



MEMORANDUM

TO: Board of Education
 Shannon Dudek, Ed. D.

FROM: Christopher Blomquist, CSBO

DATE: February 17, 2026

RE: Approval of E-Rate Eligible Meraki Wireless Access Point Licensing – Funding Year 2026

Wood Dale School District 7 utilizes Cisco Meraki wireless access points to provide secure and reliable wireless connectivity for students and staff across District facilities. These access points require active subscription licenses to maintain cloud-based management, security features, system monitoring, firmware updates, and vendor support. The District’s current Meraki licensing is set to expire in May 2026.

The District’s E-Rate consultant, Infinite Connections, Inc., prepared and filed FCC Form 470 for Funding Year 2026. The Form 470 sought proposals for the renewal of existing wireless access point subscription licenses, or equivalent solutions compatible with the District’s current environment.

The procurement specifications included 111 Cisco Meraki MR Series Access Point subscription licenses with a three-year license term. No new hardware is being requested as part of this procurement; the request is limited solely to the renewal of licensing necessary to continue operation and management of the District’s existing wireless access point infrastructure.

All proposals were due to the District by January 13, 2026. The following qualified proposals were received:

Vendor	Location	Proposal Cost
Questivity	California	\$18,407.13
Evo Pro Tech	Nevada	\$30,513.90
Heartland Business Solutions (HBS)	Illinois	\$17,427.00
Data Center Warehouse	California	\$18,315.00
Heart	Illinois	\$29,999.97

Recommendation

Administration recommends approval of Heartland Business Solutions (HBS) for the renewal of the District's existing Cisco Meraki wireless access point subscription licenses. HBS submitted the lowest-cost proposal and has prior experience working successfully with the District.

The total cost of the recommended licensing is \$17,427.00 for a three-year term. This expense is E-Rate eligible, and the District will receive reimbursement following submission and approval of the required FCC forms.

Heartland Business Systems

**Contract for FCC Form 470 #260006222
YR29-470-WOODDALE-C2**

Wood Dale School District 7
543 N Wood Dale Road
Wood Dale, IL 60191

Billed Entity Number: 135472

Heartland Business Systems
5400 Patton Drive
Lisle, IL 60532
Phone: (630) 390-3000

SPIN # 143010103



February 4, 2026

Mr. Christopher Blomquist
Wood Dale School District 7
543 N Wood Dale Road
Wood Dale, IL 60191
cblomquist@wdsd7.org

Dear Mr. Blomquist,

Heartland Business Systems, LLC (HBS) is grateful that the Wood Dale School District 7's E-Rate Proposal Evaluation Committee has awarded Heartland Business Systems for the following E-Rate Funding Year 29 for the following service from our proposal associated with FCC Form 470 #260006222 YR29-470-WOODDALE-C2.

Internal Connections:

- Purchase of 111 3-year Meraki access point licenses for \$157.00 each, totaling \$17,427.

HBS agrees to the Contract Term of: April 1, 2026 through September 30, 2026
HBS Agrees and Understands that the District will be using the BEAR Invoice Mode

Confidentiality Agreement

This document is confidential and proprietary to Wood Dale School District 7 ("Customer"), for whose internal use it is strictly and exclusively reserved. Changes to this document or distribution of its contents may be made only with the express written permission of Heartland Business Systems, LLC ("Heartland").

Acknowledgements of RFP Requirements and E-rate Program Support

Heartland has read and understands this RFP. Heartland does and will comply with all requirements and terms of this RFP. Heartland acknowledges that it has read, understands and complies with the Customer's scope of work requirements. Heartland understands Customer is seeking an expert partner with experience in the E-rate Program, who will provide the requested hardware, licensing, professional services, and ongoing maintenance. We have no legal actions nor interest that would pose a conflict. HBS is a debt-free privately held company with over 750 employees over our 18 Midwest based location. Sales revenue and financials are considered private and are available at the request of the District. Heartland performs background checks on each employee and follows the Drug-Free Workplace Act of 1988.

Heartland staff is practiced in the process and documentation requirements of USAC and is authorized to provide E-rate eligible services to Customer. Heartland acknowledges that it has read and complies with applicable laws, regulations and rules promulgated by any Federal, State, County, Municipal and/or other government unit or regulatory body now in effect or which may be in effect during the performance of the contract.

Assumptions

- Customer will work closely with Heartland in the development and implementation of all deliverables.
- Heartland will make every attempt to provide services that meet Customer's needs as stated. Heartland may make modifications to design and configuration upon receipt of any additional pertinent information from Customer.



