

New Jersey Digital Readiness for Learning & Assessment Program

The power of cooperative technology purchasing



Piscataway, New Jersey, February 2019

The Educational Services Commission of New Jersey (ESCNJ) and Dellicker Strategies are pleased to release the results of the fourth year of the New Jersey Digital Readiness for Learning and Assessment Program (NJDLAP). Launched in 2014 with the backing of the NJ Department of Education, NJDLAP has become a model of success in cooperative technology purchasing. The initiative has helped hundreds of schools and municipalities save millions of dollars while significantly increasing their Internet access, with dozens more joining the co-op each year.

Equitable Access

One of the main objectives of the NJDLAP co-op is to make high-speed Internet access available to every student in New Jersey. The program is well on its way to achieving that goal.

In the first year of the program, 137 districts signed up for faster and cheaper broadband access through the NJDLAP program, a promising start for the cooperative. By the end of 2018, **265 districts** were using the program, more than **45% of all school districts in NJ**.

In addition, **37 public charter schools, non-public schools and educational non-profits** have taken advantage of the program. Participants are from every county in the state, representing schools big and small, rural and urban, wealthy and poor, from pre-kindergarten to high school.

Altogether, that's **309 educational and government institutions** using the NJDLAP co-op. The contract has helped thousands of citizens get better government services and **benefited more than 600,000 students** by delivering world-class Internet access to classrooms across NJ.

Better Infrastructure

Before the NJDLAP program began, more than 17% of participating schools were still struggling with copper lines to connect to the Internet. Today, **98% of districts are on fiber**.

By bundling the demand for advanced telecom services, the ESCNJ co-op helps local telecom providers make more productive investments in the New Jersey economy, which benefits businesses, hospitals and individual citizens, as well as schools and government organizations.

The NJDRLAP co-op is on-track to facilitate **\$105 million in telecom contracts** for the shared benefit of our public sector members, approved service providers and New Jersey citizens.

Faster Speeds

The NJDRLAP program has significantly enhanced the availability of high-speed Internet access to K-12 schools. Before the program began, the average Internet connection for participating districts was 348 Megabits per second (Mbps). Today, districts are buying more than twice that amount- 886 Mbps apiece. That's **2.5 times more Internet per district**- a 155% increase!

Besides faster Internet access, co-op members are using the NJDRLAP contract to connect multiple campus locations and government buildings together for super-fast information exchange. NJDRLAP is delivering fiber-optic circuits of at least 100 Mbps each to 423 additional schools and municipalities, with an **average bandwidth of 1.1 Gigabits per second** (Gbps). These co-op circuits are meeting the "need-for-speed" for schools and municipalities statewide.

Lower Costs

The ESCNJ works hard to deliver the lowest-possible prices to public organizations, and the NJDRLAP program has been successful in reducing technology costs for taxpayers statewide.

As the co-op increased Internet bandwidth to participating districts by an average of 155%, **NJDRLAP decreased the monthly price of Internet to schools by 58%**. On a cost-per-unit basis, **NJDRLAP reduced the average price per Mbps for Internet by 88%**. Before NJDRLAP, schools paid an average of \$26.17 per Mbps for Internet access. Today they pay just \$3.05.

Bottom Line

NJDRLAP co-op contracts for high-speed Internet access and advanced telecom services are servicing **723 education and government facilities** with world-class technology. If these organizations had to pay pre-NJDRLAP prices for their current levels of service, they would have needed to make very difficult decisions: buy less Internet, cut spending elsewhere or raise taxes. Fortunately, the ESCNJ offers a better alternative: buy more for less with the NJDRLAP co-op.

The ESCNJ estimates that **NJDRLAP will save \$260 million for its members** in reduced costs per Mbps for Internet access through the first five years of the program. That's more than \$50 million annually, **enough money to keep 500 teachers in New Jersey classrooms**.

What's Next?

The ESCNJ and Dellicker Strategies are continually working to improve the NJDRLAP program. Beginning in 2019, schools and municipalities can access a new co-op contract that includes cable modems, fiber-to-the-home services and other affordable means of Internet access. Later in 2019, we intend to upgrade co-op contracts for dedicated Internet and high-speed telecom. This will ensure that NJDRLAP continues to offer the best pricing for the most relevant services.

Purchasing from the NJDRLAP co-op contract is easier than ever. Visit the ESCNJ's new member's website (<https://www.escnj.us/members>) and select "Telecommunications" from the drop-down menu to access all the NJDRLAP contracts. NJDRLAP-approved vendors also can work with schools and municipalities to sign up for service. Or, you may get in touch with a representative from the ESCNJ or Dellicker Strategies using the contact information below.

Contact Information

Patrick M Moran
Business Administrator/Board Secretary
Educational Services Commission of NJ
pmoran@escnj.us
732-777-9848; Ext. 3120

Kevin Dellicker
President
Dellicker Strategies, LLC
kevin@dellicker.com
484-788-1221

About Us

The Educational Services Commission of New Jersey | Leading the Way in Shared Services

The Educational Services Commission of New Jersey operates the most trusted and most comprehensive cooperative purchasing consortium in the state (NJ State-Approved Co-op #65MCECCPS). **Every NJDRLAP purchase is an investment in NJ kids.** Visit: www.escnj.us



Dellicker Strategies is the consultant to the NJDRLAP program and an approved co-op provider (RFP 18/19-18). The company delivers Internet and technology consulting services with a 10% discount for co-op members. Dellicker specializes in helping public organizations **upgrade their technology infrastructure, improve their cybersecurity posture and manage complex technology programming.** The company is veteran-owned with 14 years of experience serving more than 3,000 schools and municipalities. Visit: <https://www.dellicker.com/nj-co-op2.html>