

Mission: ESC-20 positively impacts the learning community through high quality, cost effective products and services.

Vision: To be the definitive choice for leadership, innovation, and the advancement of learning.

We believe...

in service first • change is opportunity • our employees drive our success • in cultivating strengths
collaboration maximizes results • learning is life-long • in purposeful and effective communication

Strategic Drivers



Customer Service:

Create a service culture through a focus on the total customer experience.

Customer Focus: Listen to our customers, anticipate their needs, and create value that exceeds their expectations.

Employee Talent: Attract, grow, and retain top talent.

Continuous Improvement:

Create a culture of excellence through a mindset of continuous improvement.

Quality Objectives



Positive Impact on Education

Customer Satisfaction

Employee Satisfaction

Operational Excellence

Public Awareness/Relations

Strategies



Build relationships and engage stakeholders

Provide comprehensive **school improvement services** and **support**

Recruit and retain **high quality workforce**

Allocate resources to **develop** and sustain **quality products** and **services**

Implement a **performance excellence management system**

ESC-20 Broadband Consortium

April 26, 2018

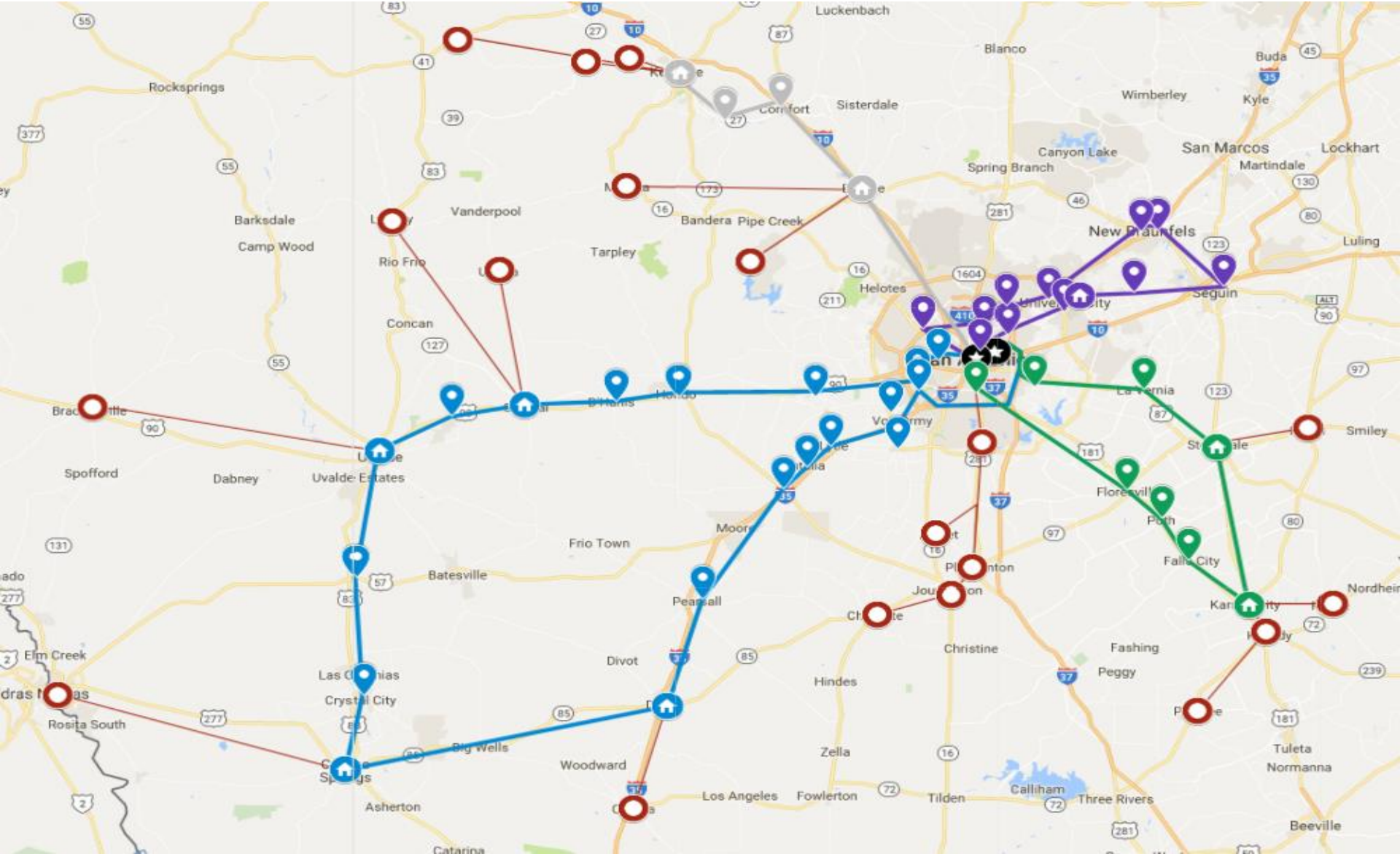
Mission Statement:

