

Workshop Meeting

Tuesday, October 13, 2026 7:00 PM

District Board Room, 1000 Union Street, Lehighton, PA 18235

1. Opening Exercises	Speaker (s) : Board President
1.1. Call to Order	Speaker (s) : Board President
1.2. Opening Exercises	Speaker (s) : Board President
1.3. Roll Call	Speaker (s) : Board Recording Secretary
1.4. Public Comment	Speaker (s) : Board President
2. Academic Affairs Committee	Speaker (s) : Jason Moser & Gretchen Laviolette
2.1. School Enrichment Journeys	
2.2. SkyCiv Structural Analysis and Simulation	
2.3. Public Comment	Speaker (s) : Board President
3. Policy Committee	Speaker (s) : Jason Moser
3.1. Public Comment	Speaker (s) : Board President
4. Finance Committee	Speaker (s) : Jason Moser & Matthew Lentz
4.1. Donation	
4.2. Bluewave Technology Group	
4.3. Public Comment	Speaker (s) : Board President
5. Athletics Committee	Speaker (s) : Jason Moser & Kyle Spotts
5.1. Candidates for Athletic Coaching/Manager	
5.2. Public Comment	Speaker (s) : Board President
6. Buildings & Grounds Committee	Speaker (s) : Jason Moser & Justin Smith
6.1. Public Comment	Speaker (s) : Board President
7. Personnel Committee	Speaker (s) : Jason Moser
7.1. Candidates for Employment	
7.2. Candidates for Extracurricular Advisor Positions	
7.3. Candidates for the Substitute List	
7.4. Resignations for Retirement	

7.5. Professional Development

7.6. Requests for FMLA Leave

7.7. Public Comment

Speaker (s) : Board
President

8. **Technology Committee**

Speaker (s) : Jason
Moser & Gretchen
Laviolette

8.1. Public Comment

Speaker (s) : Board
President

9. **Safety & Wellness Committee**

Speaker (s) : Jason
Moser, John Orsulak &
Gretchen Laviolette

9.1. Public Comment

Speaker (s) : Board
President

10. **Miscellaneous**

Speaker (s) : Jason
Moser

10.1. Therapy Dog Discussion

11. **Communications**

Speaker (s) : Board
President

11.1. Public Comment

Speaker (s) : Board
President

11.2. Adjournment

Speaker (s) : Board
President



EDM-Finance Collaboration:

Maximizing Operating Expense Savings Through
IT and Telecom Solutions

Agenda

A series of horizontal blue bars of varying lengths, stacked vertically on the left side of the slide.

01 Introduce Bluewave

02 How We Work Within EDM-Finance Contracts

03 Our Capabilities

04 The Process

05 Wrap Up/Questions

Your technology advisory & sourcing partner

Obsessed with client outcomes



National

Clients, Offices & Employees in over a dozen markets

Advisory

Unbiased Expertise with Voice | Cloud & Colo | Security & Managed Services | Network | Telecom

Services

Technology Assessments | Strategic IT Sourcing |
Vendor Management | Ongoing Expense Optimization

Driving

Outcomes aligned with goals

Results

Quantifiable business value

8,500 + Clients depend on us
2,500+ Proposals in 2025



Roots back to 1989
150 Employees & Growing

How We Help

Verticals: Municipalities, Universities, School Districts, Hospitals, and
Commercial & Industrial

Engagement: Telecom Audit, Optimization, and Technology Modernization

Common areas of impact:

- Telecom Expense Management
- Cloud & Connectivity Optimization
- Vendor Negotiation & Cost Reduction
- Quote Out Other Potential Providers
- Lifecycle Support & Strategic Guidance

Areas of Bluewave Expertise & Impact



Our unbiased technology expertise and extensive provider network enables Bluewave to 1) custom-tailor technology solutions aligned to specific operational / technical needs and 2) maximize value creation & savings for organizations.

