



Tab 2 Products, Pricing and Availability

Texas Connect Program:

- i. Present Offeror’s plans and pricing for offering service under the TEA Connect Texas Program. The Offeror’s proposal should clearly outline any requirements Offeror proposes of Texas school districts and program households. Separate pricing may be submitted for urban and rural areas.

Comcast Response:

Option I

Product Features and Requirements:

- Internet speed 50mbps download speed and 5 mbps upload speed (50/5)
- Unlimited Data included at no additional cost for 2021. Beginning January 1, 2022, program households can receive unlimited data for an additional \$5/month. Comcast does not degrade or impair access to lawful Internet traffic on the basis of content, application, service, user, or use of a non-harmful device. Comcast does engage in reasonable network management practices described below and in our Network Management Information Center.
- Comcast will directly bill Region IV or LEA and Region IV. Region IV or LEA will be responsible for program household level billing and charges.
- Program household will not have the ability to upgrade Internet to a higher speed
- Program household name can be masked (e.g. TEA1) but service address will need to be provided by Region IV or LEA. If Comcast is responsible for shipping products directly to households, Regional IV or LEA must provide service addresses to Comcast.
- Address must be serviceable by Comcast to receive Internet service
- Program household cannot be an existing Comcast Internet customer
- In the instance that support is needed, program household needs to be at the service address when they make the call.
- Shipping of equipment: Comcast is open to shipping the wireless gateways in bulk to a designated location provided by TEA Region IV and allowing TEA Region IV to be responsible for distributing the gateways to each individual end user. Shipping is included at no additional charge, all end users must be at a serviceable address to receive service and TEA Region IV will be liable for the return of gateway at the time of disconnection or be charged the unreturned equipment fee per each unreturned gateway. TEA Region IV will need to provide activation instructions to the household, our standard activation instructions will not work due to the anonymity requirements. If awarded the bid, Comcast and TEA Region IV will negotiate the specific terms of the shipping solution.
- Program household must be on the line to help troubleshoot and answer questions. If not, we will not be able to walk through troubleshooting. Customer name on account (Region IV or LEA), end-user service address and account number will need to be provided.

Product Pricing and Charges:

During 2021 the all in price is based on the following:

\$9.95	Internet Essentials
0	Unlimited Data (No charge for 2021)
\$0.52	State of Texas Internet Surcharge
\$0.32	3% administration fee (pass through)
\$10.79	Total per household per month

A one-time installation fee of **\$39.99** per Program Household that refuses the option of self-installation and request professional installation. This charge will not be assessed if equipment provided in the self-installation kit is defective or if the end user has never had Comcast installed on the premises and require a pro-installation.



A one-time fee of \$100 unreturned equipment charge per each Program Household that fails to return equipment to Comcast within 30 days of disconnection.

In 2022 there will be an additional \$5 monthly charge to continue an unlimited data plan.

\$9.95	Internet Essentials
\$5.00	Unlimited data
\$0.52	State of Texas Internet Surcharge
\$0.47	3% administration fee (pass through)
\$15.94	Total per household per month

A one-time installation fee of **\$39.99** per Program Household that refuse the option of self- installation and request professional installation. This charge will not be assessed if equipment provided in the self-installation kit is defective or if the end user has never had Comcast installed on the premises and require a pro-installation.

A one-time fee of **\$100** equipment charge per each Program Household that fails to return equipment to Comcast within 30 days of disconnection.

An optional add-on service of Comcast Business Corporate Network Access product, an over-the-top (OTT) remote-access Virtual Private Network (VPN) solution that enables students, parents, and district employees at home to access assets and applications securely over the internet without the need for software VPN solutions or having to expose those assets and applications to the internet. This option is available for an additional **\$35 per month + \$1.05 (3% administration charge) for all in price of \$36.05** per Program Household.

Texas Education Agency or its agent will identify eligible students based on income or other qualifications (such as participation in National School Lunch program) and internet need. To participate, a students cannot have a pre-existing home internet connection.

