

BATH COUNTY SCHOOL BOARD

AGENDA ITEM: INFORMATION { } ACTION { X } CLOSED MEETING { }

SUBJECT: SUPERINTENDENT’S REPORT – ACTION

Rolling Study Hall for SY2018-2019 – Mr. Ozols

BACKGROUND: The Rolling Study Hall pilot program will provide Bath County Public Schools wireless access on several of our longest bus routes. Bus tutors will also be provided. The program is funded, in part, by Google. Research will be conducted on whether this type of intervention can work and whether it will increase student academic achievement. This program would begin by September 2018 and end in June 2019.

After the pilot year, approval would be contingent upon the effectiveness and usage of the program, as well as the cost of continuation which would be at the division’s expense.

RECOMMENDATION: Recommend approval for a pilot year, 2018-2019.

## Rolling Study Halls Playbook

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Overview

Why WiFi on school buses

Pilot Details

Expectations of participating districts

Planning for sustainability

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### Background

In 2016, Google and Caldwell County Schools worked together to launch the Rolling Study Hall (RSH) pilot program. This collaboration provided students with Wi-Fi and devices on school buses, in addition to a teacher who provided tutoring on-board. The pilot was conducted in Gamewell, South Carolina where students commute longer than an hour each way to and from school. The program was well-received, with students EOY scores increasing in both math and english, leading the school district to expand the effort to reach even more buses and students.

Additional Reading:

- [New WiFi-equipped Google school buses help students get online on the go](#) (CBS News)
- [High-tech school bus 'study hall' helps students in South Carolina](#) (Fox News)
- [RSH Give South Carolina Kids Free Wifi and Internet for Long School Bus Ride Home](#) (The 74)
- [Gamewell Middle School expands the school day with Wi-Fi on buses](#) (Hickory Daily Record)
- [School buses in Caldwell County to be equipped with Wi-Fi](#) (WSOC)

### Overview

Google is expanding the RSH pilot program to more rural communities across the country. With the Consortium of School Networking (CoSN), they're looking for innovative school districts that are concerned about homework gap issues, have the need, and would be interested in collaborating. **Ideal districts are: rural, and have a Title I school where several routes have average student commute times at/longer than ~45 minutes each way. We are also looking for innovative school and district leaders that are committed to program success and sustainability.** Receiving this playbook does not guarantee acceptance into the pilot program, but does mean your district is under consideration.

### Why WiFi on school buses?

As you know, student learning happens both *inside* and *outside* of classroom hours. As digital learning during school hours grows, it's increasingly important for students to have similar opportunities after the bell rings. Google is excited to expand its education initiatives that address technology access and learning to the after school space.

While 99% of America's K-12 schools and public libraries are connected to the web, over 5 million homes with school-aged children are without internet access. Research shows that 70% of teachers today are assigning homework that requires the internet, and under-connected or disconnected youth - especially in low-income or rural communities - are being left behind. These students who lack internet connections

and/or devices at home can't finish their homework or explore enrichment opportunities after school hours, putting them at a disadvantage compared to other students.

We're excited to build upon the work of the Dynamic Learning Project, which aims to provide educators - including those outside of traditional classroom settings - with the skills, trainings and resources they need to help tackle the homework gap.

### **Pilot Details**

**Timing:** RSH program implementation will begin in March 2018 and run through June 2019, with pilot programs concluding at the end of the 2018-2019 school year. Districts are responsible for costs incurred beyond the pilot period, if they choose to continue the program in part, or in full.

**Supplied Equipment & Grants:** For each chosen district, the pilot program will provide school districts with hotspot equipment & installation, WiFi data, a teacher stipend for the on bus tutor, and devices for students - for several **buses** per participating district. Most of the items will be provided in-kind, except for the teacher stipends which will be provided to the school district by CoSN (with sponsorship support from Google).