CYBERSECURITY	VOICE & COLLABORATION	ENTERPRISE NETWORKING	CUSTOMER EXPERIENCE & CONTACT CENTER	CLOUD, COLO & MANAGED SERVICES	MOBILITY & IOT
- Security Assessment, Gap Analysis, and Framework Alignment - MSSP - Mesh Security Architecture Design and Consulting - SIEM & SOC as a Service - Endpoint Protection (EDR/MDR/XDR) - Web Application and Cloud Firewalls (DDoS, CDN, API Protection)	- Voice Transformation Consulting - Unified Communications (UCaaS) - Teams Direct Routing and Operator Connect - Meeting and Conferencing - PSTN Voice, Toll Free, and Long Distance - POTS Replacement	- Global Connectivity - Managed WAN/LAN Networking - SD-WAN, SASE, and Zero Trust Networking - Internet Access - MPLS - Private and Cloud Connectivity	- Cloud Contact Center (CCaaS) - Virtual Agent (Ai) Self-Service Automation Channels - Digital, E-Commerce, Proactive Outbound and Video Solutions - Knowledge Management and Real-Time Agent Assistance - Workforce Optimization - BPO Staffing Services	- Cloud Readiness Assessment - Managed Services - Colocation - Bare Metal - Managed Public/Private/Hybrid Cloud - Managed Applications (VDI, ERP, Database, etc.) - Backup and Disaster Recovery	- Rate Plan Optimization - Wireless Expense Management - Enterprise Mobility Plans - Mobile Device Management (MDM) - Internet of Things (IoT) 4G/5G Fixed Connectivity

Where We Start: Rapid Assessment

- Bluewave will conduct a one-time assessment, providing a detailed view into your client's IT and Telecommunications spend
- Bluewave analyzes Accounts Payable (AP) data, inventories invoiced services and obtains contractual data (if available) to identify potential cost savings opportunities
- Rapid Assessments can be turned around within ~7-10 business days of obtaining client provided data
- Minimal time commitment required from the client, after providing requested data

We don't just focus on telecom savings; we focus on a comprehensive view of your client's current IT landscape, offering quick wins and actionable recommendations for their long-term goals

What We Need:



- ✓ **Telecom Spend by Provider**
- ✓ **12 months AP Data**
- ✓ **Meeting with IT Director**
- ✓ **Most Recent Invoices**

What We Deliver:



- ✓ **Summary of AP Data**
- ✓ **Detailed Inventory of Services**
- ✓ **Summary of Findings**
- ✓ **Recommendations**

What to Expect from the Bluewave Rapid Technology Assessment?



We conduct an in-depth assessment to provide an accurate view of technology spend, identify cost savings opportunities, and map out an optimized technology roadmap.

- ✓ Identify existing services and spend by location (inventory of services & spend)
- ✓ Highlight discovered billing errors, obsolescence, and overspending
- ✓ Research, validate, and determine optimal solutions
- ✓ Attain competitive pricing from multiple alternative providers to maximize savings
- ✓ Assist in eliminating redundant services and contracts
- ✓ Provide a detailed Summary of Findings Report
- ✓ Provide TCO, ROI and Savings Analysis
- ✓ Develop implementation plan to ensure expected savings is realized
- ✓ Stay engaged long-term as an escalation point with providers and to ensure desired outcomes are realized

Estimated IT Savings With Bluewave Rapid Assessment:

Municipalities: 30-35%

Universities: 20-30%

Schools (K-12): 20-25%

Healthcare: 25-35%

Sample Rapid Assessment



Requirement: TTM of vendor / payment information (AP File) and the below was completed within five (5) business days as directional summary of potential value creation.

Area	Vendor	Monthly Spend*	Levers	Total Monthly Spend	Typical Savings*
Connectivity	Crown Castle Granite Comcast Megaport Verizon Business ATT	\$60,000 \$60,000 \$40,000 \$13,000 \$18,000 \$5,000	- Cancel unneeded services - Sourcing / negotiation - Solution design (next gen network)	\$200,000 MRC	15% to 30% (\$28,000 to \$56,000)
Voice/Conference	Zoom ComTec D&S Comm	\$10,000 \$24,000 \$2,000	- Transformational voice strategy (what is current phone system) - Consolidation / standardization of product set	\$35,000+ MRC	20% to 35% (\$7,000 to \$12,000)
Cloud	AWS Microsoft	\$1,000,000 \$1,000,000	- Invoice audit & usage design - Cancellation of unneeded services	\$2,000,000+ MRC	5% to 8% (\$100,000 to \$160,000)
ProServices	Tangoe ROI Presidio NTT Worldcom	\$22,000 \$7,500 \$41,000 \$30,000 \$30,000	- Consolidation of services - Sourcing / negotiation - Cancellation / management of fees	\$130,000 MRC	5% to 20% (\$7,000 to \$26,000)
Security	Guidepoint Hitrust Barracuda	\$125,000 \$5,000 \$2,500	- Optimization - Strategic roadmapping	\$130,000 MRC	5% to 20% (\$7,000 to \$26,000)
Wireless	ATT Mobility VZ Wireless	\$100,000 \$15,000	- Optimization - Contract negotiation	\$115,000 MRC	20% to 35% (\$23,000 to \$40,000)
Other	TBD (Tiger, PC Connection)		- Sourcing - Demand management	\$TBD MRC	TBD

