



News Release

For Immediate Release:

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New Hampshire Schools Consortium Selects Education Networks of America, Inc. (ENA) As K-12 Internet Connectivity Provider

State's Public and Private School Districts to Receive Enhanced and Cost-Effective Connectivity and Other Technology Solutions Through Consortium Agreement

The New Hampshire Department of Education (NHDOE) is pleased to announce, on behalf of the New Hampshire K-12 Schools Connectivity Consortium, that the Consortium has selected (ENA) to provide Internet access and managed network services for Consortium members. Under the three-year contract, Consortium members—including any eligible public or private school district that wishes to join on an opt-in basis—will be able to purchase enhanced connectivity, network, and other services at Consortium pricing. Services available to school districts include high-speed managed broadband Internet access, wide area network service, E-Rate filing assistance, robust content filtering, a carrier-class e-mail collaboration platform, desktop video teleconferencing, and Voice over Internet Protocol (VoIP) telecommunication services.

The NHDOE initiated the Consortium so that the state's public and private school districts could take advantage of the cost and productivity savings as well as enhanced service benefits derived from large-contract economies of scale. This is the first time that schools in New Hampshire will have formed a purchasing consortium of this nature. The Consortium review team, which consisted of representatives from school districts across the state, NHDOE officials and the state broadband director, analyzed four bids during the competitive request for proposal (RFP) process. The proposal submitted by ENA earned the highest overall score, leading to the review team recommending ENA as the Consortium provider.

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State of New Hampshire Department of Education

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The team cited ENA's exemplary track record serving the K–12 community and the company's substantial experience deploying and managing large-district and statewide education networks maximizing E-Rate funding. Dr. Cathy Higgins, State Educational Technology Director for the NHDOE states, "High-speed broadband services have become crucial to instructional activities and administrative operations. This project not only provides important equity of access to broadband services to New Hampshire schools, but also assists schools in leveraging the E-Rate program that provides funding for these services."

One of the defining features of the ENA proposal is the opportunity to involve multiple in-state carriers, beginning with FairPoint Communications as a primary, though not exclusive partner. "FairPoint Communications is pleased to be joining ENA and NHDOE in providing high-speed Internet access to schools across New Hampshire," said Teresa Rosenberger, FairPoint state president for New Hampshire. "Since April 2008, FairPoint has invested \$129 million in a new network infrastructure, called VantagePointSM, a fiber core, IP-based network that is designed to carry large amounts of data quickly and efficiently and will provide the foundation for ENA's managed services."

"We are very excited to have New Hampshire's K–12 schools as our newest customer," said David Pierce, president and CEO of ENA. "Service excellence is our top priority, indeed it is our *modus operandi*, and our current customers give us very high marks for our work on their behalf. We look forward to partnering with New Hampshire's schools, providers, and suppliers over the next three years in order to provide members of the New Hampshire educational community with the same superior level of service and support."

Participation in the Consortium is voluntary and not required by the state. The NHDOE has filed an E-Rate Form 470 on the USAC Schools and Libraries Division website on behalf of Consortium members. A campaign will be undertaken to notify the state's schools of the consortium purchasing opportunity; schools may elect to join beginning in the first, second, or third year of the current contract.

About the New Hampshire Department of Education

The NHDOE's mission is to provide educational leadership and services which promote equal educational opportunities and quality practices and programs that enable New Hampshire residents to

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become fully productive members of society. The NHDOE offers a wide variety of programs and services in support of New Hampshire's students, teachers, administrators, families and community members. To learn more, please visit www.education.nh.gov.

About Education Networks of America

ENA provides managed network and communication services to customers in the education, library and government sectors. Their scalable solutions facilitate collaboration, increase productivity and decrease the cost of information management through the convergence of data, voice and video technologies. ENA currently manages multiple statewide and district-wide education and library networks successfully serving over 5,000 end sites, 560 school districts, 230 libraries, more than 2.5 million students, teachers and administrators and more than 6.2 million librarians and patrons. Empowered by their networks, ENA's customers can focus on what matters most: preparing students, strengthening communities and leading enterprises into the 21st century. For more information, please visit www.ena.com.

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