

Governor's Broadband for **Education Initiative**

Competitive Bidding Process for Internet Access Services: *Resources and Success Stories*

Empowering NM Students & Educators with High-Speed Access to the Internet

Visit Us Online @ <http://www.broadband4education.nm.gov/>



Overview

This presentation will help New Mexico Educational Institutions (**Districts, Schools, and Libraries**) obtain affordable/lower pricing for Internet Access Services by reviewing their options and available resources in preparation for the 2017 E-rate Cycle **Competitive Bidding Process for Internet Access Services** using PED's free online Mini-Quote System:

Resources and Success Stories



Introductions

John Kraman – Chief Information Officer

NM Public Education Department (PED)

Kendra Karp - Director, Office of Broadband & Geospatial Initiatives (OBGI)

NM Department of Information Technology (DoIT)

Aarti Bhatnagar - Project Lead and Juliann Igo - District Consultant

EducationSuperHighway's NM Upgrade Team

Andy Eisley and Caroline Wolf

E-rate Central

Patricia Moore and Joy Poole

NM State Library

Kimball Seqaquaptewa - Consortium Participant

Tribal Grant Schools

John Chadwick - State E-rate Coordinator

NM Public Education Department (PED)



Agenda

1. BB4E Initiative Recap
2. Special Focus
3. Available Resources
4. Basic Assessment and Maps of Current Speeds and Prices
5. Education Super Highway (ESH) and the Compare & Connect Tool
6. Form 470 & Statewide Price Agreements
7. Form 470 Process Checklist
8. Form 470 Next Steps
9. Vendor Negotiation – Tips & Tricks
10. ESH's Upgrade Toolkit
11. Work with Education Super Highway
12. E-Rate Support Services
13. New Mexico State Library
14. Tribal Consortium Success Story
15. PED's Free Mini-Quote System
16. Q&A
17. Critical Next Steps



Initiative Recap

Governor's **Goals** Announced October 2015:

- ▶ Increase K-12 Public School Access to Broadband
- ▶ Improve Affordability & Reliability
- ▶ Secure and Maximize Funding
 - Federal (E-rate), State (SB159), & Local (Bonds)
- ▶ Develop Plan to Achieve Goals
 - **1 Mbps per Student by Fall 2018**
 - **Wi-Fi in Every Classroom**
- ▶ Expanded to Include Libraries



Special Focus

Unless there is absolutely no need, all Educational Institutions are encouraged to participate, especially those who do not currently meet the **Governor's goal of 1 megabit per second (mbps) per student** and/or have an Internet Service Provider (ISP) **contract expiring this year.**



Find Available Resources:

<http://www.broadband4education.nm.gov>

www.broadband4education.nm.gov/#

Governor's Broadband for
Education Initiative

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E-rate & State Local Match
Webinars
Training
Mapping
Statewide Price Agreements for Internet Access Services
Tools
Libraries

E-rate Procurement Tools
Request Mini-Quote Account
Mini-Quote System Training Resources
Download Custom Reports & Forms

Connecting New Mexico to **Succeed**

Broadband and education information technology (IT) can transform learning and teaching in New Mexico, reducing geographic and financial barriers to online opportunities.

[READ MORE...](#)



Basic Assessment

<http://www.broadband4education.nm.gov/broadband-info-sheets.aspx#BBIS>

Custom **Broadband Information Sheets (BBIS)** are available for your District, School, or Library. This information is helpful while analyzing upgrade options and preparing for Provider negotiations.

Report data includes:

- ▶ **Goal Status** (1 megabit per second per student)



Basic Assessment

<http://www.broadband4education.nm.gov/broadband-info-sheets.aspx#BBIS>

- ▶ **Pricing from New Statewide Price Agreements** for Internet Access Services
 - ❖ Location Specific (Adjustable)
 - ❖ Monthly Not to Exceed Amounts by Bandwidth Range for On-Net and Off-Net Services
 - ❖ Intended for Competitive Bidding Process



