



Education Networks of America

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August 6, 2013

Joyce Popp
Chief Information Officer
Idaho State Department of Education
650 West State Street
PO Box 83720
Boise, Idaho 83720-0027

Joyce:

ENA is excited to be selected, through your competitive bid process, as the chosen service provider for the Idaho High School Wi-Fi Project. As you are aware and as we outlined in our bid response, our service includes ENA making a significant investment (multi-millions of dollars) in wireless and switching hardware, supplementing our Idaho-based staff and leveraging Idaho-based contractors to install cabling and equipment in the first year that we know that we will not recover until towards the end of the initial 5-year term of our contract with the State.

When the initial 5 year term of our contract comes to an ordinary end, we know that the State has a choice to either extend our contract or solicit bids from other contractors to continue the Project. Should the State choose a contractor other than ENA after that 5-year term, ENA will not remove, recover or restrict the use of the cabling that we have installed in schools to support our service.

If, however, our contract is terminated for any reason prior to the initial 5 years, we will remove our equipment and restrict the right to use the cabling we have installed as well as reserve the right to remove or otherwise secure our exclusive access to the cabling investment that we have not fully financially recovered.

Additionally, ENA will only bill the State for wireless services installed and does not intend to draw against the allocated budget for this Project beyond services that are actually installed. The State will only owe ENA for wireless services at sites at which we have received an order for service from the State under this Project.

If you have any further questions, please let me know.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Bob Collie', is written over the typed name.

Bob Collie

Sr. Vice President

Education Networks of America, Inc.