

E-rate Proposal

2019 Erate Bid

Presented by *EM3 Networks*

Travis Smith – Managing Partner

682-251-0262

REFERENCES

Advantage Academy

Alta Services Company

Big Sandy Healthcare

Blue Cross Blue Shield

Bossier Parrish Library

Calallen Unified School District

Calvert Independent School District

Cannelton City Independent School District

Capstone Rural Healthcare

Caribou Memorial Hospital

Carrizzo Springs Unified School District

Castro County Healthcare

Cedar Vale Unified School District

Central Kansas Mental Healthcare

Cesar Chavez Community School

Childress Regional Hospital

Climax Springs R-IV School

Community Montessori School

Community Services Agency

Connally Independent School District

Cook Children's Healthcare Systems

Florence County Independent School District

Eureka County

Franklin Medical Center

Germer Insurance Services

Get Well Network



EM3 Networks made the Process Simple from start to finish! Solid product with a solid team behind it!"

Rory, Business Continuity Technologies, Nevada



EM3 Networks went above and beyond to ensure we were satisfied. Their pricing was very cost effective for us and they understand E-Rate billing. EM3 is always available during the E-rate review process and provided timely answers when needed. They get the job done right!"

Theresa, Bossier Parish Library, Louisiana



I am very satisfied with EM3 Networks. I have worked with Travis for several years. EM3 also does their own monitoring of our connections and if something goes down we get alerted right away. They will then work closely with the carrier to get the issue resolved. Overall, I would highly recommend EM3 Networks' services."

Jim, Advantage Academy, Texas



EM3 Networks delivered a carrier class network without the hassle of dealing with the carrier. They handled everything on our behalf and made our job easier!"

Rudy, Pope John Paul High School, Florida



EM3 Networks' bill is easy to understand and they show us our E-Rate credits on each statement. They also provide us with helpful bandwidth utilization reports so we can better manage our network."

Irene, Climax Springs R-IV Schools, Missouri

Hillsboro Independent School District

Holy Redeemer Catholic School

Iran General Hospital

Lampasas Independent School District

Marlin Independent School District

Mart Independent School District

Mitchell County Hospital

Morehouse General Hospital

Ouachita Regional Medical Services

Parke-Vermillion Education

Pinetree Independent School District

Pope John Paul II High School

Rice Medical Center

River Oaks School

Riverwalk Education Foundation

Rosenberg Library

Scott County Unified School District

SHA'AREI BINA Torah

Spartanburg Day School

Sportif USA

St Stanislaus School

Tarkington Library

Trinity Charter Schools

Ward Memorial Hospital

West Feliciana Parish Library

Wortham Independent School District

Youth Connection Charter School

INTRODUCTION

Thank you for allowing **EM3 Networks LLC (EM3)** to submit this comprehensive proposal in accordance with the guidelines set forth by The Universal Service Administrative Company (USAC) and as designated by the Federal Communications Commission (FCC). The universal service **Schools and Libraries Program**, commonly known as the E-rate Program, helps ensure that schools and libraries can obtain high-speed Internet access and telecommunications at affordable rates.

This proposal is for Category One services, which include Data Transmission Services and Internet Access.

About EM3 Networks LLC

EM3 Networks is an award winning Partner of AT&T and was formed by three former and retired AT&T executives. Our leadership team has over 75 years of experience in the telecom business and we have worked on some of the largest accounts in the United States. We have wholesale and partner agreements with several carriers so we can provide the best solutions for our customers.

- EM3 has extensive experience in building, monitoring and managing reliable and secure network solutions for the Schools, Libraries, Healthcare and Commercial accounts.
- EM3 performs all Carrier coordination, Project Management, Provisioning and Billing internally. Truly a one-stop shop for the Client.
- **All circuits proposed in this response are eligible for E-Rate funding.** We will be happy to work with you in either the BEAR or SPI reimbursement processes. It is your choice!
- We are committed to ensuring our clients can deliver critical information clearly, quickly, and with the highest levels of security.
- EM3 Networks, L.L.C. is an FCC---registered network connectivity provider. Our 498 Identification number (SPIN) is **143049822** and our **FCC Registration Number (FRN)** is **0026214809**.
- EM3 Networks, L.L.C. is **Green Light Status** with the FCC as you will see on the attached FCC Document
- EM3 is proud to be recognized by the Education Superhighway for our commitment to providing the highest bandwidth at the most reasonable prices for K-12 schools nationwide.
- EM3 Networks is proud to have been presented with the **AT&T Wire line Business Acceleration Award** for 2017. This award is based upon our nationwide success in helping customers with their network needs.

