

Internet Access E-rate Proposal Approval.
Regular Board Meeting 3-20-18

E-Rate is a federal program managed by the Universal Service Administrative Company (USAC) for the FCC that provides financial support for telecommunications in US Schools and Libraries. This year, our contract for internet access was up for renewal.

Marlin ISD received four bids, which were evaluated according to USAC rules, with cost as the primary factor.

The winning proposal is attached.


The proposal represents an increase in internet bandwidth of 900% with a *decrease* in cost of 14%. Upgraded firewall/network security equipment is also included in the proposal that should be a substantial increase in network protection over our current device.

Marlin ISD will pay 10% of the actual cost, with USAC paying the remainder.

The quality of service is expected to remain the same or improve, since the new company will likely lease the exact same fiber we currently use for transport from our current ISP.

Factor(s)	SPIN	EdLink 12	AT&T	Em3	MediaLink
	Date Received	143020015	143001192	143049822	
		2/13/2018		2/21/2018	
Price of eligible service/product	30	15	30	25	20
Reputation of vendor and of vendor's service/product	20	15	10	20	15
Quality of vendor's service/product	15	10	10	15	15
Service/product meets school needs	10	10	1	10	10
Past relationship with vendor	10	8	1	5	8
Discounted billing	10	10	10	10	10
Ability to comply with federal program rules	5	5	5	5	5
Total Points	100	73	67	90	83

NOTE: When evaluating cost from Vendor proposals, be sure you are evaluating eligible amounts only. This criteria factor (eligible cost) should also be the most heavily weighted factor. If you include total cost, it should be a separate criteria factor with less point value.

Winning Bidder:	EM3
Signature of person evaluating:	
Printed Name of person evaluating:	S. Adam Lester
Date of evaluation:	3/8/2018

E-rate Proposal

2018 Erate Bid

Presented by *EM3 Networks*

Travis Smith – Managing Partner

682-251-0262

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, and Voice Services.

About EM3 Networks LLC

EM3 Networks is an award winning Platinum Partner of AT&T APEX and was formed by three former and retired AT&T executives and based in Lawrence, Kansas. 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.

MARLIN INDEP SCHOOL DISTRICT
 130 COLEMAN ST
 MARLIN, TX 76661



EM3 Networks, LLC
 Travis Smith
 (682) 251-0262
 SPIN# 143049822
travissmith@em3networks.com

BEN # 141118
 Bid Date: 2/21/2018
 Estimated USAC Reimbursement 90%

AT&T Dedicated Internet Service(With Managed Firewall)

Site Name	Site Address	Service Type	Bandwidth	Access Loop	Port	36 Month Term MRC
Marlin Jr. High	678 Success Ln. Marlin, TX 76661	Internet	1 Gig	\$ 903.00	\$ 1,692.00	\$ 2,595.00
Marlin Jr. High	678 Success Ln. Marlin, TX 76661	Internet	600 Mbps	\$ 797.00	\$ 1,498.00	\$ 2,295.00
Marlin Jr. High	678 Success Ln. Marlin, TX 76661	Internet	500 Mbps	\$ 797.00	\$ 1,198.00	\$ 1,995.00
Marlin Jr. High	678 Success Ln. Marlin, TX 76661	Internet	250 Mbps	\$ 594.00	\$ 1,101.00	\$ 1,695.00
Marlin Jr. High	678 Success Ln. Marlin, TX 76661	Internet	100 Mbps	\$ 482.00	\$ 713.00	\$ 1,195.00

EM3 and AT&T will provide an unlimited number of public IP addresses if there is a substantiated need at no additional charge.

The internet service offered in our proposal is delivered on a leased AT&T Ethernet Fiber network.

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.

1Gb Option - MRC Loop and Port	\$2,595.00
Estimated Tax & USF	\$ 238.11
Estimated MRC with Tax & USF	\$ 2,833.11
Estimated Discount %	90% \$ 0.90
Estimated ERATE Reimbursement	\$ 2,549.80
Estimated Cost after ERATE Reimbursement	\$ 283.31
1Gb Option - Monthly Total MRC (estimated)	\$ 283.31

600 Mb Option - MRC Loop and Port	\$2,295.00
Estimated Tax & USF	\$ 210.39
Estimated MRC with Tax & USF	\$ 2,505.39
Estimated Discount %	90% \$ 0.90
Estimated ERATE Reimbursement	\$ 2,254.85
Estimated Cost after ERATE Reimbursement	\$ 250.54
600 Mb Option - Monthly Total MRC (estimated)	\$ 250.54

