

A Recommendation for
HARDIN COUNTY SCHOOLS

Presented By

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Jessica
Director of Finance
Hardin County Schools
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Elizabethtown, Ky 42701
270 769 8800
jessica.annis@hardin.kyschool.us

Dear Jessica Annis:

Thank you for the valuable insights into Hardin County Schools's current business environment and for sharing with us your plans to address your future communication needs. All of us at Qwest welcome the opportunity to contribute to the success of those plans.

The attached proposal was developed with your communication objectives in mind. We're confident that its adoption will help you achieve those goals.

But before you delve into the specifics, we'd like you to consider a bigger question. Why Qwest? While it's true that 95% of the FORTUNE 500 rely on us, the reasons for choosing Qwest as a partner don't stop there. Research analysts from Nemertes Research and Atlantic ACM have awarded their highest honors in categories such as customer service and network reliability. In addition, in the first half of 2008, Gartner placed Qwest in the Leaders Quadrant in its "Magic Quadrant for US Network Service Providers". Also, in its 2008 study of major business providers of telecommunications data services providers, J.D. Power and Associates awarded Qwest "Highest Customer Satisfaction With Large Enterprise Data Service Providers".

In other words, we believe Qwest will be an excellent partner for Hardin County Schools. We'll strive to exceed your expectations through teamwork, innovation and a commitment to your total satisfaction. And while I'm personally responsible and accountable to the commitments we make, our entire organization stands behind this proposal.

I'll be getting in touch soon to discuss this proposal in detail as well as scheduling next steps.

David Mackie
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The Magic Quadrant is copyrighted 2008 by Gartner, Inc. and is reused with permission. The Magic Quadrant is a graphical representation of a marketplace at and for a specific time period. It depicts Gartner's analysis of how certain vendors measure against criteria for that marketplace, as defined by Gartner. Gartner does not endorse any vendor, product or service depicted in the Magic Quadrant, and does not advise technology users to select only those vendors placed in the "Leaders" quadrant. The Magic Quadrant is intended solely as a research tool, and is not meant to be a specific guide to action. Gartner disclaims all warranties, express or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Qwest received the highest numerical score among data service providers serving large enterprise businesses in the proprietary J.D. Power and Associates 2008 Major Provider Business Telecommunications Data Services StudySM. Study based on 2,422 total responses measuring 4 providers and measures opinions of large enterprise businesses (companies with 500+ employees). Proprietary study results are based on experiences and perceptions of businesses surveyed in March-April 2008. Your experiences may vary. Visit jdpower.com.

EXECUTIVE SUMMARY

After a careful review of your needs, here's our proposed recommendation

for Hardin County Schools to move onto the Western Kentucky University Contract. In the light of our recent economy this contract gives attractive pricing and substantial savings.

The proposed pricing noted below is valid for 60 days (until 5/5/09).

Solutions Summary

Solution	MRC	NRC
Qwest iQ™ Voice - Long Distance	\$328	
Total:	\$328	

Savings Summary

Solution	Comparison MRC Plan	Qwest MRC Plan	Savings
Qwest iQ™ Voice - Long Distance	\$598	\$328	\$270
Totals Savings:	\$598	\$328	\$270

Qwest appreciates the opportunity to provide you with the following proposal for Qwest services and products. Qwest's response, including any omission or generality, are not intended to create a contractual commitment between the parties until the parties have signed an agreement containing mutually acceptable terms. Qwest looks forward to discussing this opportunity with you. Unless otherwise stated, this proposal is valid for 60 days.

Qwest Communications Corporation ("QCC") provides interstate services in accordance with Qwest's Rate and Service Schedule or intrastate services in accordance with the applicable QCC Tariff, service offering or other similar document in the subject state. QCC also provides unregulated, internet-based services such as VOIP, iQ Networking™, Private Routed Network, Managed Firewall and Security - Virtual Private Networking (MFW-VPN), and Hosting Services.

Qwest Corporation ("QC") provides intrastate, intraLATA services and services for the carriage of interstate traffic in accordance with the applicable QC Tariff, price guide, price list, catalog or other similar document.

Any Customer Premise Equipment ("CPE") or related professional services offered hereunder will be provided by Qwest Communications Corporation ("QCC"). QCC will provide CPE as a pass-through provider under existing distributor arrangements with the CPE manufacturers. Any warranties and other terms and conditions for the equipment will be those provided by the manufacturer under its standard warranty terms and conditions.

PRICING DETAIL

Proposal ID: 5451
Expiration Date: 5/5/09

Services

Service	Quantity	Price	Cost
Switched Outbound Interstate	9640	\$0.0340	\$327.76
Monthly Costs:			\$327.76

Comments

Switched Outbound Interstate

The Western Kentucky University pricing gives a 45% savings to interstate or intrastate long distance calls. Based on invoices from February 2008-January 2009 the saving will be \$323900.

Qwest Control

BUSINESS CUSTOMER SELF-SERVICE PORTAL

OVERVIEW OF QWEST CONTROL

- Managing communications services involves supervising a large number of volatile factors.
- As an enterprise adds communications services and features, the need for centralized visibility and control of billing, statistics and service status becomes more critical.
- To keep a handle on an increasingly complex picture, it is vital to have:
 - Immediate access to information
 - The ability to act on that information, managing repair, service configuration, network utilization and user access
 - Keep on top of accounting and billing
- Network management tools are available through Qwest Control® for:
 - ATM and Frame Relay
 - Remote Access
 - Qwest iQ Networking® Services
 - Dedicated Hosting Collocation
 - Managed Firewall Virtual Private Network (VPN)
 - Wholesale Dial
 - Private Routed Network
 - Toll Free
 - Local Services

QWEST CONTROL BENEFITS

- Qwest Control is a free service that helps simplify the management of communications services by providing the tools necessary to access and control enterprise communications services – online, on-demand, in one location
- Access vital information:
 - Billing, inventories, statistics, status
- Manage communications services online:
 - Repair, configuration changes, user access
- Obtain centralized and simplified billing:
 - View, pay and reporting for both local and national services

QWEST CONTROL FEATURES

Qwest Control provides users a comprehensive set of communications management tools including:

- eBilling Manager:
 - Centralized billing information across your Qwest® service offerings
 - View current and historical invoices
 - Pay bills online: all accounts in one transaction
 - Generate summary reports
 - Set invoice and payment options
- Repair Manager:
 - Create and track status of trouble tickets
- Inventory Manager:
 - View all inventory components
- Statistics Manager:
 - Analyze historical and real-time network statistics and create detailed reports
- Order Manager:
 - Make changes to services or network configuration
- Status Manager:
 - Stay informed of network status and performance
- Administration Manager:
 - Create and manage profiles for enterprise users

Qwest Control® makes it exceedingly easy to manage all your business communications functions with Qwest.

To register for Qwest Control—call your sales representative or the Qwest Control Help Desk at:
1 877-726-6875.

<https://control.qwest.com>

Customers may use Qwest Control® to manage a broad range of Qwest services, including: Nationwide ATM and Frame Relay, Remote Access—including Qwest Managed VPN Gateway, Qwest iQ Networking®, Dedicated Hosting Collocation, Managed Firewall VPN, Wholesale Dial, Private Routed Network, Toll Free and Local Services. Availability of these services varies by product.