



# CITY OF MADISON

**RFI 8349-0-2014/KS**

**Bridging the Digital Divide for  
Under-Resourced Neighborhoods**

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## Executive Summary

November 17, 2014

RE: Bridging the Digital Divide for Under-Resourced Neighborhoods

Dear City of Madison Purchasing Department,

T-Mobile USA, Inc. would like to thank you for giving us the opportunity to begin a long standing business relationship with The City of Madison. As a provider of wireless voice and data service, we understand the city's desire to control costs while achieving the best in class mobile technology experience. T-Mobile has changed the wireless industry with our **Un-carrier** approach and will provide you with a suite of products and services that are unrivaled by our competition.

We will simplify your device portfolio, streamline your international presence, provide consistent and reliable services with our LTE network, and lower your total cost of ownership through redefined wireless pricing models for both Domestic and International use. Our solutions highlights include, but not limited to:

- ☒ Fast, advanced, and nationwide 4G LTE network
- ☒ Full Service Device & Account Management Portal
- ☒ Industry leading Simple Choice rate plans:
  - Unlimited Domestic SMS/MMS & Wi-Fi Tethering Included
  - Unlimited International Data & SMS/MMS in 120+ countries
  - Flat Rate \$0.20/Minute International calling while roaming in 120+ countries
  - Unlimited SMS/MMS while in the US to over 200 countries worldwide

As a cornerstone to the city of Madison and T-Mobile partnership, harmonizing quality and service levels will be paramount to a successful long term relationship. With the dedication of our employees, the performance of our network, and value of our plans; T-Mobile empowers your organization to get the coverage it needs, at the price it wants, with award winning Customer Service.

We look forward to implementing viable solutions so your needs can be met for the best value possible.

Respectfully submitted,

**Maggie Remling**

T-Mobile Government Account Manager

Contact: 312-404-0520 | Email: [Maggie.Remling@T-Mobile.com](mailto:Maggie.Remling@T-Mobile.com)

## Tab 1: Company Profile

### 1.1 T-Mobile's Organization

#### Strategic Vision:

As America's Un-carrier, T-Mobile US, Inc. (NYSE: "TMUS") is redefining the way consumers and businesses buy wireless services through leading product and service innovation. Our advanced nationwide 4G LTE network delivers outstanding wireless experiences for customers who are unwilling to compromise on quality and value. Based in Bellevue, Washington, T-Mobile US provides services through our subsidiaries and operates our flagship brands, T-Mobile and MetroPCS. We currently serve approximately 50 million wireless subscribers and provide products and services through 70,000 points of distribution. T-Mobile's Un-carrier initiatives have made us the **fastest growing wireless company** in America with 7.6 million new customers over the past 5 quarters.



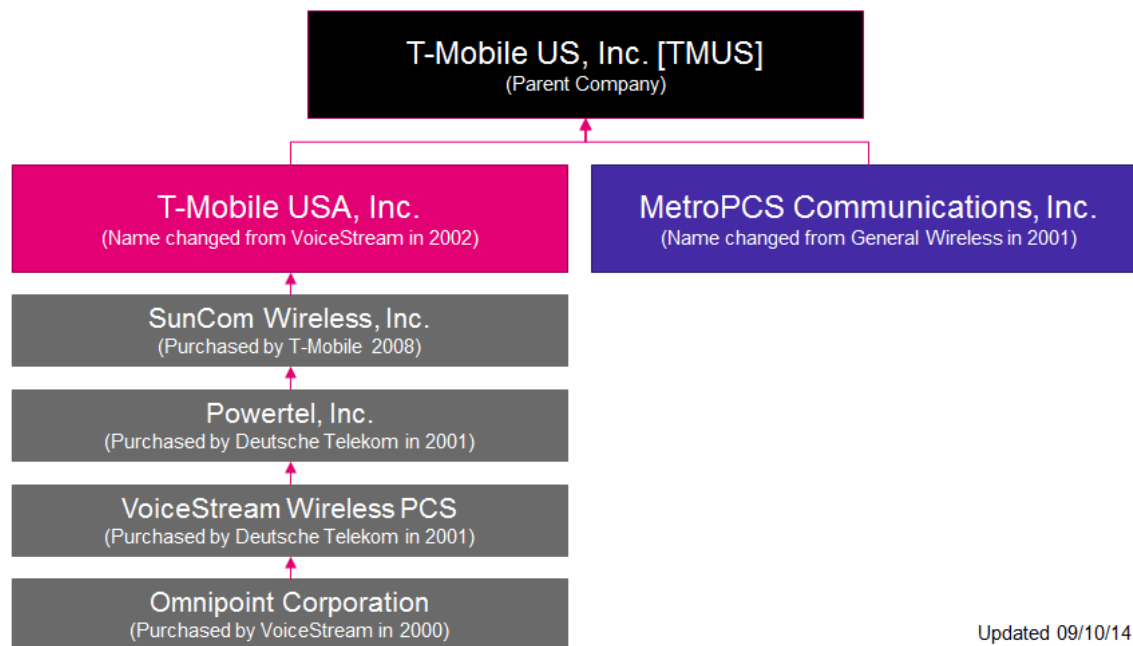
We have this idea that the value of our plans, the breadth of our coverage, the reliability of our network, and the quality of our service are meant to do one thing: help your business thrive while every day providing value to your work force. "The old telecoms designed their networks for a time when your phone's only app was a phone call — and they haven't shaken that dial-tone mindset," said Neville Ray, Chief Technology Officer for T-Mobile. "Our 4G LTE network was built in the last year and a half, so naturally **we built it differently**. We built it for the way people use smartphones and tablets today, and we built it with a mobile Internet architecture, so we could roll out new technologies faster."

