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Proposal submitted by: Crown Castle Fiber LLC

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# Executive Summary

## Company Profile

Crown Castle Fiber LLC, the bidding entity here, is a wholly-owned subsidiary of Crown Castle Inc., an S&P 500 company that is dedicated to long-term ownership and operation of communications infrastructure. Crown Castle owns and operates approximately 40,000 cell towers and 80,000 route miles of fiber supporting small cells and fiber solutions across every major US market. This nationwide portfolio of communications infrastructure connects cities and communities to essential data, technology and wireless service – bringing information, ideas and innovations to the people and businesses that need them. Custom built networking solutions tailored to specific customer needs enable the highest levels of diversity, security, and protection

## Company Experience

Crown Castle is a fiber solutions provider with a 25-year history of owning and operating communications infrastructure across the country. We work closely with our customers to build a solution that allows them to run their organizations today, while setting the stage for tomorrow's most transformative innovations. Through organic growth, strategic mergers and acquisitions, and an unwavering commitment to customer support and satisfaction, Crown Castle has positioned itself as a top provider of mission critical networking and broadband services utilizing end-to-end fiber connectivity.

Crown Castle's network also offers unparalleled local density and route diversity. Crown Castle is also proud to be one of the only fiber providers who can operate in the power space and diverse power line routes throughout most of our footprint. This makes it possible for customers to have diverse routing for their mission critical services. Crown Castle offers customers a complete suite of fiber-based networking solutions including Dark Fiber, Ethernet, Wavelengths, SONET, Video, Internet Access, Collocation, DDoS, SD-WAN Fixed Wireless and Managed Security.

Crown Castle is committed to providing exceptional support and care to customers while ensuring industry-leading levels of service and reliability for their networks. At a time when the fiber industry is going through great changes, we're committed to being a dependable, stable partner that you can count on today, tomorrow, and for many years to come. Since we own our entire fiber network, we are directly invested in its integrity and can provide faster response times and issue resolution.

Crown Castle continually receives the highest marks and reviews in the industry for our operations and customer support. Since 2009, Atlantic-ACM has ranked us first in the industry in categories including Network Performance, Provisioning, and Customer Service.

## Your District, Our Expertise

Today's modern classrooms and libraries use advanced technologies and applications that require high-performing network solutions. As a long-standing E-rate partner across every major US market and connectivity to more than 500 school districts and libraries, we have a depth of experience and expertise you can count on. And with our broad range of both lit and dark fiber solutions, we are in the best position to help you build and maintain exactly the network you need today and in the future.

## Why Crown Castle?

### Expertise:

- We are a certified E-rate Program Provider with experience implementing and managing both lit and dark fiber solutions for K-12 schools.

### Consultation:

- We take the time to carefully consider all your needs and deliver a solution that meets your business requirements and opens up new opportunities.

### Service:

- We have locally based service teams who are available to you whenever you need them, and with our around-the-clock Network Operations Center, you can be sure your network will always be in good hands.

### Streamlined solution:

- With a single point of contact, you'll always know who to reach out to for all of your network needs.

## E-rate Expertise

E-rate, the schools and libraries Universal Service support mechanism, provides discounts to assist eligible schools and libraries in the United States in obtaining affordable telecommunications and internet access solutions. With participation in the E-rate program for over 18 years and dedicated E-rate personnel, we are experts in the field aiding our customers to participate in the program through a seamless process. One of Crown Castle's prime missions is to provide fiber based WAN services for academic institutions through this E-rate program. Crown Castle currently serves over 500 educational institutions and is among the top 10 service providers across the country for E-rate funding.

### Bidding entity: Crown Castle Fiber LLC

SPIN (498 ID) # 143005274

FCCRN # 0006-2544-03

## Green Light Status

FRN Financial

Manage FRNs

Show 10 entries

FRN	FRN Name	Red Light Status	View More FRNs
0006254403	Crown Castle Fiber LLC	Green Light	

Showing 1 to 1 of 1 entries (filtered from 12 total entries)

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## Product Overview –

### Crown Castle Dedicated Internet Service

Crown Castle offers superior performance and reliability by design. The combination of multiple Tier-1 interconnection points, coupled with award-winning service and support, ensures that Crown Castle's Internet Access Service will be reliable and available when needed. Our Internet Access Service offers flexible connectivity options with bandwidth rates from 10 Mbps up to 100 Gbps, with the option to burst above subscribed bandwidth rates when needed.

