

FORTINET®

STERLING

eRate: Long-Term Plan for Unpredictable Future

The Man in The Arena

-President Teddy Roosevelt-

"It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat."

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**E-rate Update: New Normal
E-rate 101
2021 E-rate Attack Plan
Cares Act/Heros Act**



“American schools will look radically different as they reopen”

- https://apnews.com/12db661a402704fdfaac538e812dbf82?_cldee=dGZsaW50QGNzYmEub3Jn&recipientid=contact-d05e46ac57bae51180ec005056b02a09-5fd5906e75f54a73be18143c68b607c9&esid=0ecd8a56-2f7f-ea11-8129-005056b02a09
- “Everybody says we hope we return to normal,” Hull said. “It’s not going to return to normal anytime soon because the new normal is going to be different.”
- “...Schools need “not just Plan A and Plan B, but it maybe Plan C and Plan D.”
- ***“...most schools will likely extend virtual learning into the fall or possibly figure out a rotation mixing online learning and classroom education”-(Digital Days)***
- “We’re trying to reinvent how to do our business in a way we never did it before,” Wold said. “This is probably the most Herculean challenge I have ever seen in public education.”

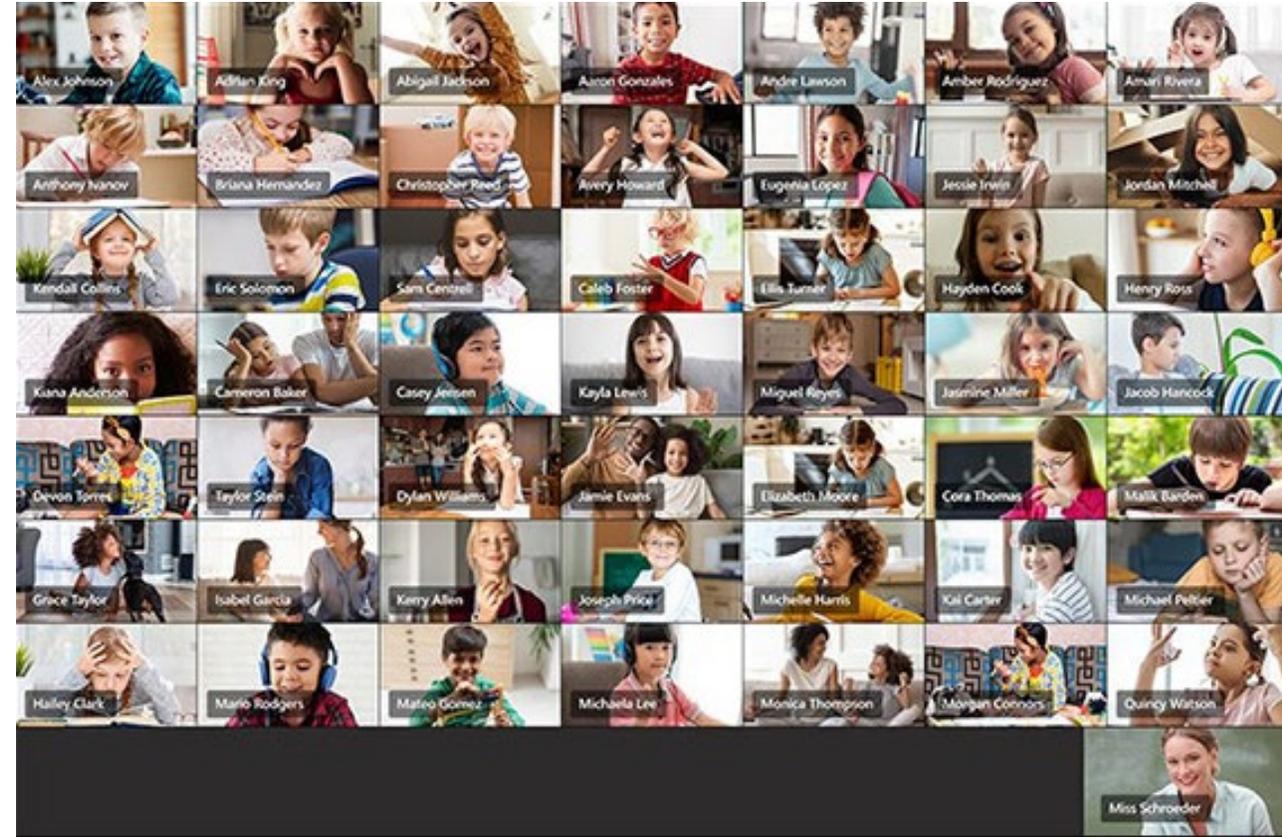
The Old Normal: “Drill & Kill”

