



## Proposal for Davis Joint Unified School District

Response to Form 470 Application No. 210008890

January 22, 2021

### **MARK SMITH**

Business Sales- CA

916.786.1175

[Markp.Smith@consolidated.com](mailto:Markp.Smith@consolidated.com)

### **RICK VOHS**

Solutions Engineer

916.886.2929

[Rick.Vohs@consolidated.com](mailto:Rick.Vohs@consolidated.com)

### **LISA JO GUSTAFSON**

California Direct Sales Manager

916.786.1005

[Lisajo.Gustafson@consolidated.com](mailto:Lisajo.Gustafson@consolidated.com)

### **CONSOLIDATED COMMUNICATIONS**

114 Vernon St. Roseville, CA 95678

844.968.7224

SPIN No. 143001200

## **CONFIDENTIALITY STATEMENT:**

Consolidated Communications' response and related materials contain and embody confidential, commercial and/or financial information, trade secrets, know how, compilations, technology and other sensitive information and intellectual property of Consolidated Communications and/or its affiliates (the "Confidential Response"), which must be kept confidential.

Except as prohibited by law, the Confidential Response and any oral disclosures, whether or not marked or disclosed as confidential and proprietary, must be treated as such. Consolidated Communications requires that the Confidential Response and any related oral disclosures only be used by and disclosed to Davis Joint Unified School District and its employees with a need to know and only to those employees that are aware of the obligation to keep such information confidential.

The Confidential Response and any oral disclosures must be kept confidential indefinitely in the same manner that Davis Joint Unified School District keeps its own confidential and proprietary materials, but in no event less than a reasonable degree of care and that which is required by law. The Confidential Response or any oral disclosures shall not be provided to any unauthorized third party without Consolidated Communications' consent or used for any purpose other than this Request for Proposal and directly related activity. Consolidated Communications may require a separate non-disclosure agreement with any third party prior to any such disclosures.

If the Davis Joint Unified School District believes that certain materials are thought to be subject to public access under a public records law and the materials are in fact subject to disclosure under the public records law, Consolidated Communications will make every effort to specifically mark only those sections that it deems to be exempt from public access upon written request. Under such circumstances the remaining information not exempted shall be disclosed only in accordance with law to the requesting party only. If any material is marked as exempted but is thought to be subject to public access by the Davis Joint Unified School District or the third-party requestor, Consolidated Communications requires adequate notice prior to disclosure in order to preserve its rights at law and equity.

In the event of a conflict or inconsistency with this language directly above and a non-disclosure agreement in place between Consolidated Communications and Davis Joint Unified School District that non-disclosure agreement shall control but only to the extent there is conflict or inconsistency.

This proposal has been approved to be submitted on behalf of Consolidated Communications by:

---

**Michelle Silva**

Sales Director

**CONSOLIDATED COMMUNICATIONS**

Davis Joint Unified School District  
526 B St. Davis, CA 95616

Attn: Johnna Hensen,

On behalf of **CONSOLIDATED COMMUNICATIONS** (“Consolidated” or “Consolidated Communications” herein), I want to thank you for the opportunity to respond to your request for services.

Consolidated Communications delivers reliable, forward-looking solutions to meet your needs today and address the challenges you’ll face tomorrow at a price that reflects your fiscal responsibility. Consolidated helps organizations like yours address their IT staffing and budget challenges while providing resilient bandwidth solutions to address challenges, such as:

- Migrating from hardware-based infrastructures to hyper converged architectures that leverage virtualization technologies and cloud applications
- Creating flexible IT architectures that can accommodate M&A activity
- Addressing a technologically-savvy customer base that is driving growth in online and mobile banking
- Leveraging advanced security solutions to protect network and database assets
- Managing consolidation of physical branch locations to control costs without sacrificing service or revenue
- Meeting domestic and international network security, privacy, and compliance requirements

Consolidated is passionate about serving educational organizations. Here’s why we believe Consolidated is the right service provider for Davis Joint Unified School District.