Now, as mobile internet usage skyrockets, Un-carrier customers are reaping the rewards of a network designed to be **data-strong** and concentrated where people use data the most — unlike older carrier networks built by phone company utilities. T-Mobile customers also have more network capacity per customer than with any other national wireless company, and they're messaging, emailing, using FaceTime and more at lightning speeds on America's **fastest nationwide 4G LTE network**.

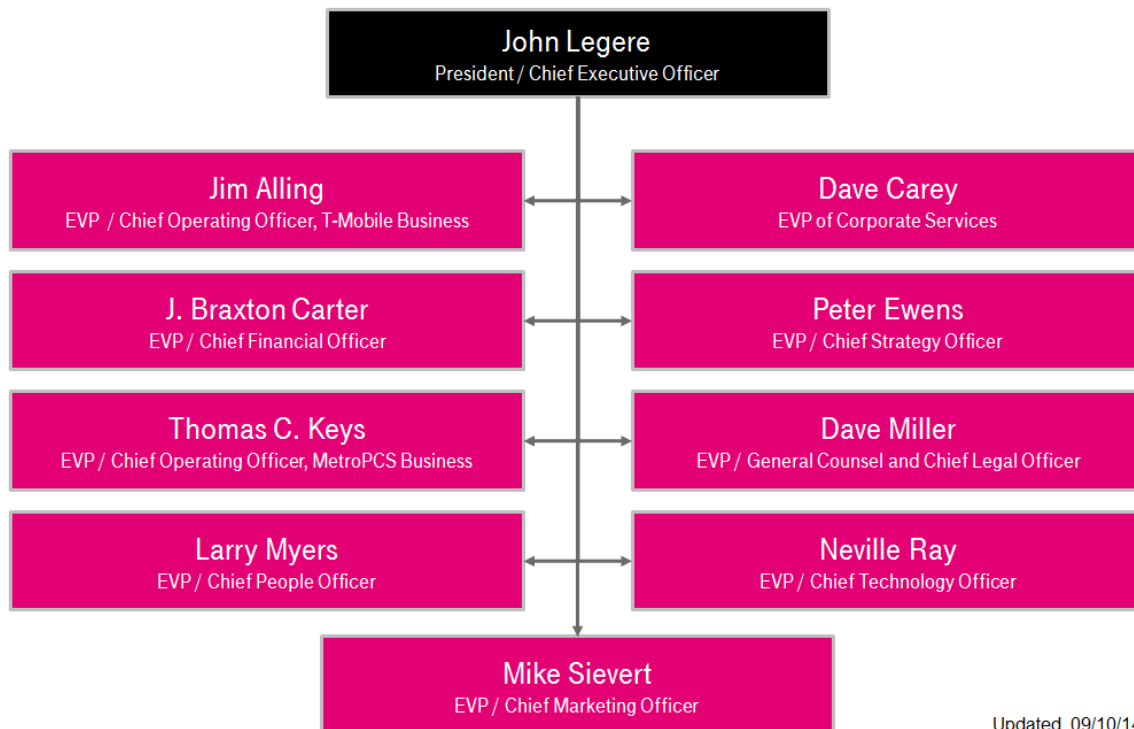


## Ownership Structure:

# TMUS Business Ownership Organization Chart



# TMUS Executive Leadership Organization Chart



**Basic Statistics:**

Full Company Name	T-Mobile USA, Inc.
Name of Parent Company	T-Mobile US, Inc.
Address	12920 SE 38 <sup>th</sup> Street Bellevue, WA 98006 (King County)
Website	<a href="http://www.T-Mobile.com">www.T-Mobile.com</a>
Federal Tax ID	91-1983600
Dun & Bradstreet Number (DUNS)	06-852-8376
Year Established	June 18, 1999
Incorporation State	Delaware
# of Employees	38,000+
Subscribers	50+ million
Office Locations (Branches)	There are 55 operations buildings in the US, not including retail stores and call centers.
Publicly or Privately Owned?	T-Mobile USA, Inc. is a wholly-owned private subsidiary of T-Mobile US, Inc., a publicly-traded company (NYSE: TMUS).
Main Stock Holder	67% of common stock of TMUS is held by Deutsche Telekom AG in Bonn, Germany.

**1.2 Contact Information**

We are very proud of our tenured Account Team that is assembled to serve your organization, your customers, and telecommunications needs. We will work with the account administrators on a quarterly basis to analyze the current rate plans and future mobile workforce requirements. Maggie Remling will be your main point of contact for Account Management needs, as well as any questions relating to this RFI.

