

**Northwest Pennsylvania Regional Wide Area Network Contract
Between Northwest Tri-County Intermediate Unit #5 and <District Name>**

WAN Service Agreement

Term

- Choose contract term
 - _____ **5 Year Contract payable in 60 monthly terms July 1, 2007 to June 30, 2012**
 - _____ **4 Year Contract payable in 48 monthly terms July 1, 2008 to June 30, 2012**
 - _____ **3 Year Contract payable in 36 monthly terms July 1, 2009 to June 30, 2012**

Services

- The base monthly cost is **not to exceed \$x,xxx.xx** (before e-rate) and includes the following services:
 1. 100 Mbps connectivity from the school district hub-site to the Regional Wide Area Network (WAN). The WAN will interconnect all participating school districts to each other, to the IU and to the Northwestern Pennsylvania Regional Wide Area Network for the exchange of educational content and administrative services. WAN services will be provided by Sting Communications.
 2. 5 Mbps guaranteed Internet (port and transport) provided by Sting Communications. Any district may purchase additional dedicated Internet at a monthly cost of \$60.00 per 1 Mbps per month.
 - a. Amount of additional Internet: _____. Price of additional Internet: _____.
 3. Internet2 transport provided by Sting Communications.
 4. Sting managed services package, including leased network edge device at the school district hub-site as part of the service.
 5. Content materials, programs, and/or equipment acquired under the IU's e-Fund grant. Access to and use of these products will be optional. Specific services are outlined in the e-Fund grant application and are dependent upon agreement with the Pennsylvania Department of Education. For some materials, an additional fee may apply.
 6. Administrative management services to be provided to the consortium by the IU.

Contingencies

- The costs listed in this agreement are dependent upon final approval of a contractual agreement between each IU in the Northwestern Pennsylvania Regional WAN consortium and Sting Communications. The pricing in this agreement assumes that all districts identified as seeking WAN services in the RFP of September 1, 2006 will purchase services as stated in this agreement. If fewer districts participate, the monthly costs may change. In such a case, new cost data will be provided to the district for consideration at the earliest opportunity.
- The costs listed in this agreement assume that the Pennsylvania Department of Education and the Northwestern Pennsylvania Consortium will reach mutually acceptable terms for spending the e-Fund grant, which has already been awarded.
- If the provider (Sting) is not able to deliver services by the start date specified in the term selected above, the district only will pay for services beginning the month the service is installed. If the provider delivers the network but the school is not ready, the school is still responsible for payment.

Amendments

- After negotiations with Sting and the Pennsylvania Department of Education are complete, the IU may submit an amendment to this contract reflecting the final terms. Any such amendment must be agreed to and signed by both parties.

Billing

- Each district will be invoiced monthly for the costs due. Invoices will be paid within 30 calendar days.

- The costs in this agreement are before E-Rate. The IU will file an E-Rate application on behalf of the school districts and will discount the bill by the appropriate E-Rate discount as soon as the consortium E-Rate application is approved.

Assurances

This contract constitutes the entire Agreement between the parties. No agent, representative, employee or officer of the School District or the Intermediate Unit has authority to make, or has made, any statement, agreement or representation, oral or written, in connection with this Agreement which in any way can be deemed to modify, add to, or detract from or otherwise change or alter the terms and conditions of this Agreement.

This Agreement shall be governed by and interpreted and enforced in accordance with the laws of the Commonwealth of Pennsylvania and decisions of the Pennsylvania courts.

In signing this contract you are attesting that, as of the start of the WAN services, your District is complying with the terms of the Children's Internet Protection Act (CIPA).

District: _____

Billing Person: _____

Address: _____

Agreed to by,

Superintendent Signature: _____

Date: _____

Board Approval Date: _____

Northwest Pennsylvania Regional Wide Area Network

A consortium of schools serviced by Intermediate Units 4, 5, 6 & 28

History

- ◆ The consortium was created in March of 2006 to leverage the e-Fund grant program
- ◆ The e-Fund grant program was created to assist schools in procuring high-speed broadband services
- ◆ There is a potential of 85 school districts, technical schools and intermediate units to participate
- ◆ The bidding and evaluation processes were completed in November of 2006
- ◆ The Consortium has selected Sting Communications as the winning bidder