500Mb Option - MRC Loop and Port	\$1,995.00
Estimated Tax & USF	\$ 195.39
Estimated MRC with Tax & USF	\$ 2,190.39
Estimated Discount %	90% \$ 0.90
Estimated ERATE Reimbursement	\$ 1,971.35
Estimated Cost after ERATE Reimbursement	\$ 219.04
500Mb Option - Monthly Total MRC (estimated)	\$ 219.04

250Mb Option - MRC Loop and Port	\$1,695.00
Estimated Tax & USF	\$ 156.03
Estimated MRC with Tax & USF	\$ 1,851.03
Estimated Discount %	90% \$ 0.90
Estimated ERATE Reimbursement	\$ 1,665.93
Estimated Cost after ERATE Reimbursement	\$ 185.10
250Mb Option - Monthly Total MRC (estimated)	\$ 185.10

100 Mb Option - MRC Loop and Port	\$1,195.00
Estimated Tax & USF	\$ 117.59
Estimated MRC with Tax & USF	\$ 1,312.59
Estimated Discount %	90% \$ 0.90
Estimated ERATE Reimbursement	\$ 1,181.33
Estimated Cost after ERATE Reimbursement	\$ 131.26
100Mb Option - Monthly Total MRC (estimated)	\$ 131.26

FortiOS 5.6 Security Subscriptions

	Enterprise bundle				Cloud Sandbox			Industrial Signatures
	UTM Bundle				Mobile Security Service			
	Threat Protection Bundle			Anti-spam				
	FortiCare	Antivirus	IPS (formerly NGFW)	Web Filtering				
Antivirus	AV Signature Update				Extended AV Signature DB for mobile platforms			
IPS			IPS Signature Update				IPS Signature Update for Industrial Users AC Signature Update for Industrial Users	
Application Control			App. Control Signature Update					
Web Filtering				URL Rating				
Anti-spam					Spam Rating			
Anti-Bot			Anti-Bot IP/domain DB					
SD-WAN		Internet Services IP+ service DB						
SSL Inspection Exemption		Trusted websites DB						
File Analysis							Cloud based Service	



Dedicated Internet access. End-to-end availability.



Unmatched connectivity

Imagine having your own private internet connection—managed and secured by a leading network service provider. AT&T Managed Internet Service (AT&T MIS) delivers high speed, dedicated internet access with the flexibility you need to stay connected to customers, business partners and employees.

Flexible access and options

AT&T MIS is not your typical internet connection. It's a complete solution that provides reliability, optimal performance, scalability and security features, proactively monitored around the clock. You gain a dedicated internet service that's capable of connectivity throughout the United States, including Puerto Rico.

Conduct business with confidence

AT&T MIS helps move your business further and faster by offering convenience, responsiveness and options for your rapidly growing internet use. Choose the complete AT&T managed solution or provide your own equipment and manage certain components. With guaranteed provisioning, redundancy and a wide range of access speeds, feel comfortable knowing you made the right choice for your unique business needs.



Potential benefits

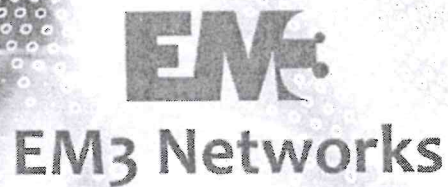
- Dedicated, highly secure internet connection, not shared with other businesses
- Service Level Agreement protection with 100% service availability, 99.95% data delivery, 37ms roundtrip latency (U.S. domestic)
- Continuous end-to-end availability through 24x7x365 proactive monitoring and technical support
- 24x7x365 maintenance option
- Flexible access speeds and bundled options like VoIP and Managed Firewall
- Highly redundant network switches and nodes deliver high levels of reliability

Features

- Access speeds from T1 - 1 Gbps
- Ethernet and Private Line
- AT&T provided and managed equipment, or customer provided

For more information, visit www.em3networks.com





**The Highest Quality Telecommunications Solutions.
The Most Comprehensive, Single-Source Service.**

EM3 - Experience Matters

A reliable connection and secure data transmission are critical to any organization. So is efficiency—for your operation and your bottom line.