Name	Title	Phone	Email
Maggie Remling	Government Account Manager	312-404-0520	<a href="mailto:Maggie.Remling@T-Mobile.com">Maggie.Remling@T-Mobile.com</a>
Steven Schmidt	Government Sales Manager	612-269-6908	<a href="mailto:Steven.Schmidt14@T-Mobile.com">Steven.Schmidt14@T-Mobile.com</a>
David Bezzant	Government Sales Director	480-638-2608	<a href="mailto:David.Bezzant@T-Mobile.com">David.Bezzant@T-Mobile.com</a>
Jonathan Michael	Sales Engineer	952-833-4124	<a href="mailto:Jonathan.Michael16@T-Mobile.com">Jonathan.Michael16@T-Mobile.com</a>
Candi Hegenbart	Service Account Manager	417-225-2152	<a href="mailto:Candi.Hegenbart@T-Mobile.com">Candi.Hegenbart@T-Mobile.com</a>
Business Care		800-937-8997	<a href="mailto:BusinessCare@T-MobileSupport.com">BusinessCare@T-MobileSupport.com</a>



### 1.3 Websites

T-Mobile's main website is [www.t-mobile.com](http://www.t-mobile.com). There is a link to our Business/Government page on the top of the site, or you may visit <https://business.t-mobile.com/home.html> for more information.

### 1.4 Product and Service Strategies

#### Mobile Internet Devices

Experience the convenience, reliability, security, and speed of Internet access on the go. Our mobile broadband devices come in a variety of form factors to allow employees to stay productive and access content in whatever way they require. Connect multiple Wi-Fi enabled devices—including laptops, tablets, smartphones, and e-readers with our 4G Mobile Hotspots. Whatever your company mobile broadband needs are – we have a robust portfolio of devices for you.

#### Signal Booster

The Signal Booster is a fully wireless, plug and play amplifier that can dramatically boost indoor voice quality and data throughput for T-Mobile customers. There are certain qualifications to be met to receive the unit; however this solution would be especially helpful for your employees who may have service interference at their homes.

The Signal Booster comes with two pieces of equipment.

- **Window Unit**
  - Contains a transmitter and receiver which communicates directly with the cell tower(s)
  - Place in an area of the home with at least 1 bar of a 3G or 4G signal, usually near a window
- **Coverage Unit**
  - Communicates wirelessly with the window unit to “light up” (or boost) signal levels throughout a space (up to 13,300 sq. ft.)
  - Placed on the opposite side of the home from the window unit
  - Offers an interactive display to assist with set-up and use

### 1.5 References

T-Mobile has received permission to use the following references in this bid. We are also including some customer testimonials.

#### GOAL Academy

Mark Enos

719-214-6576

[mark.enos@sumedu.net](mailto:mark.enos@sumedu.net)

#### LEARN Charter School Network

Terrence Roberts

773-733-7314

[troberts@learncharter.org](mailto:troberts@learncharter.org)

#### Youth Connection Charter School

Cliff Rallins

312-328-0799

[crallins@yccs.org](mailto:crallins@yccs.org)

## Mobile Learning and Digital Education – T-Mobile Customer Testimonials

“Recently, Learn Charter has undertaken the deployment of an innovative 1:1 mobile broadband initiative in our school network to advance digital education and mobile learning. T-Mobile was able to provide the reliable connectivity, easy-to-use technology, affordable rate plans, and the high quality customer service we required. As we look forward, we hope to leverage this partnership to expand our program to benefit even more children.”

– **Terrence Roberts, IT Director, LEARN Charter School Network**



“We are proud to be one of the first programs in the state of Indiana to have embraced the shift toward digital education with 24/7 connectivity. The connectivity made possible through this unique partnership with T-Mobile allows teachers to go beyond traditional instruction and move beyond the walls of the classroom. The excellent customer support from our partner, T-Mobile, is making our transition to mobile learning possible.”

– **Dr. Jan Combs, Associate Superintendent, Metropolitan School District of Lawrence Township**



“With mobile learning technology and initiatives, we can keep our at-risk kids in school and improve their chances for success in the future. Because we video stream our curriculum, network speeds were critical. T-Mobile met our connectivity and device requirements and we are excited to roll this program out with them.”

– **Kenneth Crowell, Executive Director, GOAL Academy**



“For our district, it was our goal to create a collaborative mobile learning platform. Reliable, high-speed Internet connectivity is a critical component to the success of our long-term digital learning initiatives. T-Mobile provided us with the coverage and the connection speeds needed to meet the demands of students and teachers now and in the future.”

– **Theresa Mayerik, Chief Administrator for Academic Services and Secondary Education, School City of Hammond**



“Partnering with T-Mobile has strengthened our ability to provide end-to-end mobility solutions to our campuses. Whether it’s CIPA-compliant security services, device management, flexible billing or support offerings, T-Mobile is delivering. Did I mention price? T-Mobile provided us with very competitive pricing, which will enable us to acquire the devices and service plans we need to build out our mobile platform.”

– **Cliff Rallins, IT Director, Youth Connection Charter School**



“Increasingly, we have come to realize that mobile broadband devices, like tablets, have the potential to deliver the capability and connectivity to make digital education and true 21st century learning a reality. As we looked to meet the needs of our students, we wanted to remove the boundaries associated within the traditional classroom while also utilizing the existing technology that we have – from smartboards and digital projectors to current eLearning curriculum. We are thrilled to work with a partner like T-Mobile, who has been willing to customize our solutions and meet our needs every step of the way. They have exceeded our expectations and enabled us to take learning to new heights.”

– **Dr. Rich Newman, Principal, Monterey Ridge Elementary**





## Tab 2: Technical Information

### 2.1 Proposed Solution Overview

#### Service Description and Capabilities:

##### Mobile Internet Devices

Experience the convenience, reliability, security, and speed of Internet access on the go. Our mobile broadband devices come in a variety of form factors to allow employees to stay productive and access content in whatever way they require. Connect multiple Wi-Fi enabled devices—including laptops, tablets, smartphones, and e-readers with our 4G Mobile Hotspots. Whatever your company mobile broadband needs are – we have a robust portfolio of devices for you.

