

**Date:** April 7<sup>th</sup>, 2025

**To:** Dr. Robert Halverson, Superintendent of Schools  
East Aurora School District 131 Board of Education

**From:** Andrew Allen, Executive Director of Information Systems/CIO

**Subject:** Recommendation to enter into an annual agreement with ATT Inc for student hotspots and related Internet services.

**ATT Solution:**

Seek approval to enter into an annual agreement with the option of (4) four (1) one-year annual renewals with ATT, Inc. This agreement would provide Internet and related services to our student hotspots. Our agreement with our current provider ends June 30<sup>th</sup>, 2025.

**Justification:**

While initially deployed during COVID-19 protocols to address the digital divide, school-provided hotspots remain a vital resource. A recent district survey reveals that 3.3% of our students still lack reliable internet access at home. To ensure these students can consistently reinforce and continue their learning, the district should maintain a dedicated pool of approximately 500 hotspots. Operationally using ATT Inc puts us in a very good position with one portal and one point of contact to manage out district cell phones and student hotspot services.

**Board Policy:**

Pursuant to Board Policy 4:60, Supplies, materials, or work involving an expenditure in excess of \$25,000 must comply with the State law bidding procedure, 105 ILCS 5/10-20.21, unless specifically exempted.

**Strategic Plan Alignment:**

**Strategic Goal #1**, Educational Equity that states the following: East Aurora School District 131 will meet the diverse needs of all students by ensuring a safe and inclusive learning environment. **Strategic Goal #2**, Operational Excellence that states the following: East Aurora School District 131 will align and utilize systems and resources that promote operational excellence, efficiency, and fiscal accountability.

**Supporting Data:**



East Aurora Administration Center  
310 Seminary Ave  
Aurora, IL 60505

The district reviewed current contract with T-Mobile and reached out to ATT and Kajeet for competitive quotation for services and devices. See attached documentation.

**Recommendation:**

The Board of Education should enter into an annual agreement with ATT, Inc for student hotspots and related Internet services for the hotspots. Total cost for the first year is \$117,000 to purchase 500 hotspots and monthly services. Annual renewals after year (1) are \$60,000.

**Timeline for Decision**

April 21<sup>st</sup>, 2025

To:  
**Andrew Allen - CIO**  
East Aurora School District #131  
417 5<sup>th</sup> Street  
Aurora, IL 60505

From:  
Avani Patel – Client Solutions Executive  
Wireless: +1 630.240.0965  
Email: ap299s@att.com

Advantages of AT&T

Working with AT&T gives you the following advantages:

- **Service and Support**—We offer you easy access to assistance, whether through online tools or by phone. You also get support and guidance from highly trained staff with years of networking experience. Our account teams, who work closely with you, are focused on the education industry and are well versed in the issues and challenges that today’s educators face.
- **Performance**—You expect communication services that work, and we can deliver. We've made substantial investments each year to improve our technology infrastructure so that we can provide superior performance.
- **Complete Solutions**—AT&T offers a wide range of solutions. We can work with a variety of products and technologies and can assess your needs to recommend potential solutions.
- **Community Focus**—At AT&T, we're proud of our strong record of corporate citizenship. Annually, we contribute millions of dollars through corporate, foundation, and employee giving to support education and community programs.

You also have a mobility account team focused on local support:

Name	Title	Phone Number	Email
Avani Patel	Client Solution Executive	+1 (630) 240-0965	<a href="mailto:Ap299s@att.com">Ap299s@att.com</a>
Jessica Clark	Client Support	+1 (269)449-2296	<a href="mailto:Jc763c@att.com">Jc763c@att.com</a>
Jacob Coomer	Client Support	+1 (815) 878-3784	<a href="mailto:Jc6546@att.com">Jc6546@att.com</a>
Kevin Serra	Sales Manager	+1 (630) 245-3186	<a href="mailto:Ks6831@att.com">Ks6831@att.com</a>



## Solution Pricing

### Pricing for AT&T E-Rate Wi-Fi Hotspot Offer term: 12 months\*

After initial term, up to four (4) optional 1-year (12-month) extensions. Any renewal or extension options would be exercisable only via mutual written consent.

