READING
TECHNOLOGY DEPARTMENT

Reading School District
800 Washington Street
Reading, PA 19601

Re: Reading School District
RSD FY27 WAN RFP

RFP specifications for the Reading School District's FY2027 WAN RFP - FCC Form 470 #270000478 were issued on August 28, 2026. This RFP is for a lease that includes construction and maintenance of Dark or Lit Fiber between district buildings.

The district utilizes the fiber to connect 26 site locations to the district network to share district IT and Communication resources that support access to:

- Internet
- Phone/fax services
- Clocks, Paging and bell systems
- Security cameras
- Door Card Access

Zito Media provided the lowest total cost for a **20-year** agreement of $3,183,779 with $2,246,400 that is Erate eligible.

	15 year			20 year		
Leased Dark Fiber Service	**Erate Portion**	**RSD Portion**	**Total**	**Erate Portion**	**RSD Portion**	**Total**
Attach. A - Zito (90% Erate)	$ 1,684,800	$ 187,200	$ 1,872,000	$ 2,246,400	$ 249,600	$ 2,496,000
Attach. B - Zito (Diverse)	$ -	$ 687,779	$ 687,779	$ -	$ 687,779	$ 687,779
		$ 874,979	$ 2,559,779		$ 937,379	**$ 3,183,779**
	Average Cost/year	**$ 58,332**	**$ 170,652**	**Average Cost/year**	**$ 46,869**	**$ 159,189**
				RSD % Savings /yr w/ 20yr	**20%**	

Bid Evaluation Matrix - WAN 20-YEAR TERM FY27

Reading School District

	Possible Points	Zito DF MRC	Zito Lit MRC	FirstLight DF NRC	FirstLight DF MRC	Zayo DF NRC	Zayo DF MRC	Zayo Lit NRC	Zayo Lit MRC	Vero DF NRC	Vero DF MRC	Vero Lit NRC	Vero Lit MRC
Cost of Eligible Goods and Services	**100**	**$2,496,000**	$2,741,606	$3,298,121	$3,988,670	$4,286,389	$4,838,351	$5,002,668	$5,694,766	$7,782,586	$10,365,389	$8,256,310	$11,666,881
Total Points		100.00%	91.04%	75.68%	62.58%	58.23%	51.59%	49.89%	43.83%	32.07%	24.08%	30.23%	21.39%

DF = Dark Fiber
Lit = Lit Fiber
MRC = No NRC/up-front costs
NRC = Up-front costs + ongoing MRC

Winning Bidder: **Zito**
Bid Evaluation Conducted By: Charles Hiestand, Asst Director - Jeff Haas, CIO
Bid Evaluation Date: 10/26/2026