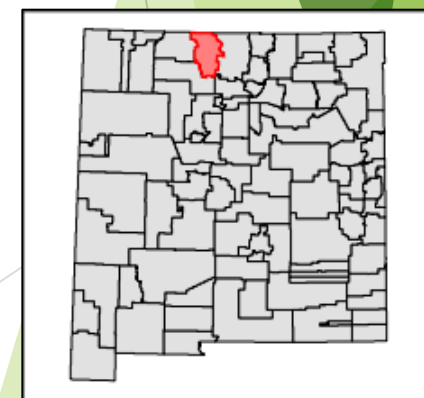
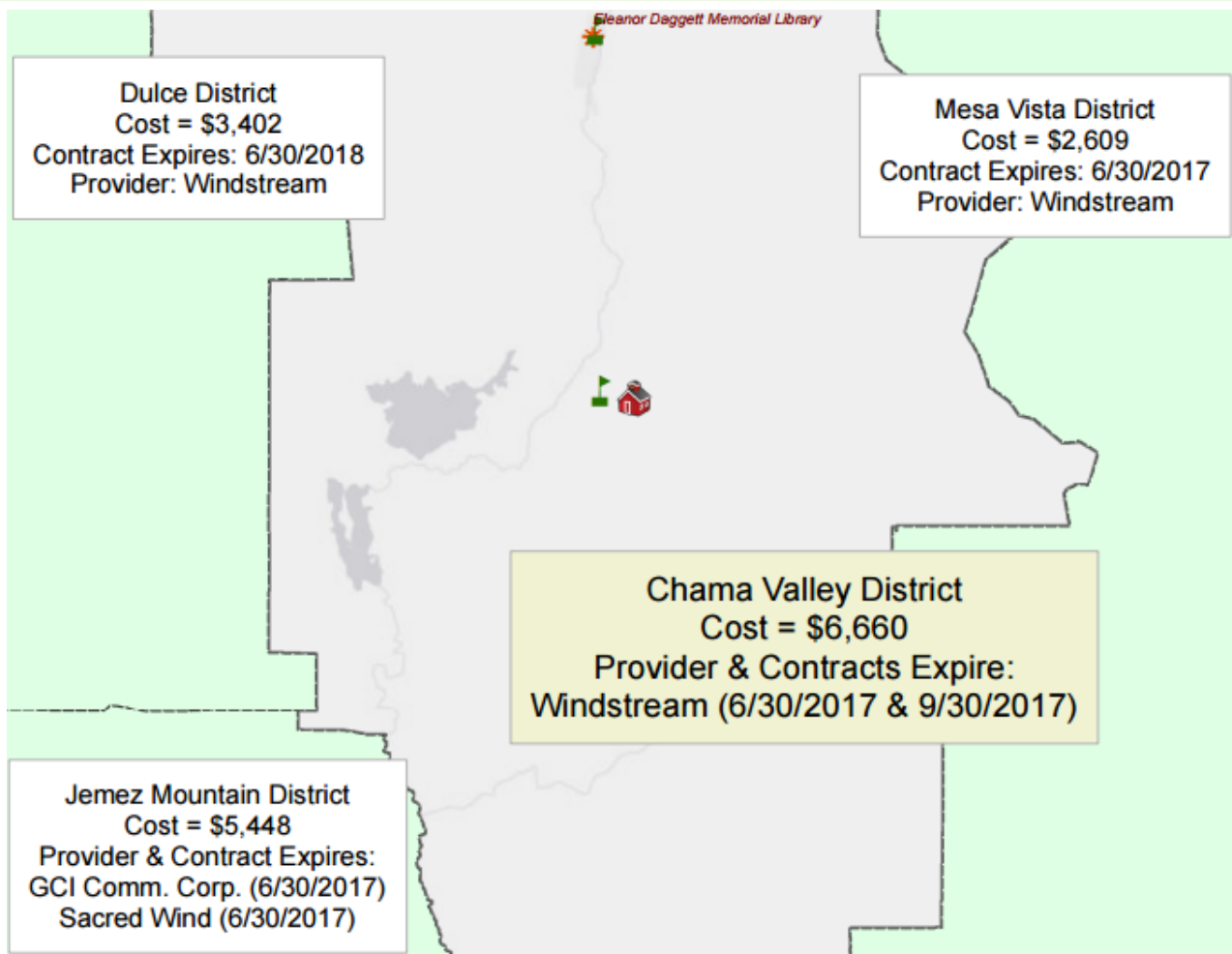
Basic Assessment