For more information please visit: <https://em3networks.com>





Travis Smith
Managing Partner

Travis Smith serves as one of 3 managing partners for EM3 Networks. He is responsible for providing advanced communication solutions to all business customers with an expertise in the education and healthcare industry. As a veteran in the telecom industry, Mr. Smith provides EM3 a great wealth of networking expertise, industry experience and leadership depth. Not only is he an expert in communication solutions, but he is also a dynamic leader with a passion for excellence and a champion for his customers, business partners and teammates. After 16 years of outstanding leadership as a Senior Account Manager with AT&T, he has forged a long-standing career in the telecom industry.

Travis has a knack for building great relationships with both his customers and business partners. He is a seasoned communications expert and has successfully identified and implemented customer technology solutions across all product sets and verticals. Specifically, he has a great deal of working experience with Managed Solutions in the Government, Education and Medical sector. While at AT&T he was responsible for the largest healthcare accounts in the Dallas area, billing in excess of \$100 million per year.

Travis has a proven record of exceptional performance and has been recognized as a top performer, having received numerous awards for outstanding performance including Pinnacle Club, President's Club, and Diamond Club while at AT&T. In addition to his professional experience and success, Travis earned his B.A. in Marketing from The University of Texas at Arlington.

Travis and his wife have one teenage daughter who keeps them very busy and he wears many hats; he is a landlord in the big city, and also enjoys the simple country life, hunting, fishing and raising longhorn cattle at his family ranch in Hico, Texas.

Hillsboro Independent School District

121 E. Franklin
Hillsboro, TX 76645
254-582-4168



EM3 Networks, LLC

Travis Smith
(682) 251-0262
SPIN# 143049822
travissmith@em3networks.com

BEN # 141106
Bid Date: 10/23/2018
Estimated USAC Reimbursement 80%

AT&T Dedicated Ethernet (Point to Point Service)

Location A	Location B	Service Type	Bandwidth	36 Month Term MRC	60 Month Term MRC
210 E. Walnut St. Hillsboro, TX 76645	103 Country Club Rd. Hillsboro, TX 76645	PTP	1 Gbps	\$ 1,995.00	\$ 1,695.00
210 E. Walnut St. Hillsboro, TX 76645	115 Jane Ln. Hillsboro, TX 76645	PTP	1 Gbps	\$ 1,995.00	\$ 1,695.00
210 E. Walnut St. Hillsboro, TX 76645	1600 Abbott Ave. Hillsboro, TX 76645	PTP	1 Gbps	\$ 1,995.00	\$ 1,695.00
210 E. Walnut St. Hillsboro, TX 76645	1000 Old Byrum Rd. Hillsboro, TX 76645	PTP	1 Gbps	\$ 1,995.00	\$ 1,695.00

There is NO Installation Fee and NO Bundled ineligible Services included in our bid.

EM3 offers Discounted Billing (SPI) and also Billed Entity Applicant Reimbursement (BEAR) depending on what our customers would like to use.

** Estimates are based on previous reimbursement rates for this BEN#. Customer is responsible for successfully obtaining reimbursements from the Universal Services Administrative Company. EM3 Networks cannot guarantee USAC reimbursements.

Total 3 Year Rate Option - MRC	\$7,980.00
Estimated Tax & USF	\$ 399.00
Estimated MRC with Tax & USF	\$ 8,379.00
Estimated Discount % 80%	\$ 0.80
Estimated ERATE Reimbursement	\$ 6,703.20
Estimated Cost after ERATE Reimbursement	\$ 1,675.80
3 Year Total Monthly MRC (estimated)	\$ 1,675.80

Total 5 Year Rate Option - MRC	\$6,780.00
Estimated Tax & USF	\$ 339.00
Estimated MRC with Tax & USF	\$ 7,119.00
Estimated Discount % 80%	80%
Estimated ERATE Reimbursement	\$ 5,695.20
Estimated Cost after ERATE Reimbursement	\$ 1,423.80
5 Year Total Monthly MRC (estimated)	\$ 1,423.80

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AT&T Dedicated Ethernet (Point to Point Service)