**Implementation:** We are working with a technical partner who will install an on-bus WiFi solution with a CIPA-compliant web filter. Implementation also includes a cloud based administrative and management portal which can be used to monitor bandwidth and other usage statistics by each school district. Router maintenance/repairs will be handled by our technical partner's contractors for the duration of the pilot program.

**Google/CoSN Project Support:** Google, partnering with CoSN, will provide the following support services:

- Provide high level project management support, including strategic planning and project implementation strategies.
- Coordinate with district personnel and third-party vendor to arrange for the payment, delivery and installation of WiFi equipment and Chromebooks.
- Coordinate with district personnel to transfer funding for teacher stipends.

### **Expectations of participating districts**

#### District/School Leadership Expectations

- Program setup and evaluation:
  - Get program buy-in from all stakeholders (teachers, administrators, students, and parents).
  - Determine district-specific success metrics and a plan to evaluate them.
  - Identify and capture success metrics as outlined below.
  - Work with schools to determine how to best leverage the bus WiFi in support of district goals.
- Program mechanics:
  - Complete Google Ethics and Compliance agreement.
  - Complete data sharing agreement with CoSN.
  - Track and share program metrics to CoSN (for program evaluation purposes only).
- Program management and sustainability:
  - Provide the necessary academic, logistic, and technology supports for pilot program success.

- Develop a program sustainability plan which includes financial support beyond pilot phase.
- Hire and support instructional leaders for on bus tutoring. Tutors will be paid by the district, from funds provided by CoSN with sponsorship support from Google.
- Determine how to distribute Chromebooks to participating students during their bus rides.
- Participate in a Rolling Study Hall "Kickoff" event with Google in Spring 2018, and other potential external facing events throughout the year.

**Anticipated Impact and Success Metrics:**

- Number of students impacted by program, by school and district.
- Total number of "Study Hall" hours, calculated by multiplying the number of school days by the average bus route round trip length per day. For example:
  - Number of school days: 180
  - Average bus route: Time traveled, twice a day
  - 180 days x 2 hours of travel = 360 hours of additional learning time a year, or 45 number of extra days of school
- End of Year Assessment Improvements (Math/Reading) or other academic metrics agreed upon.
- Bus discipline statistics.
- Survey Program Feedback from School Administrators, Teachers, and Parents.

Technology Department Expectations

- Set up/maintain a Google EDU domain for Chromebooks.
- Commit to provide Chromebook technical support pre- and post-warranty.
- Familiarize staff with the cloud based administrative and management portal (training will be provided).

Transportation Department Expectations

- Identify the longest bus routes.
- Coordinate with contractors for router and antenna installation.
- Maintain open lines of communication with all stakeholders, such as notifying district personnel when a bus is taken out of service for repair or maintenance.

**Planning for sustainability:**

We will partner closely with school districts to help them build plans to sustain the pilot after June 2019.

After June 2019, the district will assume responsibility for:

- The monthly WiFi data charges and the teacher stipend (if districts decide to continue the full program, or parts of the programs)

After December 2019, the district will assume responsibility for:

- Internet Annual Services Fee (if districts decide to continue providing WiFi on the buses)

District will assume responsibility for Chromebook and Cradlepoint hotspot replacement when devices reach end-of-life.

- Estimated Chromebook lifespan: 3-5 years (one-year warranty)
- Estimated Cradlepoint hotspot lifespan: 10 years (three-year hardware replacement warranty)

## **MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding ("MOU") is hereby entered into on March 29, 2018 between the Consortium for School Networking (CoSN) with offices at 1325 G Street, Suite 420, Washington, DC 20005 and Bath County Public Schools on the following terms and conditions:

### **1. Program Description**

Rolling Study Halls (RSH) is a Google-funded initiative that seeks to improve technology access and extend learning to the after school space by installing WiFi technology on school buses in addition to providing Chromebooks and funding for instructional leaders to provide tutoring on-board.

### **2. Terms of MOU**

The term of this MOU ("Term") will begin on Effective Date and continue until June 30, 2019. Both CoSN and Bath County Public Schools agree to make a good faith effort to meet the deadlines specified in Appendix A.

