



DELAWARE STATE UNIVERSITY

OFFICE OF CONTRACTS AND DATA ADMINISTRATION

September 18, 2017

Mr. Terry Cummings, Director of Sales
Lighttower Fiber Networks (Fiber Technologies Network LLC)
80 Central Street
Boxborough, MA 01719

Email: TCummings@lighttower.com
Ph. 267-252-9828

Subject: Del. State University RFP for Internet Service Provider (ISP) - Contract No. 17-05-15-06

Dear Mr. Cummings,

Thank you for submitting a proposal to the Delaware State University. We are pleased to inform you that your firm has been awarded above listed contract. This award letter is subject to execution of a written contract, Board of Trustees approval (if required), and fulfilling of any other legal/ procedural formalities.

The highly competitive RFP process revealed your institution's good combination of experience and expertise. The Selection Committee felt that your firm was best suited for the University's needs.

On behalf of Delaware State University, we appreciate the hard work that went into preparing your proposal and we look forward to working with you.

Sincerely,

Zafar Chaudhry
Associate Vice President