The Method that has ruled education since the 1600’s. This style or pedagogy has been permanently shelved due to COVID and the advent of 1:1/Remote Learning



The New Normal: “Remote/Hybrid”

Remote/Hybrid is the new standard. Welcome to the real advent of 1:1/Remote Learning. This is the standard for most schools going forward.



In the Pandemic—Schools are still a Top Target

K-12 Cyber Attacks: 958 Known Successful Attacks



Covid-19 Stimulus

- A **\$2.2 trillion** stimulus package titled *Coronavirus Aid Relief and Economic Security (CARES) Act*
- Provides **\$150 billion** to states and localities to respond to COVID-19
- Expands unemployment insurance, offers aid to individuals and impacted industries
- Also includes an additional **\$340 billion** to supplement aid of which more than **80% or \$274 billion goes to states and localities**

Education: World-Wide Paradigm Shift

New Pedagogy Shift: Distance Learning

- This pivot in K-12 has never happened on this scale before.
 - It will require all stakeholders to rethink how education happens during this emergency scenario and, then beyond.
 - **Flexibility is key when planning for distance education**
- Expect CTO/IT Directors to be: stressed, overworked, somewhat panicked. No one has faced this issue before
 - They are “canoeing in the wilderness without a map”—Be patient/persistent
 - They may not be aware of Cares/Heros Act Funding- **Educate them**
 - **The consultative/partner approach will carry you farther into the account**
- Expect discussions to merge with current and future needs.
 - Cares Act & E-rate will be discussed
 - Cares Act for immediate needs and non e-rate equipment
 - E-rate for “eligible equipment” and long term Hybrid Network

K-12 Funding Flows: Fed-Ed to State-Ed to Local-Ed

- The Elementary and Secondary School Emergency Relief Fund will largely be delivered as sub grants to local education agencies (LEAs) who will have latitude in deciding how to use the funds.



The ESEA Title I, Part A formula calculation is what will be used to determine allocations.

\$13,229,265,000 total.

Elementary and Secondary School Emergency Relief Fund: \$13.5 B

Uses of funds: Local educational agencies may use their portions of the funds for: Any activity authorized by ESEA, the Individuals with Disabilities Education Act, the Adult Education and Family Literacy Act, the McKinney Vento Homeless Youth Act and the Perkins Act

- **Providing resources necessary to address the needs of individual schools, including online learning**
- **Purchasing educational technology for students, including 1:1 devices and internet connectivity**
- Providing mental health services and supports
- Planning and implementing summer learning and supplemental afterschool programs
- Activities to address the needs of low-income students, students with disabilities, English learners, racial and ethnic minorities, students experiencing homelessness and foster care youth
- Planning and coordinating student meal services
- Developing and implementing procedures to improve virus emergency preparedness and response efforts
- Training staff on sanitation and minimizing the spread of infectious disease
- Purchasing sanitation and cleaning supplies
- Planning for and coordinating during long-term closures
- Other activities necessary to maintain the operation of and continuity of services and continuing to employ existing staff
- Working with partner organizations and nonprofits to address community needs

