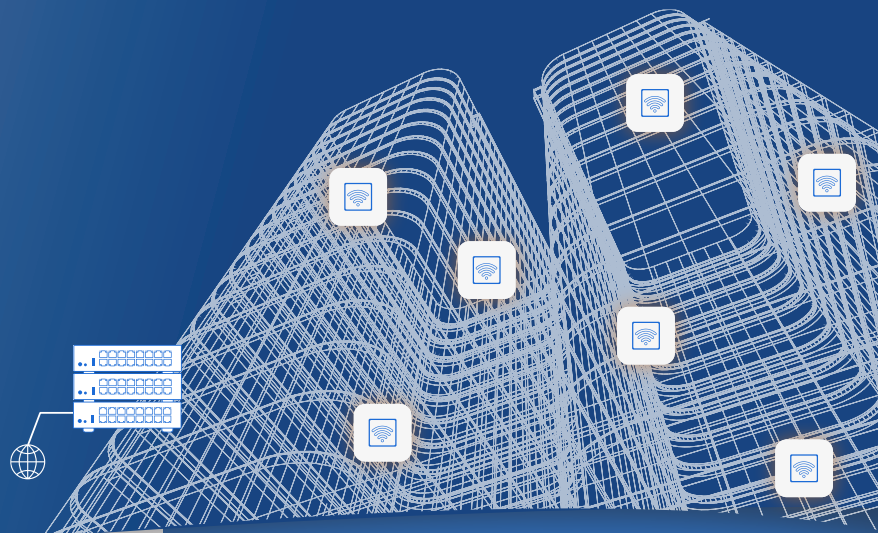




E-Rate Overview for MSPs



Your Network. Your Brand. Powered by Shasta Cloud.

ShastaCloud is a white-label connectivity platform for enterprise Wi-Fi and switching. We provide the engine and toolkit including cloud platform, network hardware and built-in automation, so you can sell a complete managed network solution under your own brand. Instead of competing for margin with incumbent networking vendors, MSPs package Shasta Cloud as their own offer to control pricing and customer experience.

This guide explains how Shasta Cloud fits into the E-Rate program and how our MSP-first model helps you win E-Rate opportunities while growing your brand and margins.

Our promise is simple: your network, your rules. We're just the engine that makes it run.






E-Rate Program Overview

The Federal Communications Commission's E-Rate Program subsidizes broadband for K-12 schools and libraries. Discounts between 20% and 90% apply to eligible services depending on poverty level and urban/rural status. Funding is grouped into two categories:

- 1 Category 1:** Services that deliver internet access to the campus. These services are typically subscribed monthly and funded at the district's discount rate.
- 2 Category 2:** Internal connections such as access points, switches, cabling, UPS units and Managed Internal Broadband Services (MIBS). Category 2 uses a five-year budget cycle with a fixed allocation per student or per library square foot. Funds are use-it-or-lose-it; the current cycle ends June 30, 2026.

When it comes to E-Rate projects, MSPs own the product experience while meeting strict budget and compliance requirements.

How Shasta Cloud Unlocks E-Rate Opportunities

-  **Your brand, your margins:** Package enterprise Wi-Fi and switching as your product. There is no co-brand, no deal registration, and no channel conflict. You own the customer relationship.
-  **All-in platform pricing:** PSK/MPSK, analytics, IoT/MQTT hooks, Zero-Touch Provisioning (ZTP) and API access are included. Fewer SKUs and predictable costs mean easier E-Rate proposals.
-  **Open hardware freedom:** Qualified white-box access points and switches allow you to de-risk supply chains and meet per-student budget caps. Choose from Wi-Fi 6 and Wi-Fi 7 APs, PoE and aggregation switches.
-  **Lower total effort:** Automation eliminates staging and accelerates installation. MSPs can deploy networks up to 70% faster.
-  **Win at both ends of the market:** Deliver premium performance at a better price, all while keeping more margin on every deal.

Your Network. E-Rate Ready.

Discover how Shasta Cloud can empower your E-Rate business. Reach out to us today.

 sales@shasta.cloud

shasta.cloud