<http://www.broadband4education.nm.gov/broadband-info-sheets.aspx#BBIS>

- ▶ **Your Current Costs** for Internet Access Services
- ▶ **ISPs in Your Area** and How to Reach Them
- ▶ **Custom Mapping** to Compare Your Current Internet Access Service Costs with Nearby Districts



Sample Custom Map



- District Office
- Public School
- Charter School
- Library
- School District



Introduction to EducationSuperHighway



Our mission

Upgrade the Internet access in every public school classroom in America so that all students can take advantage of the promise of digital learning.

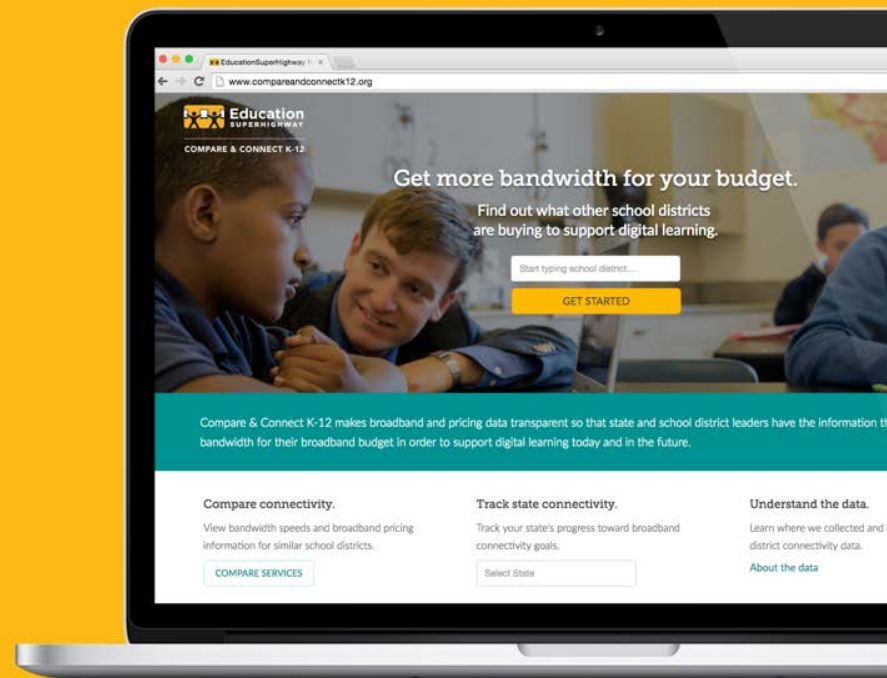


Compare & Connect K-12

Compare & Connect K-12

Get more bandwidth for your budget. Find out what other school districts are buying to support digital learning.

Compare & Connect K-12 allows you to compare your school district's broadband speeds and prices to nearby school districts to help get more bandwidth for your broadband budget.



<http://www.compareandconnectk12.org>



Form 470 & Statewide Price Agreements

Use the following vehicles **concurrently** to get as many quotes as possible. The goal is to **contact all ISPs in your area** (see custom BBIS for listing).

1. **Issue a Form 470** no later than March 31, 2017 to allow enough time for ISPs to respond within the system

AND

2. **Evaluate Statewide Price Agreement Ceiling Prices**

RFP >\$60K Guidelines:

<http://www.broadband4education.nm.gov/uploads/FileLinks/50e8c9d7f24540d3931962cad160c300/RFP.pdf>

This will
increase
your chances
of lowering
costs



Process Checklist

Use BB4E
Resources &
Support to
Expedite
Through the
Process

New Mexico E-rate applicants who wish to request E-rate discounts on Internet Access Services have two options: 1) File a Form 470 specific to their Educational Institution or 2) Use the State's Form 470. The State provides Price Agreements as a convenience for applicants, and those who use the State's Form 470 must only respond to the State's procurement. An applicant filing their own Form 470 may accept responses from any eligible Provider and may contract with a Provider who is outside the State's procurement.

