

NEW BUSINESS

**TEN-YEAR AGREEMENT WITH
SUMMIT BROADBAND DARK FIBER
NETWORK**



December 4, 2013

TO: THE DISTRICT BOARD OF TRUSTEES
of Valencia College

FROM: SANFORD C. SHUGART
President

RE: Summit Broadband Dark Fiber Network

Valencia College utilizes a wide-area network infrastructure to connect its various physical locations in Orange and Osceola counties. This network was designed and implemented several years ago by BellSouth (which is now AT&T) and supports all college data and telecommunications services. Due to changes in technology and bandwidth requirements, and because the College's current contract for wide-area network infrastructure services expires in 2014, it is necessary to design and implement a new solution for college-wide data and telecommunication services for existing and future needs.

Since initial implementation, Valencia's demand for network bandwidth and features to support emerging data, video and voice requirements has steadily increased. The existing infrastructure can no longer meet the needs of the College and must be redesigned and/or replaced.

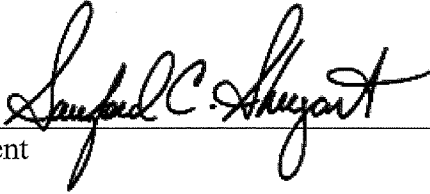
After careful consideration and analysis, the following recommendation is being made to enter into a ten-year agreement with Summit Broadband to provide Valencia with a dark fiber network infrastructure connecting all College locations in Orange and Osceola counties. The monthly lease payment for this contract is \$28,000, for a total of \$3,360,000 over ten years.

This agreement will allow Valencia to utilize a private, dark fiber infrastructure to meet current and future network requirements. Valencia's current bandwidth is limited for all physical connections to approximately 150 MBPS (megabits per second). The proposed new dark fiber infrastructure will support up to 10 GBPS (gigabits per second) and will be able to support future growth and requirements by simply replacing the equipment that attaches to each end of the dark fiber network (the light/laser technology that runs through the fiber optic cables).

Valencia's current contract with AT&T provides a 150 MBPS network infrastructure for an approximate cost of \$37,000 per month. The new, recommended solution will provide a 10 GBPS dark fiber network for approximately \$28,000 per month. The new solution will provide immediate increased capabilities and allow for future growth with savings of \$108,000 per year. Over the 10-year life of the contract, the savings will be approximately \$1.1 million versus the current the contract.

RECOMMENDED ACTION:

The President recommends that the Board of Trustees of Valencia College approve entering into a ten-year agreement with Summit Broadband to provide Valencia with a dark fiber network infrastructure connecting all College locations in Orange and Osceola counties as presented.

A handwritten signature in cursive script, reading "Samuel C. Shoyart". The signature is written in black ink and is positioned above a horizontal line.

President