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**E-Rate Proposal  
For  
Arlington Classics Academy**

**470 Application Number: 170075370**

**Submitted by:  
Victoria J. Smith**



**(Charter Communications - formerly Time Warner Cable)**

**E-Rate SPIN/498 ID: 143048275**

**April 18<sup>th</sup>, 2017  
Quote valid for 60 Days**

**CONFIDENTIAL**



## Executive Summary

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I would like to take this opportunity to thank you for considering Spectrum for your Internet Access category 1 service needs. In response to these service needs, we are proposing a Fiber Internet Access line via our fiber optic network. We are not bidding on any of the other Category 1 or 2 Service needs listed on this Form 470/E-Rate RFP.

In choosing Spectrum as your provider, Arlington Classics Academy will have the assurance of partnering with a vendor that implements state of the art technology with world class customer support. Our experience allows us to provide reliable, flexible services that are competitively priced. With our extensive cable experience and robust fiber optic network, we have progressed into the Metro Ethernet and Dedicated Internet market offering hundreds of thousands of route miles of fiber and thousands of on-net buildings across the nation.

### **Spectrum Fiber Internet Access and Metro Ethernet Features and Benefits include:**

- **Flexibility to scale from 5 Mbps to over 10 Gbps.**
- **No Equipment Purchase Required:** Spectrum provides all necessary equipment, installation and maintenance
- **No Technical Expertise Required:** Dedicated, toll free technical support available 365x24x7 frees your staff from potential support issues
- **Financial Stability:** Charter Communications (NASDAQ: CHTR) is America's fastest growing Internet, Voice Cable TV company, and continues to pace the industry with annual revenues exceeding \$10B.
- **100% Fiber Network that is wholly owned and operated by Charter:** A Proactively Managed Network with aggressive Service Level Agreements on all Fiber Services
- **Trusted Business Partner:** Charter is currently the second largest cable operator provider in the United States. The company has achieved growth through innovation and acquisitions of cable properties, most recently completing transactions with Time Warner Cable and Bright House Networks.

Please let me know if you have any questions regarding our solution offerings. I look forward to the opportunity of earning your business.

Best Regards,

*Victoria J. Smith*

**Victoria J. Smith**

Major Account Executive, Government & Education – Texas Region

Spectrum (Charter Communications, formerly Time Warner Cable)

Direct: 972-841-9020 | Email: victoria.smith@charter.com

**E-Rate SPIN/498 ID:** 143048275

**DIR Contract #:** DIR-TEX-AN-NG-CTSA-008

**Green Light Status with USAC:** YES

**SPI or BEAR Billing Methods Accepted:** YES

## Proposed Category 1 Services

Service Address	Service	Bandwidth	TERM (Months)	Quantity	MRC	NRC
2800 W Arkansas Ln, Arlington	Fiber Internet	100 Mbps	12	1	\$890	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	200 Mbps	12	1	\$1,248	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	300 Mbps	12	1	\$1,524	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	500 Mbps	12	1	\$1,920	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	100 Mbps	24	1	\$792	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	200 Mbps	24	1	\$1,144	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	300 Mbps	24	1	\$1,452	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	500 Mbps	24	1	\$1,760	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	100 Mbps	36	1	\$509	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	200 Mbps	36	1	\$1,039	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	300 Mbps	36	1	\$1,225	\$250
2800 W Arkansas Ln, Arlington	Fiber Internet	500 Mbps	36	1	\$1,599	\$250
5200 S Bowen Rd, Arlington	Fiber Internet	300 Mbps	12	1	\$1,524	\$250
5200 S Bowen Rd, Arlington	Fiber Internet	500 Mbps	12	1	\$1,920	\$250
5200 S Bowen Rd, Arlington	Fiber Internet	300 Mbps	24	1	\$1,452	\$250
5200 S Bowen Rd, Arlington	Fiber Internet	500 Mbps	24	1	\$1,760	\$250
5200 S Bowen Rd, Arlington	Fiber Internet	300 Mbps	36	1	\$1,225	\$250
5200 S Bowen Rd, Arlington	Fiber Internet	500 Mbps	36	1	\$1,599	\$250

