

BID RESPONSE FORM – PRICE PROPOSAL - WIDE AREA NETWORK, & INTERNET SERVICES

Vendors must separate pricing for E-rate eligible and ineligible products/services.

BID OPENING DATE: March 11, 2024 @ 10:00 AM

AWARDED VENDOR: SOUTHERN LIGHT, LLC a UNITI COMPANY BID NUMBER: 24-10

Item 1: Lit Fiber Leased/Managed Wide Area Network Services

Item Nbr	Product/Service	E-rate Eligible Monthly Price Per Site	E-rate Eligible Total District Monthly Price (All Sites)	E-rate Eligible Total District Yearly Price	E-rate Eligible One-time Nonrecurring Fee (Specify exactly what each includes)	E-rate Ineligible District Monthly & One-Time (O/T)—not included in previous pricing, if any (specify what is ineligible)
1.1	10 Gbps Wide Area Network Services (102 Locations)	\$ No Bid	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T
1.2	25 Gbps Wide Area Network Services (102 Locations)	\$ No Bid	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T
1.3	40 Gbps Wide Area Network Services (102 Locations)	\$ No Bid	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T
1.4	10 Gbps Wide Area Network Services (Dauphin Island ES)	\$ No Bid	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T
1.5	Estimated Taxes & Fees (If not provided, Customer will assume all are included in the pricing specified above)	\$ No Bid	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T
1.6	Other Charges, if any: (Specify the charge and which service charges apply to)	\$ No Bid	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T
Total Leased Lit Basic Services – Items 1.1 – 1.6:		\$ No Bid	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T
Specify Category of Service: <u>Telecommunications</u>						

BID RESPONSE FORM – PRICE PROPOSAL - WIDE AREA NETWORK, & INTERNET SERVICES

Vendors must separate pricing for E-rate eligible and ineligible products/services.

BID OPENING DATE: March 11, 2024 @ 10:00 AM

BID NUMBER: #24-10

Item 2: BASIC SERVICES - Dark Fiber Leased/Managed Wide Area Network Services

Item Nbr	Product/Service	E-rate Eligible Monthly Price Per Site	E-rate Eligible Total District Monthly Price (All Sites)	E-rate Eligible Total District Yearly Price	E-rate Eligible One-time Nonrecurring Fee (Specify exactly what each includes)	E-rate Ineligible District Monthly & One-Time (O/T)-- not included in previous pricing, if any (specify what is ineligible)
2.1	10 Gbps Wide Area Network Services (102locations)	\$ 582.00	\$ 59,364.00	\$ 712,368.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
2.2	25 Gbps Wide Area Network Services (102 Locations)	\$ 582.00	\$ 59,364.00	\$ 712,368.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
2.3	40 Gbps Wide Area Network Services (102 Locations)	\$ 582.00	\$ 59,364.00	\$ 712,368.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
2.4	10 Gbps Wide Area Network Services (Dauphin Island ES)	\$ 582.00	\$ 582.00	\$ 6,984.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
2.5	Estimated Taxes & Fees (If not provided, Customer will assume all are included in the pricing specified above)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
2.6	Other Charges, if any: (Specify the charge and which service charges apply to) Maintenance & Operations	\$ 105.00	\$ 10,710.00	\$ 128,520.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
Total Dark Fiber Services - Items 2.1 – 2.6 (Unbundled):		\$ 687.00	\$ 70,074.00	\$ 840,888.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
Specify Category of Service: <u>Telecommunications</u>						

BID RESPONSE FORM – PRICE PROPOSAL - WIDE AREA NETWORK, & INTERNET SERVICES

Vendors must separate pricing for E-rate eligible and ineligible products/services.

BID OPENING DATE: March 11, 2024 @ 10:00 AM

BID NUMBER: #24-10

Item 3: BASIC SERVICES – Internet Services

Item Nbr	Product/Service	E-rate Eligible Monthly Price Per Site	E-rate Eligible Total District Monthly Price (All Sites)	E-rate Eligible Total District Yearly Price	E-rate Eligible One-time Nonrecurring Fee (Specify exactly what each includes)	E-rate Ineligible District Monthly & One-Time (O/T)-- not included in previous pricing, if any (specify what is ineligible)
3.1	20 Gbps Internet Access with no Firewall Services entering system at single aggregation site	\$ 9,120.00	\$ 9,120.00	\$ 109,440.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
3.2	40 Gbps Internet Access with no Firewall Services entering system at single aggregation site	\$ 16,850.00	\$ 16,850.00	\$ 202,200.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
3.3	60 Gbps Internet Access with no Firewall Services entering system at single aggregation site	\$ 23,900.00	\$ 23,900.00	\$ 286,800.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
3.4	Estimated Taxes & Fees (If not provided, Customer will assume all are included in the pricing specified above)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
3.5	Other Charges, if any: (Specify the charge and which service charges apply to)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
Total Internet Services - Items 3.1 – 3.5 :		Will depend on bandwidth chosen above	Will depend on bandwidth chosen above	Will depend on bandwidth chose above	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
Specify Category of Service: <u>Telecommunications</u>						

BID RESPONSE FORM – PRICE PROPOSAL - WIDE AREA NETWORK, & INTERNET SERVICES

Vendors must separate pricing for E-rate eligible and ineligible products/services.