- 1. Download Your Custom Broadband Information Sheet (BBIS):
<http://www.broadband4education.nm.gov/broadband-info-sheets.aspx>
- 2. Request a Mini-Quote System Account here: <http://www.broadband4education.nm.gov/request-mini-quote-account.aspx> (Instructions: <http://www.broadband4education.nm.gov/mini-quote-resources.aspx>)
- 3. **Release Form 470**, as soon as possible, using the template provided. Make sure to distribute it to all known vendors in your area right away. **Release Form 470 no later than March 31, 2017.** On the BBIS, please see the section labeled "Internet Service Providers in Your Area" for contact information.
 - Clearly define long-term Internet Access Service needs.
 - NM Public Schools (including Charters) are encouraged to contact EducationSuperHighway for support during this step: <https://calendly.com/new-mexico/kickoff-call/>
 - Ask for enough bandwidth to support your digital learning goals for many years to come.
 - Describe contract terms, bandwidth increments, and Service Level Agreements (SLAs).



Process Checklist

- 4. Enter your quote request into the Mini-Quote System. Expect vendors to respond in 2-3 weeks, but you may contact them earlier to request quotes sooner.

- 5. Prepare for Price Negotiations with Internet Service Providers (ISPs)
 - Evaluate BBIS Data
 - Use map to compare your Internet Access Service cost against nearby Districts.
 - Consider contract expiration dates and potential co-location opportunities.
 - If applicable, analyze quotes under E-rate Compliant RFP # 70-000-16-00013 (all of which are **monthly not to exceed amounts**) and compare them to what you're currently paying per location and remember that **prices can fall significantly during the negotiation/competitive quoting process.**
 - Contact surrounding businesses/other locations to see what they're paying.

- 6. Perform ISP Outreach & Negotiations
 - All New Mexico Public Schools (including Charter Schools) falling below the 1 mbps per student benchmark are highly encouraged to immediately start using the free ISP Outreach Services offered by the EducationSuperHighway (ESH) **New Mexico Upgrade Team** (**setup an introductory call with ESH: <https://calendly.com/new-mexico/kickoff-call/>**).

- 7. If using a Statewide Price Agreement under RFP # 70-000-16-00013, make sure to cite **470 Application # 170046897** when applying for E-rate.



Next Steps You Should Take

Next Step	Your Action	ESH Consulting Service
<p>Provider Outreach</p>	<p>Before releasing the 470:</p> <p>Do some research, using Compare & Connect K-12, for service providers in your area and ask for a quote</p> <p>Tell providers your upgrade plans and why this upgrade is critical for your district (make it personal!)</p> <p>Let providers know when you will be releasing the 470</p>	<p>Before releasing the 470:</p> <p>ESH will leverage existing relationships with over 30 local and national service providers to let them know you plan on releasing a 470 soon</p> <p>After releasing the 470:</p> <p>ESH will socialize the 470 with local and national providers to ensure competitive options for your district</p>
<p>470 Release</p>	<p>Release a 470 asking for enough bandwidth to support your digital learning goals for the many years to come</p> <p>Make sure your narrative details the contract terms, bandwidth increments, and SLAs</p>	<p>ESH will help you determine the bandwidth range you should ask for</p> <p>ESH will also provide 470 templates with narrative examples</p>



Vendor Negotiation – Tips & Tricks

- A good way to start a discussion with your vendor is to tell them about your plans for the district.
- Often, asking for more bandwidth at the same price is more successful than simply asking for a lower price.
- Negotiations don't always need to happen at the end or beginning of a contract.
- When negotiating, use your competitive leverage. (see *Compare & Connect K-12*)
- Talk to your provider about how their pricing will change based on contract length.
- Don't be afraid to negotiate contract terms in addition to price.
- If your contract includes construction, take out as much of the up-front costs from the ongoing monthly service costs (MRC)

