

NAVARRO INDEPENDENT SCHOOL DISTRICT

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

Date: February 23, 2026

Administrator Responsible/Position: Jason Rhame, Director of Technology

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 ISP for Navarro South Elementary and Navarro ISD main site**

Background Information: **The technology department submitted an RFP for ISP for Navarro South 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 (5) responses that met the requirements established in the RFP.

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 (3 year)	1054.01	528.07	N/A	300 (\$150 per site)	1582.08 (Plus non recurring cost)
IPFone (3 year)	-	3767.89	N/A	0	
Lightsream (5 year)	-	297	1270	335,979.16 100,793.75 after eRate	1,567 (Plus special construction cost)
Spectrum (3 year)	1,530	1,800	N/A	0	3,330
AT&T (3 year)	441	441	1270	0	2152

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 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, 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.

Key cost considerations included:

- **Fiberfed (3-year term):**
 - **Navarro South Elementary: \$1,054.01/month**
 - **Navarro Main Campus: \$528.07/month**
 - **Non-recurring/special construction cost: \$300**
 - **Total monthly recurring cost: \$1,582.08**

 - **Lightstream (5-year term):**
 - **Navarro Main Campus transport: \$297/month**
 - **Existing Zayo internet remains: \$1,270/month**
 - **Significant special construction cost: \$335,979.16 (approximately \$100,793.75 after E-Rate)**
 - **Total monthly recurring cost: approximately \$1,567**

 - **Spectrum (3-year term):**
 - **Navarro South Elementary: \$1,530/month**
 - **Navarro Main Campus: \$1,800/month**
 - **Total monthly recurring cost: \$3,330**

 - **AT&T (3-year term):**
 - **Navarro South Elementary: \$441/month**
 - **Navarro Main Campus: \$441/month**
 - **Existing Zayo internet remains: \$1,270/month**
 - **Total monthly recurring cost: \$2,152**

 - **IPFone (3-year term):**
 - **Navarro Main Campus: \$3,767.89/month**
 - **Total monthly recurring cost significantly higher than other options**
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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 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.
- Spectrum and IPFone proposals carry significantly higher monthly recurring costs than other options and would result in substantially higher total spending over the contract term.
- Fiberfed provides service to both campuses with an independent, integrated solution, avoiding the need to retain a separate Zayo circuit, and requires only a minimal non-recurring cost. This results in a lower total cost of ownership when both monthly and one-time costs are considered.

Recommendation and Rationale

Based on the evaluation of all proposals, the Technology Department recommends selecting Fiberfed for District connectivity.

Fiberfed 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

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 Fiberfed for Navarro South Elementary and Navarro ISD Main Campus as the primary ISP for a term of 36 months.

G. Fiscal Impact and Cost:
one-time, non-recurring fee

Amount: \$1582.08 monthly, with a \$300 (\$150 per

- Budget
- Bond

Grant/Special Funds

Other

H. Exhibits: None

I. Action:

I move to **approve/disapprove/postpone** the agreement with Fiberfed for a term of 36 months utilizing the BEAR method at a projected cost, after reimbursement, of \$1,582.08 monthly with a \$300 one time, non-recurring fee .

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