Create a Regional Broadband Fiber Infrastructure for All ESC-20 School Districts with Competitively Priced Internet Access

Vendor Selected Feb 2018

- Internet services
 - ZAYO was Chosen Vendor. lower priced per 100G and less during start up –
 - Region 20 may rebid in three years when WAN is completely built to all consortium member
 - Utilization of owned address space beneficial to rebid efforts
 - Tier one service provider, number 2 worldwide for support
 - Additional savings in buildout and support realized with ZAYO chosen as the ISP
- Fiber WAN Buildout and support
 - ZAYO was chosen price is 40% lower than the next highest bidder
 - Equipment Cost built into Leased Lit Pricing
 - Saves Consortium minimum of \$1.3 Million
 - Saves Consortium equipment maintenance and support cost
 - Support with lease option provided 24/7/365 end to end support of all hardware, circuits, customer support

Notional schema



Who's in ?

- Notional participation from 55 districts, and 7 charters
- RFP to include 62 entities (includes out of region ISD's) with 71 demarcation points
- Total of 74 + Circuits
- This is financially feasible based on notional participation
- Final commitment to first stage to occur when installations are scheduled Fall 2018

Next Steps?

- Superintendents commitment letter NLT July 18
- Data collection from Each District
- Follow on conversations with a few districts on alternate options.
- Await Approval of funds
- Hire of Network Engineer Project Manager
 - NLT Sep 2018

District Pricing

Number of Students	Year 1-4 Monthly District Cost per Circuit	Year 5-10 Monthly District Cost per Circuit	Ten Year Cost	Average Per Month Ten years
1-999	\$600.00	\$400.00	\$57,600.00	\$480.00
1000-3999	\$1,400.00	\$1,100.00	\$146,400.00	\$1,220.00
4000-8000	\$2,100.00	\$1,800.00	\$218,400.00	\$1,820.00
8000+	\$2,300.00	\$2,000.00	\$242,400.00	\$2,020.00

- Average savings of nearly 40% across the consortium
- Surpasses Commissioners 1 Mbps per student target goal (1.23Mbps)
- Rate not dependent on E-rate fluctuations
- Scalable for all members

ESC 20 Consortium E-Rate Timeline

Dec 18th, 2017	RFP's Response due to ESC 20
January 29th, 2018	Review and Evaluate RFP Responses
February 13 th , 2018	No/Go Decision based upon Initial RFP Responses.
February 21 st Board Meeting	Award Contracts
March 1, 2018	Update Member Districts with Final Max Cost Structure (not expected to change)
March 22, 2018 Deadline	FCC Form 471 submitted 22 March
April 1, 2018	Superintendent commitment letter from each participating District (4 years from light date)
June 1 – 2018	Secure FCC Form 498 from Consortium Entities
June 1 – December 31, 2018	FCC Form 471 Review Process
January 1 – March 31, 2019	Three Levels of FCC / USAC Approval
April 1, 2019	Estimated Approval Time Frame
May 1, 2019	Begin Implementation
July 1, 2019	Submit FCC Form 471 (FY2019) – MRC + Any Consortium Member Additions
June 30, 2021	Begin Invoices to Member Districts as they are connected to the network
	Complete Implementation

Questions/Comments

Additional Items

- ESC-20 Golf tournament 2 June
- Hardware partnership with City of SA
- Follow up conversations in Hickory/Laurel
- One on one conversations