

## 2.5 Cost Proposal

### Cost Assumptions, Conditions and Constraints

The Respondent should list and describe as part of its Cost Proposal any special cost assumptions, conditions, and/or constraints relative to, or which impact, the prices presented on the Cost Schedules. The respondent should describe pricing for new library sites and changes of address. It is of particular importance to describe any assumptions made by the Respondent in the development of the Respondent's Technical Proposal that have a material impact on price. It is in the best interest of the Respondent to make explicit the assumptions, conditions, and/or constraints that underlie the values presented on the Cost Schedules. Assumptions, conditions, or constraints that conflict with the solicitation requirements is not acceptable. Please compose and return this document in a PDF format, labeled as "Cost Assumptions, Conditions and Constraints".

There are no special conditions and/or constraints relative to, or which impact, the prices presented within ENA's Cost Schedules.

ENA would like to highlight the following cost assumptions that are benefits of our broadband (Internet access and WAN) services:

1. ENA's broadband services cannot be compared to commodity Internet or wide area network services as specified below.
  - a. Category 1 Bundled Service: ENA's broadband delivery model includes everything required to deliver the service, including the circuit, all necessary layer 3 networking equipment, maintenance, field engineering resources, and 24x7x365 network monitoring and support for all components over the life of the service. With ENA's IaaS approach, all of these services are bundled together to qualify for Category 1 E-rate funding which typically results in substantial cost savings for our customers. **This is particularly critical to note when comparing ENA's WAN service pricing to others ISL may receive as many service providers will propose pricing for the WAN transport circuit only. All other components are necessary for a fully functional WAN service and if they are not bundled with the service, ISL members will need to procure these components separately, not only incurring additional costs, but costs that are not Category 1 E-rate eligible.**
  - b. Bundled DDoS Mitigation: With the rise of network security threats and attacks, it is imperative for the service provider ISL selects to be able to prevent and mitigate these threats. Included with ENA's Internet access solution is our own method of attack mitigation, which is available to ISL members if ENA is selected as the sole Internet access provider. Through careful collaboration and technical assistance, ENA provides an effective and efficient method of determining an attack and providing mitigation strategies and proactive measures to limit further exposure to threats.
  - c. ENA National Network: ENA's national backbone is an integral part of our service. To ensure overall network performance and resiliency, our network includes core peering POPs in major Internet exchange facilities across the United States ensuring every Internet request uses an optimum path to reach its destination. Being solely focused on Library and education

customers led us to develop a Tier 1 Internet access solution utilizing both our own Tier 1 Internet connectivity and that of other high capacity Tier 1 providers. Along with direct access to content delivery networks (CDNs) and research and education networks such as Internet2, ENA Internet access provides a content rich experience with the lowest latency and fewest hops possible. ENA continues to establish peering relationships with the nation's top online content providers positioning the content your users demand closer to your network thereby providing the best online experience possible. Through our nationwide network and peering strategy, the most popular online content for library patrons resides within the ENA network core, often just a single hop from the ENA provided premises equipment installed as part of our managed service.