

---

## 2.5 Cost Proposal

---

### Cost Proposal Narrative and ENA Pricing Footnotes

ENA understands the importance of providing cost-effective solutions that enable school districts, institutions, and libraries to **do more with less**. ENA's comprehensive Infrastructure as a Service approach is a proven model that contributes to your long-term goals by enhancing and simplifying the design, implementation, management, and support of your broadband, Wi-Fi/LAN, communication, cloud, and security solutions. The proposed solution is designed to reduce costs, maximize E-rate funding, increase organizational capacity, and reduce the burden on your technology and administrative personnel resources.

ENA is confident no other vendor can match our years of dedication and experience, or our proven, successful track record. We appreciate your consideration of our response and look forward to the opportunity to work with you to implement the solution and service we have proposed.

## 1. Cost Proposal Narrative for ENA Internet Access Service

- ENA's fully managed Internet Access is priced as one service and reflects the price before any E-rate discount is applied. This service includes circuit, end site router, equipment maintenance, service monitoring, field support, Service Level Agreement (SLA), and all required ENA equipment. All service pricing listed is per month, per unit, and per site.
- The pricing provided in **Attachment D Cost Proposal Template** is for a contract period of two (2) years, beginning 7/1/2023. There may be (2) one-year renewals for a total of four (4) years at the State's option.
- Additional Internet Access service options are available at increments between the speeds and prices requested. ENA may reduce pricing during the contract term for individual sites or speeds, when appropriate.
- ENA will notify the customer once the carrier installs the circuit, and ENA is ready to turn up service. ENA will then work with the customer to determine a mutually agreed upon date to turn up service. In the event of customer delays in turning up service, ENA reserves the right to start billing the customer for the service two weeks after ENA's notification that service is ready to be turned up.
- All service delivery prices (including optional services) are based on expected site readiness to receive the services including conduit, electrical capacity, backer board, and similar. If site walkouts determine a need for site make ready work, service may not be available until such work is completed by the customer.
- ENA Internet Access services are subject to ENA's acceptable use policy, the Master Service Agreement (MSA), and tariffs. ENA's Unified MSA and E-rate Rider for ENA Internet Access services can be found [here](#). A copy of ENA's Indiana Schedule of Services has also been included as **Attachment E, 2.3.5 Exhibit**.
- There are currently no governmental fees applicable to the broadband services requested. However, if such fees become applicable in the future, governmental fees (to the extent the customer is not exempt from such fees) including state, local, and federal taxes, fees, Universal Service Fund (USF) fees, E911 taxes/fees, and similar are in addition to the above rates. These fees will be charged at the applicable rates set by governmental entities and are subject to change over the life of the service contract.
- If services are subject to early termination, the customer agrees at the date of early termination: (i) to pay all fees and other amounts due for service(s) incurred through date of early termination, (ii) reimburse all otherwise unrecovered charges incurred by ENA for the service(s), both recurring and non-recurring through the date of early termination, and (iii) pay all direct and reasonable costs associated with the termination of the service(s) through the date of early termination. For purposes of this section, "direct costs" are costs that ENA incurs from persons not a party, such as, without limitation, underlying carriers and/or vendors with whom ENA subcontracts to provide the service(s), as a result of early termination of service(s) and/or a site. ENA shall not be reimbursed for any anticipatory profits which have not been earned up to the

date of early termination. The client further agrees that it will not contract with any other provider for the same or substantially similar services or equipment through the end of the initial term.

- ENA has provided additional information on ENA NetDefender DDoS protection within this proposal response. If interested in inquiring about pricing, ENA will price this on an individual case basis based on customer's needs.

## 2. Cost Proposal Narrative for ENA Wide Area Network (WAN) Service

- ENA's fully managed WAN is priced as one service and reflects the price before any E-rate discount is applied. This service includes circuit, end site router, equipment maintenance, service monitoring, field support, Service Level Agreement (SLA), and all required ENA equipment. All service pricing listed is per month, per unit, and per site.
- The pricing provided in **Attachment D Cost Proposal Template** is for a contract period of two (2) years, beginning 7/1/2023. There may be (2) one-year renewals for a total of four (4) years at the State's option.
- Additional Wide Area Network (WAN) service options are available at increments between the speeds and prices requested. ENA may reduce pricing during the contract term for individual sites or speeds, when appropriate.
- ENA will notify the customer once the carrier installs the circuit, and ENA is ready to turn up service. ENA will then work with the customer to determine a mutually agreed upon date to turn up service. In the event of customer delays in turning up service, ENA reserves the right to start billing the customer for the service two weeks after ENA's notification that service is ready to be turned up.
- All service delivery prices (including optional services) are based on expected site readiness to receive the services including conduit, electrical capacity, backer board, and similar. If site walkouts determine a need for site make-ready work, service may not be available until such work is completed by the customer.
- ENA WAN services are subject to ENA's acceptable use policy, the Master Service Agreement (MSA), and tariffs. ENA's Unified MSA and E-rate Rider for ENA WAN services can be found [here](#). A copy of ENA's Indiana Schedule of Services has also been included as **Attachment E, 2.3.5 Exhibit**.
- There are currently no governmental fees applicable to the broadband services requested. However, if such fees become applicable in the future, governmental fees (to the extent the customer is not exempt from such fees) including state, local, and federal taxes, fees, Universal Service Fund (USF) fees, E911 taxes/fees, and similar are in addition to the above rates. These fees will be charged at the applicable rates set by governmental entities and are subject to change over the life of the service contract.
- If services are subject to early termination, the customer agrees at the date of early termination: (i) to pay all fees and other amounts due for service(s) incurred through date of early termination, (ii) reimburse all otherwise unrecovered charges incurred by ENA for the service(s), both recurring and non-recurring through the date of early termination, and (iii) pay all direct and reasonable costs associated with the termination of the service(s) through the date of early termination. For purposes of this section, "direct costs" are costs that ENA incurs from persons not a party, such as, without limitation, underlying carriers and/or vendors with whom the ENA subcontracts to provide the service(s), as a result of early termination of service(s) and/or a site. ENA shall not be reimbursed for any anticipatory profits which have not been earned up to the

date of early termination. The client further agrees that it will not contract with any other provider for the same or substantially similar services or equipment through the end of the initial term.