





**Telecommunications**  
2417 Tongass Ave  
Ketchikan, AK 99901  
**SPIN # 143002696**  
Phone (907) 228-5458  
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February 21, 2022

TO: Bill Whicker, Technology Coordinator  
Jurgen Johannsen, Technology Supervisor  
Thane Peterson, Network Administrator  
Ketchikan Gateway Borough School District

FROM: Kim Simpson, Division Manager Sales, Marketing, Customer Service, Business  
Services and Video Production  
Ketchikan Public Utilities Telecommunications - **SPIN # 143002696**

**Preface:**

Thank you for the opportunity to provide the District a quote for Category one and Category two services in accordance with USAC's Schools and Libraries E-Rate program Form 470 requirements.

We appreciate having had the privilege of providing the District's Broadband Internet, Fiber WAN and Telecommunication services for the past 12+ years. The enclosed pricing is a reflection of the great value we place upon our relationship. The enclosed discounts and services are superior and are, or course, an expression of our sincere desire to continue providing the District's services for the next four to five years.

KPU recognizes the financial challenges facing the District, in particular the need to balance the growing demand for bandwidth and connectivity with an increasingly constrained budget. KPU also recognizes that the need for voice services within the school district still exists, as a primary communication method and as an emergency broadcast. **Although voice services are no longer included in the USAC Schools and Libraries E-Rate program, KPU will still offer discounts to be applied to voice services if KPU is selected as the internet and leased lit fiber vendor.**

- a. KPU offers a choice of a 3-year 33%, 4-year 40%, 5-year 45% discounted pricing on both Internet and Fiber WAN services. This will ensure price stability and predictability, if a longer term contract is selected.
- b. Per the USAC requirements for separation of transport and internet for fiber services (unbundled) several configuration options are offered.
- c. A significant decrease in Broadband Internet Pricing per meg, with two step up options offered, one a 3 Gig/5 Gig/10 Gig option, the other a 5-Gig/10-Gig option.

- d. If KPU is selected as the provider for Internet and leased lit fiber, then KPU will honor the previous USAC contract prices on all KGBSD VOIP phone systems (All stations priced at the lowest enterprise level cost regardless of system size, and hosted voice circuits discounted and additional 10%).
- e. If KPU is selected as the provider for Internet and leased lit fiber, then KPU agrees to discount all other standard traditional POTS voice lines at the same discount the KBDSO selects for the internet and WAN services (33%, 40%, 45%).

#### **Quotation Details**

The enclosed submission outlines the 5 year contract 45% price discount option for all Fiber WAN (leased lit) circuits, dedicated symmetric unlimited Internet.

#### **WAN, Leased Lit Fiber**

The KGBSD has requested Lit Fiber network between all locations

Currently the district has 1 Gig endpoints between all locations, except the primary connection, which is 10 Gig. Per the 470 request, the district would prefer to now have 10 Gig connectivity to all schools. The 10 Gig offerings for this new USAC Erate is a significant savings off of the current 10 gig rate that the school district is paying.

KPU is offering the following options: the requested 10 Gig, plus also a 5 Gig, 2 Gig and 1 Gig option. These lower speeds can be selected for departments, such as Maintenance, which may not need a 10 Gig connection. One speed or a combination of speeds can be selected, and can mixed depending on the location need. The speeds are discounted from our Tariff by 50% and then another discount is applied based on the term chose: 3- Year 33%, 4-year 40%, 5-year 45%. The District may opt to increase the connectivity for certain buildings mid contract and is not obligated to have all locations connected at a single bandwidth. The quoted prices will be honored if the need for increased connectivity arises within the contracted time period.

#### **Symmetric, Dedicated, Unlimited Broadband Internet Access (ISP)**

Per the requirement for the internet to be unbundled, the internet pricing is described below, with the leased lit fiber quoted above.

KPU is offering the following options, for which you can choose your discount and term among the following: 3- Year 33%, 4-year 40%, 5-year 45%. Calculations on the attached Service Proposal matrix are for the deepest, 5 year, 45% discount.

- a. Year One, 3 Gig Internet (priced at a lower per Meg, but same total fee as the current 2 Gig Internet the school district is using), Year Two, 5 Gig Internet, keeping the per Meg

price the same as year one, followed by an increase in internet speed to 10 Gig at a reduced per meg cost for year three to five. See attached matrix for specifics.

