

A photograph of three students, two girls and one boy, sitting at a computer workstation in a library. They are looking at the monitor and typing on the keyboard. The background shows bookshelves filled with books. The image has a warm, golden-brown color cast and a semi-transparent white banner across the middle containing the title text.

Reduced Telecommunication Costs For K-12 School Districts



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E-Rate Discussion

Let's break down E-Rate for today's discussion

1. **Telecommunication Services; Telephone, Internet Access, Cellular, Distance Learning, Video, Voice over IP (VoIP) Cloud Based Services etc.**
2. **Digital Transmission Services that Interconnect District Sites.**

The focus of this presentation is #2, Digital Transmission Services that Interconnect District Sites.





Digital Transmission Services that Interconnect District Sites

Special construction charges to build out dark fiber connections from an applicant's facilities to another District site are NOT E-Rate eligible.

Our discussion will focus on understanding that this E-Rate rule should not be taken into consideration when evaluating the deployment of District Owned Fiber Optic connections.

One might say, "But I have to consider it, or I won't get my discount."

A discount for an annual out-of-pocket fee is not a discount.

Our process will show you how to reduce your annual telecommunication costs.





But I still don't understand, how can I do this?

Complete a study defining costs to deploy a District Owned Fiber Optic Communication System .

The cost study will detail; permit fees, engineering, construction, material, public RFQ process, project management, and on-going maintenance.

The cost study will define the return on investment of a District Owned Fiber Optic Communication System versus continued on-going leasing of telecommunication services.

The average return on investment to deploy a District Owned Fiber Optic Communication System is 3 – 7 years.

The industry standard for life of the fiber is 40 years. The fiber deployment costs and maintenance fees can be amortized over this period.





