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**State of Vermont**  
**Vermont Department of Education**  
120 State Street  
Montpelier, VT 05620-2501

January 31, 2011

To: All Vermont Schools

In early December of 2010, the Vermont Department of Education released a 470 Application within the Schools and Libraries Division of the E-rate process to solicit bids of cellular services on behalf of all K-12 schools. The Application # for the 470 discussed here is 606020000867186.

This process yielded three bids from vendors that currently serve the state of Vermont.

The three respondents were;

1. AT&T
2. Verizon Wireless
3. Sprint

After a review of the proposals, it has been determined to simply accept the results of all three and recommend that schools look carefully and determine the best package for their needs. All three have compelling pricing and service plans. The reasons for the Department of Education not choosing one vendor over others is based upon the following two factors:

1. Often in our different portions of the state, there are differing capacities for receiving clear signals from various providers. For example, a particular service area may be known for having better coverage from one provider over another in a particular town or region. Personnel at schools will have knowledge of these “areas of service” and are better suited to making decisions that meet the specific need of the school. The Department of Education felt that to accept one over the others would limit the options for schools.
2. The pricing that was submitted is competitive and there are clear benefits in the pricing quotes for schools that choose a higher plan package to save money. Not all schools may wish to opt for the “higher” package. Therefore, schools should choose the package or plan that best meets their individual need.

Because the bid proposals are confidential from the perspective of the vendor, and because the Vermont Department of Education wishes to honor that, the next step in this process is for schools to contact the Department and request the particular pricing and service bid that they would like to review. Schools are free to request all three and review and compare in their region. It is expected that schools not share the bid quotes with other vendors and use for their own purposes.

**To request the proposals for review, contact the following individual:**

Sabine Baldwin, Administrative Assistant for the Integrated Support for Learning  
[Sabine.baldwin@state.vt.us](mailto:Sabine.baldwin@state.vt.us)  
802-828-0183

Sabine will forward the requested information via email for your review.

From that point forward, the Vermont Department of Education leaves negotiating and actually signing contracts in the hands of the individual schools. The Vermont Department of Education will *not* be signing *any* contracts on behalf of schools. Schools should use the contact information provided in the proposal documents to reach out to the vendors.

This process was begun to assist schools in getting optimum service contracts and competitive pricing on those services. We urge the schools to look carefully and use this process to their benefit.

In order to evaluate our process around this, please let me, Peter Drescher, know if you do take advantage of this process and actually sign contracts. We are keeping records to judge the feasibility of continuing to undertake this process each year.

Thanks for all you do on behalf of Vermont students.

Sincerely,

A handwritten signature in black ink, appearing to read "Peter Drescher", with a long horizontal flourish extending to the right.

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