



# State of Idaho

## Department of Administration

**C.L. "BUTCH" OTTER**  
Governor  
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Director

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To Whom It May Concern:

The State of Idaho recognized that preparing its students and citizens for the increasingly competitive global marketplace of the 21st century was critical to improving the State's economy. Idaho's education stakeholders, especially teachers and students, had to have reliable and high-speed access to networked tools to improve their ability to communicate and learn in a more collaborative environment.

In the fall of 2008, the Department of Administration, Office of the Chief Information Officer, contracted for five years with Education Networks of America to deliver a statewide, high-speed, education network called the Idaho Education Network. We are successfully in the process of building new infrastructure where required and leveraging investments which have already been made to enhance connectivity to 117 Idaho School Districts as well as deploying Video Conferencing equipment to each High School in the state.

I have observed a company which prides itself on customer service and their knowledge of the education marketplace. Not only have they helped us design and build a network for the future but are helping us to drive adoption of the video conferencing equipment we are currently deploying in all of the high schools. ENA has already demonstrated a level of communication and service which our districts have not experienced in the past.

ENA quickly mobilized their experienced team of engineers and project management resources and have also begun to assemble a strong Idaho-based team by seeking out high quality local talent. This combined team has been very responsive and proactive. As a result, the project got off to a great start and the implementation has gone very smoothly.

Based on our experience, I whole heartedly recommend ENA as a service provider with the experience and capacity to implement and support a statewide network to serve education.

Please feel free to contact me with any questions you may have.

Sincerely,

A handwritten signature in dark ink, appearing to read "Garry Lough", written over a circular stamp or seal.

Garry Lough  
IEN Communications Director