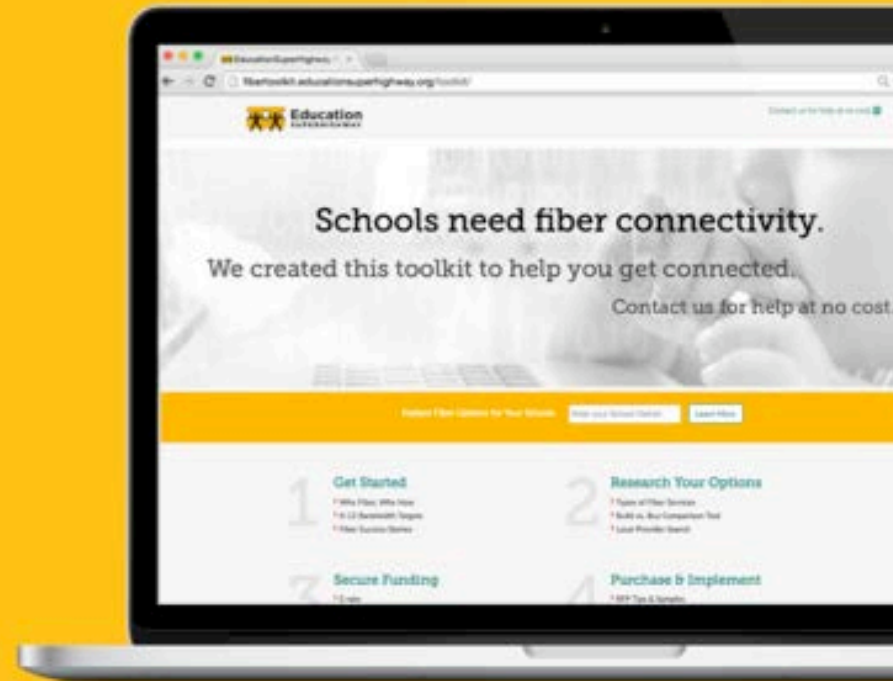


Upgrade Toolkit

Upgrade Toolkit

Connect your students to the promise of digital learning with a high-speed fiber-optic network.

The Fiber Toolkit helps you navigate the process of upgrading to fiber. The toolkit provides a set of resources, tools, and templates designed to help you upgrade to scalable broadband connections for every school.



<https://k12upgradetoolkit.educationsuperhighway.org/toolkit/>



Districts & Schools Work with EducationSuperHighway

Schedule a call with EducationSuperHighway using:

<https://calendly.com/new-mexico/kickoff-call/>

Contact Information



Juliann Igo (District Consultant)

juliann@educationsuperhighway.org



E-Rate Support Services

▶ **State E-rate Coordinator**

- ❖ PED Assistance Filing Form 471 for Schools & Consortia (Mid Feb. - Mid May)

▶ **E-rate Central** Application Support

- ❖ Consortium Applications with Schools and Libraries
- ❖ Special Construction
- ❖ PIA (Audit) Reviews