Total Monthly Impact
\$150,000 to \$250,000
 [pending affectable spend]

**Assumptions: Savings based on historical engagement successes; dependent on contract end dates (ability to source if warranted)*

Early-Stage Assessment

Case Study: Municipality (CO)



Population: 4,500 / Region: West / State: CO / ESCO Collaboration

Project Outcomes: \$111,363 savings annually (32%) / \$556,818 OPEX savings over 5 yrs / \$1,096,931 OPEX savings over 10 yrs

CURRENT					PROPOSED				
Type	Quantity	Carrier	Term	Cost	Type	Quantity	Carrier	Term	Cost
1000 Water Treatment Plant Rd					1000 Water Treatment Plant Rd				
50MB Fiber Internet	1	Lumen	TBD	\$1,145.00	50MB Fiber Internet	1	Granite/lumen	60MTH	\$380.00
606 Manitou Ave					606 Manitou Ave				
Verizon Wireless	50	Verizon	See Granite	\$2,025.49	Phase 1	50	Granite/Verizon	60MTH	\$1,440.50
	58	Verizon	See Granite	\$2,350.84	Phase 2	58	Granite/Verizon	60MTH	\$1,804.14
Managed IT Support Flair & Rain Tech					Managed IT Flair & NTIVA				
Work Stations	161	Rtech	MTM	\$19,183.13	Managed Services + MS Licensing	87	Ntiva	36MTH	\$10,758.21
Private Cloud Hosted Servers	9	Rtech	MTM	\$1,329.57	MS Azure Hosted Servers	9	Ntiva	1 Year	\$3,080.00
Network Support	1	Flair	MTM	\$650.25	Network Support	1	Flair	MTM	\$650.25
Cisco Phone System	75	Flair	TBD	\$1,773.15	Hosted Cloud Phones	63	GoTo	60MTH	\$1,134.00
FD Emergency Siren	1	Centurylink/Lumen	TBD	\$56.32	POTS Replacement	1	Granite	60MTH	\$39.00
1 Business Line 719-685-3629	1	Centurylink/Lumen	TBD	\$66.70	POTS Replacement	1	Granite	60MTH	\$39.00
Broadband 500MB X 100MB	1	Comcast	1/1/2026	\$234.89	Broadband 500MB X 100MB	1	Comcast	1/1/2026	\$234.89
202 Manitou Ave					202 Manitou Ave				
Broadband 5Mb X 896K Static IP	1	Centurylink/Lumen	None	\$99.95	Broadband 1MB X 1000K 1 Static IP	1	CenturyLink	12MTH	\$75.00
101 Banks PL Unit HMOFC					101 Banks PL Unit HMOFC				
Broadband 250MB X 25MB	1	Comcast	1/1/2026	\$144.89	Broadband 250MB X 25MB	1	Comcast	1/1/2026	\$144.89
				\$					\$
				29,060.18					Total
									\$19,779.88

Monthly Savings	\$9,280.30
Yearly Savings	\$111,363.60
5 Years Savings	\$556,818.00
Percent:	32.0%

Monthly Savings	\$9,280.30
Yearly Savings	\$108,022.70
Estimated 10 Year Savings	\$1,096,931.46
Percent:	32.0%

General

IGA Stage Detail
Assessment

Assessment Results & Drivers of Savings



Customer Type	State	Pre-Assessment Monthly IT Spend	Post-Assessment Monthly IT Spend	Annualized Savings	Savings %	10 Year Savings
School System	CA	\$ 12,144	\$ 8,872	\$ 39,264	27%	\$ 196,320
Municipality	CO	\$ 29,060	\$ 19,779	\$ 111,372	32%	\$ 556,860
School System	CO	\$ 11,837	\$ 6,514	\$ 63,876	45%	\$ 319,380
Municipality	GA	\$ 125,495	\$ 67,703	\$ 693,504	46%	\$ 3,467,520
School System	KY	\$ 36,091	\$ 20,355	\$ 188,832	44%	\$ 944,160
Hospital	KY	\$ 16,771	\$ 6,141	\$ 127,560	63%	\$ 637,800
School System	GA	\$ 15,630	\$ 13,697	\$ 23,196	12%	\$ 115,980
Municipality	AR	\$ 8,377	\$ 5,820	\$ 30,684	31%	\$ 153,420
Hospital	KY	\$ 68,066	\$ 53,312	\$ 177,048	22%	\$ 885,240
School System	KY	\$ 6,546	\$ 4,510	\$ 24,432	31%	\$ 122,160
Hospital	KY	\$ 73,067	\$ 50,872	\$ 266,340	30%	\$ 1,331,700
University	IL	\$ 43,684	\$ 33,331	\$ 124,236	24%	\$ 621,180
School System	WV	\$ 15,398	\$ 14,837	\$ 6,732	4%	\$ 33,660
School System	KY	\$ 6,546	\$ 4,509	\$ 24,444	31%	\$ 122,220
Hospital	GA	\$ 10,553	\$ 5,664	\$ 58,668	46%	\$ 293,340
School System	KY	\$ 5,054	\$ 1,680	\$ 40,488	67%	\$ 202,440
School System	GA	\$ 7,089	\$ 4,440	\$ 31,788	37%	\$ 158,940
Avg MUSH Rapid Assessment Results		\$ 28,906	\$ 18,943	\$ 119,557	34%	\$ 1,195,567

