

The New Hampshire Schools Connectivity Consortium (NHSCC)

Introducing a Statewide Purchasing and Service Model for Internet Access and Other Educational Technology Solutions for K-12 Schools



America's schools are going digital and New Hampshire is at the forefront of the movement. Reliable and speedy Internet access along with other networked tools are no longer optional but essential to the effective, efficient delivery of instructional content and operational applications—and to the preparation of our students for the increasingly competitive 21st century global marketplace.

To meet these real-world imperatives, the New Hampshire K-12 Schools Connectivity Consortium (NHSCC) has been created to bring Internet access and other educational technologies to all of the state's schools at advantageous pricing with premium service.



Education Networks of America

Bringing Broadband—and Far More—at Consortium Pricing

Increased Ability to Communicate and Collaborate

Education stakeholders, especially teachers and students, must have reliable and high-speed access to networked tools to improve their ability to communicate and learn in a more collaborative environment. Recognizing the strategic importance of investments in technologies that enhance communication, collaboration, problem-solving and performance, the New Hampshire Department of Education (NHDOE) has initiated the New Hampshire K–12 Schools Connectivity Consortium (NHSCC). The Consortium initiative is a new purchasing and service model that will give New Hampshire’s public and private schools the cost, productivity and support advantages derived from large-contract economies of scale.

Available to All New Hampshire Schools

Through a competitive RFP process, the Connectivity Consortium has contracted with Education Networks of America, Inc., (ENA) to provide Internet access and managed networks services for Consortium members. Under a multi-year contract, Consortium members—including any eligible public or private school district that wishes to join on an opt-in basis—will be able to purchase enhanced connectivity, network and other services at Consortium pricing. Services available to school districts include high-speed managed broadband Internet access, wide area network service, robust content filtering, a carrier-class e-mail collaboration platform, desktop video conferencing and Voice over Internet Protocol (VoIP) telecommunication services.

ENA has partnered with FairPoint as its principal backbone and last mile carrier for the NHSCC. FairPoint has built an impressive network in the northeast (called Vantage Point) which allows for ubiquitous and cost-effective Ethernet service within their statewide service territory. In addition to FairPoint, ENA may engage a variety of backbone and last mile providers including, but not limited to, Comcast, the University System of New Hampshire’s Network New Hampshire Now project and others as necessary to ensure that ENA can deliver cost-effective, timely and high-speed broadband service for New Hampshire’s school districts. It is important to note that while ENA may engage a variety of infrastructure service providers in its delivery, ENA is always your single point of contact and accountability for delivering reliable, robust service with the highest level of customer care and support. With ENA, participating Consortium school districts and SAUs will receive improved service at every level.



The Benefits of NHSCC Membership

- Enhanced broadband service delivery
- Continuous technology improvement
- Enhanced service and support for NHSCC users
- 24x7x365 network monitoring and proactive notification
- Around-the-clock support tools
- Greater efficiencies
- Interoperability of systems providing video teleconferencing opportunities
- Better use of federal E-Rate and other government funding resources
- Personalized, dedicated account service
- Optional enhanced services such as Voice over IP (VoIP) and desktop video conferencing





The Value for New Hampshire's Schools

ENA was selected as the statewide service provider based on their exemplary track record serving the K–12 community, their history of helping schools maximize E-Rate funding and their substantial experience deploying and managing large district and statewide education network solutions. ENA views connectivity as a mission-critical utility rather than a basic infrastructure and has designed its services from the ground up to specifically meet the needs of the education community. Moreover, they view the customer relationship as a partnership. The benefits of ENA's solutions include:

- Managed, turn-key solution including the provisioning, installation and ongoing maintenance of all circuits and network and security equipment/hardware
- Single point of accountability with ENA your sole contact for all issues related to the network
- Comprehensive E-Rate filing assistance as allowable under E-Rate guidelines
- Enhanced and flexible service options to meet individual local school district needs
- Improved safety and security features of the ENA network

An Experienced, Education-Focused Partner Along With Impressive Statewide Reach and Technology

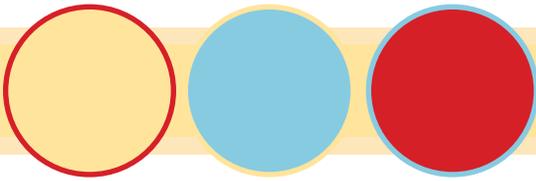
The NHDOE sought a total, end-to-end, managed broadband solution and other network services, and selected ENA based on their extensive experience in managing statewide education networks as well as their knowledge and expertise in the federal E-Rate program. ENA is an experienced, education-focused provider that can leverage existing infrastructure and contracts with new and multiple telecommunications, cable and utility providers to provide a ubiquitous statewide education network with a high level of quality support services.

