

June 26, 2000

Connecting Classrooms to Empower Learning

www.sprint.com/education

1-888-840-4138 Voice

1-888-259-5790 Fax

Introducing a new way to afford tomorrow's technology today without capital expenses.

Sprint introduces a financing program that can offer your district affordable and convenient options in obtaining technology solutions. Although this program can benefit any district, it is of particular value to school districts that have applied for E-Rate and are at risk for denied funding.

If your district has made plans for telecommunications equipment purchases funded by E-Rate and falls below the 80% funding level, you are at risk for denied funding due to a recent Schools and Libraries Division (SLD) announcement. Sprint in association with GE Capital is offering a financing program designed to assist school districts facing E-Rate funding shortfalls.

The financing program is a lease agreement of five- or seven-year terms which offers your district many flexible options. The financing program will allow you to leverage your district's current funds and proceed with your current technology projects now while positioning your school district for maximum E-Rate benefits next year, should lower discount levels be funded. Two possible options that may help you secure future E-Rate funding include:

Option 1: Your school district can submit a request annually to the SLD for funds to cover the sum of your annual payments, or

Option 2: Your school district can submit a request to the SLD this fall for funding to cover the remaining balance of an existing lease without significant penalty.

Whether you have been denied E-Rate funding or not, Sprint can provide you with alternative financing options that will allow you to obtain the technology solutions you need now with no up-front capital expenses and affordable monthly payments. In addition you gain the following program benefits:

Tax-exempt Financing Rates: Through this special arrangement with GE Capital, we are able to offer very competitive tax-exempt interest rates. There is no creation of debt with our annual appropriation lease structure.

Escrow Funding Option: Funds to cover the cost of your system are placed into an interest-bearing escrow account, as allowed by law. Payments to Sprint are made from this account. All interest earnings are retained by your school district.

Payment Flexibility: Your school district's monthly payments will begin six months after escrow funding. Terms of up to seven years are available.



Sprint Offers Additional Service Options that Qualify for E-Rate Funding

If your district is located within Sprint's franchise territory – Sprint can assist you in obtaining E-Rate funding on telecommunications service offerings such as Sprint Network ConsolidationSM and Sprint CentrexSM.

Sprint Network Consolidation (SNC) – This solution provides a new approach to school networking as it integrates voice, video and data into a single cost-efficient, multi-media network. This offering is being quickly deployed throughout Sprint local telecommunications territories.

Sprint Centrex – Centrex (central office exchange) is a switching service that will direct your calls through software and hardware located in the telecommunications provider's central office. This eliminates the need for you to install costly telephone switching equipment at your school premises. Sprint Centrex will grow with your district providing an affordable, reliable, flexible and up-to-date telecommunications solution.

Sprint Network Consolidation and Sprint Centrex often qualify for E-Rate funding while providing significant cost savings to your schools. Because SNC and Centrex are telecommunications services, they receive top-funding priority at all discount levels. The inclusion of the required on-site equipment as part of either the SNC or Centrex telecommunications package allows your school district to avoid up-front capital expenses.

Multi-year contracts for either Sprint Network Consolidation or Sprint Centrex provide you the benefit of not being required to file the FCC Form 470 every year. It may also be easier to get funding since the fee is a predictable monthly expense rather than a lump sum capital investment.

Even if you are outside the local Sprint telecommunications territory, Sprint offers Wide Area Network (WAN) solutions that qualify as E-Rate eligible telecommunications services.

For more information on E-Rate funding, visit the SLD Web site at www.sl.universalservice.org.

If you are interested in Sprint's Financing Program or want more information on qualifying E-Rate services, please complete the enclosed fax-back form.

For additional questions about Sprint products and services, visit our Web site at www.sprint.com/education.

Sincerely,



Jerry Smith
Sprint Education Markets, Group Manager

This information is for informational purposes only and should not be substituted for obtaining independent legal counsel in the relevant jurisdiction.



Request for information and free planning tools

**Sprint has developed free tools to assist you in planning for your technology needs.
To receive a free copy, simply complete this form and fax it to: 1-888-259-5790.**

- The *Education Tool Kit on Technology* has various components to help educators gauge their school district's technology needs and provide guidance in technology planning.
- The *Educator's Guide to Wide Area Networking* provides detailed information, diagrams and worksheets to help educators build an effective Wide Area Network (WAN) solution for their school district. This guide includes E-Rate icons that designate specific products and services that may qualify for E-Rate funding.
- The E-Rate quick reference card includes an outline of key E-Rate Deadlines.
- Please have a representative contact me regarding the Sprint Financing program.

Name:

Facility/District:

Address:

City/State/Zip

Phone:

Fax:

e-mail:

**Thank you for your interest. Please fax this form to Sprint at 1-888-259-5790.
You can also request these free tools by visiting our Web site at www.sprint.com/education.**