**MARK SMITH**  
**CONSOLIDATED COMMUNICATIONS**  
Business Sales- CA  
916.786.1175  
[Markp.Smith@consolidated.com](mailto:Markp.Smith@consolidated.com)

## Table of Contents

CONFIDENTIALITY STATEMENT.....	Page 2
COVER LETTER.....	Page 3
GENERAL BACKGROUND.....	Page 5-6
Year of Inception	
The Consolidated Difference	
SUPPORT PERSONNEL.....	Page 6-8
IMPLEMENTATION.....	Page 8
OUR LEADERSHIP.....	Page 9
PLANNING FOR YOUR FUTURE.....	Page 10
NETWORK OVERVIEW.....	Page 11
PROPOSED PRODUCTS & SERVICES.....	Page 12-13
COST SHEET.....	Page 13-14
PRICING NOTES.....	Page 14
ATTACHMENTS.....	Page 15

## General Background

### About Consolidated Communications

Consolidated Communications Holdings, Inc., (Nasdaq: CNSL) is a leading broadband and business communications provider serving consumers, businesses, and wireless and wireline carriers across rural and metro communities and a 23-state service area. Leveraging an advanced fiber network spanning 45,850 fiber route miles, Consolidated Communications offers a wide range of communications solutions, including: high-speed Internet, data, phone, security, managed services, cloud services and wholesale carrier solutions. From our first connection over 125 years ago when our business was started in 1894, Consolidated is dedicated to turning technology into solutions, connecting people and enriching how they work and live.

### Our Vision, Mission and Values

We are dedicated to turning technology into solutions, connecting people and enriching how our customers work and live. We pride ourselves on delivering a better experience by putting our customers' needs first; building a stronger community through employee volunteerism and company giving; and evolving and innovating to meet and exceed the needs and expectations of our customers.

### An Experienced Team of 3,400

People make the difference at Consolidated Communications. Our team of 3,400 is dedicated to doing more for our customers. We are dedicated to listening to our customers and consistently meeting expectations with forethought and flexibility while delivering reliable services and exceptional customer service.

### A Rich History of Stability and Innovation

125 years of serving our customers, we are a stable company that has innovated and diversified to meet our customers' growing needs.

### \$2 Million in Giving

In 2018, our giving totaled more than \$2 million. Employees also volunteered thousands of hours of their time serving the community.

### 45,850 Fiber-Route Miles

Our robust fiber network spans 45,850 route miles across 23 states, making us one of the top 10 largest fiber providers in the country.

### The Consolidated difference

Institutions select their technology provider for various reasons. Consolidated Communications pricing is competitive, but we also know that you'll benefit from our hands-on approach to technology implementation and integration. We have purchasing and leasing options to meet your

budget. **We always put customer satisfaction first.** In fact, it's our flexibility and personal attention that drives many schools to choose Consolidated Communications over other providers. We are available to answer questions, and our service team brings a consultative approach to your needs. That means we are here to serve you throughout implementation and beyond.

**You're an expert on your school; we're an expert on the business of making schools tech ready. Together, we can make great things happen for students, teachers, and administrators.**

**EXPERIENCE** – Consolidated Communications has a long history of supporting schools and the E-Rate program. Our extensive experience and dedicated staff will help you develop a plan that fits the needs of your school and achieves the goals you have set for this year and beyond.

**CONSOLIDATED COMMUNICATIONS NETWORK** – Consolidated Communications owns and manages a national fiber network. Customers can achieve added security through the use of our fiber-backed Ethernet and dedicated circuits. Our unmatched network can also be easily scaled to meet additional capacity or changing technology requirements. Our fiber network relies on industry-leading technology from equipment vendors, such as Cisco, Calix, Ciena, and Juniper Networks, and provides redundancy and the ability to aggregate links to support applications with large bandwidth requirements. We also have engineers and skilled technicians, ensuring that we can address network issues and customer requirements quickly.