Product		Monthly Unit Cost* 15k Tier, 12+ Month Term	Quantity	Monthly Recurring Total
Data Plan	E-Rate Unlimited Hotspot Data Plan (5G / 4G LTE) <sup>1</sup>	\$10.00	500	\$5,000.00
	E-Rate 10GB Hotspot Data Plan (5G / 4G LTE) <sup>2</sup>	\$10.00	0	Alternative Plan Option
Content Filtering	AccessMyLAN (E-Rate Plan Bundle)	Included	500	Included
			<b>Sum Total:<sup>3</sup></b>	<b>\$ 5,000.00</b>

<sup>1</sup> After 50GB of data usage in a bill cycle, then for the remainder of the bill cycle, AT&T may temporarily slow data speeds if the network is busy & data speeds are up

<sup>2</sup> There are no overages; after 10GB of data usage in a bill cycle, data speeds are slowed to a max of 256 kbps for the remainder of the bill cycle.

<sup>3</sup> Administrative & Regulatory Recovery Fees are waived. Government Fees & Taxes and/or surcharges may apply.

*Estimated Taxes and Fees, if not exempt, may be budgeted at approximately \$1.50 per subscriber per month.*

#### \*Requirements for Term Pricing presented:

- Requires a minimum initial term/contract of 1 year (12 months)
- Pricing for commitments below 1 year/12 months, including after term if an extension is not exercised, is the Standard Pricing of:
  - \$15 for Unlimited Data Plan
  - \$10 for 10 GB Data Plan

Product		One-Time Unit Cost <sup>5</sup>	Quantity	One-Time Total
EquipmentOptions	5G Wi-Fi Hotspot Device - 12 Month Contract Term	\$57.00	500	\$28,500.00
			<b>Sum Total:<sup>6</sup></b>	<b>\$ 28,500.00</b>

<sup>5</sup> Pricing for an E-Rate compliant hotspot purchased on a 1 yr term. Involuntary terminations from non-usage do not incur termination fees.

<sup>6</sup> Government Fees & Taxes and/or surcharges may apply.

*12 Month Term-Taxes and fees may be estimated at \$8.55 per device*

**Hotspot Devices – Equipment Purchased from AT&T:** Devices are covered by a one-year manufacturer warranty. Details can be viewed at [AT&T - Device Protection and Warranty Information. Fix or replace a lost, stolen, or broken device.](#)

**Hotspot Devices – Existing Equipment:** AT&T will use due care, but AT&T does not assume responsibility for interactions with pre-existing systems or equipment not purchased from AT&T. Customer provided equipment (Bring Your Own Device, "BYOD") must meet regulatory and/or industry standards (e.g., FCC and PTCRB) and receive AT&T technical approval for the network.

## Important Information

**\*This response to your request is not a contract offer and does not take the place of a signed contract.** If you select AT&T for this service, please let us know so we can provide you the appropriate contract documents. Neither party is obligated for the selected services unless and until mutually agreed contract documents are signed by both parties. The Pricing proposed herein is based upon the specific product/service mix and locations outlined in this proposal and assumes use of AT&T contract documents and an E-Rate Rider as part of any final, negotiated contract between the



parties, unless otherwise stated herein. Any changes or variations in the proposed terms and conditions, the products/services, length of term, locations, and/or design described herein may result in different pricing. Prices quoted do not include applicable taxes, surcharges, or fees. In accordance with the tariffs or other applicable service agreement terms, Customer is responsible for payment of such charges.

\*For Customers not seeking E-Rate funding for services in FY25, a non E-Rate Rider would be included in the final negotiated contract.

**Auto-Renewal Period(s)** - Month to Month, unless Customer terminates via written notice to AT&T given at least 60 days before expiration of Agreement Term. Customer waives any right to receive notice prior to any such automatic extension.

**The AT&T Business Service Guide Library** ([https://serviceguidenew.att.com/sg\\_landingpage?tqtPg=sg\\_homecontentpage](https://serviceguidenew.att.com/sg_landingpage?tqtPg=sg_homecontentpage)) provides further details and restrictions.

**Proposal Validity Period**—The information and pricing contained in this Proposal is valid for a period of 90 days from the date written on the proposal cover page, or until the E-Rate filing window closes for the upcoming E-Rate Funding year, whichever occurs later, unless rescinded or extended in writing by AT&T.

**Proposal Pricing**—Pricing proposed herein is based upon the specific product/service/equipment mix as outlined in this proposal and is subject to AT&T's proposed terms and conditions for those products and services and the AT&T E-Rate Rider unless otherwise stated herein. Any changes or variations in the proposed terms and conditions, the products/services, and length of term may result in different pricing. Prices quoted do not include applicable taxes, surcharges, or fees. In accordance with the tariffs or other applicable service agreement terms, Customer is responsible for payment of such charges.