### **3. Responsibilities**

District and CoSN responsibilities are outlined in Appendix A.

### **4. Termination**

Either party may terminate this MOU upon thirty (30) days prior written notice to the other. If the MOU is terminated before the specified end date, the district will return donated equipment (bus wi-fi equipment and Chromebooks) and any unused funding for instructional leader stipends.

### **5. Limitation of Liability**

IN NO EVENT SHALL EITHER PARTY BE LIABLE FOR SPECIAL, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES.

### **6. Entire Agreement**

This document with Appendix A constitutes the entire agreement between the parties and supersedes all other representations, understandings or communications, whether written or

verbal, with respect to the subject matter hereof. This MOU may be varied or amended only by a written document executed by both parties.

IN WITNESS WHEREOF, for adequate consideration and intending to be legally bound, the parties hereto have caused this MOU to be executed by their duly authorized representatives.

**CoSN**

**Bath County Public Schools**

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## **Appendix A – Rolling Study Hall Project Milestones and Deadlines**

### **Pilot Details**

**Timing:** RSH program implementation will begin in March 2018 and run through June 30, 2019, with pilot programs concluding at the end of the 2018-2019 school year. Districts are responsible for costs incurred beyond the pilot period, if they choose to continue the program in part, or in full.

**Supplied Equipment & Grants:** For each chosen district, the pilot program will provide school districts with hotspot equipment & installation, WiFi data, a teacher stipend for the on bus tutor, and devices for students - for roughly **4-5** buses per participating district (exact number to be determined). Most of the items will be provided in-kind, except for the teacher stipends which will be provided to the school district by CoSN (with sponsorship support from Google).

**Implementation:** We are working with a technical partner who will install an on-bus WiFi solution with a CIPA-compliant web filter. Implementation also includes a cloud based administrative and management portal which can be used to monitor bandwidth and other usage statistics by each school district. Router maintenance/repairs will be handled by our technical partner's contractors for the duration of the pilot program.

**Google/CoSN Project Support:** Google, partnering with CoSN, will provide the following support services:

- Provide high level project management support, including strategic planning and project implementation strategies
- Coordinate with district personnel and third-party vendor to arrange for the payment, delivery and installation of WiFi equipment and Chromebooks
- Coordinate with district personnel to transfer funding for teacher stipends

### **Expectations of participating districts**

#### District/School Leadership Expectations

- Get program buy-in from all stakeholders (teachers, administrators, students, and parents)

- Determine district-specific success metrics and a plan to evaluate them
- Capture success metrics as outlined below (Anticipated Impact and Success Metrics)
- Work with schools to determine how to best leverage the bus WiFi in support of district goals.
- Provide the necessary academic, logistic, and technology supports for pilot program success
- Develop a program sustainability plan which includes financial support beyond pilot phase
- Hire and support instructional leaders for on bus tutoring. Tutors will be paid by the district, from funds provided by CoSN with sponsorship support from Google
- Determine how to distribute Chromebooks to participating students during their bus rides
- Participate in a Rolling Study Hall “Kickoff” event with Google in Spring 2018, and other potential external facing events throughout the year
- Complete Google Ethics and Compliance agreement
- Complete data sharing agreement with CoSN
- Track and share program metrics to CoSN (for program evaluation purposes only)

#### **Anticipated Impact and Success Metrics:**

- Number of students impacted by program, by school and district
- Total number of “Study Hall” hours, calculated by multiplying the number of school days by the average bus route round trip length per day. For example:
  - Number of school days: 180
  - Average bus route: Time traveled, twice a day
  - $180 \text{ days} \times 2 \text{ hours of travel} = 360 \text{ hours of additional learning time a year, or } 45 \text{ number of extra days of school}$
- End of Year Assessment Improvements (Math/Reading) or other academic metrics agreed upon.
- De-Identified bus discipline statistics
- De-identified demographic data for the students participating in the Program,
- Survey Program Feedback from School Administrators, Teachers, and Parents

