

Why aren't pricing sheets available to applicants this year?

The 2020 E-rate Category 2 contracts sought to correct deficiencies from the previous five-year contract. Two of the biggest issues was the lack of Original Equipment Manufacturers (OEMs) involvement and the fixed pricing that didn't allow vendors to compete against each other.

The large OEMs all have contracts with the federal government that guarantee "most favored" pricing. If they offer a lower price, it becomes the federal price. Therefore, the OEMs offer a "base" discount and allow their third-party resellers to offer deeper discounts through the quote/mini-bid process. As a result, while DPI can provide the pricing with these base discounts, the actual price received from a quote request can be more than 30% less than the base discount price.