**Providers of Service**—Subsidiaries and affiliates of AT&T Inc. provide products and services under the AT&T brand.

**Software**—Any software used with the products and services provided in connection with this Proposal will be governed by the written terms and conditions applicable to such software. Title to software remains with AT&T or its supplier. Customer must comply with all such terms and conditions, and they will take precedence over any agreement between the parties as relates to such software.

**Disclaimer**—For purposes of this Proposal, the identification of certain services as "eligible" or "non-eligible" for E-Rate funding is not dispositive, nor does it guarantee that this or any other services in this Proposal will be deemed eligible for such funding. Any conclusions regarding the eligibility of services for E-Rate funding must be based on several factors, many of which have yet to be determined relative to the proposed services and equipment described herein. Such factors will include, without limitation, the ultimate design configuration of the network, the specific products and services provisioned to operate the network, the type of customer, and whether the services are used for eligible educational purposes at eligible locations. In its proposal, AT&T will take guidance from the "Eligible Services List" and the specific sections on product and service eligibility on the Universal Service Administrative Company ("USAC") website [www.usac.org/e-rate](http://www.usac.org/e-rate). This site provides a current listing of eligible products and services, as well as conditionally eligible and ineligible services. This guidance notwithstanding, the final determination of eligibility will be made by the USAC after a review of the customer's E-Rate application for this proposal. If AT&T is awarded the bid for this project, AT&T will provide assistance on the E-Rate application solely on matters relative to the functionality of the services and products which comprise the network. Nevertheless, the responsibility for the E-Rate application is with the customer. AT&T is not responsible for the outcome of the USAC's decision on these matters.

**End User Equipment**—E-Rate recipients must cost allocate any non-ancillary ineligible components that are bundled with eligible products or services. Cost allocations are the responsibility of E-Rate Applicants. For additional information, reference USAC website at [www.usac.org/e-rate](http://www.usac.org/e-rate) and Cost Allocation Guidelines for Services at [www.usac.org/e-rate/applicant-process/before-you-begin/eligible-services-overview/cost-allocations-for-services/](http://www.usac.org/e-rate/applicant-process/before-you-begin/eligible-services-overview/cost-allocations-for-services/).

**AT&T E-RATE WI-FI HOTSPOT PLANS:** Available only to eligible K-12 schools and libraries with a primary place of use in the United States (**Domestic Coverage Area** or **DCA**) with a qualified wireless service agreement that includes, without limitation, an AT&T E-Rate Rider (**Qualified Agreement**). For Corporate Responsibility User (**CRU**) lines of service only. Plans are intended for use by eligible K-12 schools and public libraries to provide Internet connectivity to students, teachers and school administrators or library patrons and staff for educational purposes. Plans require a compatible 4G LTE or 5G-capable mobile hotspot device (sold separately). **All wireless services are subject to the terms and conditions of your Qualified Agreement.**

**General Terms** – Video streaming is limited to Standard Definition. Plans do not include the Video Management feature. AT&T aims to render streaming video in standard definition (max of 2 Mbps for customers on both 5G-enabled devices and rate plans or 1.5 Mbps for devices or plans not compatible with 5G) though some video cannot be identified. Sometimes, other content that content providers bundle with streaming video may be impacted and slowed, including downloads. In certain situations, we may deliver video content faster or at higher definition. Details at [att.com/VideoFeature](http://att.com/VideoFeature). If customer or subscribers misuse the service and/or engage in abnormal usage or usage that excessively or disproportionately contributes to network congestion, hinders other customers access to the network, or degrades network performance (all as determined by AT&T), customers may be asked to mitigate or subscribers may be suspended.

**Copyright Notice and Statement of Confidentiality**—© 2024 AT&T Intellectual Property. AT&T and globe logo are registered trademarks and service marks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners. The contents of the Proposal (except for pricing applicable to E-Rate funded services) are unpublished, proprietary, and confidential and may not be copied, disclosed, or used, in whole or in part, without the express written permission of AT&T Intellectual Property or affiliated companies, except to the extent required by law and insofar as is reasonably necessary in order to review and evaluate the information contained herein.

T-Mobile

Feb 3, 2025.

## Your Statement

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Statement For: EAST AURORA SD 131 - BAN#2  
Account Number: 969701059  
Corporate ID : STATE OF ILLINOIS CENTRAL MGT SERVICE

### Important Information

Visit my.t-mobile.com or the  
T-Mobile App to pay your bill  
online, manage your account and  
get product support.

