

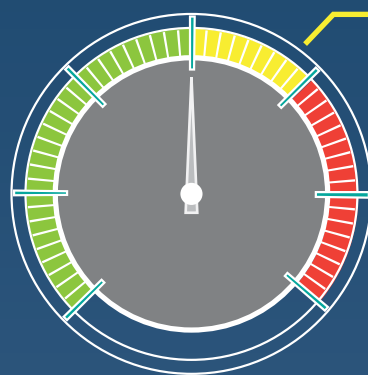
Will Transformed Learning Break Your Network?

1 Megabit Per Second Per Student Internet Capacity

National Connectivity Goal for Schools by 2017

*Adopted by Federal Communication Commission July, 2014

1Mbps/Student



Teachers/Administrators Add 30% More Required Capacity



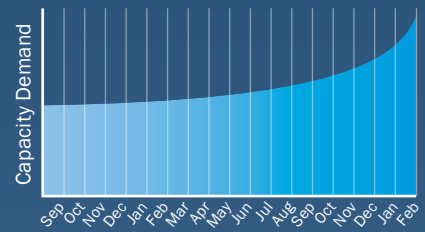
1 Or More Devices Per Student

Required For Student-centered, Personalized Learning



1/3 of school districts report their internet is down 3 or more days a year while districts require no more than hours or minutes of downtime.

Every 18 Months Internet Capacity Demands Double

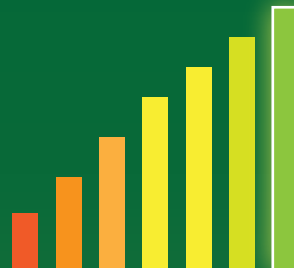


Unaffordable?



1/3

of districts pay \$50 or more per Mbps per Student per month



1 Gbps Per Month

Bandwidth needed for a district of 10,000 to meet the FCC's goal

The cost of 1gbps per 10K students varies by location.

\$6 Million

1 Gbps of bandwidth costs \$6M per year if paying \$50/mbps/student for 10K students (rural/suburban)



\$360K

1Gbps of bandwidth costs \$360K per year if paying \$3/mbps (urban/metro)



\$1.2K

1 Gbps costs \$1.2K per year in Fiber/Digital communities

New Reality

Transformed learning demands

Smart Networks

that are affordable, scalable and reliable.



Smart Networks

are different by design

- *Smart Networks* leverage a choice of Internet providers where available allowing server and storage space on demand. Internet Points of Presence (PoPs) can decrease Internet costs by connecting to Internet2 or state/education networks.
- *Smart Networks* have carrier independence and build redundancy so that if there is an outage in one place, schools still have service.
- *Smart Networks* plan for non-linear growth and plan for upgrades and refreshes of network infrastructure and devices
- *Smart Networks* support disaster recovery and business continuity
- *Smart Networks* can reduce Internet costs by 50% and more
- *Smart Networks* can reduce future Network build-out costs
- *Smart Network* reliability means uninterrupted access to emergency services