Alabama	\$216,948	Montana	\$41,295
Alaska	\$38,408	Nebraska	\$65,085
Arizona	\$277,423	Nevada	\$117,185
Arkansas	\$128,759	New Hampshire	\$37,641
California	\$1,647,306	New Jersey	\$310,371
Colorado	\$120,994	New Mexico	\$108,575
Connecticut	\$111,068	New York	\$1,037,046
Delaware	\$43,493	North Carolina	\$396,312
District of Columbia	\$42,006	North Dakota	\$33,298
Florida	\$770,248	Ohio	\$489,205
Georgia	\$457,170	Oklahoma	\$160,950
Hawaii	\$43,385	Oregon	\$121,099
Idaho	\$47,855	Pennsylvania	\$523,807
Illinois	\$569,467	Puerto Rico	\$349,113
Indiana	\$214,473	Rhode Island	\$46,350
Iowa	\$71,626	South Carolina	\$216,311
Kansas	\$84,529	South Dakota	\$41,295
Kentucky	\$193,187	Tennessee	\$259,891
Louisiana	\$286,980	Texas	\$1,285,886
Maine	\$43,793	Utah	\$67,822
Maryland	\$207,834	Vermont	\$31,148
Massachusetts	\$214,894	Virginia	\$238,599
Michigan	\$389,797	Washington	\$216,892
Minnesota	\$140,137	West Virginia	\$86,640
Mississippi	\$169,883	Wisconsin	\$174,778
Missouri	\$208,443	Wyoming	\$32,563

TOTAL	\$13,229,263,000
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ELEMENTARY & SECONDARY SCHOOL EMERGENCY RELIEF FUND (ESSERF)

FUNDING (approx.)
\$13B

The table reflects state estimates (in thousands of dollars) from the Congressional Research Service.

How Much Will Congress Spend to Shore Up Schools?

The Covid-19 spending plans before Congress all dedicate billions to stabilizing education budgets amid deep losses in state revenue. But the amounts vary from bill to bill.

FutureEd <small>GEORGETOWN UNIVERSITY</small>	CARES Act Signed into Law March 2020	HEROES Act Passed by House May 15	Senate Democratic Bill Proposed June 30	Senate GOP Bill Proposed End of July
Education Total	\$30.7 billion	\$90 billion	\$345 billion	\$105 billion
K-12	\$13.2	\$58	\$175	\$70
Higher Ed	\$14	\$27	\$132	\$29
Governors	\$3	\$4	\$33	\$5

Secretary of Education Betsy DeVos Authorizes New Funding Flexibilities to Support Continued Learning During COVID-19 National Emergency

APRIL 6, 2020

Any state may complete a brief form available at oese.ed.gov, and it will receive an initial determination within one business day. Using the form, states can receive flexibility in the use of funds and other requirements covered under the Elementary and Secondary Education Act of 1965 (ESEA), including the Title I, Parts A-D, Title II, Title III, Part A, Title IV, Parts A-B, and Title V programs. Specifically, states may request a waiver of:

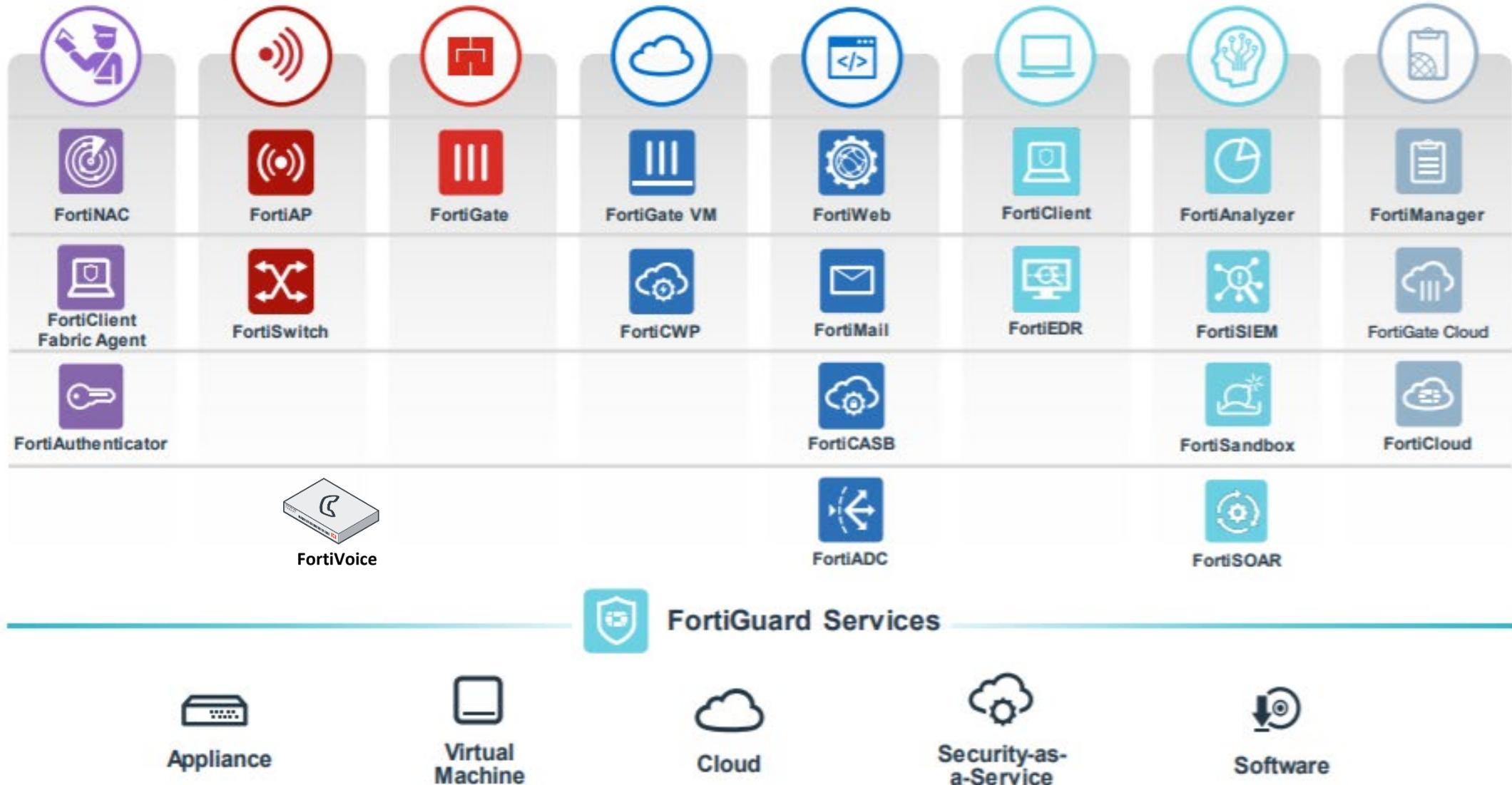
- Section 1127(b) of Title I, Part A of the ESEA to waive the 15% carryover limitation for Title I, Part A funds;
- Section 421(b) of the General Education Provisions Act (GEPA) to extend the period of availability of prior fiscal year funds, for Title I, Parts A-D, Title II, Title III, Part A, Title IV, Parts A-B, and Title V, Part B programs, and the McKinney-Vento Homeless Children and Youth program;
- Section 4106(d) of Title IV, Part A of the ESEA to waive a needs assessment to justify the use of funds;
- Section 4106(e)(2)(C), (D), and (E) of Title IV, Part A of the ESEA to waive content-specific spending requirements;
- Section 4109(b) of Title IV, Part A of the ESEA to waive spending restrictions on technology infrastructure; and
- Section 8101(42) of the ESEA to waive the definition of "professional development," which might otherwise limit the ability to quickly train school leaders and teachers on topics like effective distance learning techniques.