-- 13 000011 30023 E 1 A999



EAST AURORA SD 131 - BAN#2  
ATTN: ANN WILLIAMS  
STE 131  
310 SEMINARY AVE  
AURORA IL 60505-4772

Rec # 7191  
Pot # 256574

### Summary

Previous Balance \$ 28,581.14  
Pmt Rec'd - Thank You \$ (14,364.39)

Total Past Due \$ 14,216.75 ✓ Pd  
(Due Immediately)

Monthly Recurring Chgs \$ 14,305.31

Total Current Charges \$ 14,305.31

Current Charges Due By 3/04/25

Grand Total \$ 28,522.06

✓ Rec'd  
2/13/25

PLEASE DETACH THIS PORTION AND RETURN WITH YOUR PAYMENT PLEASE MAKE SURE ADDRESS SHOWS THROUGH WINDOW.

T-Mobile

Statement For: EAST AURORA SD 131 - BAN#2  
Account Number: 969701059

T-MOBILE  
PO BOX 742596  
CINCINNATI OH 45274-2596



Amount Due By 3/04/25	Amount Enclosed
<del>\$28,522.06</del>	14,305.31

☐ If you have changed your address - check box and  
record new address on the reverse side.

0409697010590304250028522060605054772

6 VDB





7901 Jones Branch Drive, Suite 350, McLean, Virginia 22102  
(240) 482-3500 | fax: (240) 482-3505 | [www.kajeet.com](http://www.kajeet.com)

## QUOTATION

Account Name East Aurora School District 131  
Bill To 417 5TH ST  
Aurora, IL 60505  
United States

Contact Name Andrew Allen  
Phone 3312308013  
Email [aallen@d131.org](mailto:aallen@d131.org)

Prepared By Eric Grubbs  
Email [egrubbs@kajeet.com](mailto:egrubbs@kajeet.com)

Created Date 2/14/2025  
Quote Number Q# 202502-057367  
Opportunity Number OPTY 202407-53659

500 new Kajeet 4G SmartSpots on Student Unlimited for 12 months.

Product	Product Code	Sales Price	Quantity	Total Price
KJ1 SmartSpot with smartSIM	SSKJ1	USD 49.99	500.00	USD 24,995.00
Student Unlimited (monthly plan)	STUUNL	USD 13.99	6,000.00	USD 83,940.00

Subtotal	USD 108,935.00
Telecom Admin Fees	USD 12,171.30
Quote Shipping	USD 500.00
Quote Grand Total	USD 121,606.30

## TERMS & CONDITIONS

- All prices are quoted in U.S. Dollars. All prices valid only through Kajeet direct sales. Quote is valid for 30 days. The amount presented in this quotation is confidential & proprietary and intended for the consideration of the Buyer. Buyer and Kajeet will sign and execute a Services Agreement prior to execution of the program. Credit card payments are subject to a 5.0% processing fee. Kajeet W-9 available upon request. Kajeet®, Arterra Mobility®, and Otarris™ products and services are protected by the following Issued U.S. patents 8,929,857; 8,918,080; 8,774,755; 8,774,754; 8,755,768; 8,731,517; 8,725,109; 8,712,371; 8,706,079; 8,667,559; 8,644,796; 8,639,216; 8,634,803; 8,634,802; 8,634,801; 8,630,612; 8,611,885; 8,600,348; 8,594,619; 8,588,735; 8,285,249; 8,078,140; 7,945,238; 7,899,438; 7,881,697. Other patents are pending. Kajeet®, Kajeet SmartSpot®, Education Broadband™, SmartBus™, SmartSpot Protection™, Kajeet Complete™, Kajeet Custom™, Arterra Mobility®, and Sentinel® are trademarks of Kajeet, Inc.
- Telecom, Network and Admin Fees (TAF) defray a wide variety of Federal, State, and/or Local fees charged to telecommunications carriers and are subject to a 14.5% fee on data-related services. This is not state or federal sales tax.
- Shipping costs related to hardware only.
- Sales tax is an estimate based on your state and/or locality. The PO must contain the correct sales tax amount and is the responsibility of the PO issuer. If Sales tax line item is blank; Applicable state sales taxes are not included in this quotation.