#### **Technology Department Expectations**

- Set up/maintain a Google EDU domain for Chromebooks



- Commit to provide Chromebook technical support pre- and post-warranty
- Familiarize staff with the cloud based administrative and management portal (training will be provided)

### **Transportation Department Expectations**

- Identify the longest bus routes
- Coordinate with contractors for router and antenna installation
- Maintain open lines of communication with all stakeholders, such as notifying district personnel when a bus is taken out of service for repair or maintenance
- Ensure compliance with all bus safety requirements

### **Planning for sustainability:**

We will partner closely with school districts to help them build plans to sustain the pilot after June 2019.

After June 2019, the district will assume responsibility for:

- The monthly WiFi data charges and the teacher stipend (if districts decide to continue the full program, or parts of the programs)

After December 2019, the district will assume responsibility for:

- Internet Annual Services Fee (if districts decide to continue providing WiFi on the buses)

District will assume responsibility for Chromebook and Cradlepoint hotspot replacement when devices reach end-of-life.

- Estimated Chromebook lifespan: 3-5 years (one-year warranty)
- Estimated Cradlepoint hotspot lifespan: 10 years (three-year hardware replacement warranty)

## **CoSN - Bath County Public Schools**

### **Amendment to the Memorandum of Understanding (Data Sharing Agreement)**

This First Amendment (“Amendment”) is entered into by and between the Consortium for School Networking (CoSN) and Bath County Public Schools (the “District”), and amends the Memorandum of Understanding by and between CoSN and the District dated March 29, 2018 (the “MOU”). CoSN and the District are each referred to herein as a “Party” and collectively as the “Parties.”

WHEREAS CoSN and the District entered into the MOU to implement the Rolling Study Hall program (“Program”) at Bath County Public Schools:

WHEREAS Appendix A of the MOU states, under District Responsibilities, that the District will:

- Determine district-specific success metrics and a plan to evaluate them
- Capture success metrics as outlined below (Anticipated Impact and Success Metrics)
- Track and share program metrics to CoSN (for program evaluation purposes only);

WHEREAS CoSN and the District wish to amend the MOU to specify the terms by which the District will share data with CoSN for the purpose of evaluating the impact of participation in the Rolling Study Hall Program at Bath County Public Schools;

NOW THEREFORE, in consideration of the foregoing premises and the mutual covenants contained herein, and intending to be legally bound, the Parties hereby agree as follows:

#### **1. Data Required from the District - Data Provider**

The District will share the following data with CoSN during the term of the MOU:

- Number of students impacted by program, by school and district
- Total number of “Study Hall” hours, calculated by multiplying the number of school days by the average bus route round trip length per day. For example:
  - Number of school days: 180
  - Average bus route: Time traveled, twice a day
  - 180 days x 2 hours of travel = 360 hours of additional learning time a year, or 45 number of extra days of school
  - De-Identified End of Year Assessment Improvements (Math/Reading) or other academic metrics agreed upon.
- De-Identified bus discipline statistics

- De-identified demographic data for the students participating in the Program, including:
  - Eligibility for Free and Reduced Lunch
  - Race of participating students:
    - American Indian or Alaska Native
    - Asian
    - Black
    - Hawaiian or Pacific Islander
    - Hispanic
    - White
    - Two or more races

Additionally, the District will collect and share the following data from schools within the District that are part of the Program during the term of the MOU:

- Responses to surveys measuring changes in knowledge, attitudes, skills, culture, and satisfaction as perceived by students, teachers, and parents.

The District shall provide data to CoSN on a mutually agreed schedule.

## **2. Confidentiality**

Under no circumstances shall District or individual schools participating in the program provide CoSN with student personally identifiable information.

