

SpaceX Starlink Satellite Services

Purpose: Provide Satellite Internet connectivity to an additional 90 families in Rural Ector County.

Background Information: SpaceX Satellite Internet Service is a new technology that provides internet to rural areas. This pilot project will provide Satellite Internet Service to up to 135 rural Ector County ISD families.

Cost of Project: \$143,370

Funding Source: Grants from Permian Strategic Partnership, the Moody Foundation and Grow Odessa

Recommended Service Provider: SpaceX



January 20, 2021

Ector County Independent School District
Kellie Wilks
Chief Technology Officer

Cc: David Irwin
Independent Consultant for Ector County Independent School District

Subject: Rough Order of Magnitude (ROM) Quote for Starlink Satellite Services

Dear Kellie Wilks:

Space Exploration Technologies Corp. (SpaceX) provides the following ROM proposal for its Starlink satellite-based internet service (Services) to provide broadband connectivity to the Ector County Independent School District with anticipated activation in Odessa, TX. The pricing is intended to provide a price estimate for future available services for additional households in the same vicinity as other households provisioned with Starlink service through Ector County Independent School District.

While Starlink forecasts the ability to serve up to a total ~135 households within the immediate vicinity, the exact timing and number of households of this capability is dependent on a number of factors (including launching more satellites) in order to ensure a quality experience for all households.

SpaceX appreciates the opportunity to share this proposal with the Ector County Independent School District and looks forward to finalizing agreements to increase your network reach and improve the quality of your internet solutions. SpaceX's Starlink satellite internet service is disrupting the market with an unprecedented offering that includes:

- Service for residential consumers and small businesses.
- <50 ms latency – over 10x better than traditional satellite service.
- Capital investments limited to Starlink hardware at end-user locations.

Residential customers will receive Starlink user hardware directly through the mail delivered in kits that consist of a Starlink dish and support hardware (including a power supply, wireless router, and dish mount). Each residential consumer Starlink kit can support up to 50 Mbps downlink and 10 Mbps uplink. Throughput availability is offered on a "best-effort" basis depending on neighboring network activity with no explicit Service Level Agreement – the Starlink Network Operations Center will continuously monitor network performance to ensure an exceptional customer experience.

Ector County Independent School District shall be able to allocate broadband connectivity to consumer households. The service shall support up to 135 consumer kits within approximately 10 km (~6.2 miles) from the community center (31.754461°N, -102.367983°W).

SpaceX provides pricing for Services and Starlink Kits in Table 1 below. Additional capacity and kits to support small businesses and schools within the same footprint are available for an additional cost and upon request.

Rocket Road, Hawthorne, CA 90250 | phone 310-363-6000 | fax 310-363-6001 | spacex.com

This quote shows the full price for the balance of 90 households (for a total of 135 including the already quoted 45 households).

Table 1: SpaceX offers competitive pricing for Starlink Services and Terminals

	Price (USD)	Payment Due Date:
Broadband for Community (Up to 90 residential consumers)	\$ 91,800 / Year	1 st Year of Service is paid in advance. Billing for year 2 and beyond to occur on a mutually agreeable schedule.
Starlink Kit	\$ 499 each + \$50 shipping	
Mounting Hardware	\$ 24 each	
Total (Kits + 1st year of Service)	\$ 143,370	Due 30 days from contract signature.

In order to ensure a quality experience for all Starlink customers in the area (including the original 45), this quote is provided with no guarantee of start date, quantity of households, or any other unforeseen circumstances that may prevent a final order from being offered. Exact details (including payment details) shall be mutually agreed upon at time of final order(s).

Please note that pricing includes terminal shipping, but excludes any applicable taxes or fees. All Starlink kits are intended to be self-installed. Pricing is contingent on SpaceX's confirmation of service and Starlink kit availability at your designated locations as well as your agreement with SpaceX's Service Terms at the time of account registration and activation.

SpaceX and the Starlink team are eager to provide the Ector County Independent School District with a superior connectivity experience. We hope you find this proposal agreeable and will remain available to discuss it at your earliest convenience. Please do not hesitate to contact me if you have any questions or would like additional information regarding this proposal.

Best regards,



Nick Galano
Starlink Sales
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