Location A	Location B	Service Type	Bandwidth	36 Month Term MRC	60 Month Term MRC
210 E. Walnut St. Hillsboro, TX 76645	103 Country Club Rd. Hillsboro, TX 76645	PTP	10 Gbps	\$ 3,400.00	\$ 3,200.00
210 E. Walnut St. Hillsboro, TX 76645	115 Jane Ln. Hillsboro, TX 76645	PTP	10 Gbps	\$ 3,400.00	\$ 3,200.00
210 E. Walnut St. Hillsboro, TX 76645	1600 Abbott Ave. Hillsboro, TX 76645	PTP	10 Gbps	\$ 3,400.00	\$ 3,200.00
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Total 3 Year Rate Option - MRC	\$13,600.00
Estimated Tax & USF	\$ 680.00
Estimated MRC with Tax & USF	\$ 14,280.00
Estimated Discount % 80%	\$ 0.80
Estimated ERATE Reimbursement	\$ 11,424.00
Estimated Cost after ERATE Reimbursement	\$ 2,856.00
3 Year Total Monthly MRC (estimated)	\$ 2,856.00

Total 5 Year Rate Option - MRC	\$12,800.00
Estimated Tax & USF	\$ 640.00
Estimated MRC with Tax & USF	\$ 13,440.00
Estimated Discount % 80%	\$ 0.80
Estimated ERATE Reimbursement	\$ 10,752.00
Estimated Cost after ERATE Reimbursement	\$ 2,688.00
5 Year Total Monthly MRC (estimated)	\$ 2,688.00

EM3 Networks - Making Powerful Learning Possible

Helping You Get the Most Out of the E-Rate Program

As an award-winning recognized service provider in the E-rate program, we are proud to bring our communication solutions, expertise and comprehensive knowledge of the E-rate program to your school or library – all aimed at helping to provide every eligible public and private K-12 school and public library with affordable access to advanced communications services, equipping and empowering our next generation through limitless learning.

Our combined 90+ years of experience in the telecommunications industry sets us apart from other solution providers. Thanks to our extensive relationships with nationwide Tier 1 and Tier 2 Telco providers, we can handle all your telecommunications needs—plus, you'll get the finest customer service in the industry, backed by our proactive 24/7 Network Operations Center.

Our expert E-rate sales professionals and top-notch billing specialists understand the compliance rules and recent regulatory changes that impact the E-rate program. To learn more about how EM3 Networks can provide comprehensive solutions to the K-12 education market's complex needs, visit <https://www.em3networks.com>

The EM3 E-Rate Difference:

- Flexible easy-to-read contracts tailored to correspond with E-rate Funding Year
- Contracts allow for upgrades in bandwidth throughout the term of our contract
- 1-year optional contract extensions available upon request
- Simplified monthly invoices with no surprises or hidden fees
- Dedicated Symmetrical Services delivered over Ethernet Fiber Networks
- Zero Network Installation Fees
- Proficient @ Discounted Billing (SPI) & Billed Entity Applicant Reimbursement (BEAR) programs
- Unlimited number of public IP addresses provided, as needed
- Fully-Managed Network Options
- Managed Firewall Services
- DDOS Options available
- Wireless WAN Backup Options
- FREE Network utilization reports upon request
-

EM3 Networks Overview:

- 90+ years telecom experience among 3 Managing Partners
- Dedicated Provisioning Managers provide complete end-to-end Carrier communication and coordination on your behalf, updating the customer every step of the way
- Weekly provisioning meetings with assigned Carrier Project Manager cover each project extensively, affording us the ability to escalate and expedite projects as needed
- US based 24/7 Network Operations Center - Circuits are pinged every 5 seconds to ensure proactive monitoring; we usually know if there is an outage before the customer does. In the event of an outage, EM3 engages the carrier on your behalf via Tier I and II support
- School and Library References Nationwide
- Federal and State Registered
- Fully Insured
- Better Business Bureau Accredited
- Green Light Status with the FCC



EM3 is proud to be recognized by the Education Superhighway for our commitment to providing the highest bandwidth at the most reasonable prices for K-12 schools nationwide. We have earned the recognition of "Connectivity Leader". How we qualified - service providers with 100% of the students they serve meeting the minimum 100 kbps per student needed for digital learning. (Where provider provides more than 50% of the district's bandwidth.)



EM3 Networks is proud to have been presented with the AT&T Wire line Business Acceleration Award for 2017. This award is based upon our nationwide success in helping customers with their network needs.

Experience Matters. Let Ours Work for You.

Contact EM3 Networks to discuss your Voice, Data or Internet needs at **(855) 949-9273** or **sales@em3networks.com**

D-U-N-S Number: **080530523** | 498 - (SPIN) Number: **143049822**

FCC Registration Number (FRN): **0026214809**