##### In-Building Coverage

Our T-Mobile team will be proactive with enhancing signal strength in buildings with limited coverage. We will request a site visit for an in building evaluation of the City's sites in order to put a proposed solution in place. We will work closely with your authorized contact to determine the solution and timeframe for completion of the project. We offer several options to enhance in-building coverage including, but not limited to:

- Wi-Fi Calling
- CelFi RS3 Signal Repeaters for low coverage areas
- S8 MicroCells for no-coverage areas
- Distributed Antenna System (DAS) deployments in larger office buildings

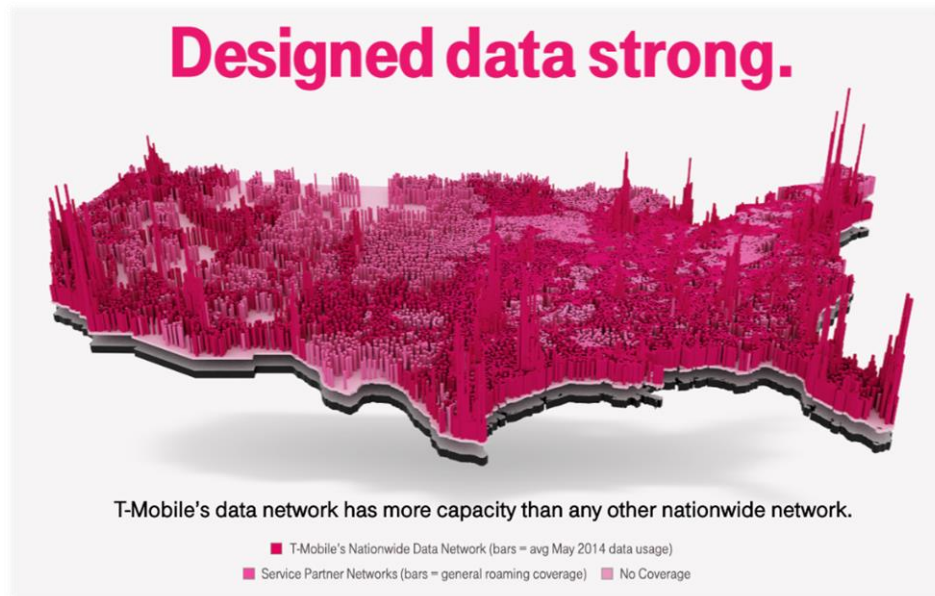


#### Description of Technology:

T-Mobile owns and operates an all-digital nationwide network based on the GSM platform. Wherever we have voice (GSM), we also have data (GPRS, EDGE, HSPA, HSPA+ or LTE). Today, T-Mobile's network is a combination of 2G, 3G and 4G technologies that allows us to cover over 96% Americans. We also have roaming agreements in place with other carriers, which provide additional coverage to our existing network. See coverage details at: <http://www.t-mobile.com/coverage>.

- **4G LTE:** T-Mobile's state-of-the-art 4G LTE network currently covers over 250 million people in over 325 markets. T-Mobile 4G LTE devices will automatically and seamlessly transition to T-Mobile's nationwide 4G HSPA+ where LTE has not yet launched.
- **4G HSPA+:** T-Mobile's 4G network is capable of delivering theoretical peak download speeds of up to 42 Mbps. T-Mobile's nationwide 4G network reaches 229 markets and more than 220 million people across the United States. T-Mobile's 4G network is backwards compatible with our 3G and 2G data networks. This means you can have a continued data connection while on the T-Mobile network.

At T-Mobile, we have the densest network in the nation with more cell sites per customer than any other nationwide wireless company, and we've concentrated them where it really matters. On top of this network, we deploy the most data-friendly mid-band spectrum of any carrier in the U.S. What are the results? We have the **fastest LTE performance in the industry**, and the most consistent LTE speeds. Since we have more network capacity per customer, we also provide the lowest latency on our LTE network so everything can load faster.



One key differentiator is that T-Mobile's nationwide 4G LTE network is not only the fastest, it is **data strong**. It is built for data users, so we're sure you'll be amazed with the amazing experience you will have on our network.

It's exciting to see our customers taking advantage of our network technology. T-Mobile's network data usage has increased more than six times in the past two years. In fact, we see the greatest consumption of the Mobile Internet across the industry. Our network is truly built for this Mobile Internet age, and is delivering against the expectations of today's wireless consumer.

We have at least 10x10 MHz 4G LTE in 43 of the top 50 markets. Plus, our T-Mobile Wideband LTE, which we define as at least 15x15 MHz, is already in 17 metro areas—with 26 total metro areas planned by the end of this year. In stark contrast to our competitors, 100% of our customers with LTE devices will enjoy the benefits of our Wideband LTE as we light up their area.

#### Technical Support Structure:

Our Business Care Service Department is available 24 hours a day, 7 days a week at 800-937-8997 or [BusinessCare@T-MobileSupport.com](mailto:BusinessCare@T-MobileSupport.com). Web chat is available from 6:00AM – 10:00PM EST 7 days-a-week at: <http://support.t-mobile.com/businessrouting.html>.

## Mobile Device Management

Allowing employees to use their own smartphones for business is great for the IT budget, but it presents challenging security issues for the business. Organizations need to provide access to company assets to promote a productive mobile workforce, while also protecting sensitive information that lives behind firewalls.



