the Protest was known or should have been known to the Protesting Party before the Deadline for Submission of RFP-Related Written Questions and the Protesting Party did not raise the issue in a written comment.
- c. If the Protesting Party fails to post a bond at the time of filing the written protest payable to E&I Cooperative Services, Inc. in an amount equal to \$10,000. The bond shall be conditioned upon the payment of all costs which may be adjudged against the Protesting Party filing the protest action.

3. Proposal Response Requirements

3.1 Submitting a Proposal Response

- 3.1.1 Proposal responses must be submitted through E&I's Electronic Sourcing Solution by navigating to the event for this RFP using the following link and clicking on the "Respond Now" button. Hard copy submissions or submissions through any other medium will not be accepted.

<https://bids.sciquest.com/apps/Router/PublicEvent?CustomerOrg=EandICooperative>

- 3.1.2 Proposal responses must adhere to the following format, with required information provided in the specific sections shown below. Respondents may not combine or reorganize headings, nor indicate the requested information will be provided in a different location (e.g., other sections, external websites).

Section	Required Information
Prerequisites	Review and certify acknowledgement of each prerequisite, and upload where indicated. - RFP Document - Execution of Offer and Certifications
Supplier Attachments	Upload any additional files relevant to the proposal response.
Questions	Review and respond to each question section. - Company Overview - Scope of Offer - Contract Administration - Environmental, Social, & Governance (ESG) - Pricing
Q&A Board	Submit RFP-related questions, receive responses, view other public questions and answers, and respond to E&I-submitted questions.

3.2 Instructions for Respondents

- 3.2.1 Respondents are expected to raise any questions or concerns any time up until the deadline to submit questions. Questions and responses may be made public and viewed by other Respondents. Do not provide any proprietary information in the Q&A Board.
- 3.2.2 Respondents may elect to utilize the import/export feature to export questions into Excel to work on responses offline and then import upon completion.
- 3.2.3 Responses to questions with a text box are limited by the number of characters displayed below the text box.
- 3.2.4 There is no limit to the number of files that can be uploaded, but the maximum file size is 50MB. Uploading large documents may take significant time, depending on the file size and internet speed. Files larger than 50 MB can be divided into multiple files and uploaded separately.
- 3.2.5 Do not embed any documents within uploaded files, as they will not be accessible or evaluated.
- 3.2.6 Information not requested by E&I may be considered as supplemental and not subject to evaluation. Elaborate proposals (e.g. expensive artwork) beyond that sufficient to present a complete and effective proposal are not necessary or desired. E&I will not pay for any information requested nor is it liable for costs incurred by the Respondent in responding to this RFP.
- 3.2.7 It is recommended that a Respondent's initial proposal reflect its most favorable terms.
- 3.2.8 Proposals must be received by the close date and time indicated in the Tentative Schedule of Events. Respondents are solely responsible for the timely submission of its proposal and failure to meet the proposed date and time shall be grounds for rejection. Allow sufficient time (at least one hour before the close time) to upload and finalize submission.
- 3.2.9 Respondents may withdraw or modify their proposal as needed any time up until the close date and time.

Request for Proposal
Telecommunications, Broadband, and Network Solutions
EI00433~2026RFP

- 3.2.10 At all times it shall remain the Respondent's responsibility to check the RFP event for any addenda and the Q&A Board for any notices or updates. No further notice will be given.
- 3.2.11 Questions relating to log-in or technical issues can be directed to E&I's third-party software host, Jaggaer, by calling 800-233-1121, option 2, then option 2 or through the following link:
<https://go.jaggaer.com/SupplierSupportRequest.html>

4. Scope of Products and Services

E&I is seeking proposals for Telecommunications, Broadband, and Network Solutions to support Members' needs for reliable connectivity, scalable bandwidth, secure network access, and modern campus networking capabilities across K-12, higher education, and other educational institutions. The desired outcomes of the proposed services include but are not limited to: improved network performance and resiliency; scalable access to internet and cloud resources; secure WAN/LAN operations and remote access; and flexible contracting options that enable Members to procure services as needs arise.