### Static IP's for Fiber Internet Access Services

Initial 1 (/30 block) or 5 (/29 block) usable static IPv4 addresses are provided for no additional cost. Please see the monthly recurring charges listed below for additional IP blocks to the initial 1 or 5 useable addresses provided free of charge:

Additional Services	MRC	NRC
Static IP's - initial 1 or 5 usable included	\$0	\$0
Static IP's - 1 usable	\$20	\$0
Static IP's - 5 usable	\$35	\$0
Static IP's - 13 usable	\$50	\$0
Static IP's - 29 usable	\$80	\$0
Static IP's - 61 usable	\$100	\$0
Static IP's - 125 usable	\$150	\$0
Static IP's - 253 usable	\$200	\$0



Static IP's - >253 usable	ICB	\$0
BGP Configuration	\$0	\$500

**Monthly Recurring Charge (MRC):** Monthly Recurring Charge listed is the rate prior to your schools E-Rate Category 1 discount being applied. All MRC and NRC is 100% E-Rate Eligible.

**One Time Non Recurring Charge (NRC):** One Time Non Recurring Charge listed is the rate/charge prior to your schools E-Rate Category 1 discount being applied. All MRC and NRC is 100% E-Rate Eligible.

**Billing:** SPI or BEAR billing methods are available. Please let Victoria Smith, your dedicated Spectrum E-Rate/Education Major Account Executive, know your school billing preference. Billing of service(s) will not occur until you have accepted the service(s) for billing, and by default will not be activated and billing until 7/1/17 unless you communicate you'd like the service(s) activated sooner or later than 7/1/17. If construction applies, please see "Construction – Lead Time Required below".

**Service Order and Activation Process:** Please reach out to Victoria Smith at [victoria.smith@charter.com](mailto:victoria.smith@charter.com) or 972.841.9020 (direct) to communicate which service option quoted above your school has selected, and she will forward the Service Agreement/Order to you for authorization. Once you email Victoria the signed Spectrum Service Agreement/Order, Victoria and our Spectrum E-Rate Project Manager will prepare service(s) for activation on 7/1/2017 by default, or your specified service activation date. If service are needed before or after that date, let Victoria know and she and your assigned Spectrum E-Rate Project Manager will work with your school to accommodate the requested service activation date.

**Construction Required:** If construction is required, Allow 90-120 calendar day lead time for service activation, and plan on submitting the signed service agreement/order back to Victoria Smith in time to accommodate that lead time. Spectrum covers the construction cost to bring our wholly owned and operated fiber or coax plant to your school location(s). If the service bandwidth is being upgraded, allow 30 calendar days or a 7/1/17 upgrade if 30 days falls before 7/1/17.

### Proposed Internet Services

Spectrum is proposing dedicated Fiber Internet Access over our wholly owned and operated fiber optic network to meet the needs of Arlington Classics Academy. All contracted speeds on fiber optics are symmetrical up and down speeds. This fiber based service is supported by an aggressive and well-defined Service Level Agreement (SLA). In addition, the service is MEF compliant making it an industry standard and easy to integrate.

### How Fiber Services are Delivered

Using a layer 2 edge with an MPLS based core makes packet switching efficient. Each site is delivered on either a one or ten Gigabit capable device with the committed information rate to match the contracted speed. A layer 2 NID is used with handoff options of Copper (RJ45), MM Fiber or SM Fiber for no additional



cost. Our CPE devices will be monitored by our support center via SNMP Traps. The dedicated fiber internet service supports public IPs in multiple styles of routing such as LAN, routed, or eBGP with full/partial routes. IPv4 addresses are supported up to a /27 and IPv6 with much larger scopes. Dual Stack IPv4/IPv6 is also available.