

Reasons for Using Telecommunications Vendors

1. **Verizon Wireless:** Verizon offers wireless/cellular services and plans under NJ State Contract. We have also found it to have the best service coverage in our area, including inside of buildings. This is based on personal experience of staff with other carriers. Verizon Wireless offers free calls and texting between Verizon customers, so calls/texts between our phones are free. Phones are used by The Athletic Director, Director of Curriculum, Supervisor of Transportation, the Technology Team and Maintenance Department staff. We also have 3 broadband cards for the Superintendent, Curriculum and Technology Department for offsite connectivity. These cards can be borrowed by staff for connectivity when travelling on district business.
2. **Comcast Business Internet:** This is a low end (\$60/mo) Internet connection originally provided for Genesis, but moved to Beach when Genesis moved to Rodgers. It is used as a single user backup to the Internet and is used for technology team to connect a computer to the Internet in case of a failure of our main line. We are looking at alternative Comcast service that would allow us to obtain static IP addresses and use the line for possible email and website failover in the event our main Internet service went down.
3. **Line Systems Inc. (LSI):** provided our voice and data connections for 2 years. Last year we intended to move all services to WindStream because of some Internet service problems LSI had with the Verizon Circuit used to provide our Internet Connection. Other than the Internet issues being very "visible" in 2012 and early 2013, LSI as a company was always very responsive and advocated on our behalf with Verizon to move our service. Over the course of Spring 2013 and Summer 2013, WindStream was unable to complete conversion of our services. To date they have only converted digital voice services (PRIs). As a result, LSI has continued to provide our Internet Service and POTS services for Alarms. The Internet service is also shared with Rowan.

After new discussions with LSI, Rowan University and Glassboro Board of Education, we have come to an agreement where LSI can provide increased bandwidth to Rowan and BOE, utilize a non-Verizon Fiber delivery service at a reduce cost from what we are currently paying LSI and at a reduced cost from WindStream's pricing for similar service.

In July 2014, LSI will continue to provide our Internet service at 3x the speed (300MB) for \$600 less per month than we currently pay. Voice services will remain about the same, a little less overall. If we pass the referendum and upgrade our phones, we can realize additional savings of about \$400 month by moving from PRI service to SIP service.