BID OPENING DATE: March 11, 2024 @ 10:00 AM

BID NUMBER: #24-10

Item 4: IRU/Maintenance and Operations Services

Item Nbr	Product/Service	E-rate Eligible Monthly Price Per Site	E-rate Eligible Total District Monthly Price (All Sites)	E-rate Eligible Total District Yearly Price	E-rate Eligible One-time Nonrecurring Fee (Specify exactly what each includes)	E-rate Ineligible District Monthly & One-Time (O/T)-- not included in previous pricing, if any (specify what is ineligible)
4.1	IRU Services	\$ 0.00	\$ 0.00	\$ 0.00	\$ 6,841,532.00	\$ 0.00 Mo. \$ 0.00 O/T
4.2	Maintenance and Operation Services	\$ 105.00	\$ 10,710.00	\$ 128,520.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
Total Optional Services - Items 4.1 – 4.6:		\$ 105.00	\$ 10,710.00	\$ 128,520.00	\$ 6,841,532.00	\$ 0.00 Mo. \$ 0.00 O/T

Specify Category of Service: Telecommunications

BID RESPONSE FORM – PRICE PROPOSAL - WIDE AREA NETWORK, & INTERNET SERVICES

Vendors must separate pricing for E-rate eligible and ineligible products/services.

BID OPENING DATE: March 11, 2024 @ 10:00 AM

BID NUMBER: #24-10

Item 5: Optional Services - Dark Fiber Leased/Managed Wide Area Network Services

Item Nbr	Product/Service	E-rate Eligible Monthly Price Per Site	E-rate Eligible Total District Monthly Price (All Sites)	E-rate Eligible Total District Yearly Price	E-rate Eligible One-time Nonrecurring Fee (<i>Specify exactly what each includes</i>)	E-rate Ineligible District Monthly & One-Time (O/T)-- not included in previous pricing, if any (specify what is ineligible)
5.1	100Mbps WAN Bandwidth Incremental Increases to individual sites during the term of the contract	\$ N/A	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T
5.2	Estimate for Addition of Individual Sites during the term of the contract (Estimate ONLY - exact pricing to be negotiated at time of new site identification)	\$ 582.00	\$ 582.00	\$ 6,984.00	\$ Depends on distance from existing network. To be negotiated on a ICB.	\$ N/A Mo. \$ N/A O/T
5.3	1000 Mbps Internet with No Firewall Services entering system at single aggregation site	\$ 995.00	\$ 995.00 based on 1 site	\$ 11,940.00 based on 1 site	\$ 0.00	\$ N/A Mo. \$ N/A O/T
5.4	Incremental Internet increases of 100Mbps for the term of the contract	\$ See specification Variance Sheet below	\$ See Specification Variance Sheet below	\$ See Specification Variance Sheet below	\$ See Specification Variance Sheet below	\$ N/A Mo. \$ N/A O/T
5.5	Estimated Taxes & Fees (If not provided, Customer will assume all are included in the pricing specified above)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
5.6	Other Charges, if any: (Specify the charge and which service charges apply to)	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00 Mo. \$ 0.00 O/T
Total Optional Services - Items 5.1 – 5.6:		\$ N/A	\$ N/A	\$ N/A	\$ N/A	\$ N/A Mo. \$ N/A O/T

Specify Category of Service: Telecommunications

BID RESPONSE FORM – PRICE PROPOSAL - WIDE AREA NETWORK, & INTERNET SERVICES

Vendors must separate pricing for E-rate eligible and ineligible products/services.

BID OPENING DATE: March 11, 2024 @ 10:00 AM

BID NUMBER: #24-10

SPECIFICATION VARIANCE SHEET

1. Pricing 5.4 requests incremental 100 Mbps Internet , Southern Light, LLC a Uniti company can offer additional bandwidth between 1 Gbps and 10 Gbps in 1 Gbps increments for an additional \$238.33 per additional 1 Gbps, above the initial 1 Gbps level and up to 10 Gbps, introduced at any of the Hub sites designated in the offer. Including Williamson High School, Theodore High School, MCPSS District Office, and Citronelle High School.

VENDOR ADDRESS

#102971

Southern Light, LLC a Uniti Company

107 St. Francis Street, Suite 1800

Mobile, AL 36602

(251) 776-8131

Fax: (251) 459-6880