FCC Waives Gift Rules During Pandemic

Our Chance to Seed the Security Fabric in K-12 & RHC

- Waiver Will Enable RHC and E-Rate Participants to Obtain Free Broadband Connections and Devices for Telehealth and Remote Learning During COVID-19 Outbreak now thru Summer.
- the FCC's has waived the gift rules until **September 30, 2020** to enable service providers to offer, and RHC and E-Rate program participants to solicit and accept, improved connections or additional equipment for telemedicine or remote learning during the coronavirus outbreak.
- The waiver will allow health care providers, schools, and libraries to accept improved capacity, Wi-Fi hotspots, networking gear, or other equipment or services to support doctors and patients, teachers and students, and librarians and patrons during the coronavirus outbreak.
 - *For example, some providers have expressed interest in providing free network upgrades for hospitals that need more robust connections to treat patients via telemedicine and free connected devices and hotspots for students who will be taking classes at home. This waiver will enable them to do such things.*

Fortinet Solutions That Support Online Learning



FortiGate Cloud

- FortiGate Mgmt., Log Analysis and Retention
- Bulk Provisioning
- IoC Service

FortiSandbox Cloud

FortiMail Cloud

FortiWeb Cloud

FortiAP Cloud

FortiSwitch Cloud

FortiToken Cloud

FortiVoice Cloud

FortiPresence

FortiCASB

FortiCWP



Public Cloud Instances

FTNT Hosted Services

SECURITY/NETWORK OPERATING CENTER

FortiAnalyzer

Central Log & report



Central Device Mgmt.



FortiManager

FortiNAC

IoT Access Control



User Access Mgmt.