- b. Year One, 5 Gig Internet, priced below the current per Meg cost, followed by an increase in internet speed to 10 Gig for a further reduced per meg cost for year Two to Five. See attached matrix for specifics.
- Regardless of which KPU internet is chosen, all includes for free 255 ipv4 addresses (a value of \$1,275). Additionally, KPU will provide an allocation of ipv6 addresses to the KGBDS if needed in the future.

### **VOIP Phone Discount**

VOIP Phone service, voice circuit and station charges vary by a per-location basis depending upon the system size, number of stations and configuration at that building. If our internet and leased lit fiber is selected, KPU will maintain the discounting offered in the previous 3 Year contract. Specifically, KPU will preserve the additional discount for the District locations that did not qualify for the Enterprise level pricing: Maintenance, Charter School, Tongass School, Revilla/Correspondence, Superintendent Offices and Schoenbar In addition to the individual station reductions, KPU will maintain the VOIP circuit voice extra discount for all locations of an additional 10% discount. This is in addition to the existing 25% discount on the voice circuit.

### **E-Rate Requirements**

Regarding 'Company Expertise/Management Ability' and 'Vendor Location' specified in E-rate requirements: Headquartered in Ketchikan, KPU has provided the District's telecommunications services for decades, including over the most recent four year period. KPU owns and operates one of the most advanced soft-switch fiber-optic based telecommunications systems in the United States. Located just a few blocks from KGBSD offices, KPU's management, engineers and highly trained technical staff reside in Ketchikan and are available 24 hours per day, 7 days per week, to respond to emergencies.

Regarding 'Redundancy', KPU's local switching and transport facilities are redundant to the maximum possible extent. KPU owns its own undersea fiber which connects through Canada, owns part of an additional undersea fiber to Seattle, as well as owns a microwave system connected to a fiber network through Canada. In addition to those three routes, there is a fourth undersea route in development that is expected to be completed in the next 12 months. Redundancy is critically important in the event of a physical outage.

As to other E-rate requirements, the SPIN for KPU is listed at the top of this quote, as well as on the attached pricing matrix. KPU filed our last SPAC for 2021-22 in April 2021, and will renew for

2022-23 within the next few months. We currently discount invoices and submit the balance via the SPI form 474.

From a qualitative perspective, of course, KPU Telecommunications has provided the KGBSD with communication services for decades and our goal is to continue to do so in the future. We think our dedication to supporting the District's mission---including our participation in Kayhi sports filming and live-streaming, our financial support of school teams and events, Telecommunication's scholarships and other District related activities---is self-evident. Simply put, in addition to the superior service and pricing offered in the attached proposal, we believe KPU is the only telecommunications company that has and will continue to support the District directly and indirectly via our support of student and community activities throughout the year.

Thank you very much for the opportunity to provide the Ketchikan Gateway Borough School District this proposal for your Telecommunications, Internet and connectivity needs. If there are any questions regarding the KPU proposal, please do not hesitate to contact me directly.

Sincerely,



Kim Simpson  
Division Manager  
Sales, Marketing, Customer Service and Business Services  
KPU Telecommunications  
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CC: Ed Cushing, Telecommunications Division Manager  
Dan Lindgren, Assistant Telecommunications Division & Regulatory Manager  
Daniel White, Network, Engineering and Operations Manager  
Hersian Seludo, Business Sales Engineer  
Tina Bredehoft, Tariff Specialist



## Description of Other Manufacturers

Id	Name
Narrative	

## Technical Contact

Thane Peterson  
Network Engineer  
907-225-0744  
thane.peterson@k21schools.org

## State and Local Procurement Restrictions

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## Billed Entities

Billed Entity Number	Billed Entity Name
145685	KETCHIKAN GATEWAY BOR SCH DIST

## Certifications

I certify that the applicant includes:

I certify that the applicant includes schools under the statutory definitions of elementary and secondary schools found in the No Child Left Behind Act of 2001, 20 U.S.C. §§ 7801 (18) and (38), that do not operate as for-profit businesses, and do not have endowments exceeding \$50 million.

Other Certifications

I certify that this FCC Form 470 and any applicable RFP will be available for review by potential bidders for at least 28 days before considering all bids received and selecting a service provider. I certify that all bids submitted will be carefully considered and the bid selected will be for the most cost-effective service or equipment offering, with price being the primary factor, and will be the most cost-effective means of meeting educational needs and technology goals.

