

# NAVARRO INDEPENDENT SCHOOL DISTRICT

**Subject:** **E-Rate: Navarro South Elementary and Navarro ISD Main Campus Primary ISP**

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**Date:** March, 23, 2026

**Administrator Responsible/Position:** Jason Rhame, Director of Technology

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**A. Purpose of Agenda Item:**

- Information Only                       Action Needed                       Receive Input

**B. Authority for This Action:**

- Local Policy                       Law or Rule                       N/A

**C. Priority, Goal, or Need Addressed:**

- Strategic Plan                       District/Campus Improvement Plan                       Other

**Priorities**

- Priority 1:** Recruiting, Hiring, Coaching, and Retaining High Quality Teachers and Staff to Support Student Outcomes.
- Priority 2:** Maximizing Academic Performance.
- Priority 3:** Maximizing Co-Curricular and Extra-Curricular Opportunities, Performance, and Engagement.
- Priority 4:** Planning, Preparing, and Maintaining Facilities and Environments for Learning.
- Priority 5:** Obtaining and Maintaining Top Rated District Recognition

**Board Goals for 2023-2028**

- Goal 1\*:** The percent of 3rd grade students that score meets grade level or above on STAAR Reading will increase from 49% to 60% by June 2024, 65% for 2024-2025, 70% for 2025-2026, 75% for 2026-2027, 80% for 2027-2028. **(HB3 Required Goal)**
- Goal 2\*:** Increased overall student performance in mathematics to 85% Meets Standard by 2028. The percent of 3rd grade students that score meets grade level or above on STAAR Math will increase from 53% to 65% by June 2024, 70% for 2024-2025, 75% for 2025-2026, 80% for 2026-2027, 85% for 2027-2028. **(HB3 Required Goal)**
- Goal 3\*:** The percentage of graduates that meet the criteria for CCMR will increase from 72% to 88% by August 2024 and increase to 95% by 2028. **(HB3 Required Goal)**

**D.**

**Summary:** **The Technology Department submitted an RFP, Request for Proposal, for an Internet Service Provider, ISP, for Navarro South Elementary and Navarro ISD main site**

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**Background** **The technology department submitted an RFP for ISP for Navarro South**

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**Information:** Elementary and Navarro ISD and supporting services through USAC federal ERate program. The equipment and services listed were as follows:

Description	Bandwidth
ISP Services to 1680 E Martindale Rd Seguin, TX 78155	5Gb and 10Gb service
ISP Services to 6450 N State Hwy 123 Seguin, TX 78155	10 Gb service

Ultimately there were seven (6) responses that met the requirements and one (1) that did not.

All prices are after eRate discount (unless noted)	Navarro South Elementary	Navarro Main Campus	Current Zayo Payment	Special Construction Costs or Non Recurring Cost	Total
Fiberfed (5 year)	943.99	485.82	N/A	300 (\$150 per site)	1429.84 (Plus non recurring cost)
IPFone (3 year)	No Option	898.50	N/A	0	898.50
Lightsream (5 year)	-	240	1270	321,980.00	1,510 (Plus special construction cost)
Spectrum (5 year)	391.50	510.00	N/A	0	901.50
AT&T (3 year)	441	441	1270	0	2152
Vero	-	477	1270	\$548,143	1747 (Plus special construction cost)
Vine	750	1020	N/A	0	1770

The District evaluated multiple wide area network (WAN) and internet connectivity options to support the opening of Navarro South Elementary and to ensure reliable, cost-effective connectivity between the new campus

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and the Navarro Main Campus. The goal of this process was to identify a solution that provides adequate performance and reliability while minimizing long-term cost to the District.

### **Current Services**

The District currently maintains internet service at the Navarro Main Campus through Zayo at a cost of \$1,270 per month. Some vendor proposals provide only inter-campus connectivity and do not replace this service, meaning the Zayo circuit would remain in place in addition to any new leased fiber connection.

### **Vendor Proposals Reviewed**

The District received and evaluated proposals from multiple providers, including Fiberfed, IPFone, Vero, Vine, Lightstream, Spectrum, and AT&T. These proposals varied in structure, including combinations of internet service, leased lit fiber between campuses, and, in some cases, significant non-recurring construction costs.

### **Cost and Value Analysis**

While several proposals appeared competitive when looking only at monthly recurring charges, the full cost picture shows meaningful differences:

- Solutions from AT&T, Vero, and Lightstream function primarily as transport links between campuses and do not replace the District's existing Zayo internet service. As a result, the \$1,270/month Zayo cost remains, increasing the true ongoing cost of those options.
- The Lightstream proposal also includes a very large special construction cost, which represents a substantial expense to the District even after E-Rate reimbursement.
- Vine and FiberFed proposals carry significantly higher monthly recurring costs than other options and would result in substantially higher total spending over the contract term.
- IPFone did not offer a solution for the new site, only the existing connection at the district main office.
- Spectrum provides service to both campuses with an independent, integrated solution, avoiding the need to retain a separate Zayo circuit. This results in a lower total cost of ownership.

### **Recommendation and Rationale**

Based on the evaluation of all proposals, the Technology Department recommends selecting Spectrum for District connectivity. We would begin negotiations with Spectrum and determine the best course of action

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regarding start dates for replacing current service.

Spectrum was selected because it:

- Provides the required connectivity for both campuses
  - Avoids the significant special construction costs associated with other options
  - Results in the lowest overall long-term cost to the District when both recurring and non-recurring costs are considered
  - Represents the most fiscally responsible solution while still meeting the District's technical and operational needs
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**E. Comments Received:**

LT

DEIC

Other

All agenda items are reviewed by the Superintendent's Leadership Team.

**F.**

**Administrative  
Recommendation:**

**I recommend the board approve the selection of Spectrum for Navarro South Elementary and Navarro ISD Main Campus as the primary ISP for a term of 60 months.**

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**G. Fiscal Impact and Cost:**

Budget

Bond

**Amount:** \$901.50 monthly, or 11,209.50 annually

Grant/Special  
Funds

Other

**H.**

**Exhibits: None**

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**I.**

**Action:**

I move to **approve/disapprove/postpone** the Internet Service Provider contract as recommended.

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Motion by: \_\_\_\_\_

second by: \_\_\_\_\_

FOR: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson

AGAINST: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson

ABSTAIN: J. Frederick, D. Gilliam, L. Gosch, D. Reinhard, M. Sartain, C. Scheib, B. Stephenson

MOTION CARRIED/DENIED/POSTPONED