- This estimate is based upon Heartland’s understanding of the scope of this project as of the date of this proposal. Should the scope change in any way from the scope listed within this document, Heartland retains the right to adjust the estimate accordingly. No scope change or price adjustment will be made without prior communication and written approval to do so from Customer.
- Pricing is subject to change with or without notice based on manufacturer or vendor product price changes outside the control of Heartland.
- The authorization of this Quote and commencement of this project are contingent upon the Customer receiving their Funding Commitment Decision Letter of Category 1 and/or Category 2 funding from the Universal Service Administrative Company. However, in the event that the Universal Service Administrative Company denies any part of the funding request, Customer shall be fully responsible for paying such amount. Heartland shall have the right to require Customer to provide a copy of its Funding Commitment Letter.
- Final eligibility percentage of hardware, software, services, and ongoing maintenance is determined by USAC.
- In the event that Heartland would be providing any Managed Internal Broadband Services, Basic Maintenance of Internal Connections services, or Cybersecurity Pilot Program services, Heartland strongly prefers that Customer utilize the Billed Entity Applicant Reimbursement (“BEAR”) billing method. If Customer elects not to utilize the BEAR billing method, Heartland may decline to perform such work.

Billing Philosophy

- We operate best when we have frequent, open communication with our clients about issues and problems they face in operating their businesses.
- We encourage our clients to meet with us on a periodic basis and to call us frequently.

Project Fees

- This agreement is subject to the satisfactory completion of our customary evaluation of prospective clients in accordance with professional standards.
- Any modifications to this proposal will require approval in writing from Heartland.
- Heartland does not bill for incidental expenses (office supplies, telephone calls, etc.) However, we do reserve the right to bill for travel and lodging related expenses should they become necessary for the conduct of this project.
- Customer agrees to this proposal by signing the attached Quote.

Executable Quote Attached

E-rate 2026 - Wood Dale SD7 - Meraki Licenses - #398237 v1

E-rate 2026 - Wood Dale SD7 - Meraki Licenses

Quote #398237 v1



Prepared For:

Wood Dale School District 7

Christopher Blomquist
543 N. Wood Dale Road
Wood Dale, IL 60191

P: (630) 595-9510

E: cblomquist@wdsd7.org

Prepared by:

Chicago Illinois Office

Mauri Spampinato
5400 Patton Drive
Suite 4B

Lisle, IL 60532

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Date Issued:

02.04.2026

Expires:

Meraki		Price	Qty	Ext. Price
LIC-ENT-3YR	Meraki MR Enterprise Cloud Controller License, 3 Years - Meraki MR Series Access Point - Subscription License 1 Access Point - 3 Year License Validation Period	\$157.00	111	\$17,427.00
			Subtotal:	\$17,427.00

Non-Returnable/Non-Refundable Language

Cisco/Meraki Note:

All new Cisco and Meraki orders submitted for hardware, and any attached software, will be non-cancellable and cannot be modified starting 45 days prior to the current estimated ship date. Meraki license-only orders are not impacted by this policy change. Non-cancellable orders are not eligible for RMA credit and are not eligible for an RMA exception.

Quote Summary	Amount
Meraki	\$17,427.00
Total:	\$17,427.00

This Quote does not include any federal or state prevailing wage rates, unless specifically noted. If this project requires compliance with any federal or state prevailing wage laws, the customer must immediately notify Heartland in writing prior to acceptance so that Heartland can provide an updated Quote. Any modifications made after the project commencement will result in additional charges and delays.

This quote may not include applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges. Final applicable sales tax, telecommunications taxes, shipping, handling, and delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 20% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns, cancellations or order changes are accepted by HBS without prior written approval. This quote and any attached agreement are not subject to termination without cause or for convenience. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. Customer may issue a purchase order for administrative purposes only. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2022.v1.0 or later, or the parties have executed a current master services agreement, the signed agreement shall control over any conflicting terms in the version on the website. If a current master services agreement does not cover the purchase of products, the ST&Cs located on the website shall govern the purchase of products. Certain purchases also require customer to be bound by end user terms and conditions. A list of end user terms and conditions related to various manufacturers and vendors is set forth at <https://www.hbs.net/End-User-Agreements>. Any purchase that customer makes is also governed by the applicable end user terms and conditions, which are incorporated herein by reference. If customer has questions about whether end user terms and conditions apply to a purchase, customer shall contact HBS. Any order(s) that exceeds the credit limit assigned by HBS shall require upfront payment from customer in an amount determined by HBS. HBS shall make this determination at the time of the order, unless customer has previously submitted the required onboarding paperwork. In such event, HBS shall make this determination at the time of quoting. Customer shall ensure that all invoices are timely paid as stated in Section 2 of the ST&Cs, regardless of whether Customer has a financing or leasing company or other third-party issue the purchase order. In the event that a third-party issues the purchase order, Customer shall be required to sign this Quote for purposes of approving the order. QT.2025.v1.0

Acceptance

Chicago Illinois Office

Wood Dale School District 7

Signature / Name

Signature / Name

Initials

Date

Date

Meraki License Comparison 3yr license (Access Points)				
Questivity (California)	\$18,407.13			
Evo Pro Tech (Nevada)	\$30,513.90			
HBS (Illinois)	\$17,427.00			
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