

TFG PARTNER SOLUTIONS SHOUT OUT



Vertical: K-12 Date Won: 01/15/2023	Partner: Premier Wireless GAM: Paola Salamanca
Products/Solutions: ConnectED Bus Number of Units: 250 Buses Region/Area: Alvin, TX	Gov Sr. Manager: Lorenzo Villarreal Gov Director: Peter Vargas Partner Manager: Michelle Santo Partner Director: Paul Spencer

About the WIN:

The Bus Wi-Fi initiative stems from Alvin ISD’s long-time partnership with Premier Wireless and T-Mobile, its recognition of a connectivity gap, and its commitment to closing it. Alvin ISD students can spend several hours a day commuting to and from school, sporting events, or other activities, yet they still have homework and studying to do when they get home. Because of this, students frequently don’t complete their work or end up sleep-deprived and tired at school, putting their grades at risk. Alvin ISD wanted to change this. By leveraging ECF funding, they can now provide their students with the ability to use their time on the bus to study, research, and do homework so they can get more rest at home and be more productive the next day at school. School administrators also saw this as a cost-effective way to extend learning time and to provide internet access to students with limited or no connectivity at home.

Partner Value: Premier Wireless began speaking with Alvin ISD about its ConnectED Bus solution early in the pandemic. A differentiator was Premier’s ability to offer a complete and cost-effective solution. Another differentiator was Alvin ISD’s existing partnership with both Premier and T-Mobile. In addition, Premier was able to leverage its technical expertise to smoothly integrate the bus Wi-Fi into Alvin ISD’s existing school network platform utilizing the district’s IP security protocols. Premier will also be able to integrate solutions into the district’s cameras and other existing technology and networks. Premier provided 250 Pepwave BR1 Pro Modem/Routers and is providing ongoing support.

GAM Value: Paola Salamanca partnered with Premier to understand Alvin ISD’s needs. She presented the value and benefits of T-Mobile’s 5G network. She helped facilitate the utilization of ECF funding to pay for the long-term, sustainable solution for Alvin ISD. Students needed a way to be connected and productive during their long commutes and make up for the time they may not have connectivity at home, and schools needed a way to monitor safety at all times on their buses. Paola worked closely with Premier to deliver a complete solution to win the deal.