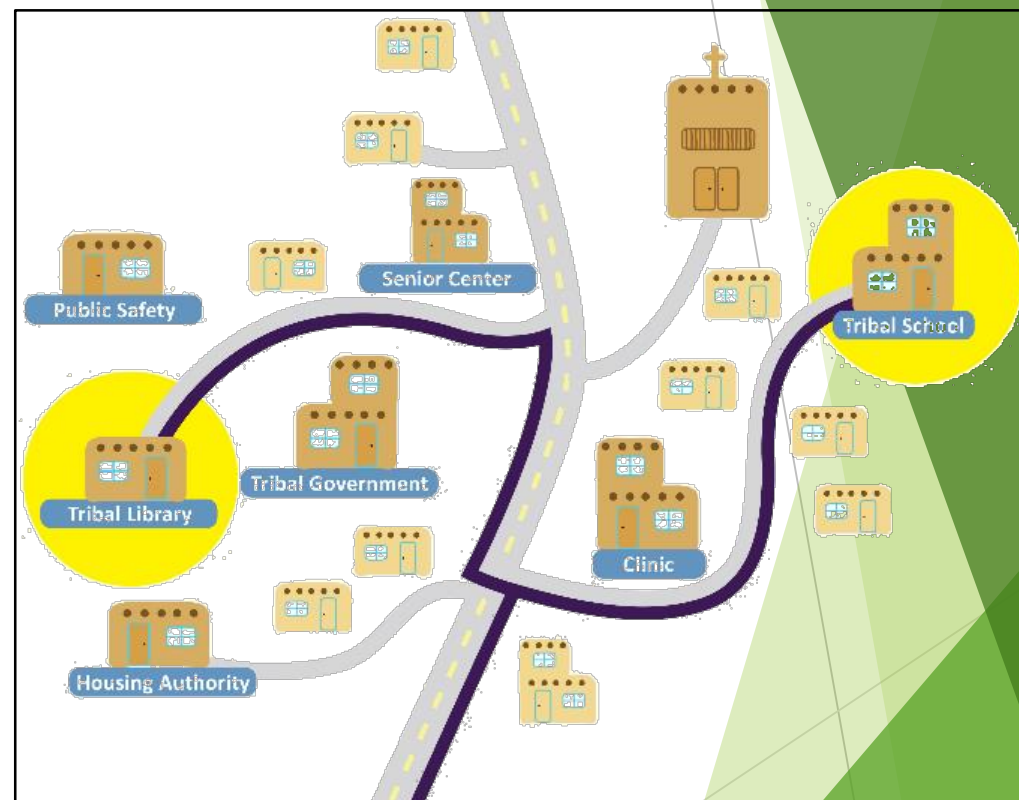
New Mexico State Library

- ▶ **Participation Highly Encouraged**
 - ▶ Only 65% of libraries nationally participate in E-rate
 - ▶ But only 15% of tribal libraries nationally participate in E-rate
- ▶ **Same Resources Available Online for Libraries**
- ▶ **Consortia Opportunities Include E-rate Central Support**
- ▶ **Success – Los Lunas, David F. Cargo Library, Placitas**



Consortium Success Story

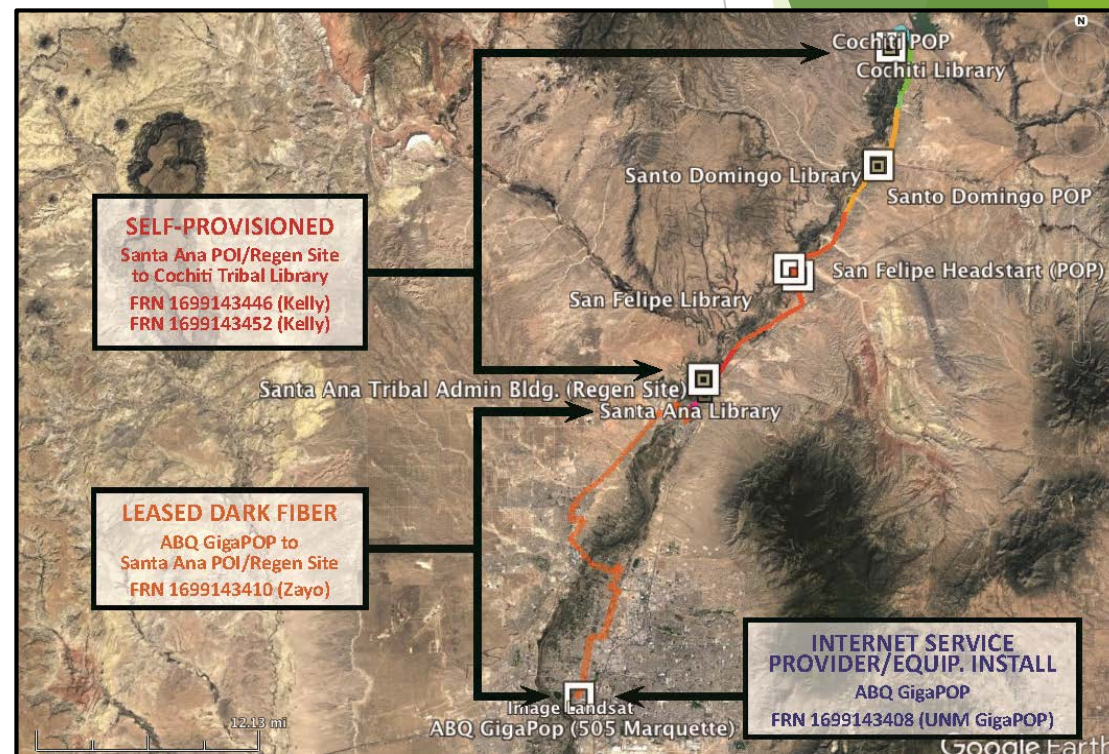
- ▶ 2016: Four tribal libraries in the Middle Rio Grande banded together to apply to improve Internet access in the pueblos
- ▶ 2014 E-rate efforts to improve Internet access revealed that three of the pueblos only had 1-2 T1s or satellite connections
- ▶ RFP was written to take advantage of E-rate Modernization Order rules allowing for special fiber construction
 - ▶ Limited Time: Additional 5% Discount if match is from tribal, state, federal source
 - ▶ New: Extra Capacity allowed