EXAMPLE – West Allis-West Milwaukee School District

This District has Owned & Operated it's Fiber Network for 11 Years

23 Sites District Owned Fiber Optic

Deployment Costs \$1,632,277

Annual U.G. Maintenance

\$30,000 x 11 Years \$ 330,000

TOTAL \$1,962,277

Lease – Gigabit Circuits

23 Sites Lease @ 11 Years \$6,679,200

23 Sites Installation x \$9,000 \$ 207,000

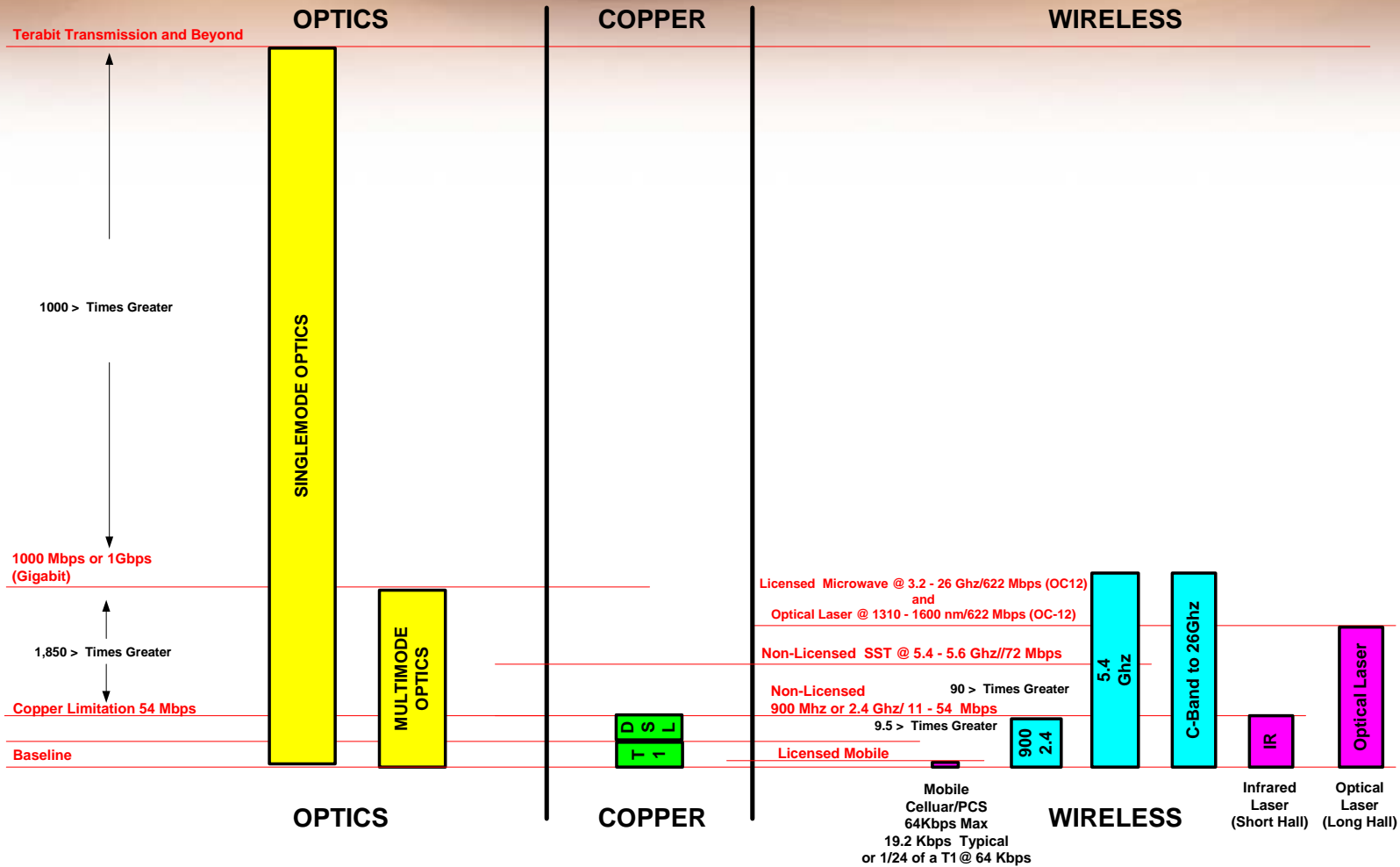
TOTAL \$6,886,200

Savings Impact @ 11 Years \$4,923,923

Return on Investment 2 ½ Years!!!



Owning Your Own Fiber Optic Network Increases Bandwidth



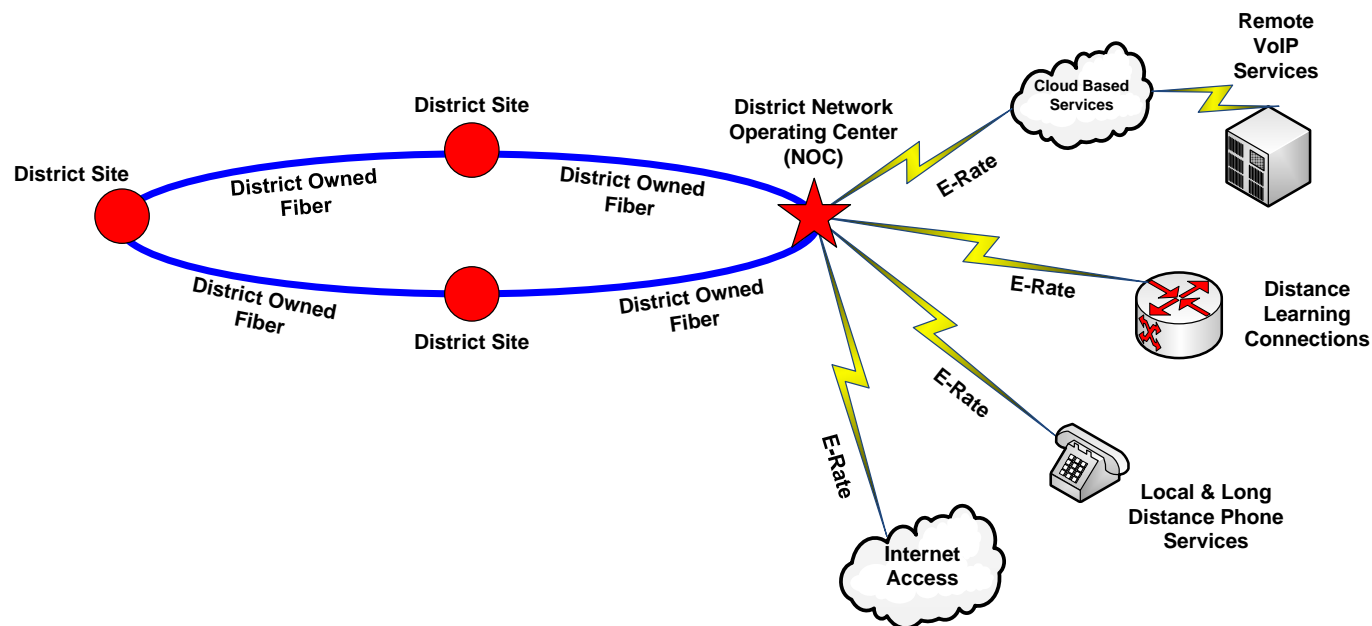
Are You Sure Leasing is Still the Best Arrangement for Digital Transmission Services?




E-Rate & District Owned Fiber Work in Correlation

E-Rate Provides Telecommunication Services; Telephone, Internet Access, Cellular, Distance Learning, Video, Voice over IP (VoIP) Cloud Based Services etc.

The District Owned Fiber Provides Digital Transmission Services that Interconnect District Sites.





Advantages of Ownership

Enable Your District to Provide High Bandwidth Data, Voice, Video Curriculum Applications.

Eliminate On-going Circuit Leases.

Consolidate Your Data Center.

Reduce Licensing & Management of Multiple Devices.

Contact Us Today to Take Immediate Steps Towards Reducing Your Telecommunication Costs

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