

May 6, 2014

Marlene H. Dortch  
Secretary  
Federal Communications Commission  
445 12<sup>th</sup> St, SW  
Washington, D.C. 20554

**Re: Notice of *Ex Parte* presentation in WC Docket No. 13-184**

Dear Ms. Dortch:

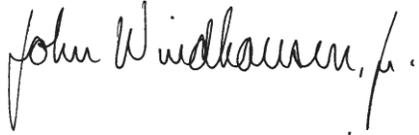
On Tuesday, April 29, 2014, Bob Collie of ENA and the undersigned met with Cara Voth, Kate Dumouchel, Mark Walker, Charles Eberle, Nick Alexander and Jon Chambers of the FCC to discuss managed Wi-Fi services and E-rate reform. Mr. Collie explained that ENA is currently offering managed Wi-Fi services in four states (Maine, Idaho, Indiana and Tennessee) and is exploring the service offering in other states as well. Its largest customer of this service is the State of Idaho, where ENA provides service to 82% of the public and charter schools serving 9<sup>th</sup>-12<sup>th</sup> graders in the state at a price of \$21 per student/teacher per year.

As part of its managed Wi-Fi service offering, ENA deploys the equipment, provides overall project management, integration, network and security engineering, and support of the overall Wi-Fi solution for the life of the contract (which is usually a five-year term). Most of its customers are K-12 schools, although it also provides some services to higher education and public libraries. ENA prices its service either per Access Point (AP) or per student/teacher in the K-12 school. Mr. Collie said that public libraries calculate their needs based on the square footage to be covered, and some portions of the library building do not need Wi-Fi coverage.

Mr. Collie said that ENA works with a variety of different equipment manufacturers and providers, and ENA often can obtain bulk discounts on the prices it pays for the equipment. He also emphasized that providing a turn-key, bundled set of equipment and services can help to make the service operate seamlessly. Mr. Collie said that it might be possible for ENA to provide just the management component using a pre-qualified set of school- or library-provided equipment in the future, although that would be more difficult and that is not its current business model.

Mr. Collie said this managed Wi-Fi service is currently not eligible for E-rate support, but he suggested that the FCC might consider allowing it to be eligible for E-rate support in the future because some schools and libraries have found it to be a valuable service that avoids the complexity of owning and operating their own equipment.

Sincerely,

A handwritten signature in black ink that reads "John Windhausen, Jr." with a stylized flourish at the end.

John Windhausen, Jr.

(202) 256-9616

[jwindhausen@shlb.org](mailto:jwindhausen@shlb.org)

cc: Cara Voth  
Kate Dumouchel  
Mark Walker  
Nick Alexander  
Jon Chambers  
Charles Eberle