



Shawn Swanby CEO





Education and Government



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Service Provider



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Established Managed Services Practice



Education and Government

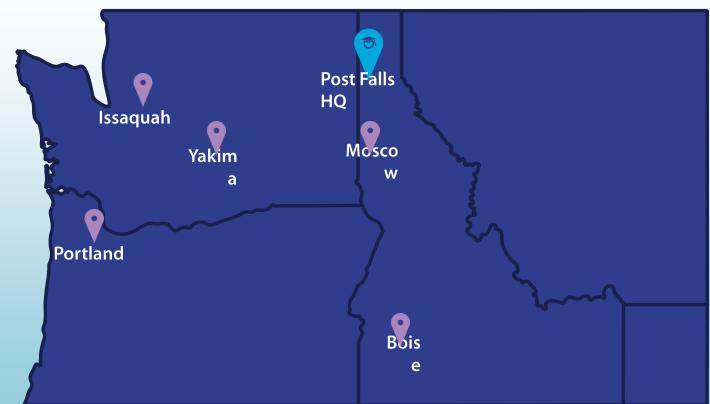
Service Provider

Established Managed Services Practice

Engineering Consulting | Implementation



Office Locations





Telecommunications | Internet Access

2014

2015



Telecommunications | Internet Access

2014 \$24,552,026

2015



Telecommunications | Internet Access

2014 \$24,552,026

2015 \$10,123,082



20 School Sample | Internet Access Only

Overall Cost

Average Bandwidth

Cost Per Megabit



20 School Sample | Internet Access Only

Overall Cost 65% Less

Average Bandwidth

Cost Per Megabit

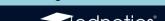


20 School Sample | Internet Access Only

Overall Cost 65% Less

Average Bandwidth 71% Higher

Cost Per Megabit



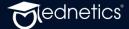
20 School Sample | Internet Access Only

Overall Cost 65% Less

Average Bandwidth 71% Higher

Cost Per Megabit 80% Less

Source: E-rate Manager – Funds for Learning, October 1, 2015



20 School Sample | Internet Access Only

Same Service Provider in a Competitive Contract Environment





Private Network

Managed | Monitored Service

Service Level Agreement (SLA)

Centralized Delivery



Enterprise Network

Managed | Monitored Service

Service Level Agreement (SLA)



Commodity | Consumer

Not Managed or Monitored

No Service Level Agreement (SLA)





Structure

Establish Regional Point of Presence Establish Backbone Network

N Idaho, SW Idaho, SE Idaho





Management

State Owns and Operates Key Equipment

Management by State or Independent Contract

Interchangeable Parts = Accountability and Lower Risk



Competition

Opt-In vs Opt-Out

Independent Circuit Awards

Relevant Service Level Agreements (SLA)