Mobile Device Management (MDM) solutions can address these concerns, but can be costly and complex with traditional MDM solutions.

### T-Mobile Hosted Mobility Management Service (HMMS)

T-Mobile has developed a hassle-free, cloud-based solution that addresses the need for MDM security, and eliminates the need for internal mobile IT expertise. With our end-to-end mobility management service, companies can:

- **Reduce up-front costs:** By moving to a cloud-based subscription model, hardware and licensing costs are eliminated, and operating expenses are spread out over a long-term deployment.
- **Remove the technology risk:** As a subscription, companies are not locked in to any one MDM vendor solution. If at any time there is a better or more appropriate solution, they can simply decide to subscribe to a different vendor.
- **Outsource the IT bottleneck:** T-Mobile provides 24x7 support to manage all aspect of the MDM solution so you don't have to – from provisioning new employees, enforcing access policies, tracking lost devices, troubleshooting applications, devices, and networks, and more.
- **Easily scale subscription:** Companies only pay for the devices under management each month—no more paying for unused devices.

For additional details please refer to <http://business.t-mobile.com/corporate/solutions/mobile-device-management>.

## 2.2 Resources

### Call Center:

First responses to service tickets submitted via email or the management portal will be supported by our Business Care Service Department, which is available 24 hours a day, 7 days a week at 800-937-8997 or [BusinessCare@T-MobileSupport.com](mailto:BusinessCare@T-MobileSupport.com). Web chat is available from 6:00AM – 10:00PM EST 7 days-a-week at: <http://support.t-mobile.com/businessrouting.html>.

Type of Service	Time Period or Calendar Days
Activation	If the order is made by phone, activation may be one hour to 2 business days. If the order is by email, 1-3 business days. Orders of new equipment are subject to the delivery time period.
Delivery	For orders submitted before 12PM PST, expect 3 to 5 business days or 2 business days for an extra fee, subject to equipment availability.
Feature Changes	If the change is requested by phone, expect one hour to 1 business day for changes to be applied. If the order is by email, 3 business days.
Replacement - Loss or Breakage.	If the order is made by phone, activation may be one hour to 2 business days. If the order is by email, 3 business days. Orders of new equipment are subject to the delivery time period. If a unit is lost or stolen, the end-user must notify T-Mobile immediately and ask T-Mobile to deactivate the lost unit. Upon notification, T-Mobile will cease all billing for the unit provided for a limited time to allow for replacement.
Cancellation	T-Mobile will cancel lines of Service within 3 business days of a submitted request made via email with "City of Madison CANCELLATION" in the subject line. The request must be received by T-Mobile on a business day, on or before 12:00PM PST.
Change in Rate Plan.	If the order is made by calling care, the time period is 1 business day. If the order is by email, 3 business days. Rate plan changes will be calculated from the date requested in the billing system.
Change in user details (e.g., name, addresses).	If the change is requested by phone, expect one hour to 1 business day for changes to be applied. If the order is by email, 3 business days.
Port-In / Port Out	If we have been given the proper account information from the existing carrier, T-Mobile can implement Port-In requests to the wireless carrier within 1 to 4 business days of a submitted request. The order must be submitted to T-Mobile via email on a business day, on or before 12:00PM PST. T-Mobile cannot guarantee that the wireless carrier from which the number will be ported will work with T-Mobile to port-in numbers within a time frame acceptable to the City.



**Field Management:**

Our Sales Engineers are the wireless data subject matter experts on current and future wireless T-Mobile technology. They provide technical sales support, and consultation on integration and implementation of established T-Mobile products and services. They are also responsible for architecting wireless solutions utilizing the T-Mobile network that meet your business objectives. Brian Ferrentino will be your local point of contact.

**Technology Roadmap:**

While much of our technology roadmap is confidential and proprietary information, the T-Mobile Account Team, including the Sales Engineer, would be happy to present further roadmap details to you when under NDA. These in-person presentations can be part of regular account reviews.

**2.3 Additional Details****In-Building Coverage Solutions:**

If there are units that have no or low internet coverage, the T-Mobile Account Team will work with the City and the affected end-user to provide a viable solution to improve coverage in the unit.

**2.4 Terms and Conditions**

T-Mobile is submitting the attached proposal subject to the below conditions. If anything in the RFP response conflicts with this Disclaimer document, this document shall control.

1. By reviewing T-Mobile's response to this RFP, the City of Madison ("the City") agrees that, except as otherwise specifically set forth in an answer provided by T-Mobile herein; this RFP will not bind T-Mobile or the City, until a fully executed definitive agreement which contains all the terms and conditions of this transaction is signed by both parties. T-Mobile's response to this RFP includes incorporating the Western States Contracting Alliance ("WSCA") agreement because of its favorable pricing and terms. The WSCA agreement is a comprehensive contract used by many states as well as other political subdivisions to purchase wireless services and devices. Its heavily negotiated provisions include those terms and conditions important to state and local government entities as well as specific provisions outlining the provision of wireless services. You can take advantage of the benefits enjoyed by other government customers through the WSCA agreement by signing a Participating Addendum ("PA"). That PA can include any provisions unique to the Agreement between T-Mobile and the City that do not conflict with WSCA as WSCA will control. While T-Mobile will discuss with the City any such unique provisions to evaluate possible inclusion in the PA, T-Mobile prefers to rely on the WSCA agreement for all other terms and conditions. For full terms and conditions, please refer to the WSCA agreement online: <http://purchasing.state.nv.us/Wireless/Wireless.htm>.
2. All pricing contained in this RFP is only valid for ninety (90) days from the date of submission by T-Mobile. Promotional plans and add-on features are not included in this RFP, and if such promotional plans or add-on features are included, then T-Mobile, in its sole discretion, may change them at any time without notice to the City. Pricing of devices or rate plans cannot be guaranteed for the term of