Benefits of Participation

- ◆ Any-to-any connectivity between consortium members
- ◆ 100mbps (very fast) connection to the WAN
- ◆ Bulk Internet service at extremely low rates (\$60 per mbps per month)
- ◆ Internet2 transport to the Pittsburgh Super Computing Center (PSCC)
- ◆ Any-to-any connectivity to schools, universities, and others connected to PSCC¹
- ◆ Participation in the Pennsylvania Education Network as it is deployed
- ◆ Deployment of new applications and services not available with your current connection (i.e. Voice over IP)
- ◆ Incremental growth for Internet, Internet2, and WAN connectivity
- ◆ Access to e-Fund dollars
- ◆ Consortium handles all E-rate processes
- ◆ The WAN is a content delivery system providing three access methods: WAN, Internet2, and Internet
- ◆ Private education network reduces or eliminates unwanted network traffic

Instructional and Administrative Advantages

- ◆ Access to Internet resources
- ◆ Access to Internet2 resources²
- ◆ Improved streaming media
- ◆ Internet/IP video and web conferencing
- ◆ Sharing of instruction between districts in the region³
- ◆ Virtual access to content experts globally
- ◆ Ability to deploy new services such as voice over IP
- ◆ Ability to deliver services not available from your telephone provider
- ◆ Potential to reduce costs associated with current telephone services
- ◆ Access to resources from other districts
- ◆ Provide resources to other districts
- ◆ Consolidate services and reduce costs
- ◆ Collaborate with other districts
- ◆ Provide more experiences to more students
- ◆ Enough bandwidth to deliver engaging content

Community

- ◆ Benefits your community by providing a \$3.3 million investment in new technology infrastructure in the region
- ◆ Provides new options to service providers to deploy alternative networking solutions
- ◆ Provide the district with enough bandwidth to provide services to the community such as:
 - Video streaming board meeting
 - Video streaming sporting events
 - Provide online adult education
 - Collaborate with community members and businesses through video and web conferencing
- ◆ Can benefit current and new businesses by providing new network connectivity options

² Just like Internet, Internet2 may require additional fees.

³ The region consists of any school in the 12 counties served by the Intermediate Units that participate in the WAN project and any other schools connected to the Pittsburgh Super Computing Center. When the regional networks are "wired" together, then the region will extend across the commonwealth. Internet2 provides the ability to extend across the world.

¹ Some clients connected to the Pittsburgh Super Computing Center are Carnegie Mellon University (I'm still confirming the members)

Key Decision Point

- ◆ \$5.2 million available to participants from the e-Fund grant
- ◆ \$2.2 million in E-rate funding⁴
- ◆ State-of-the-art network design and technology
- ◆ State-wide network connectivity⁵ when it is deployed
- ◆ Any-to-any connectivity with regional schools
- ◆ Connectivity to the Pittsburgh Super Computing Center
- ◆ Internet2 transport
- ◆ The current Internet connection provides only one method to communicate outside your district—over the Internet
- ◆ The new network provides three methods to communicate—the Wide Area Network, Internet2, and Internet
- ◆ The e-Fund grant will invest \$3.3 in new telecommunication infrastructure in the region
- ◆ Every district get a minimum 5mbps Internet connection with the ability to increase the amount whenever they need it
- ◆ The new infrastructure will benefit more than just the schools—communities and business could benefit as well
- ◆ With this project, public schools will achieve what many other organizations have been unable to do
- ◆ This opportunity is a huge example of public education being leaders and innovators

Costs

- ◆ \$2,790.00 per month before E-rate and before any transition⁶ dollars have been applied
- ◆ The cost includes the monthly \$250.00 consortium membership⁷
- ◆ E-rate eligible monthly fee is \$2,790.00 - \$250.00 or \$2,540.00
- ◆ E-rate discounts vary by district and each district will have their monthly bill reduced by their discount percentage when the IU receives the funding commitment letter from the E-rate program
- ◆ For example purposes, assume a district receives a 55% E-rate discount
- ◆ The E-rate discount would be \$2,540.00 x 55% or \$1,397.00
- ◆ The actually monthly bill for this example district would be \$2,540.00 - \$1,397.00 + \$250.00 or \$1,393.00⁸
- ◆ Additional Internet access is low \$60 per mbps per month⁹
- ◆ The Intermediate Unit strongly recommends you budget the full \$2,790.00 per month even though it is extremely unlikely you will actually pay this amount

⁴ Dollars are based on the 2005-2006 discounts.

⁵ PAIMS has been awarded a \$46,000.00 planning grant to prepare for the regional networks to connect.

⁶ Transition dollars can be used up to two years to help reduce the monthly fees. We do not know the extent of transition dollars in the e-Fund grant at this time.

⁷ For a complete description of what services the Consortium membership covers, please see the Consortium Membership Services sheet.

⁸ This is an example only. The actual numbers for your district will vary.

⁹ We currently pay \$100 or \$200 per mbps depending on your transport method.