This RFP is organized into distinct Service Categories. Respondents may submit proposals for one, multiple, or all categories. Respondents must clearly define the specific scope of services proposed within each category, including what is included, excluded, and offered as optional components, to support clear evaluation and meaningful comparison across differing solution types and delivery models. Proposals will be evaluated and awards may be made independently by Service Category, with consideration of the specific scope and service delivery model proposed.

4.1 Service Categories

Respondents shall propose offerings that meet or exceed industry standards and comply with applicable federal, state, and local technical, environmental, and performance standards and specifications.

4.1.1 Service Category A: Mobility and Wireless Services

Includes mobility and wireless telecommunications services supporting voice, data, and device connectivity for educational institutions. Services may include, but are not limited to:

- Wireless voice and data rate plans (including pooled/shared and tiered/unlimited options)
- Mobile hotspots and wireless access devices
- Mobile devices and related accessories (where offered)
- Value-added mobility services such as roaming, device management, and security features

Respondents should support implementation activities such as number porting, device provisioning, and ongoing account management. Services may be delivered directly by carriers or through authorized reseller partners.

4.1.2 Service Category B: Broadband and High-Speed Internet Access

Includes broadband and high-speed internet access services designed to support campus connectivity, cloud access, digital learning platforms, and institutional operations. Services may include, but are not limited to:

- Fiber-based internet access, broadband connectivity, and cellular- or 5G-based fixed wireless internet services (where appropriate)
- Scalable bandwidth tiers and upgrade options
- Redundant or diverse-path connectivity options (where available)
- Installation, activation, and construction services (standard and non-standard)
- Service Level Agreements (SLAs) and performance credits

Respondents shall provide clear definitions of bandwidth, service availability, uptime commitments, and repair response times. Solutions should support institutions of varying size and geographic location, including urban and rural environments.

4.1.3 Service Category C: Network Solutions (WAN/LAN, Security, and Managed Services)

Includes network architecture, WAN and LAN services, managed network operations, and network security solutions supporting modern campus environments. Services may include, but are not limited to:

- Network design and engineering services
- WAN and SD-WAN solutions, including secure connectivity between sites, data centers, and cloud environments
- LAN and wireless network services (wired and Wi-Fi)
- Managed network operations, monitoring, and incident response
- Network security solutions (e.g., firewalls, VPNs, secure remote access)

Respondents may propose fully managed, co-managed, or professional services-based delivery models.

4.2 Pricing

Proposed pricing shall be provided in the format and structure required by E&I and shall include a clearly defined breakdown of all applicable costs, as relevant to the Service Category(ies) proposed (e.g., implementation, installation, construction, delivery, maintenance, support, managed services, and any non-recurring charges).

This RFP includes services that may be E-rate eligible for K-12 institutions as well as services that are not E-rate eligible. Accordingly, Respondents must clearly identify the eligibility status of all proposed services and associated pricing within the required pricing format(s) in accordance with current FCC E-rate program rules. The scope of this RFP is intended to support: (a) K-12 institutions utilizing E-rate funding; (b) higher education institutions and other members not eligible for E-rate; and (c) mixed procurements, where E-rate eligible and non-eligible services are procured concurrently under a single contract. Respondents proposing E-rate eligible services must be capable of clearly identifying eligible and ineligible services, supporting cost allocation where required, and complying with documentation, invoicing, and audit requirements.

Pricing shall be submitted using the provided pricing workbooks corresponding to each Service Category proposed. Respondents must not alter workbook structure, tabs, or column headings, and must replace all sample values with proposed pricing. Respondents must clearly distinguish one-time charges (non-recurring) from recurring charges (e.g., monthly recurring charges). Where applicable, Respondents must clearly separate E-rate eligible and ineligible products/services and complete any E-rate eligibility identification requirements provided by E&I. Bundled pricing that obscures E-Rate eligibility or cost allocation is not permitted.

4.3 No Exclusions

E&I recognizes that any one Respondent may not carry or provide the scope specified herein in its entirety. Respondents may submit a proposal for one or more of the Service Categories outlined above.

Respondents may also include additional products and/or services that add significant value beyond the scope of this RFP. Value-added products, services, and solutions may be offered for E&I's consideration, provided they are clearly identified as optional and priced separately from core Service Category offerings. Examples may include, but are not limited to, cable television or streaming media services.