Competitive Bidding (FCC Form 470) Office Hour

E-Rate Office Hour Webinar

January 19, 2023
Disclaimer

To accommodate all attendees, real-time closed captions will be present during this presentation. We apologize in advance for any transcription errors or distractions. Thank you for your support.
Housekeeping – Webinar Panel

• The webinar panel is located on the right-hand side of the screen.
• Open the panel by clicking the orange arrow.

• Use the white arrows to open the sections in the panel.
Housekeeping – Webinar Panel

- You can use the panel to view the presentation in full screen or window mode.

- We are not using the hand raise function.
Housekeeping – Audio

• Use the “Audio” section of your control panel to select an audio source.

• Choose one of the audio options:
  • Your computer's audio
  • Call in using an access code and audio PIN.

• The audience will remain on mute.
Housekeeping – Technical Issues

- Use the “Sound Check” link and click question mark icon for audio help.
- Exit webinar and click the check system requirements link in the event confirmation email to determine whether your computer meets the requirements to see and hear the webinar.
- If issues persist, call 833-851-8340 to troubleshoot with GoToWebinar.
Housekeeping- Resources

• The **slide deck** is available when you click the arrow to expand the “**Handouts**” tab.

• A recording of this webinar will be available after the event via the registration link.
Housekeeping Q & A

• There will be a live Q&A session focused on today’s topics.

• Tips for submitting questions:
  • Use the “Questions” box in your webinar control panel anytime during the presentation.
  • Click the box with the arrow above the questions box to expand it and see all written answers.
  • Write in full sentences.
  • Ask one question at a time.
  • Ask questions related to webinar content.
E-Rate Customer Service Center (CSC)

Call us at (888) 203-8100
Monday – Friday 8 a.m. to 8 p.m. ET

Create a customer service case in the E-Rate Productivity Center (EPC):

1. Log in to EPC.
2. Select the **Contact Us** link from the upper right menu on the landing page.
MEET THE TEAM

Bernie Manns
Director | E-Rate program

Nkeshi Free
Communications Specialist | E-Rate

Shawn Jensen
Sr. Program Analyst | E-Rate
Agenda

- Office Hours Overview and Purpose
- E-Rate Pre-Commitment Process Webinar
- FCC Form 470 Videos
- FCC Form 470 Filing EPC System Guide
- FCC Form 470 Search Guide
- FCC Form 470 Services Guiding Statement Table
- Lowest Corresponding Price
- Q & A
Office Hours Overview and Purpose
Office Hour Webinar and Training Series

- Provide targeted program information.
- Assist program participants with timely and topic relevant questions.
- Equip program participants with knowledge about E-Rate resources.
- Recommended for: Applicants and service providers
- E-Rate experience level: All
Office Hour Structure and Format

- USAC team members will provide a high level overview of the topic materials.
- Participants should read the assigned materials and watch assigned videos in advance of the webinar event and come prepared with questions to ask during the Q & A session.
- Questions related to the topics and experience level will be given priority.
Office Hour: Prerequisites

- E-Rate Pre-Commitment Process Webinar
- FCC Form 470 Videos
- FCC 470 Filing EPC System Guide
- FCC Form 470 Search Guide
- FCC Form 470 Services Guiding Statements Table
- Lowest Corresponding Price Page
E-Rate Pre-Commitment Process Webinar
E-Rate Pre-Commitment Process Webinar: 10/20/2022

• Application Process
• Competitive Bidding (FCC Form 470)
• Evaluating Bids
• Requesting Funding (FCC Form 471)
• Application review
• Funding commitments
• Document retention
FCC Form 470 and Competitive Bidding Videos
FCC Form 470 and Competitive Bidding Videos

- How to File an FCC Form 470
- How to Search for FCC Forms 470
- E-Rate Competitive Bidding Process
FCC Form 470 Filing EPC System Guide
FCC Form 470 Filing EPC System Guide

- Form Assistance
- One Portal
- Begin the form: Basics
- Categories of services
- Certifications
- Signatures
FCC Form 470 Search User Guide
FCC Form 470 Search User Guide

• How to search for certified FCC Form 470s in EPC
• Search and Export Certified FCC Forms 470
• Exporting Search Results
FCC Form 470 Services Guiding Statements Table
FCC Form 470 Services Guiding Statements Table

- Category One vs Category Two
- Leased Dark and Lit Fibers
- Internet Access
- Data Transmission
Lowest Corresponding Price
Lowest Corresponding Price

• Ensures that

  • Service Providers do not charge applicants more than they would charge their other customers for the same services.