**DEDICATED SUPPORT** – We believe in the personal relationships and are committed to making you a top priority. We invite you to get to know your support team:

**SUPPORT PERSONNEL QUALIFICATIONS**

<b>Name:</b> Mark Smith	<b>Title/Role:</b> Senior Account Manager
<b>Company:</b> Consolidated Communications	<b>Years of Industry Experience:</b> 28
<b>Training, Certifications, Awards, Performance Recognition</b>	
#1 Ranked CCI South region (Kansas, Texas and California) AE in retention	
<b>General Experience:</b>	
28 years with Consolidated Communications.	

- Responsible for maintaining and growing relationships with large customers, while offering solutions of the CCI's vast product offerings.
- Clients include Davis Joint Unified School District, Center Joint Unified School District, Rocklin Unified School District, St. Francis High School, Eureka Union School District, Sacramento Children's Home, California Correctional Peace Officers Association, Sutter Medical / Sutter Medical Foundation, Entercom, Educational Media Foundation (KLOVE)

**Specialized Experience:**

Domestic Private Line, Data Center, and Cloud services, Layer 2/3 networks with WAN, Security DDoS, Managed Firewall, Office 365, Hosted Voice and Unified Communications.

<b>Name: Richard Vohs</b>	<b>Title/Role:</b> Sales Engineer 4
<b>Company: Consolidated Communications</b>	<b>Years of Industry Experience:</b> 20+
<b>Training, Certifications, Awards, Performance Recognition</b>	
Cisco CCNA. VeloCloud VTSP & VSP. Palo Alto Networks PSE & ASE. Previous MCSE	
<b>General Experience:</b>	
<ul style="list-style-type: none"> <li>• Cloud, Network, virtualization and security architecture.</li> <li>• Enterprise and service provider networks.</li> <li>• Advanced network design; ELAN, ELINE, MPLS, Switched Ethernet, Layer2, Layer3, SD-WAN, SIP, etc.</li> <li>• Traditional voice and VOIP services planning and design.</li> <li>• Managed Security and Cloud Services planning and design.</li> <li>• Technical project management.</li> </ul>	
<b>Specialized Experience:</b>	
Design, deployment and management of network, security, server and client infrastructure in Service Provider and Commercial enterprises.	
Spent several years leading complex teams and projects in support of customer and internal initiatives.	

<b>Name: Susan Lucas</b>	<b>Title/Role:</b> Implementation Mgr.-South Region
<b>Company: Consolidated Communications</b>	<b>Years of Industry Experience:</b> 21 Years
<b>Training, Certifications, Awards, Performance Recognition</b>	
Project Management certification with Villanova University – completed 2010. Pinnacle Award 2015	
<b>General Experience</b>	
Manages the day to day operations across CCI's South region (Texas, California & Kansas markets)	

Sr. Manager of the South Region is accountable for the oversight of all IPM orders for the South markets to ensure work of the team is completed in an efficient, consistent, and financially responsible manner. Reviews and approves implementation plans to ensure the most effective installation methods are chosen according to customer specific situations and budgetary constraints. This person must provide pre and post-sale service/support by professionally engaging each customer (internal or external), in an efficient and effective manner to promote and maintain total customer satisfaction.

**Manager – Installation Project Management**

Consolidated Communications

2015 – July 2019

**Manager – Sales Support/Sales Engineering**

Consolidated Communications

April 2004 – 2015

## Implementation

Consolidated Communications high level view of the project plan is provided below. The project will start by holding a project kickoff meeting with customer’s key personnel and Consolidated Communications team members. All final timeframes and implementation commitments (and any occurrence of default) will be memorialized and handled in accordance with the parties’ agreement, as applicable.

### PROJECT KICK-OFF

- Introduction of key personnel
- Project Scope

### PROJECT PLANNING

- Particular attention paid to identifying needs and resources

### PROJECT PLAN ACCEPTANCE BY BOTH PARTIES

### STATUS / INFORMATIONAL MEETINGS

### CORE SERVICES PROVISIONING

### IMPLEMENTATION MANAGEMENT

- Order Processing
- Configuration and Addressing Needs
- Site installation scheduling
- Site test and turn up