I certify that I will retain required documents for a period of at least 10 years (or whatever retention period is required by the rules in effect at the time of this certification) after the later of the last day of the applicable funding year or the service delivery deadline for the associated funding request. I certify that I will retain all documents necessary to demonstrate compliance with the statute and Commission rules regarding the form for, receipt of, and delivery of services receiving schools and libraries discounts. I acknowledge that I may be audited pursuant to participation in the schools and libraries program.

I certify that I have reviewed all applicable FCC, state, and local procurement/competitive bidding requirements and that I have complied with them. I acknowledge that persons willfully making false statements on this form may be punished by fine or forfeiture, under the Communications Act, 47 U.S.C. §§ 502, 503(b), or fine or imprisonment under Title 18 of the United States Code, 18 U.S.C. § 1001.

I acknowledge that FCC rules provide that persons who have been convicted of criminal violations or held civilly liable for certain acts arising from their participation in the schools and libraries support mechanism are subject to suspension and debarment from the program.

I certify that the services the applicant purchases at discounts provided by 47 U.S.C. § 254 will be used primarily for educational purposes, see 47 C.F.R. § 54.500, and will not be sold, resold or transferred in consideration for money or any other thing of value, except as permitted by the Commission's rules at 47 C.F.R. § 54.513. Additionally, I certify that the entity or entities listed on this

form have not received anything of value or a promise of anything of value, other than services and equipment sought by means of this form, from the service provider, or any representative or agent thereof or any consultant in connection with this request for services.

I acknowledge that support under this support mechanism is conditional upon the school(s) and/or library(ies) I represent securing access, separately or through this program, to all of the resources, including computers, training, software, internal connections, maintenance, and electrical capacity necessary to use the services purchased effectively. I recognize that some of the aforementioned resources are not eligible for support. I certify that I have considered what financial resources should be available to cover these costs. I certify that I am authorized to procure eligible services for the eligible entity(ies). I certify that I am authorized to submit this request on behalf of the eligible entity(ies) listed on this form, that I have examined this request, and to the best of my knowledge, information, and belief, all statements of fact contained herein are true.

**NOTICE:**

In accordance with Section 54.503 of the Federal Communications Commission's ("Commission") rules, certain schools and libraries ordering services that are eligible for and seeking universal service discounts must file this Description of Services Requested and Certification Form (FCC Form 470) with the Universal Service Administrator. 47 C.F.R. § 54.503. The collection of information stems from the Commission's authority under Section 254 of the Communications Act of 1934, as amended. 47 U.S.C. § 254. The data in the report will be used to ensure that schools and libraries comply with the competitive bidding requirement contained in 47 C.F.R. § 54.503. Schools and libraries must file this form themselves or as part of a consortium.

An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB control number.

The FCC is authorized under the Communications Act of 1934, as amended, to collect the information requested in this form. We will use the information you provide to determine whether you have complied with the competitive bidding requirements applicable to requests for universal service discounts. If we believe there may be a violation or a potential violation of any applicable statute, regulation, rule or order, the information you provide in this form may be referred to the Federal, state, or local agency responsible for investigating, prosecuting, enforcing, or implementing the statute, rule, regulation or order. In certain cases, the information you provide in this form may be disclosed to the Department of Justice or a court or adjudicative body when (a) the FCC; or (b) any employee of the FCC; or (c) the United States Government is a party of a proceeding before the body or has an interest in the proceeding. In addition, information provided in or submitted with this form, or in response to subsequent inquiries, may also be subject to disclosure consistent with the Communications Act of 1934, FCC regulations, the Freedom of Information Act, 5 U.S.C. § 552, or other applicable law.

If you owe a past due debt to the federal government, the information you provide in this form may also be disclosed to the Department of the Treasury Financial Management Service, other Federal agencies and/or your employer to offset your salary, IRS tax refund or other payments to collect that debt. The FCC may also provide the information to these agencies through the matching of computer records when authorized.

If you do not provide the information we request on the form, the FCC or Universal Service Administrator may return your form without action or deny a related request for universal service discounts.

The foregoing Notice is required by the Paperwork Reduction Act of 1995, Pub. L. No. 104-13, 44 U.S.C. § 3501, et seq.

Public reporting burden for this collection of information is estimated to average 3.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, completing, and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the reporting burden to the Federal Communications Commission, Performance Evaluation and Records Management, Washington, DC 20554. We also will accept your comments via the email if you send them to PRA@FCC.gov. DO NOT SEND COMPLETED WORKSHEETS TO THESE ADDRESSES.

**Authorized Person**

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**Certified Timestamp**

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