#### Features

- Multiple, private, and geographically diverse Tier-1 Internet connections ensure reliable access to the Internet
- Robust metro and backbone network infrastructures
- Fiber routes that are diverse from other service providers
- 24x7 geographically diverse NOC monitors network status network services
- Class C IP addresses available to meet your needs
- IPV6-compatible, dual stack connection capable
- Configuration of routing and primary/secondary DNS registration
- Connectivity and performance verification
- E-LAN Internet access sharing support
- Includes one /30 IPv4 & one /48 IPv6 WAN subnet block. Larger IP subnet blocks are available for an additional monthly cost and may require approval and justification.





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## Crown Castle Flexible Private Line

Crown Castle's Flexible Private Line product is Leased Fiber with or without optics to participating entities. We own and operate one of the largest and densest networks in the country, giving customers more diverse paths and unique routes across all major metro areas.

### Flexible Private Line Features and Benefits

- Enables customers with in-house optical expertise to manage their own network
- Allows customers to select the equipment best suited to support their applications
- Flexibility to support a large number of configurations, services and applications
- Benefit from virtually unlimited bandwidth at a fixed cost with the potential of capitalizing your network as an asset
- Maintain the control and security of your network and connectivity requirements
- Crown Castle Fiber's network leverages unique rights-of-way providing added resilience to your infrastructure
- Ability to leverage Crown Castle Fiber's networking expertise and benefit from its award winning customer service
- Provisioned with 1Gbps and 10Gbps Optics

## Crown Castle's Dark Fiber Benefits

Crown Castle's unique fiber assets, routes and secure rights-of-way provide the network infrastructure that your business needs, where you need it, to support mission-critical applications. Dark Fiber infrastructure assures the highest level of security, performance and reliability. Your Data transport stream never passes through any public switching station or central office, which greatly reduces vulnerability and network intrusion. The Private / Dedicated optical platform is highly secure, scalable & extremely efficient. Uniquely designed and deployed specifically to your requirements, the network is available in various network configuration arrangements including resilient concentric rings, multi-node clusters and Point-to-Point converged aggregation. It's designed to meet the ever increasing demands of your data operations at the highest performance level.

- Allows customers with in-house optical expertise to manage their own network
- Enables customers to select the equipment best suited to support their applications
- Flexibility to support many configurations, services, and applications
- Delivers virtually unlimited bandwidth at a fixed cost with the potential of capitalizing your network as an asset
- Dark Fiber networks are under your control, completely secure, and are tailored to your connectivity requirements
- Crown Castle's network leverages unique rights-of-way providing added resilience to your infrastructure
- Ability to leverage Crown Castle's networking expertise and benefit from its award-winning customer service
- Strong ROI for companies that use substantial bandwidth and utilize numerous services

# Network Management Services for Monitoring and Alerting

## Geographic Diverse Locations

Generator & UPS Protected Facilities  
On-Net Network Connectivity

- Melville, New York
- Rochester, New York
- Doral, Florida
- Canonsburg, Pennsylvania

## Trouble Ticket Management

- 24x7 Onsite Management Support
- Tier I & II Troubleshooting
- Incident Management
- Customer Communications & Escalations
- Technical Support Engineers
- Tier III Troubleshooting
- Vendor TAC Engagement
- Engineering Engagement

## Network Operations Center Systems and Tools

IBM Tivoli NETCOOL Network Management System

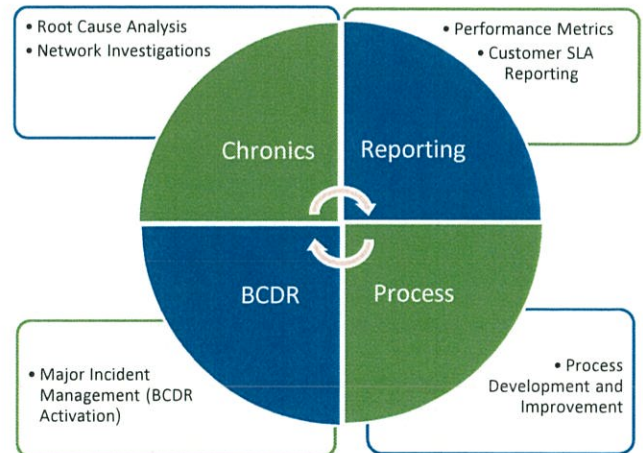
- Automation & Enhancements
- Alarm Filtering
- Alarm Enrichment
- Backbone Topology MAPS
- Customizable, dedicated customer alarm views