FortiAuthenticator

FortiSandBox

File Analysis



Network Tester



FortiTester

FortiWLC

Wireless Controller



Wireless Manager



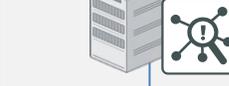
FortiWLM

FortiDeceptor

Honeypot



SIEM



FortiSIEM

FortiSOAR

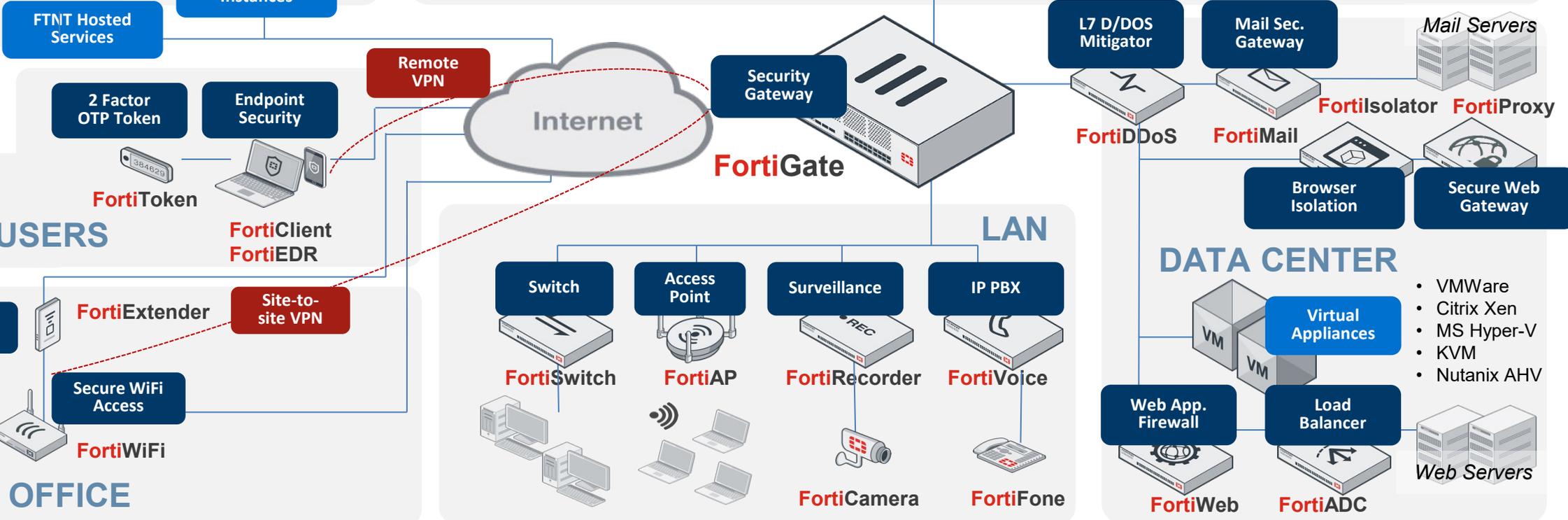
SOAR



Client Mgmt. System



FortiClient EMS



SETDA-SHLB-SECA-COSN to FCC: Request Waiver to Extend to June 30

- Gift Rule Waiver Extension Through FY 2020:
- Last March, as the full effect of the pandemic was becoming clear, the FCC issued a special waiver Order ([DA 20-290](#)) permitting E-rate applicants to accept free or reduced-priced hardware and/or services, used to support remote learning during the pandemic, without running afoul of the FCC gift rules (see our [newsletter of March 23rd](#)). ***This special waiver is currently in effect only through September 30, 2020. The waiver states, “We will monitor the situation and assess the need for continued relief in the future.” Given the ongoing nature of the pandemic and the FCC’s willingness to evaluate the need for continued relief, SECA asks the FCC to extend the gift rules waiver through June 30, 2021.***
- A [similar request](#) to extend the gift rule waiver was submitted to the FCC the following day by the Schools, Health & Libraries Broadband Coalition (“SHLB”), the Consortium for School Networking (“CoSN”), and the State Educational Technology Directors Association (“SETDA”).

What rules are in place for Funding Year 2021?

Be Ready to Pivot as this is very fluid

The changes below for the Cat 2 program will begin with 2021. The FCC may or may not add some additional eligible products, i.e. security and network management solutions, and increase per-student budget

- **Significant Program Changes:**

- **New 5 year Cat 2 budgets calculated on a school district-wide budget basis** —
- Most requested rule change and the most substantial positive impact on applicants
 - District/multi-site applicants have a single Cat 2 budget to administer
 - Decision-makers have the ability to allocate internal connections equipment and resources where most needed
 - No more budgetary silos
 - Applicants will also be free to move already-purchased E-rated equipment from one site to another as needed
 - **NOTE:** Will still be required to maintain accurate inventories and note when equipment is moved
- **Applicant budgets will be reset and budget cycles will be fixed** — FCC will reset budgets to full amount eligible under the new rules. All applicants will start new five-year budget cycle in FY 2021
 - Budget will be reset regardless of whether or not last five-year budget cycle was completed
 - The five-year budget cycles means the first cycle will run from FY 2021 - 2025. Applicants may submit applications in any Funding Year during this cycle if they have remaining funds

Looking Ahead – What rules are in place for Funding Year 2021? Continued...

Significant Program Changes Continued:

- **Increased “Funding Floor”**— There is enhanced support for small and rural schools per-site funding floor will increase from **\$9,200 to \$25,000**
 - Any school with less than 150 students will receive the \$25,000 budget
- **Per-student budget multiplier and student counts move to five-year cycle** — Cat 2 budgets will be calculated as an inflation-adjusted \$167/student for schools for the new five-year funding cycle beginning in FY 2021
 - Applicants will only need to provide student counts for schools once at the beginning of each five-year cycle
- **Student counts based on full-time enrollment** — From 2021, FCC will base student counts on full-time enrollment only and eliminate the need for schools or school districts to count part-time students in their enrollment numbers
- **No new eligible services have been added** — As of Now—(Comment Period is open for ESL)
 - FCC made permanent:
 - Eligibility of managed internal broadband services, caching, and basic maintenance of internal connections
 - ESL will continue to be reviewed and updated on an annual basis

2021 – New Multipliers and Budget Floors

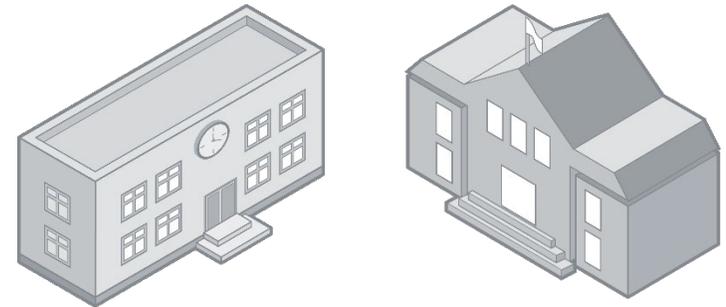
C2 multipliers for each five-year budget cycle:

- Will be set once at the beginning of the cycle.
- Will apply to the entire cycle.
- Will always be rounded to two digits (dollars and cents).
- Will be adjusted for inflation at the beginning of the cycle.