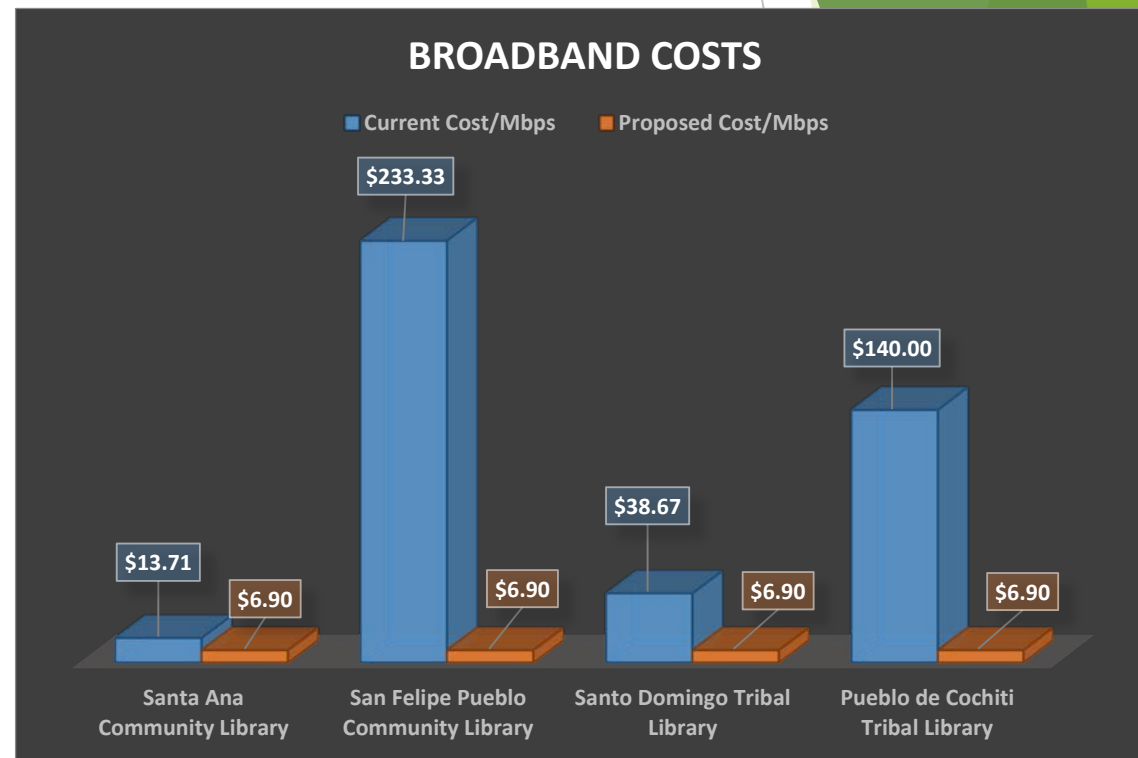
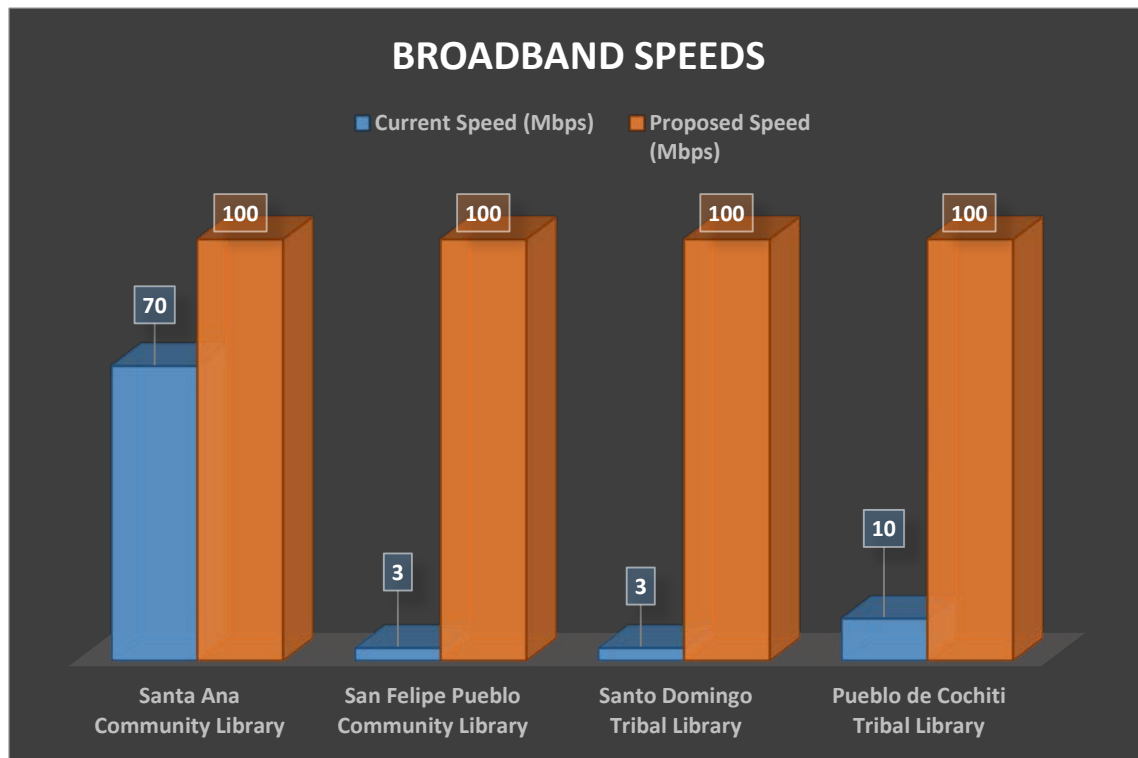
Consortium Success Story