### OVERALL PROJECT TRACKING

- Escalation of any problems

### PROJECT COMPLETION AND FOLLOW

## Our Leadership and Structure



**Bob Udell**  
President and Chief  
Executive Officer



**Steve Childers**  
Chief Financial Officer



**John Lunny**  
Chief Information Officer



**Michael Smith**  
Chief Revenue Officer



**Jennifer Spaude**  
Senior Vice President of Corporate  
Communications & Investor Relations



**Garrett Van Osdell**  
Chief Legal Officer &  
Corporate Secretary



**Gabe Waggoner**  
Executive Vice President of Operations



**Tom White**  
Chief Technology Officer

## Planning for current and future needs



As you review our proposal and think about your current and future technology requirements, it may be helpful to know what other schools are thinking about. Here are some challenges our customers are addressing this E-Rate season:

- Boosting Internet access speeds to:
  - Stay on top of federal broadband initiatives, such as ConnectED.
  - Deliver online standardized testing and rich media
  - Support 1:1 classroom learning initiatives
  - Accommodate bring your own device (BYOD) policies
- Addressing concerns about network security and acceptable use policies.
- Reducing costs while improving productivity.
- Upgrading to high-performance Wi-Fi solutions to support new and emerging bandwidth requirements.



# Proposed Products & Services

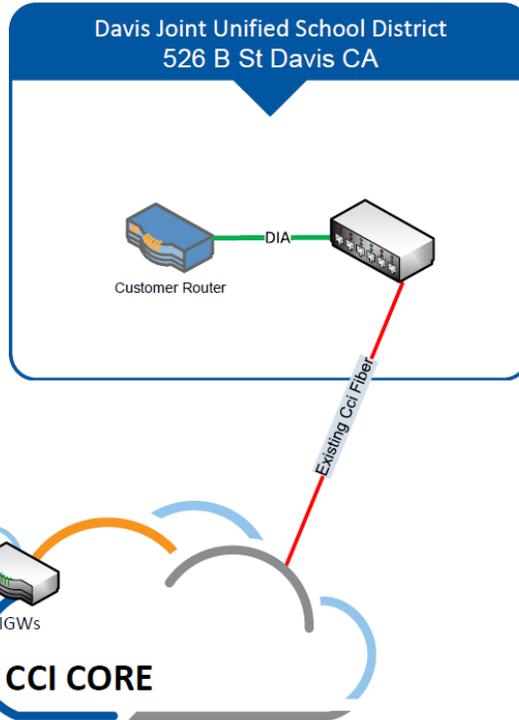
## Davis Joint Unified School District Internet RFP 2021-22 (1G - 10G Options)

**Technical Summary:**  
 For Bandwidth options up to 10G symmetrical CCI will continue to provide Dedicated Internet Services (DIA) to 526 B St. Davis CA utilizing the existing equipment and infrastructure.

(See diagram DJUSD RFP 2-21-22 1G-10G DIA Options)

For the 25G Symmetrical bandwidth option CCI will deliver using QSFP+ optics as the hand off and will need to utilize additional fiber strands from 2600 5<sup>th</sup> St., Davis or 625 Tercero Hall to the 526B St. Address. These locations are currently served with CCI fiber.

(See diagram DJUSD RFP 2-21-22 25G DIA Option)



Davis Joint Unified School District		Legend Key	
Date:	01/21/2021		
Prepared By:	Rick Vohs		
Version:	1		

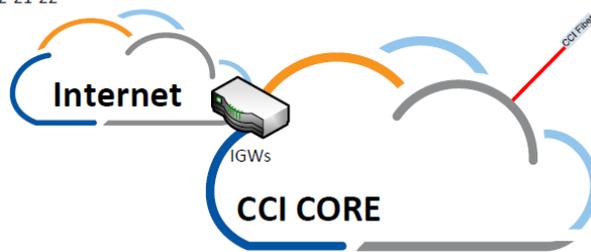
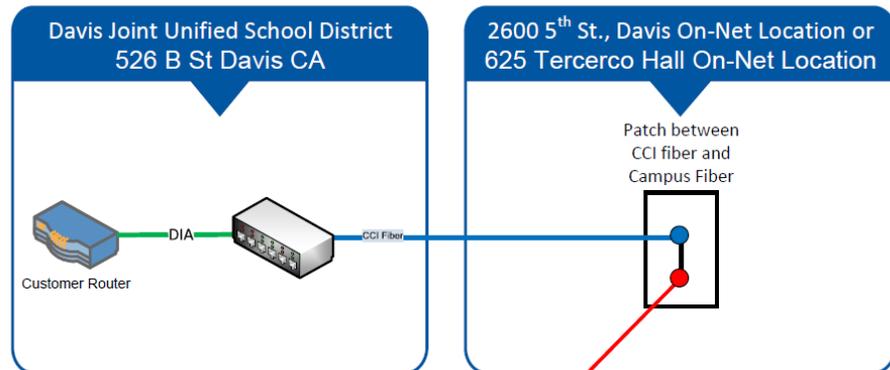
**Consolidated communications** Davis Joint Unified School District Internet RFP 2021-22 (25G Option)