7901 Jones Branch Drive, Suite 350, McLean, Virginia 22102  
(240) 482-3500 | fax: (240) 482-3505 | www.kajeet.com

## QUOTATION

Account Name East Aurora School District 131  
Bill To 417 5TH ST  
Aurora, IL 60505  
United States

Contact Name Andrew Allen  
Phone 3312308013  
Email aallen@d131.org

Prepared By Eric Grubbs  
Email egrubbs@kajeet.com

Created Date 2/14/2025  
Quote Number Q# 202502-057368  
Opportunity Number OPTY 202407-53659

Product	Product Code	List Price	Sales Price	Quantity	Discount (Percentage)	Total Price
KJ1 SmartSpot with smartSIM	SSKJ1	USD 49.99	USD 49.99	500.00		USD 24,995.00
Student Unlimited (monthly plan)	STUUNL	USD 13.99	USD 13.99	12,000.00	5.00%	USD 159,486.00

Subtotal	USD 192,875.00
Discount Amount	USD 8,394.00
Telecom Admin Fees	USD 23,125.47
Quote Shipping	USD 500.00
Quote Grand Total	USD 208,106.47

### INCLUDED IN YOUR ORDER

#### Kajeet Sentinel License

- ✦ Dashboard and Reports
- ✦ Customizable CIPA Compliant Filtering
- ✦ Lost/Stolen Suspend and Alerts
- ✦ Customizable Time and Day Access Policies
- ✦ Customizable Data Usage Policies

#### Enterprise Security

- ✦ Threat Detection and Prevention
- ✦ Blocking Rogue VPNs, BitTorrent, etc.
- ✦ SIM Hijacking Mitigation

#### Lifetime Support

- ✦ Best Network Guarantee
- ✦ Assigned Account Manager
- ✦ Kajeet Health Check(s)
- ✦ Tier 1 End-User Support
- ✦ Customer Support in French and Spanish  
*Multi-Lingual Aids Available in 5+ Languages*

#### Deployment Assistance

- ✦ Implementation Manager
- ✦ Sentinel Training
- ✦ Parent and Student Communications
- ✦ Flyers, Posters, SMS Blasts

### TERMS & CONDITIONS

- All prices are quoted in U.S. Dollars. All prices valid only through Kajeet direct sales. Quote is valid for 30 days. The amount presented in this quotation is confidential & proprietary and intended for the consideration of the Buyer. Buyer and Kajeet will sign and execute a Services Agreement prior to execution of the program. Credit card payments are subject to a 5.0% processing fee. Kajeet W-9 available upon request. Kajeet®, Arterra Mobility®, and Otarris™ products and services are protected by the following issued U.S. patents 8,929,857; 8,918,080; 8,774,755; 8,774,754; 8,755,768; 8,731,517; 8,725,109; 8,712,371; 8,706,079; 8,667,559; 8,644,796; 8,639,216; 8,634,803; 8,634,802; 8,634,801; 8,630,612; 8,611,885; 8,600,348; 8,594,619; 8,588,735; 8,285,249; 8,078,140; 7,945,238; 7,899,438; 7,881,697. Other patents are pending. Kajeet®, Kajeet SmartSpot®, Education Broadband™, SmartBus™, SmartSpot Protection™, Kajeet Complete™, Kajeet Custom™, Arterra Mobility®, and Sentinel® are trademarks of Kajeet, Inc.
- Telecom, Network and Admin Fees (TAF) defray a wide variety of Federal, State, and/or Local fees charged to telecommunications carriers and are subject to a 14.5% fee on data-related services. This is not state or federal sales tax.
- Shipping costs related to hardware only.
- Sales tax is an estimate based on your state and/or locality. The PO must contain the correct sales tax amount and is the responsibility of the PO issuer. If Sales tax line item is blank; Applicable state sales taxes are not included in this quotation.



# kajeet. SmartSpot™ W01



Feature	Specification
Display	LED Status Indicators
Dimensions/Weight	4.2" x 2.4" x 0.7" 3.8 oz.
Battery	3000mAh
Processor	Qualcomm MSM9207
Technology	4G/LTE, Cat. 4
Bands	4G/LTE: B2/4/5/12/13/66/71 3G: B2/4/5
Connectivity	IEEE 802.11 b/g/n/ac Wi-Fi 2.4 & 5 GHz
Connector	USB Type-C

## Key Features

- Rechargeable 3,000 mAh battery rated up to 15 hrs. use,
- Download speed rated at 150 Mbps, upload at 50 Mbps
- Connect up to 15 Wi-Fi enabled devices
- Supports Wi-Fi security protocols
- Portable, lightweight design