In 1996, ENA created one of the first statewide K-12 networks in the U.S. Today, ENA manages multiple statewide and district-wide education and library networks, successfully serving over 5,000 end sites, 560 school districts and 230 libraries, more than 2.5 million students, educators and administrators, and more than 6.2 million librarians and patrons. Empowered by their networks, ENA customers can focus on what matters most: preparing students and citizens to succeed in school, work and life in the 21st century. For more about ENA, visit www.ena.com.

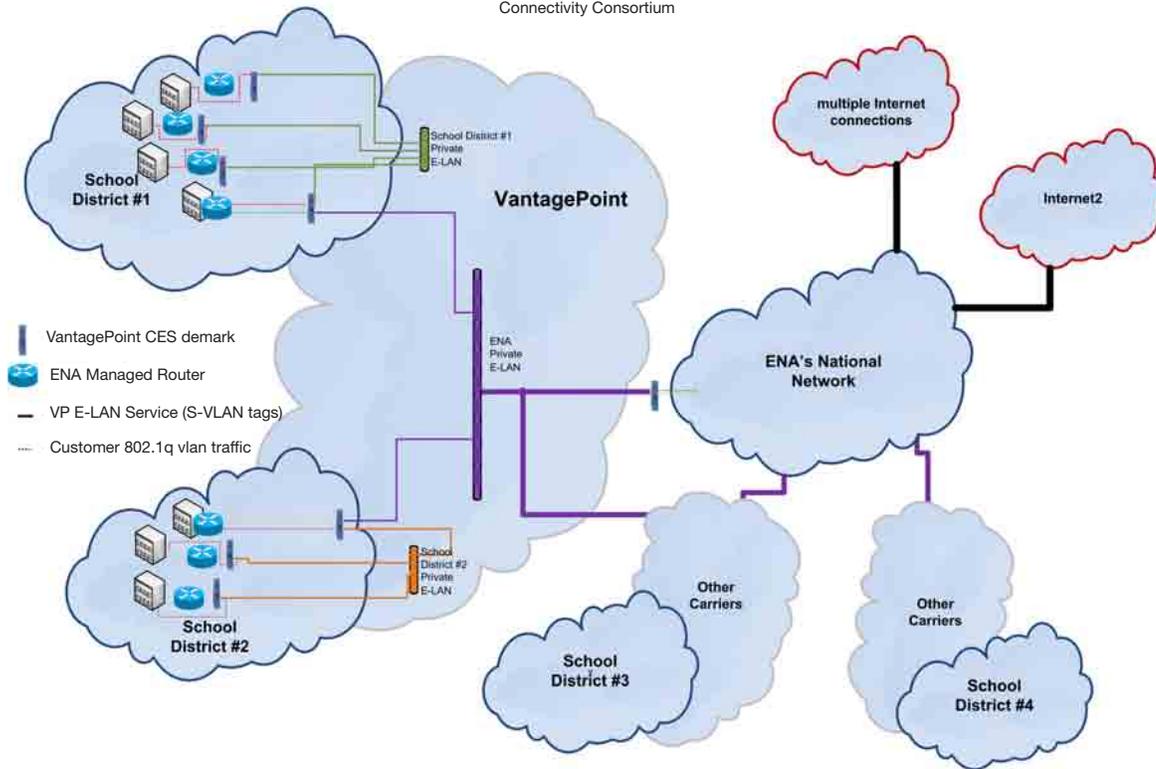
The FairPoint Vantage Point network that ENA plans to leverage as its statewide backbone for the NHSCC project provides an Ethernet-based access network that is dedicated and secure and is not leveraging a shared access medium or Internet-based transport. This network is a highly scalable and purpose-built network that provides the foundation for collaboration between users regardless of geography. Participating Consortium members will receive an Ethernet handoff for access to ENA's managed service offerings. The network solution proposed will provide any-to-any connectivity and not limit customers to a rigid point-to-point or hub-and-spoke architecture. No other provider in New Hampshire can offer the scalability, flexibility and resiliency over an IP/MPLS backbone and do so over the most expansive fiber-optic network in the Northeast.