Microsoft Dynamics CRM Ticketing System

- Automation & Enhancements
- Automatic Notification upon ticket creation
- Standardize Templates for Communication
- Automatic Ticket Assignments
- Automated management escalation of unresolved Trouble tickets.

## Systems & Tools

- Microsoft CRM
- NETCRACKER
- OSP Insight GIS System
- Operations Data Warehouse
- Traffic / Taper Reporting Tool





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Pricing – See Attached Spreadsheet for Crown Castle Pricing



S240298	187558-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	56 Van Cortlandt Park Ave, 1st Floor, Yonkers, NY 10701	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240317	187637-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	565 Warburton Ave, 1st Floor, Yonkers, NY 10701	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240300	187562-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	579 Warburton Ave, 1st Floor, Yonkers, NY 10701	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240291	187548-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	60 Crescent Pl, 1st Floor, Yonkers, NY 10704	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240315	187613-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	631 Tuckahoe Rd, 1st Floor, Yonkers, NY 10710	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240306	187598-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	7 Ravenswood Rd, 1st Floor, Yonkers, NY 10710	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240294	187554-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	745 Midland Ave, 1st Floor, Yonkers, NY 10704	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240295	187555-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	75 Morris St, 1st Floor, Yonkers, NY 10705	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240322	187659-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	75 Riverdale Ave, 1st Floor, Yonkers, NY 10701	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240293	187552-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	759 N Broadway, 1st Floor, Yonkers, NY 10701	7/1/2023	6/30/2025	A29292	Yonkers BOE
S240285	187533-FXPL-CCF	Point to Point - With Optics	Flexible Private Line	N/A	\$715.25	\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	77 Park Hill Ave, 1st Floor, Yonkers, NY 10701	7/1/2023	6/30/2025	A29292	Yonkers BOE
	New Circuit - in process of being installed	Point to Point - With Optics	Flexible Private Line	N/A		\$515	1 Larkin Ctr, 3rd Floor, Yonkers, NY 10701	60 Fullerton Ave, Yonkers, NY	7/1/2023	6/30/2025	A29292	Yonkers BOE
	New Circuit	Point to Point - With Optics	Flexible Private Line	N/A		\$625	160 Woodlawn Ave, 1st Floor, Yonkers, NY 10703	60 Fullerton Ave, Yonkers, NY	7/1/2023	6/30/2025	A29292	Yonkers BOE

	<b>Total Monthly Recurring Charge</b>	\$49,220
	State Gross Receipts/Excise approximately 2.6% of your total MRC (Estimated)	\$46,740.00
	Regulatory Cost Recovery Fee approximately 0.65% of your total MRC (Estimated)	\$1,215.24
	Surcharge on State Excise approximately 0.62% of your total MRC (Estimated)	\$303.81
		\$289.79
	<b>\$ 48,548.84 Total MRC with Applicable Taxes and Fees</b>	
		<b>12</b>
		<b>NYS Contract # P568694</b>
		<b>Total Gross Annual Cost</b>
		<b>\$582,586.06</b>
		<b>90% E-Rate Discount</b>
		<b>\$524,327.45</b>
		<b>10% District Share</b>
		<b>\$58,258.61</b>

Please note that if any new circuits are required during the course of the contract period the pricing will be as follows:

If Crown Castle Fiber is currently servicing the building...the monthly rate for the additional circuit (to-terminate to end date of contract) - Minimum of 1 Year (otherwise One-Time charges may apply)

\$715.25

If Crown Castle Fiber is NOT currently servicing the building...the monthly rate for the additional circuit (to-terminate to end date of contract) - Minimum of 1 Year (otherwise One-Time Charges May Apply (based on cost to build into the location))

\$715.25