any Agreement established between the parties. The pricing and other terms and conditions will be in accordance with T-Mobile's WSCA. Other charges, including but not limited to, taxes, activation fees, international roaming and dialing, E911 Regulatory Programs fees and Federal Universal Service Fund charges or other surcharges may apply. Please refer to the WSCA for complete details.

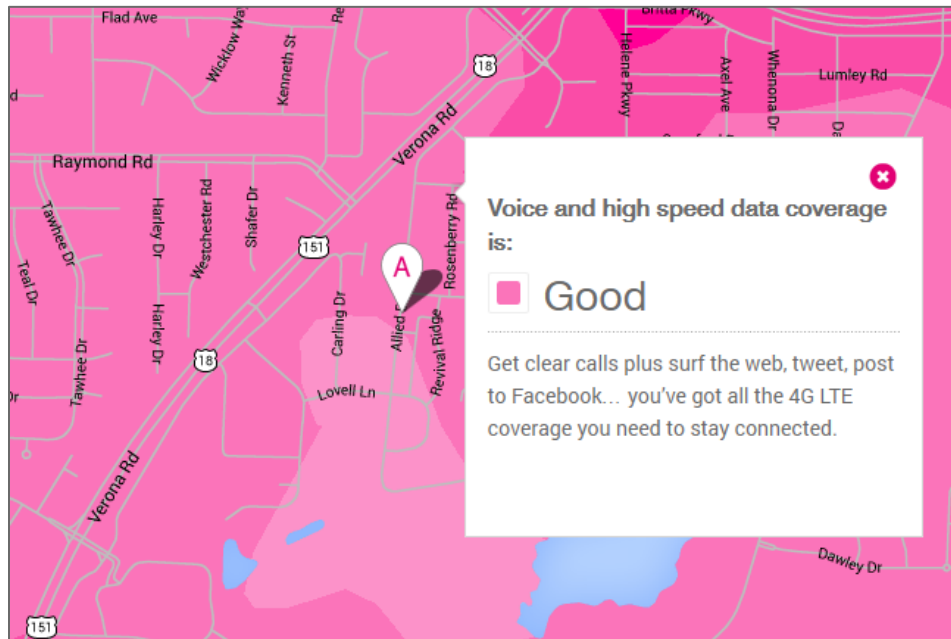
3. Rebates for devices are valid for a limited time only. To qualify for a rebate, the City must activate a line of service with a T-Mobile rate plan. Device pricing and rebates are only valid for new activations. To check if a specific device is available, please contact your T-Mobile Sales Representative. Device models offered are sold solely for use with T-Mobile service. The ability to use some or all features depends on device capability and connection to our network. Device specifications are provided by the manufacturer. All equipment is subject to availability. T-Mobile is not the manufacturer of these devices and will not provide any device warranties to the City. Please see the WSCA for details.
4. Coverage maps approximate our wireless coverage area and do not guarantee service availability. Actual service coverage quality and availability, including the ability to make, receive and maintain calls may vary due to network problems or limitations, signal strength, your equipment, terrain, weather and other conditions. Please see the WSCA for details. Toll and/or roaming charges may be applicable to T-Mobile regional coverage customers.
5. As a matter of policy, T-Mobile does not agree to Service Level Guarantees or Service Level Agreements with penalties for non-compliance. However, T-Mobile is willing to meet with the City on a regular basis to discuss the service provided and the City's level of satisfaction with T-Mobile's services. T-Mobile takes pride in providing the best possible service for its business customers. We have quality assurance and training programs in place, as well as escalation policies that ensure a high caliber customer experience. This commitment to customer service has earned T-Mobile numerous awards. Please see the following link for details: [http://www.t-mobile.com/Company/CompanyInfo.aspx?tp=Abt\\_Tab\\_Awards](http://www.t-mobile.com/Company/CompanyInfo.aspx?tp=Abt_Tab_Awards)

## Tab 3: Potential Service Areas

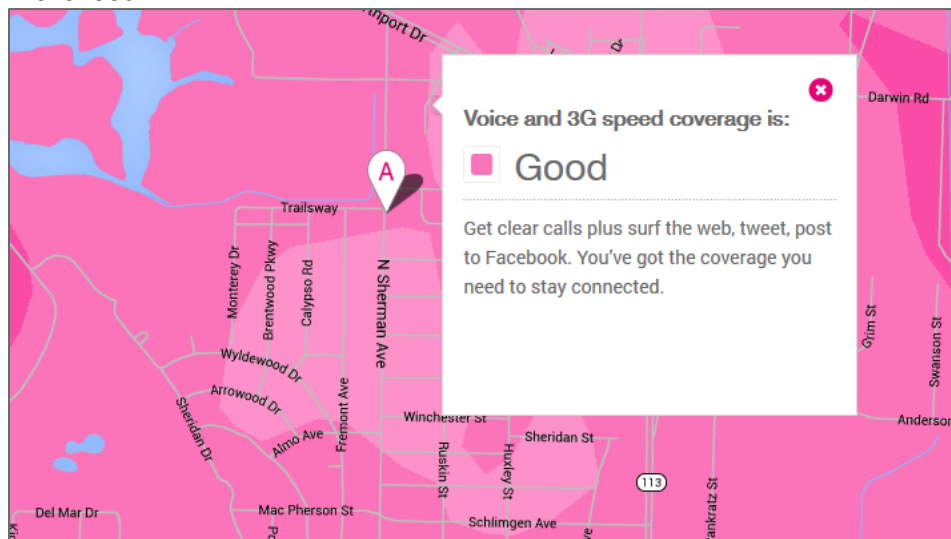
Here are the coverage maps for the requested areas:



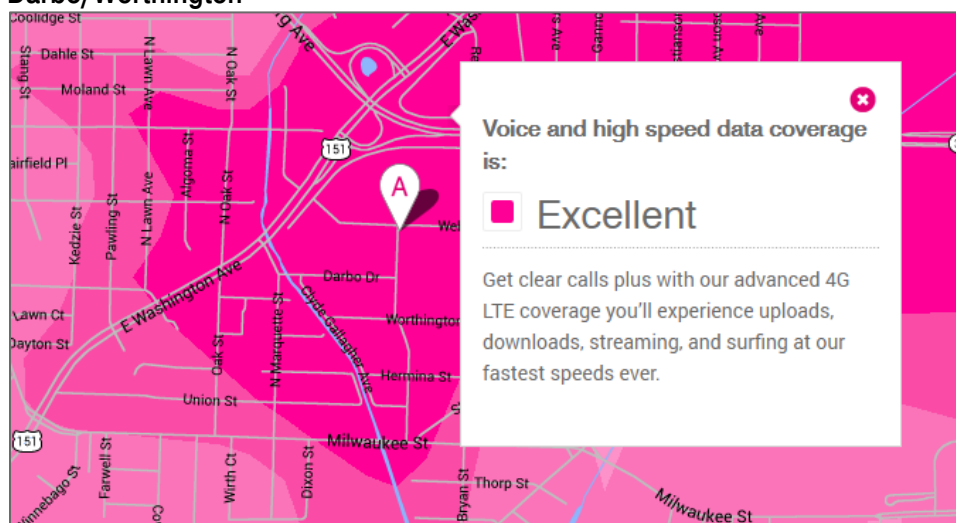
### Allied



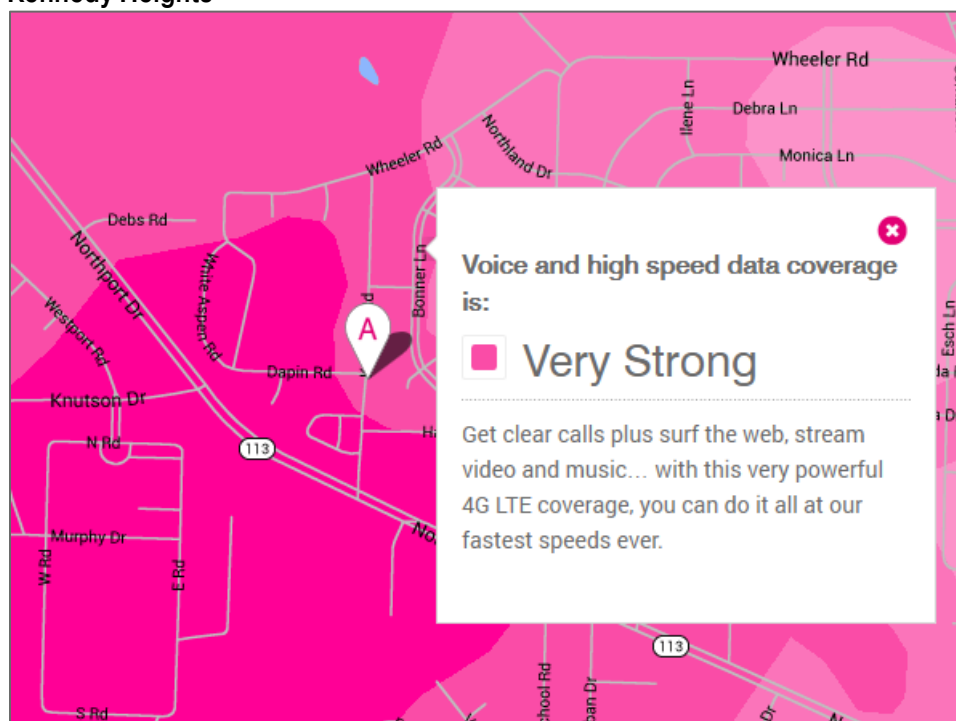
### Brentwood



## Darbo/Worthington



## Kennedy Heights



**MAP INFORMATION:** Maps approximate anticipated coverage outdoors, which varies by location, may include limited or no coverage areas, and do not guarantee service availability. Within coverage areas, network changes, traffic volume, outages, technical limitations, signal strength, your equipment, obstructions, weather and other conditions may interfere with service quality and availability. Portions of the maps include networks operated by our roaming partners; we are not responsible for their performance. Capable device required; devices not purchased from T-Mobile or an authorized dealer may not work on our network. **Roaming:** Nationwide roaming refers to usage while on a roaming partner's network within coverage area; currently not available for Mobile Broadband data plans. International roaming incurs additional charges and refers to usage outside of the U.S. 850 Roaming Coverage requires a multi-band device. Certain devices and features will not work when roaming. Ask a sales representative or visit [www.T-Mobile.com/coverage](http://www.T-Mobile.com/coverage) for more information. If you travel outside of coverage areas, your device will not work. **Coverage:** Not available everywhere.