Option II—Internet Essentials Partnership Program (IEPP)

Alternatively, Comcast proposes that TEA underwrite student home connectivity through the Internet Essentials program. Under the Internet Essentials Partnership Program (IEPP), TEA/Region IV/LEA would execute an agreement with Comcast to sponsor families who are either current Internet Essentials program participants or are eligible to enroll inthe program.

Upon execution of an agreement, Comcast would generate a number of promotional codes and issue them to TEA/Region IV or designated LEA for subsequent distribution to eligible Student families. Student families would use these codes to associate their account with the TEA sponsorship during the Internet Essentials application process. As new Internet Essentials participants are approved to the IEPP, they will be included in the monthly invoice submitted to Region IV/LEA. A sample IEPP invoice is attached as Exhibit X.

All Internet Essentials program eligibility criteria would apply for IEPP. Specifically,program participants must:

- Live in the Comcast service area;
- Meet certain income and internet need criteria (such as participation in National School Lunch program) as determined by the Texas Education Agency or its agent. To participate, a students cannot have a pre-existing home internet connection

Families can enroll in the program and redeem the promotional code issued by TEA/Region IV or designated LEA online at www.internetessentials.com or by phone at 1-855-846-8376.



Under this Option II,

- 50/5 Mbps speed
- xFi wireless-enabling gateway device
- Content filtering capability and in-home WiFi management through the xFi app
- Comcast will distribute a self-installation kit
- Comcast will provide a professional installation for any customers that are unable to complete the self-install process
- \$9.95 per month service fee, plus fees and taxes in Year 1
- New program participants that apply and are approved before June 30, 2021, will receive their first two months of service at no charge

Additional benefits of the IEPP Option #2 include:

- Unlimited data usage through December 31, 2021
- Beginning January 1, 2022, IEPP participants can receive unlimited data for an additional \$5/month
- Single-client billing to Region IV/LEA
- Should a student leave a school district, describe a school district's ability to terminate an individual household before the end of a school year: TEA/Region IV/LEA will be responsible to alert Comcast that a student has left and would like for the line to be disconnected. TEA/Region IV LEA are responsible for the return of the equipment or will be assessed the unreturned equipment fee described above.

Option II Pricing

During 2021 the all in price is based on the following:

\$9.95	Internet Essentials
0	Unlimited Data (No charge for 2021)
\$0.52	State of Texas Internet Surcharge
\$0.32	3% administration fee (pass through)
\$10.79	Total per household per month

A one-time installation fee of **\$39.99** for end users who refuse the option of self-installation and request professional installation. This charge will not be assessed if equipment provided in the self-installation kit is defective or if the end user has never had Comcast installed on the premises and require a pro-installation.

A one-time fee of **\$100** equipment charge per each end user that fails to return equipment to Comcast within 30 days of disconnection.

In 2022 there will be an additional \$5 charge to continue an unlimited data plan.

\$9.95	For Internet Essentials
\$5.00	Unlimited data
\$0.52	State of Texas Internet Surcharge
\$0.47	3% administration fee (pass through)
\$15.94	Total per household per month

A one-time installation fee of **\$39.99** for end users who refuse the option of self-installation and request professional installation. This charge will not be assessed if equipment provided in the self-installation kit is defective or if the end user has never had Comcast installed on the premises and require a pro-installation.

A one-time fee of **\$100** equipment charge per each end user that fails to return equipment to Comcast within 30 days of disconnection.



- Live in the Comcast service area;
- Texas Education Agency or its agent will identify eligible students based on income qualifications and internet need. Students cannot have a current home internet connection in order to qualify.

Additional Content Filtering Options

Under either Option 1 or Option 2, if the connected devices (i.e. laptops) provided by TEA/Region IV do not provide CIPA filtering Comcast can offer an additional option to support content filtering. Specifically, Comcast proposes its Comcast Business Corporate Network Access product, an over-the-top (OTT) remote-access Virtual Private Network (VPN) solution that enables students, parents, and district employees at home to access assets and applications securely over the internet without the need for software VPN solutions or having to expose those assets and applications to the internet. This option is available as a separately priced item for purchase at an additional \$35 per participating household per month.