

A photograph of three students in a library or computer lab. They are sitting at a desk, looking at a computer monitor. The student in the foreground is a young woman with dark hair, wearing a purple shirt. The student in the middle is a young man with blonde hair, wearing a white shirt. The student in the background is a young woman with dark hair, wearing glasses and a dark shirt. The background shows bookshelves filled with books. The overall lighting is warm and yellowish. The text "Reduced Telecommunication Costs For K-12 School Districts" is overlaid in white on a semi-transparent dark background.

# 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**

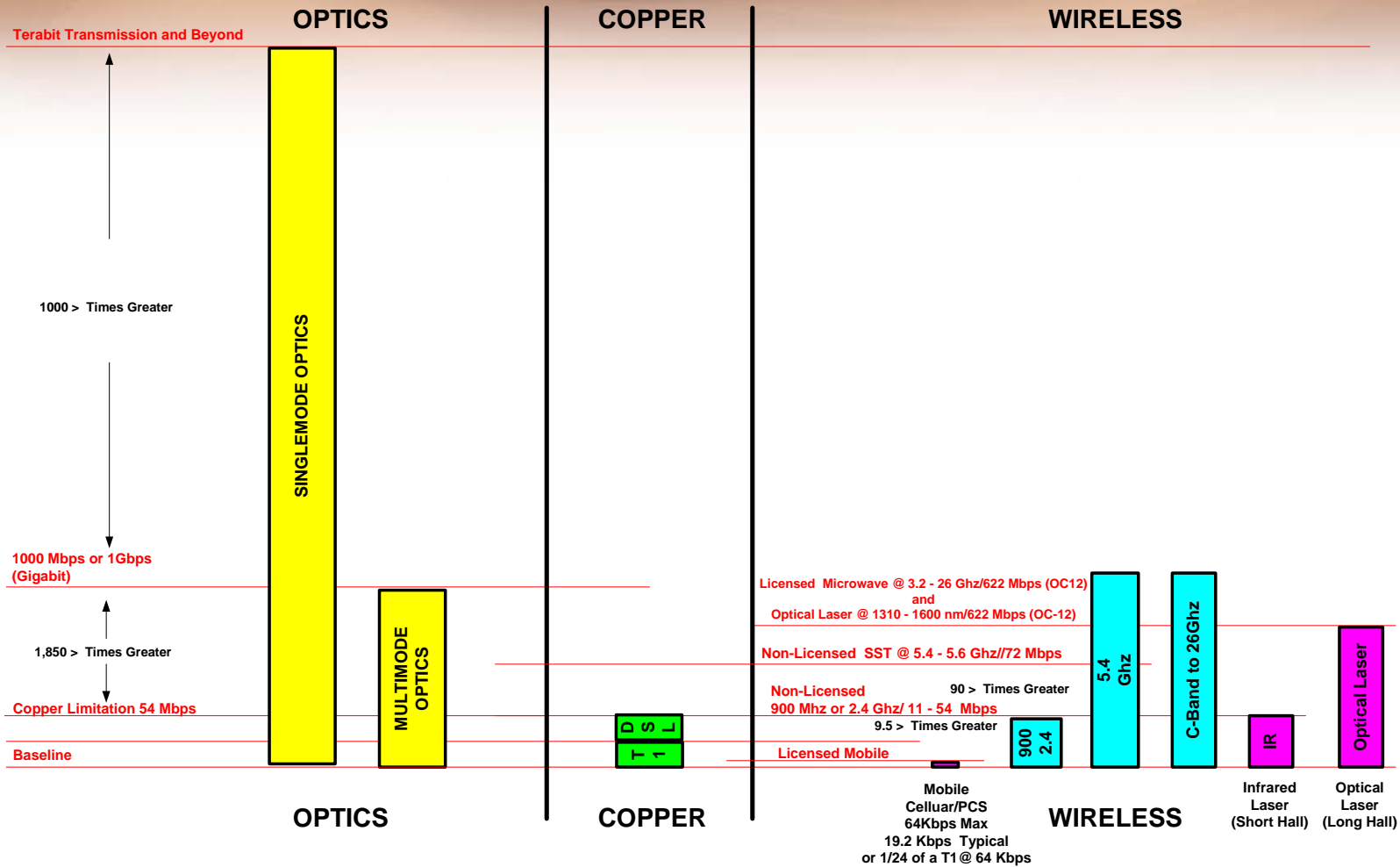
**TOTAL \$6,886,200**

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

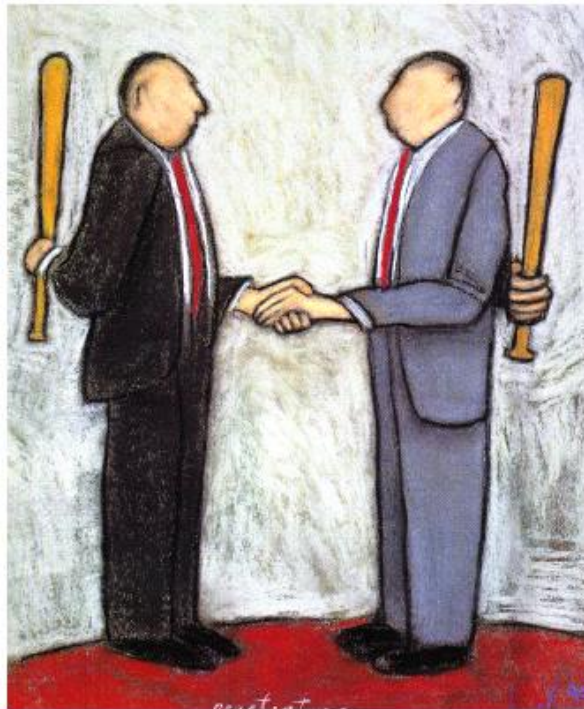
**Return on Investment 2 ½ Years!!!**



# Owning Your Own Fiber Optic Network Increases Bandwidth



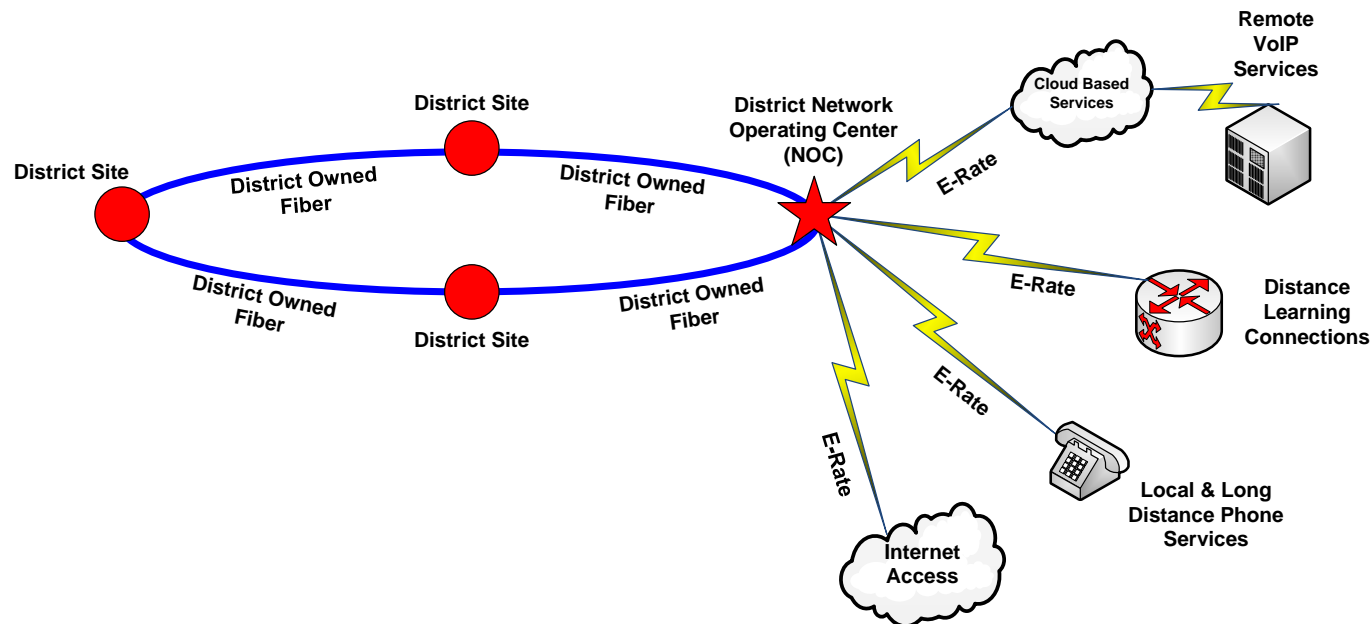
## Are You Sure Leasing is Still the Best Arrangement for Digital Transmission Services?




## 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**

**Bruce Rowell  
Owner**

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