  • Any lack of experience in negotiating in a service market does not prevent applicants from receiving competitive prices.

Lowest Corresponding Price

Lowest corresponding price (LCP) is defined as the lowest price that a service provider charges to nonresidential customers who are similarly situated to a particular applicant (i.e., in the same size class or for the same service).

A similarly situated applicant is one that is located in the service provider’s geographic service area, is served by the same service provider, and is a nonresidential customer of the service provider. See 47 C.F.R. §§ 64.901, 64.902, para. 400.

Similar prices include those provided under contract, as well as those provided under the PTC's 47 CFR Parts 64 and 68. See also Fourth Order on Reclassification: PTC Proposed Order, 27 FCC Rcd 6770, para. 131.

Service providers cannot charge an applicant a price above the LCP for E-rate program services. See 47 C.F.R. § 54.102(b).

The services that:

• Service providers do not charge applicants more than they would charge their other customers for the same services. See First Report and Order, 27 FCC Rcd 6770, 6783-85, para. 404, and

• Any lack of experience in negotiating in a service market does not prevent applicants from receiving competitive prices. See First Report and Order, 27 FCC Rcd 6770, 6783-85, para. 404.

A service provider—regardless of the size of the company or the category of service provided—must ensure that the LCP is provided to applicants. The applicant is not obligated to ask for it, but must receive it. See 47 C.F.R. § 54.102(b), para. 556.

Moreover, service providers cannot avoid the obligation to offer the LCP by arguing that none of their nonresidential customers are similarly situated to an applicant or that none of their service contacts cover services identical to those sought by an applicant. See First Report and Order, 27 FCC Rcd 6770, 6783-85, para. 404.

The service provider’s obligation to provide the LCP is retroactive to the date the FCC or the PTC receives a response to an FCC Form 477 or reference proposal (e.g., the service provider must actually charge a rate that is the LCP, not just offer it to the customer). See 47 C.F.R. § 54.102(b), para. 400.

If a service provider does not know that a customer participates in the E-rate program, and therefore does not charge the LCP rate, the service provider must actually charge the LCP rate. See 47 C.F.R. §§ 54.102(b), 54.104.

An applicant may appeal lower rates if the rate offered by the service provider does not represent the LCP. See 47 C.F.R. § 54.102(b).
Resources

- Competitive Bidding Page
- Competitive Bidding Infographic
- Competitive Bidding FAQs
- Competitive Bidding Webinar: August 25, 2022
Housekeeping – Q&A

• Use the “Questions” box in your webinar control panel to submit your question in writing.
  • Click the box with the arrow above the questions box to expand it.
  • Ask questions related to webinar content.
Questions?
Customer Service Center (CSC)

Call us at (888) 203-8100

Monday – Friday 8 a.m. to 8 p.m. ET

Create a customer service case in the E-Rate Productivity Center (EPC):

1. Log in to EPC.
2. Select the **Contact Us** link from the upper right menu on your landing page.
Upcoming Webinars

Our next webinar is: January 24 at 2 p.m. ET

Service Provider Selections and FCC Form 471 Office Hour Webinar

Recommended for: Applicants and service providers

E-Rate Experience Level: All

Check the E-Rate Webinars page for updates on future webinars.

For additional information subscribe to the E-Rate News Brief

Go to the E-Rate Webinars page for additional information.
Take Our Survey

• We want to hear about your webinar experience.
• A survey will appear on your screen at the end of the webinar.
• If you are not able to complete the survey today, one will be emailed to you within one to two business days.
• We appreciate your feedback!
Thank You!