- ▶ The result: The winning proposal was a leased dark fiber/self-provisioned network design that provisions a DWDM circuit from Albuquerque to Cochiti almost 60 miles
- ▶ The \$4 million dollar project
 - ▶ Libraries used the matching NM State GO Bond funds to receive 95% discount of construction charges
 - ▶ In the end each library will pay ~\$50,000
 - ▶ Consortium tribes will also invest to add extra capacity to connect health, tribal government, Head Starts, and other tribal offices
 - ▶ Planning stages to provides services to tribal homes





Consortium Success Story



Before / After



PED's Free Mini-Quote System

System Benefits:

▶ Simplifies the Competitive Quoting Process

- ❖ Provides Transparency
- ❖ Encourages Competition Among Providers to Lower Pricing
- ❖ Easy to Access and Use
 - Users Post CAT1 (and CAT2) Needs For Goods & Services
 - Vendors Respond with Quotes/Bids

▶ Supports E-rate Compliance

- ▶ Required Process When There's >1 Vendor Option

▶ Establishes Automatic Audit Trail

Requiring Providers to Use the Mini-Quote System Supports Creating a Competitive Bidding Environment



CONTACTS ♦ ANNOUNCEMENTS ♦ RESOURCES

Questions?

Visit Us Online:

<http://www.broadband4education.nm.gov>



Critical Next Steps

- ▶ **Download Checklist** to get started
- ▶ **Issue Form 470** no later than March 31st
- ▶ **Schedule call with ESH's NM Upgrade Team** for free support services (Districts & Schools)
- ▶ **Contact all Providers**, including applicable **Statewide Price Agreement Vendors**, and ask them to participate in the free Mini-Quote System bidding process for your institution

Time Sensitive



CONTACTS ♦ ANNOUNCEMENTS ♦ RESOURCES

Thank you!

Visit Us Online:

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