**Each party may disclose to the other certain non-public information or materials relating to a party's intellectual property, business, marketing programs and efforts, personally identifiable information of the party's personnel, and other confidential information ("Confidential Information"). Confidential Information does not include information that: (a) is or becomes publicly available through no breach by the receiving party of this Agreement; (b) was previously known to the receiving party prior to the date of disclosure, as evidenced by contemporaneous written records; (c) was acquired from a third party without any breach of any obligation of confidentiality; (d) was independently developed by a party hereto without reference to Confidential Information of the other party; or (e) is required to be disclosed pursuant to a subpoena or other similar order of any court or government agency, provided, however, that the party receiving such subpoena or order shall, when legally permissible, promptly inform the other party in writing and provide a copy thereof, and shall only disclose that Confidential Information necessary to comply with such subpoena or order. Except as expressly provided herein, the receiving party will not use or disclose any Confidential Information of the disclosing**

**party without the disclosing party's prior written consent, except disclosure to and subsequent uses by the receiving party's employees or consultants on a need-to-know basis, provided that such employees or consultants have executed written agreements restricting use or disclosure of such Confidential Information that are at least as restrictive as the receiving party's obligations under this Section. The receiving party agrees to use at least the same care and precaution in protecting such Confidential Information as the receiving party uses to protect the receiving party's own Confidential Information**

CoSN and the District will not transmit Confidential Information via unencrypted e-mail, and shall rely solely on secure transmission methods.

- At the request of the District, CoSN will permanently destroy data to the extent it is Confidential Information, and any and all copies thereof, upon the expiration of the three (3) year period following the termination or expiration of the MOU and will send written certification to the District that all such Confidential Information has been permanently destroyed.
- CoSN may share Confidential Information and data with any subcontractor of CoSN that is providing services in connection with the Program, and their respective officers, directors, employees and agents who are authorized to review the data, provided such entities maintain, handle and, if requested by the District, destroy such Confidential Information in compliance with the terms and conditions of this Section 2.
- When necessary to comply with federal, state and local confidentiality and data privacy laws, rules and regulations applicable to school and student records and children, including, but not limited to, the Family Educational Rights and Privacy Act ("FERPA") and its implementing regulations, the District will procure the consent of parents, guardians or "eligible students," as the term is defined in FERPA, in connection with use of the data by CoSN, any subcontractor of CoSN providing services in connection with the Program, and their respective officers, directors, employees and agents who are authorized to review the data, and agrees to maintain and to make available to CoSN written proof of such parent, guardian or student consent.
- Except as permitted by FERPA and other applicable law, CoSN shall not publish or otherwise disclose data containing Confidential Information, or any other information, which identifies students, employees or officers of the District or individual schools participating in the Program by name without the written consent of the parent, legal

guardian, or eligible student, which consents shall be obtained by the District. The District agrees to maintain and to make available to CoSN written proof of such consents. Nothing herein shall be interpreted to require consent to use the names of the District and individual schools as participants in the work provided, however, that names shall not be used in a manner that renders any student information identifiable..

**3. Use of Data**

CoSN may analyze, publish, distribute, or otherwise use the data for purposes related to the Program or any other scientific and educational purposes during and after the term of the MOU.

**4. Ownership of Data**

Except as expressly provided in this Amendment, the District retains all right, title and interest in and to the data.

**5. Effective Date and Term**

This Amendment is made effective upon its signing by the Parties.

**6. Contact Information**

CoSN	Bath County Public Schools
Robert Duke	Name:
Chief Operating Officer	Title:
1325 G Street, Suite 420	Address:
Washington, DC 20005	
(202) 470-2781	Phone Number:
rduke@cosn.org	Email:
	District Federal EIN:

**7. Effectiveness**

Except as expressly provided herein, all terms and conditions of the MOU shall remain in full force and effect and nothing in this Amendment shall be deemed to waive or modify any of the

provisions of the MOU. In the event of any express conflict between the MOU and this Amendment, this Amendment shall govern.