Education Networks of America



ENA Managed Services New Hampshire K-12 Schools Connectivity Consortium



Consortium Participation

Participation in the Consortium is voluntary and not required by the state. However, we urge you to evaluate the full-service delivery components that this network offers. We are confident you will find that the managed services offered under this contract deliver both cost and service efficiencies. The NHDOE has filed an E-Rate Form 470 on the USAC Schools and Libraries Division website on behalf of Consortium members. Please review the following FAQs for answers to many of your questions. School districts may elect to join beginning in the first, second or third year of the current contract. ENA manages three similar statewide connectivity consortiums and is experienced at working with districts that want to participate.

ENA Is Delighted to Serve New Hampshire!

ENA extends a warm welcome to the New Hampshire K-12 community. NHDOE's multiyear contract to provide managed Internet services throughout the state begins July 1, 2011. ENA is excited about this new partnership! By planning now you will be able to enjoy the benefits of this contract with service commencing July 1, 2011. Between January 2011 and July 1, 2011, ENA will be working with school districts to introduce themselves and understand your requirements and currently deployed services. ENA is personally contacting each school district to schedule a time to discuss your needs. Included in this document is a list of frequently asked questions (FAQs) to provide quick answers to your questions. If you have any additional questions, please do not hesitate to call or e-mail ENA.



Frequently Asked Questions (FAQs)



Q. Does my school district need to file a separate Form 470 to receive NHSCC services?

A. NHDOE filed a statewide, multi-year Form 470 for services under the new New Hampshire Schools Consortium filing. School systems do not have to file a separate Form 470 to receive NHSCC services for the entire term of the Consortium contract.

Q. How will E-Rate funding be filed for NHSCC services?

A. ENA will assist New Hampshire school districts and SAUs in filing a Form 471 for those that desire to seek E-Rate funding for ENA-provided NHSCC services each year.

Q. What do I need to do to participate this year?

A. School systems that wish to participate should work with ENA to determine available services and ENA will assist you in filing a Form 471 for selected services during the 2010-2011 E-Rate filing year.

Q. How will NHSCC deliver service to schools across the state?

A. The ENA team intends to work with each district to determine the best combinations of service connectivity and vendor participation. The goal is to ensure each district receives the highest level of service for the least amount of cost.

Q. I already have a multi-year contract in place for Internet services for my school district. What do I need to do during this E-Rate season?

A. If you have an existing multi-year contract, there is nothing special to do related to that contract during the E-Rate season. File for E-Rate for your district as you have before and expect to discuss with the NHSCC team your specific situation during the NHSCC discovery period that will take place during the next few months.

Q. I am in the process of completing a new contract this E-Rate season. Can I purchase services off the NHSCC Form 470?

A. If you are in the process of completing a new procurement/Form 470 process and a new contract this E-Rate season, you can consider the NHSCC-awarded ENA contract as an eligible vehicle to purchase service and get a head start on NHSCC participation. We would encourage districts that are still working to decide on their 2011-12 service provider to contact us for a quick review of service needs and potential for the NHSCC team to be part of the 2011-12 service solution.

Q. Will participation in this NHSCC effort preclude a school district's ability to file for additional E-Rate Funding?

A. No, absolutely not. School districts will still be able to ask for and obtain, if qualified, E-Rate funding for their own IT initiatives.



Contact ENA—We're Ready to Help!

Contact ENA today to discover why "Service is the Solution!"

Districts that would like more information on participation can contact

New Hampshire Director of Customer Service **Merle Gruesser** at 603-836-1026 or mgruesser@ena.com or
New Hampshire Account Service Manager **Tim Wigmore** at 603-836-0917 or twigmore@ena.com.

Support

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