School District and Library System Calculations

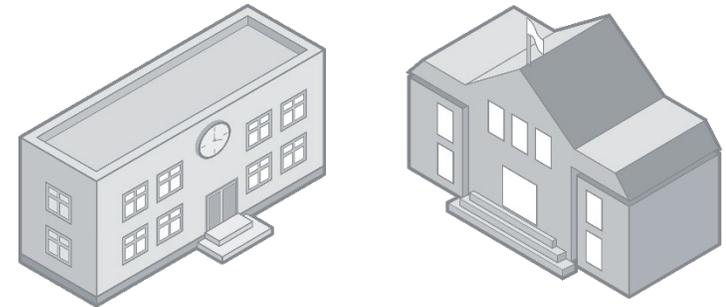
C2 Budgets Set in First Year with Option to Adjust

- The multipliers, the inflation rate, etc. will be released by the FCC in advance of the start of each five-year cycle.
- Applicants must validate their student counts or library square footage in the first year they apply for funding in the relevant five-year budget cycle.
- Applicants have the option to request a C2 budget recalculation in any year after the first year of the five-year cycle, for example:
 - If a school experiences an increase in student enrollment.
 - If a library expands its square footage.



School District and Library System Calculations Continued...

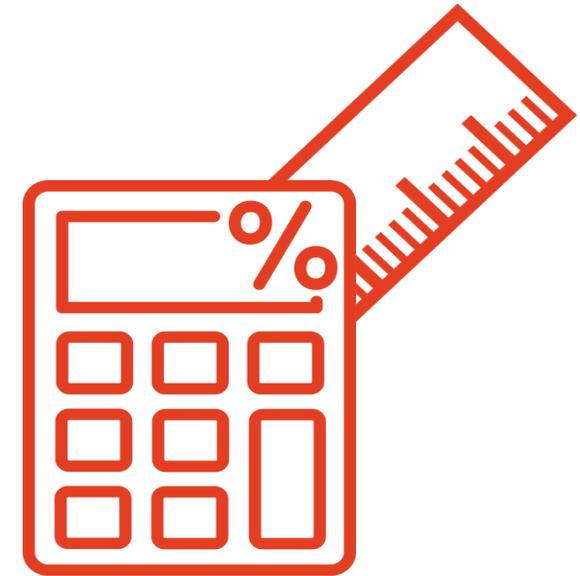
- C2 budgets for school districts and library systems will be calculated at the **district or system level**.
- Individual schools and libraries will no longer have individual C2 budgets.
- **School districts and library systems can allocate funding as they see fit.**



C2 Budget Calculations

Library System Calculations

- To calculate their C2 budgets, most library systems:
 - Will total the square footage of each of their library branches and multiply this total by the library multiplier.
- However, if the number of library branches multiplied by \$25,000 results in a larger C2 budget, that calculation becomes the C2 budget.
- Library systems with 10 or fewer sites may instead calculate their budgets on a per-site basis by adding together the budgets of each eligible site.



Equipment Transfer Details— This is Key for School Districts

- School districts and library systems can transfer equipment between schools within a district and libraries within a system.
- Starting in FY2021, applicants will no longer be required to notify USAC of the equipment transfers.
- Both parties, however, must maintain detailed records documenting the transfer and the reason for the transfer for five years.
- You are still required to maintain asset and inventory records of equipment purchased and the actual locations of such equipment for 10 years after purchase.



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E-rate 101 & 2021 Attack Plan—

In Early, In Often

It's All About the Security Fabric

Jeff Jennings, Director-EDU Programs

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