**8. Survival**

The terms and conditions of this Amendment that would, by their nature, survive the expiration or termination of the MOU, including, without limitation, Section 2 (Confidentiality), Section 3 (Use of Data), Section 4 (Ownership of Data) and this Section 8, shall so survive the expiration or termination of the MOU for any reason.

**9. Counterparts**

This Amendment may be executed in any number of counterparts, each of which shall be deemed an original, but all such counterparts together shall constitute one and the same instrument.

Signed,

\_\_\_\_\_ Date: \_\_\_\_\_

Robert Duke  
CoSN  
Chief Operating Officer

\_\_\_\_\_ Date: \_\_\_\_\_

Name: \_\_\_\_\_

Bath County Public Schools

Title: \_\_\_\_\_

# Google for Education



Kajeet SmartBus™ Proposal for  
**Extending Service and  
Expanding Service**

Proposal Date February 28, 2018

October 23, 2017

Kajeet, Inc.  
7901 Jones Branch Drive, Suite 350, McLean, VA 22102  
[www.kajeet.com](http://www.kajeet.com) | (240) 482-3500 | [sales@kajeet.net](mailto:sales@kajeet.net)

**KAJEET PROPOSAL FOR MOBILE EDUCATION BROADBAND™ SOLUTION**

The pricing provided below is for reference and planning purposes but the expectation should be that you will have a different configuration at a lower cost. As an example, Kajeet has reduced pricing 25% over the last two years and will continue to lower pricing and provide more value. Kajeet strongly recommends allowing them to create a proposal based upon an assessment of the districts needs and goals near the time of decision to make sure you receive the best value.

Kajeet offers discounts for Education entities, based on volume, multi-year commitments, State and Consortia contracts. Please contact Kajeet for details and a custom quotation.

For the Rolling Study Hall program requirements, Kajeet provided a single carrier option with a data allocation of 10GB per month per bus. Kajeet's typical SmartBus™ client purchases our 5GB per month per bus plan and on average stays within that usage allocation. The below gives both 5GB and 10GB options that can be mixed matched to achieve the total amount of data needed for the fleet.

Additionally, for the Rolling Study Hall program requirements, Kajeet provided a 900 model router with a single carrier SIM card configuration along with GPS services. Depending on the needs of the district, Kajeet can provide a lower cost device with fewer capabilities as well as higher cost device with more advanced features and the capability to provide DualConnect™ (2 carrier's active at the same time). Please contact Kajeet for consultation and pricing.

**Scenario 1:** Extending service for existing Rolling Study Hall buses beyond May 2019. **\*\* Please keep in mind, these prices will change over time.**

<b>10GB Per Bus Per Month, 12 months of Kajeet Education Broadband</b>			
<b>MONTHLY SERVICES</b>			
Kajeet Custom <b>10GB Plan</b> (per bus per month)	\$84.97	12	\$1,019.64
Telecom and Admin Fees (6.4%)	\$5.44	12	\$65.28
<b>TOTAL</b>	<b>\$90.41</b>	<b>12</b>	<b>\$1,084.92</b>

**OR**

<b>5GB Per Bus Per Month, 12 months of Kajeet Education Broadband</b>			
<b>MONTHLY SERVICES</b>			
Kajeet Custom <b>5GB Plan</b> (per bus per month)	\$44.97	12	\$539.64
Telecom and Admin Fees (6.4%)	\$2.88	12	\$34.56
<b>TOTAL</b>	<b>\$47.85</b>	<b>12</b>	<b>\$574.20</b>

**Scenario 2:** Expanding the Rolling Study Hall program by outfitting additional buses with SmartBus™ hardware and service. **Typical 1 Carrier Configuration** **\*\* Please keep in mind, these prices will change over time.**