EM3 Networks offers the expertise of a combined 75+ years in telecommunication network design, technical sales, implementation, support and billing. We understand the importance of proper design, expedited pricing, clear and understandable contracts, professional implementation and correct decipherable billing—and above all else, earning our clients' trust.

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, backed by our 24/7 network operating center.

EM3 Networks, LLC is a certified platinum solution provider in the AT&T Partner Exchange program.

Data Networking Stream your data, voice, and video across multiple locations or complicated multiple-point configurations with networking solutions from AT&T and other providers. Your traffic is secure, speeds are swift and the network is highly reliable.

- **Switched Ethernet** – Layer 2 switched Ethernet services with bandwidth options from 10MB to 10GB, delivered on fiber optic networks and accompanied by best-in-class Service Level Agreements (SLAs).
- **MPLS** – Create a virtual private network (VPN) over the public internet or a private MPLS VPN network that securely connects two or more locations. Data is encrypted and traffic flows smoothly across T1, fractional DS3, DS3 or Ethernet with speeds from 10MB to 1GB.
- **SD-WAN** – A software-defined wide area network simplifies the management and operation of a WAN by virtualizing your network.

T1-40GB Dedicated Internet Access Business-class internet connectivity with low latency and high performance for voice, video, data and cloud applications. Your private, secure internet connection with Tier I network speeds is delivered over fiber, TDM, cable and wireless. Bandwidth is guaranteed 24/7 up to 40GB and dedicated for your use.

- Highly reliable connectivity.
- Secure upload/download and transfer of large data files.
- Run web-based and cloud applications, VoIP, video conferencing and video streaming easily.
- Connect multiple locations end-to-end across your enterprise and away from public internet.
- We offer AT&T MIS, dedicated internet with flexible bandwidth options, backed by AT&T's industry-leading Service Level Agreements.

Voice Solutions Whether you're a nationwide enterprise, have multiple regional offices or a single location with many users, EM3's team will review your needs and recommend the best solution for your voice needs.

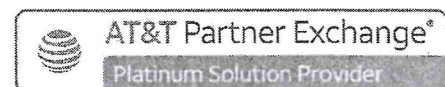
- **Conventional PRI (primary rate interface) for ISDN lines** – Carries multiple voice and data transmissions between the network and a user ... the standard for providing telecommunication services to enterprises and offices.
- **SIP trunking and hosted VoIP** – Runs your telephony over the internet and enables voice over internet protocol (VoIP). Centralize your call delivery within a single site or across multiple locations or departments with a feature-rich, unified communications and answering system. We offer AT&T IP Flex for inbound/outbound calling over AT&T's reliable network. It's scalable and easy to administer, with a variety of calling plans, access speeds and more.
- **PBX** – A private telephone network, on premise or in the cloud.
- **POTS** – "Plain old telephone service" with basic calling features for small offices with simpler voice needs.

USAC EM3 Networks is a registered service provider of the Universal Service Administrative Company (USAC), committed to delivering affordable broadband and connectivity to entities in areas that may be underserved. Our specialty is in serving rural healthcare providers, schools and libraries. We participate and support customers utilizing E-Rate and rural healthcare funding programs to provide the best and most affordable telecommunications networks. Ask about how we can support your organization's participation in the USAC program.

EM3 Networks, LLC is an FCC-registered network connectivity provider. Our 498 Identification number (SPIN) is 143049822 and our FCC Registration Number (FRN) is 0026214809.

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.



Reference
SPIN and BEAR Contact Search Results

Guidance on determining if a company is eligible to provide telecommunications services:

Form 499 Filer column indicates "Y":

- This service provider has successfully filed a Form 499 with USAC. Telecommunications providers with a "Y" are eligible to provide Telecommunications Services and Internet service providers with a "Y" are eligible to provide Interconnected Voice over Internet Protocol (VoIP) services.

All other designations:

- Some service providers that do not have a "Y" designation are eligible to provide Telecommunications Services because they meet certain conditions and are exempt from filing a [Form 499](#) . You can [contact the Client Service Bureau](#) to determine if the company has met those conditions.

Form 499 Filer column indicates "X":

- This service provider has been researched by USAC and is **not** eligible to provide Telecommunications Services.

Form 499 Filer column indicates "Z":

- This service provider is currently being researched by USAC to determine if it is eligible to provide Telecommunications Services.