**In-Building Coverage:**

Our T-Mobile team will be proactive with enhancing signal strength in buildings with limited coverage. We will request a site visit for an in building evaluation of the City's sites in order to put a proposed solution in place. We will work closely with your authorized contact to determine the solution and timeframe for completion of the project. We offer several options to enhance in-building coverage including, but not limited to:

- Wi-Fi Calling
- CelFi RS3 Signal Repeaters for low coverage areas
- S8 MicroCells for no-coverage areas
- Distributed Antenna System (DAS) deployments in larger office buildings



## Tab 4: Pricing Model

### 4.1 Pricing Approach

Our plans will demonstrate how T-Mobile's suite of services will provide superior value while supporting your objectives in reducing the complexity and costs of managing your wireless communications. A simple approach to rate plans with no overages, no caps, and no annual service contract on a nationwide 4G network; T-Mobile has made Simple Choice the best value in wireless.

Our 4G network evolved to the fastest 4G LTE nationwide, so we've added tethering (Smartphone Mobile HotSpot) to all of our plans and unlimited data went global in 120+ countries for no extra charge. Rate plans can be changed at any time without a penalty or contract extension.

### 4.2 Customer Rates (Individual-Liable)

Service	Price	Description
Simple Choice Mobile Internet Data – 1 GB (\$20)	\$17.00	<ul style="list-style-type: none"> <li>Unlimited Data; 1 GB High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>
Simple Choice Mobile Internet Data – 3 GB (\$30)	\$25.50	<ul style="list-style-type: none"> <li>Unlimited Data; 3 GB High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>
Simple Choice Mobile Internet Data – 5 GB (\$40)	\$34.00	<ul style="list-style-type: none"> <li>Unlimited Data; 5 GB High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>
Simple Choice Mobile Internet Data – 7 GB (\$50)	\$42.50	<ul style="list-style-type: none"> <li>Unlimited Data; 7 GB High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>
Simple Choice Mobile Internet Data – 9 GB (\$60)	\$51.00	<ul style="list-style-type: none"> <li>Unlimited Data; 9 GB High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>
Simple Choice Mobile Internet Data – 11 GB (\$70)	\$59.50	<ul style="list-style-type: none"> <li>Unlimited Data; 11 GB High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>

\*Quoted prices are net 15% WSCA IL discount, and do not include aggregate volume discounts, taxes, fees, and/or surcharges.



### 4.3 City of Madison Rates (City-Liable)

Service	Price*	Price with 1 Voice Line <sup>#</sup>	Description
Simple Choice Mobile Internet Data – 1 GB (\$20)	\$17.00	<b>\$8.50</b>	<ul style="list-style-type: none"> <li>Unlimited Data; 1 GB High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>
Simple Choice Mobile Internet Data – 3 GB (\$30)	\$25.50	<b>\$17.00</b>	<ul style="list-style-type: none"> <li>Unlimited Data; 3 GB High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>
Simple Choice Mobile Internet Data – Government Unlimited (\$35)	\$29.75	<b>\$21.25</b>	<ul style="list-style-type: none"> <li>Unlimited High-Speed Data</li> <li>Unlimited Wi-Fi &amp; Tethering</li> <li>Unlimited International Data roaming in 120+ countries</li> </ul>

\*Quoted prices are net 15% WSCA CL discount, and do not include aggregate volume discounts, taxes, fees, and/or surcharges.

<sup>#</sup>A \$10 automatic Mobile Internet discount is offered when activated with at least one other voice line.

### 4.4 Devices

T-Mobile's wide-range of 4G Tablets, Mobile Broadband, or Wi-Fi devices, coupled with devices available through our B2B Indirect Channel, provides you with a large selection of reasonably priced cutting-edge devices. Our proposed devices will optimize the end user experience on T-Mobile's network.

Hotspot devices can be paid outright or built into the Monthly Recurring Charge (MRC) over a 24 month term through our Equipment Installment Plan (EIP) option. Below are the main offers within this proposal; however, please note that a wide range of both devices and tablets are available upon request:



Samsung LTE Mobile HotSpot PRO



Cradlepoint CBA750B



Cradlepoint MBR1200B



Cradlepoint MBR1400

### Equipment Installment Program



The Equipment Installment Plan (EIP) is a payment option available for new and existing Business customers on a Value Rate Plans. Qualified customers are provided a credit offering that can be used to purchase equipment and pay for it in 24 monthly installments. You can pay off the device early and without penalty.

Authorized Users can only initiate EIP if the account is seven or more days old. Customers will be required to make a down payment on their device purchase based on credit eligibility and promotional pricing.

**ATTACHMENT A**

**VENDOR DATA SHEET**

This form must be completed and submitted with your response.

Vendor Name: T-Mobile USA, Inc.

Address: Headquarters: 12920 SE 38th Street, Bellevue, WA 98006

Local Office: 8550 W Bryn Mawr Ave, Chicago, IL 60631

Contact Person: Maggie Remling

Title: T-Mobile Government Account Manager

Phone Number: 312-404-0520

Email Address: Maggie.Remling@T-Mobile.com