

FALL 2011 E-RATE MEETINGS



PETER DRESCHER, EDUCATION TECHNOLOGY COORDINATOR

PURPOSE AND AGENDA

Meetings to :

Indicate and discuss changes in SLD policy that VT schools should be aware of.

Introduce schools to Education Networks of America, ENA

Alert participants about ongoing and upcoming initiatives/news from the state level

9-9:15 Welcome and introductions


9:15-9:45 Peter Drescher, E-rate changes FY2012

9:45-10:00 Ongoing, upcoming initiatives

10:00-11:30 ENA presentation, Technology plans

11:30-12:00 Questions/Discussion





E-RATE NEW RULES: THINGS TO WATCH FY2012

CIPA COMPLIANCE “CHANGE”

CIPA Compliance:

The new rule is that beginning next July an applicant’s Internet Safety Policy must include a component about educating students about the proper usage and dangers (including cyberbullying) of online access. Existing plans can be amended without a new public hearing.

“including interacting with other individuals on social networking websites and in chat rooms”

VERMONT is complying in most cases. Do you have an Internet Safety Policy?



MAKING CORRECTIONS

Receipt acknowledgement letter: (R.A.L.) If you make corrections to it, as you may have in the past, USAC is not allowing the corrections anymore without other supporting documents. (i.e. a spreadsheet indicating the change in price, or other documents that support the correction.)

VERMONT: Make your life easy! If you are still within the window to file your 471, simply file a new one. It is cleaner, and will reduce a delay in the processing of your filing.

The R.A.L. is open to additional scrutiny based on the new rules.



Calculating Your Discount

Starting in FY2012, applicants **must** use NSLP data as of a date that is verifiable by your state authority to determine your appropriate discount rate

- If State audits October 1 numbers, then you must use those student counts

VERMONT State level: more timely on releasing figures to the schools, so a match can be made.

Question: Where do you pull this # from currently?

OTHER AREAS

- GIFTS
- Purchase orders as contracts

- Webinars from ENA later in fall (take advantage)

1:1 INVITATION FROM MAINE TO NH AND VT

SETDA meeting: Baltimore MD June 2011

(State Education Technology Directors Association)





Partner Schools: 36

Teachers: 59

Current Enrollment: 694

Current Number of
Courses: 71 (Fall, Full-
year and Spring)

Currently Accepting
Partner School
Applications for: Fall
2012

Algebra Readiness
Program

WHAT ELSE?

Learning Network of Vermont Sigrid.lumbra@state.vt.us

Annual Technology Survey

Use of the Classroom Scenarios/Technology Grade Expectations

Connect the DOTS summit meeting – Late October– will report out on outcomes

Vermont Participation in Speak UP Project — <http://www.tomorrow.org/speakup/>

Comcast Internet Essentials program internetessentials.com

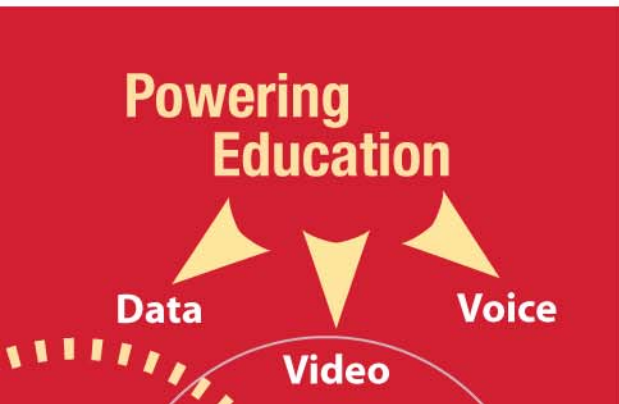
STEM partnership with ME and NH

Real World Design Challenge realworlddesignchallenge.org





**Experience the
ENA Difference**



**Vermont DOE
K-12 Broadband
Connectivity
Master Contract**

History VTDOE



Education Networks of America

- **2008 Vermont E-Rate Funding Analysis Conducted by E-Rate Central**

- Among all states, Vermont ranked 50th in total E-Rate Funding
- On normalized “per student” basis, Vermont ranking of 48th was still one of the lowest – 60% below average.

- **Key Recommendations**

- Create a statewide broadband network to leverage E-Rate and economies of scale
- Encourage greater participation in the E-Rate program

History VTDOE



Education Networks of America

- **2008 Transformation of Education Initiative**
 - Student Centered Education
 - Flexible Learning Environments
- **2010 RFP for Statewide K-12 Broadband Connectivity**
 - Create equity of access to high-speed, affordable and reliable Internet and WAN bandwidth services
 - Sought solution for all schools
 - Provide a high-level of support for broader adoption of the E-Rate program and new technologies.

History VTDOE



Education Networks of America

- **2011 VTDOE State Master Contract Awarded**
 - ENA to provide E-Rate eligible managed Internet access, wide area network, VoIP and video teleconferencing services at statewide consortium pricing

State Master Contract Objectives



Education Networks of America

1. Improved bandwidth availability to schools across the state
2. Improved bandwidth affordability
3. One-stop shopping for value-added services to the schools such as content filtering, e-mail, network management, VPN and firewall configuration, etc.
4. Trouble-free Internet and WAN connectivity with easy access to technical support when needed
5. Opportunities for growth of existing and new services (application portal, distance learning, VoIP, etc.)
6. Support for IP-based Video and Telecommunication services
7. Streamline the E-Rate reimbursement process, alleviating the burden of time and cost from individual schools/school districts/supervisory unions while maximizing the value of E-Rate funding