<b>Kajeet SmartBus™ 900 Typical Deployment – Up to 128 students per bus</b>			
<b>1 Carrier (AT&amp;T, Sprint, T-Mobile or Verizon)</b>			
<b>HARDWARE &amp; SETUP (Also available in a Portable Configuration)</b>			
Kajeet SmartBus™ 900 Router	\$884.97	1	\$884.97
Kajeet SmartBus™ External Antenna Hard-Install Kit	\$229.97	1	\$229.97
Kajeet SmartBus™ Installation Per Bus (Estimate / Optional)	\$399.97	1	\$399.97
Shipping per Kajeet SmartBus™ Kit	\$5.00	1	\$5.00
<b>TOTAL Hardware</b>	<b>\$1,519.91</b>	<b>1</b>	<b>\$1,519.91</b>
<b>5GB Per Bus Per Month, 12 months of Kajeet Education Broadband</b>			
Kajeet Custom 5GB Plan (per bus per month)	\$44.97	12	\$539.64
Telecom and Admin Fees (6.4%)	\$2.88	12	\$34.56
<b>TOTAL Service</b>	<b>\$47.85</b>	<b>12</b>	<b>\$574.20</b>
<b>TOTAL</b>			<b>\$2,094.11</b>



KAJEET PROPOSAL FOR MOBILE EDUCATION BROADBAND™ SOLUTION

**Scenario 3:** Expanding the Rolling Study Hall program by outfitting additional buses with SmartBus™ hardware and service. **2 Carrier Configuration** \*\* Please keep in mind, these prices will change over time.

Kajeet SmartBus™ 900 DualConnect Deployment – Up to 128 students per bus			
2 Carrier's (AT&T, Sprint, T-Mobile and/or Verizon)			
HARDWARE & SETUP			
Kajeet SmartBus™ 900 Router with DualConnect™ – 2 modems	\$1,484.91	1	\$1,484.91
Kajeet SmartBus™ External Antenna Hard-Install Kit – DualConnect™	\$329.97	1	\$329.97
Kajeet SmartBus™ Installation Per Bus (Estimate / Optional)	\$399.97	1	\$399.97
Shipping per Kajeet SmartBus™ Kit	\$7.50	1	\$7.50
<b>TOTAL Hardware</b>	<b>\$2,222.35</b>	<b>1</b>	<b>\$2,222.35</b>
5GB Per Bus Per Month, 12 months of Kajeet Education Broadband			
Kajeet Custom 5GB Plan (per bus per month)	\$44.97	12	\$539.64
Telecom and Admin Fees (6.4%)	\$2.88	12	\$34.56
<b>TOTAL Service</b>	<b>\$47.85</b>	<b>12</b>	<b>\$574.20</b>
<b>TOTAL</b>			<b>\$2,796.55</b>

**Scenario 4:** Expanding the Rolling Study Hall program by outfitting additional buses with SmartBus™ hardware and service. **Van Configuration** \*\* Please keep in mind, these prices will change over time.

Kajeet SmartBus™ 600 Deployment – Up to 25 students per van			
1 Carrier (AT&T, Sprint, T-Mobile or Verizon)			
HARDWARE & SETUP			
Kajeet SmartBus™ 600 Router	\$549.97	1	\$549.97
Kajeet SmartBus™ External Antenna Hard-Install Kit	\$229.97	1	\$229.97
Kajeet SmartBus™ Installation Per Bus (Estimate / Optional)	\$399.97	1	\$399.97
Shipping per Kajeet SmartBus™ Kit	\$7.50	1	\$7.50
<b>TOTAL Hardware</b>	<b>\$1,187.41</b>	<b>1</b>	<b>\$1,187.41</b>
5GB Per Bus Per Month, 12 months of Kajeet Education Broadband			
Kajeet Custom 5GB Plan (per bus per month)	\$44.97	12	\$539.64
Telecom and Admin Fees (6.4%)	\$2.88	12	\$34.56
<b>TOTAL Service</b>	<b>\$47.85</b>	<b>12</b>	<b>\$574.20</b>
<b>TOTAL</b>			<b>\$1,761.61</b>

- While the above pricing options are based on a 12 month school year, Kajeet can offer a 10-month option to allow for buses that are idle during the summer.