Form 499 Filer column is blank:

- This service provider has not been researched and its status is unverified.

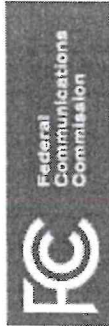
Applicants are reminded that they should confirm this and all other information with the service provider.

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Results 1 - 1 of 1

SPIN	Service Provider Name	Doing Business As	Contact Name	Contact Address	Contact Phone	Form 499 Filer	SPAC Filed
143049822	EM3 Networks LLC	EM3 Networks LLC	Timothy D Yager	908 Coving Dr , Lawrence, KS 66049	855949-9273		2015 2016 2017 2018

Questions about the SLD Program? Call our Client Service Bureau at (888) 203-8100.

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Red Light Display System (RLDS)

Red Light Display System

[FCC](#) | [Fees](#) | [Red Light Display System](#)

Logged in as FRN: EM3 Networks LLC (0026214809) [[Log Out](#)]

10/6/2017 2:40 PM

Current Status of FRN 0026214809

STATUS: Green

You have no delinquent bills which would restrict you from doing business with the FCC.

The Red Light Display System checks all FRNs associated with the same Taxpayer Identification Number (TIN). A green light means that there are no outstanding delinquent non-tax debts owed to the Commission by any FRN associated with the requestor's TIN. The Red Light Display System was last updated on 10/06/2017 at 6:36 AM; it is updated once each business day at about 7 a.m., ET.

< [FCC Site Map](#)

[Back](#) | [Print](#) | [Help](#)

Customer Service

[FCC Fees](#)

[Web Policies / Privacy Policy](#)

[FCC Debt Collection](#)

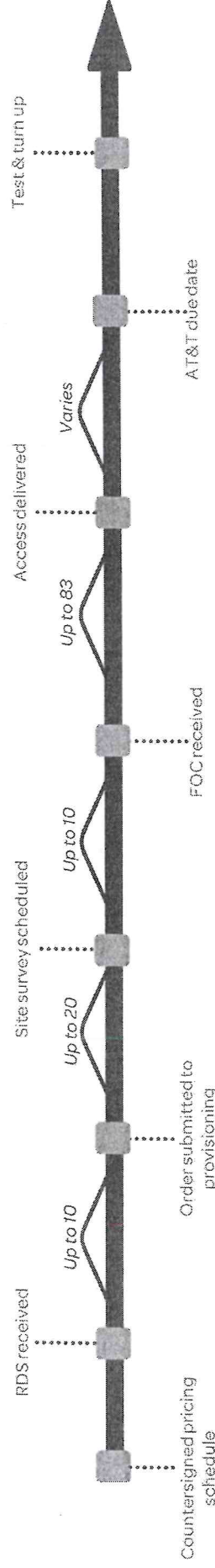
[Red Light Help](#)

Red Light Display System Help Line: (877) 480-3201, option 4, 4; TTY (202) 414-1255 (Mon.-Fri. 8 a.m.-6:00 p.m. ET)

Red Light Display System has a dedicated staff of customer service representatives standing by to answer your questions or concerns. You can email us at atinquiries@fcc.gov or fax us at (202) 418-7869.

AT&T MIS and AT&T VPN Ethernet Intervals

90-120 days from Required Data Set (RDS) submitted to Access Delivery



Escalation steps

- Order submitted to Provisioning: Order number generated following submission to provisioning. Can be escalated on the 10th day.
- Firm Order Commitment (FOC): Can be escalated 3 business days after scheduled FOC date.
- Access Delivery: Can be escalated 3 business days after scheduled Exchange Access Delivery (EAD).
- AT&T Due Date: Can be escalated after AT&T due date is missed.

Example T1 interval impacts

- Provisioning initiated upon receipt of complete and accurate RDS.
- Escalations are closed on a step-by-step basis.
- Estimated timeline on lifecycle of orders will vary.
- AT&T Due Date reflects overall scheduled due date.
- TTU notification can take up to 2 business days.
- AT&T AVPN & MIS orders require a TTU.
- Intervals exclude construction impacts.
- Delays to site survey impact FOC receipt.
- Add 7 days from AT&T Ready date for IP Flex Pre-test
- Add up to 21 days from Pre-Test (IP Flex with Ported TNs TTU date with the transport)
- Add up to 10 days from Pre-Test (IP Flex without ported TNs TTU date with the transport)

