

# Advancing education with an experienced E-rate partner.

Today's modern classrooms and libraries use advanced technologies and applications that require high-performing network solutions. As a long-standing E-rate partner in nearly every major US market, we have a depth of experience and expertise you can count on. And with our broad range of both infrastructure and added solutions, we're in the best position to help you build and maintain exactly the network you need today and in the future.

## The challenges facing schools and libraries

### Emerging technologies

New and advanced learning tools such as video lectures, digital textbooks, online assessment and learning, and connected classrooms require a reliable, fast network that can handle large volumes of data.

### Privacy

With the constant concern of student safety and the growing rates of DDoS attacks on K-12 schools, security is a top priority.

### Changing guidelines

New guidelines from the State Educational Technology Directors Association (SETDA) and the Partnership for Assessment of Readiness in College and Careers (PARCC) are requiring districts to invest in fast, reliable data connections.

### Budget constraints

Districts need affordable, sustainable, and easily accessible solutions that can continue to meet the evolving needs of students, teachers, and administrators.

**A stable partner  
you can trust.**

**NYSE  
S&P 500**

**\$5.8B\***  
Revenue

**Approximately  
5000  
Employees**

**Approximately  
80K  
Route Miles  
of Fiber**

## Why Crown Castle?

When you work with us, you get a partner who is dedicated to understanding your needs and delivering a solution to run your organization today—while setting the stage for tomorrow’s most transformative innovations.

### Expertise

We’re a certified E-rate provider with experience implementing and managing both lit and dark fiber solutions for 600+ school districts.

### Consultation

We take the time to carefully consider all your needs and deliver a solution that meets your business requirements and opens up new opportunities.

### Service

We have locally based service teams who are available to you whenever you need them. And with our around-the-clock Network Operations Center, you can be sure your network will always be in good hands.

### Stability

We are the last owner of our networks, and an S&P 500 company with a history of building and operating infrastructure around the country.

## By the numbers

# 64%

of K-12 IT leaders say privacy and security are increasingly important<sup>1</sup>.

# 99%

of US classrooms will have robust broadband and wi-fi in 4-5 years<sup>1</sup>.

# \$3.9 billion

dedicated to E-rate funding annually<sup>2</sup>.

<sup>1</sup> Cisco, COSN 2016  
<sup>2</sup> EdTech Magazine, 2016

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We have had exactly zero seconds of downtime since we switched to our new network. I don’t know why every school district in and around San Antonio is not already using Crown Castle.

**MYRNA MARTINEZ**

Director of Information Services, Harlandale Independent School District



Crown Castle owns, operates and leases more than 40,000 cell towers and approximately 80,000 route miles of fiber supporting small cells and fiber solutions across every major US market. This nationwide portfolio of communications infrastructure connects cities and communities to essential data, technology and wireless service—bringing information, ideas and innovations to the people and businesses that need them.