**Technical Summary:**  
 For Bandwidth options up to 10G symmetrical CCI will continue to provide Dedicated Internet Services (DIA) to 526 B St. Davis CA utilizing the existing equipment and infrastructure.

(See diagram DJUSD RFP 2-21-22 1G-10G DIA Options)

For the 25G Symmetrical bandwidth option CCI will deliver using QSFP+ optics as the hand off and will need to utilize additional fiber strands from 2600 5<sup>th</sup> St., Davis or 625 Tercero Hall to the 526B St. Address. These locations are currently served with CCI fiber.

(See diagram DJUSD RFP 2-21-22 25G DIA Option)



Davis Joint Unified School District		Legend Key	
Date:	01/21/2021		
Prepared By:	Rick Vohs		
Version:	1		

## Cost Sheet

Consolidated Communications offers the above services to meet the needs of Davis Joint Unified School District. Your Consolidated Communications Account Manager is ready to answer questions or provide additional detail as necessary.

We provide pricing directly below in response to your request. Under certain circumstances, Consolidated Communications' DIA service may have additional growth capacity of dedicated and symmetrical services of up to 100Gbps. Certain restrictions and additional costs apply.

Please note speeds and pricing proposed are based on fiber access and engineering costs for that location. Additional Monthly Recurring Charges or Non-Recurring Charges may apply if and when higher bandwidths are requested or required. All services proposed are Dedicated/Symmetrical with a Service Level Agreement.

FCC 470 - Application # 210008890 Internet Access 526 B St. Davis, CA 95616	3 year Term	5 Year Term	1 year extension offered
2 Gbps	\$ 2,280	\$ 1,900	Yes
4 Gbps	\$ 3,050	\$ 2,500	Yes
5 Gbps	\$ 3,700	\$ 3,100	Yes
10 Gbps	\$ 4,500	\$ 4,300	Yes
25 Gbps	\$ 13,250	\$10,250	Yes

Based on the language from 470 Application number 210008890 and the answers within the Q&A posted on the website; Consolidated Communications is including pricing up to 25 Gbps. The pricing form supplied from Davis Joint Unified School District did not list all speeds requested within the 470 application so we have provided them above to complete the request.

### Pricing Notes:

\*Customer is responsible for providing conduit, entrance facilities, inside conduit to MPOP, space, grounding, AC Power, a suitable environment for equipment and cabling beyond demarcation. Any construction charges will be determined at time of order and will be passed onto customer, should they decide to move forward with implementation. All pricing assumes network capacity available.

\*Pricing does not include construction on private property or work required to augment building infrastructure necessary to support the delivery of Consolidated Communications products and services. This can include, but is not limited to, conduit placement, coring or drilling of concrete walls or floors, installation of wooden backboard, relay rack, and/or equipment cabinets, installation of electrical outlets and required grounding and bonding, etc.

\*Additional taxes, fees and surcharges may apply unless otherwise exempt. Pricing above requires a minimum of a 36-month commitment and assumes that there are existing facilities in Consolidated Communications territory. Early termination and other terms and conditions apply.

## Attachments:

- Attachment A- Commercial & Carrier Data Services Combined SLA
- Attachment B- Davis Joint FY21 Category 1 DTS RFP