Timeline and Process for Technology Plans



Education Networks of America

Activity	Planned Completion	Entity responsible
Update to the VT state Plan	Late November	VTDOE/ local representatives
Online template creation	January 2012	VTDOE
Webinars, training on using new online system	Ongoing January – March 2012	VTDOE, Locals
Submission of Tech Plans	Late May 2012	Locals
Approval Process	May-June 2012	VTDOE
Approval Letters to Locals	Mid June 2012	VTDOE/Online system

http://education.vermont.gov/new/pdfdoc/pgm_edtech/state_plan/EDU-Fall_2011_Planning_for_Technology_Plans.pdf

Master State Contract



Education Networks of America

- VTDOE conducted a state-level 470 process in the Spring of 2011 on behalf of all schools
- ENA was selected to as the service provider for schools who wish to participate
- A master contract with ENA is in place with the State of Vermont and schools who participate do NOT need to file their own 470
- The VTDOE's 470 that was filed in the Spring 2011 can be referenced
- Information necessary for the filing of 471 forms is below



Adobe Acrobat
Document

VTDOE 470 Application Number	Master Contract # with BGS State of Vermont	Allowable Contract Date	Date of Contract Signature
557560000867158	19849	12/14/2010	8/24/2011

ENA Background



Education Networks of America

**Education Networks of America is a
Leading Managed Network and Communication
Service Provider**



**Connecting People and Making the Process of
Reaching and Using Valuable Information as Easy
and Reliable as Turning on the Lights**

ENA Background



Education Networks of America



- **Leading managed network service provider delivering connectivity and communication services uniquely designed for education and libraries since 1996**
- **Currently serving over:**
 - 5,345 end sites, 580 school districts, 250 libraries
 - 3.1 million students, teachers and administrators and 6.2 million library patrons
 - Eight of the largest school districts in the country
- **ENA is a top-10 recipient of E-Rate funds over the life of the program (over \$400 million)**
- **We are a state- and national-level participant in Internet2 and NLR**

Service Portfolio



Education Networks of America

■ Data Services

- Wide Area Networks (WAN)
- Nationwide backbone providing Internet access with cloud-based firewall and content filtering options



■ Voice Services

- IP telephony as a service, inclusive of internal (PBX) and external (dial tone) service in a cloud-delivered E-Rate eligible package
- External (trunking) connectivity for existing phone systems, supporting traditional key systems, legacy PBXs and newer VoIP premise solutions



■ Video Services

- Desktop video – one-to-one and one-to-many – customized for the K-12 environment and integrated with legacy video conferencing equipment
- Management of existing H.323-based video equipment as a service
- Packaged training and content partnerships



ENA Value Proposition



Education Networks of America

Meeting the Unique Requirements of K-12 and Library Customers

Service Is the Solution
ENA's Full Suite of Technology Services



ENA's Managed Data Service Includes:

- ✓ Managed Data Circuit Delivery
- ✓ All Required Equipment
- ✓ Onsite Service
- ✓ Support for the Life of the Contract
- ✓ Dedicated Account Service
- ✓ Customer Technical Assistance Center
- ✓ E-Rate Assistance

As a Priority 1 E-Rate Service

Why Choose ENA in Vermont?



Education Networks of America

We understand the Vermont carrier landscape and work with multiple providers to deliver the best service solution for you

- ENA manages the entire service delivery process end to end, negotiates and manages all contracts with service providers
- We can leverage federal, state and local network investments from multiple providers, including those funded through the ARRA broadband program (BTOP/BIP)
- No new 470 or RFP required to receive E-Rate funds for eligible services purchased from ENA



ENA's Managed Data Service Approach



Education Networks of America

	CIRCUIT COSTS	CUSTOMER PREMISE EQUIPMENT	MAINTENANCE OF EQUIPMENT	A CUSTOMER TECHNICAL ASSISTANCE CENTER	PROACTIVE NETWORK MONITORING	FIELD SERVICE
MANAGED SERVICE APPROACH						
PIECEMEAL						

Historically, only schools with E-Rate discounts over 80% receive Priority 2 funding

E-Rate Information



Education Networks of America

- **Customer Service and Education Focus**
 - K-12 customized service
 - E-Rate expertise
- **E-Rate Program Service Provider Since Year 1 (1998)**
 - Experienced E-Rate team (erate@ena.com)
 - Rex Miller, April Scott, Kris Vivrette, Ward Chaffin

ENA E-Rate Quick Stats

- ✓ Over \$400 Million in E-Rate Funding Approvals Since Program Inception
- ✓ Top-10 Vendor for Priority 1 Funding
- ✓ Filed More than \$95 Million in Funding for Customers in E-Rate Year 14
- ✓ Over 99% Success Rate Overall
- ✓ 14-Year Successful Track Record

Vermont E-Rate Process



Education Networks of America

- ✓ State filed 470 on behalf of VT school systems
- ✓ Schools can select to use the VT statewide procurement as their E-Rate eligible contract for services beginning 7/1/2012
- ✓ Schools that select ENA and the state contract will file their own Form 471 listing the state's 470 number and contract number in Block 5

ENA is Available to Answer Questions

Vermont E-Rate Process General Timeline



Education Networks of America

- **October 11-13 – Vita-Learn Regional Meetings**
 - Kick-off for planning for Year 15 E-Rate Services (July 1, 2012 – June 30, 2013)
 - Meet with schools to determine needs, initiate inquiries and develop proposal for services
- **November 2-4 – Vermont Fest**
 - Expect E-Rate window to open in November
 - ENA E-Rate Webinar (DATE TBD based on E-Rate window)
- **December and January**
 - ENA works with schools individually
- **February**
 - Expect the E-Rate filing window to close and 471's must be submitted
 - ENA plans implementation of new services

Q & A



Education Networks of America



Contact



Education Networks of America

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Ways to Follow ENA