Limited IT Resources & Expertise

- Hiring and retaining IT stakeholders is a big challenge for MUSH market organizations

Aging IT Infrastructure Becoming Increasing Costly to Maintain

- Aging IT infrastructure is a challenge for organizations to maintain and costly.

Shifting Priorities and New Pressures (Cyber & AI initiatives are consuming available IT budget)

- The risks of cyber security and the opportunities of AI are consuming available budgets.

Technology Innovation Placing Downward Pressure on Overall Tech Cost

- The pace of innovation across the technology stack is placing downward pressure on technology costs. This enables organizations to harness large cost savings.

Common Collaboration Questions & Client Responsibilities



1) What is required from the Client to conduct a Technology Assessment? **Bluewave needs the following information to proceed with a complete assessment:**

- One month of recent invoices - **Required**
- Signed Letters of Authorization (LOAs) - **Required**
- Billing portal logins from vendors – If available
- Contracts, service orders and amendments - If available
- List of vendor account management contacts - If available
- List of locations - If available
- Network, IT infrastructure and voice diagrams - If available

2) Is there a cost to when partnering with Bluewave to identify and implement IT savings? **No, the assessment is of no cost to EDM-Finance or the end-client.**

3) Does the client keep all the savings identified? **Yes. Bluewave DOES NOT take a percentage of the total savings. This enables EDM-Finance to maximize the financial impact IT savings can have on the overall budget.**

Bluewave 



NON-DISCLOSURE AGREEMENT

THIS NON-DISCLOSURE AGREEMENT (this “**Agreement**”) is entered into as of October ____th, 2026 (the “**Effective Date**”), by and between BLUEWAVE TECHNOLOGY GROUP, LLC, a Delaware limited liability company (“**Bluewave**”) with address for notices at 1046 Calle Recodo, Unit J, San Clemente, CA 92673 and Lehigh Area School District with address for notices at 1000 Union Street, Lehigh, PA 18235 (the “**Company**”), to protect the confidentiality of non-public information of each party (“**Discloser**”) that may be disclosed to the other party (“**Recipient**”) by the Discloser or its representatives before or during the term of this Agreement which is intended solely for use in evaluating or pursuing a possible business relationship between the parties (the “**Permitted Use**”).

1. As used herein, “**Confidential Information**” will mean any and all technical and non-technical information provided by the Discloser to the Recipient, in any form and by any means, for so long as the information holds value, as reasonably determined by Discloser, by virtue of remaining confidential. As a non-exhaustive list of examples, Confidential Information includes information regarding a party’s business plans, product and services information (technical, intellectual property related, research, the results of product testing, plans for developments, developments, inventions, processes, secret methods, projects, prototypes, designs, drawings, engineering, formulae, markets, software, hardware configuration, computer programs, algorithms), internal cost data, the terms of contracts with employees, potential or current agreements with third parties or the Recipient, customers, vendor lists, marketing, finances, information tending to embarrass Discloser or tending to tarnish its reputation or brand or all of the other information that the Recipient knew, or reasonably should have known, was the Confidential Information of the Discloser.

2. Subject to Sections 3 and 4, the Recipient agrees that at all times and notwithstanding any termination or expiration of this Agreement it will hold in strict confidence and not disclose to any third party any Confidential Information, except as approved in writing by the Discloser, and will use the Confidential Information for no purpose other than the Permitted Use. The Recipient will also protect the secrecy of and avoid disclosure or use of such Confidential Information with at least the same degree of care that the Recipient uses to protect its own Confidential Information, but in no case, less than reasonable care. The Recipient will limit access to the Confidential Information to only those of its employees or authorized representatives having a need to know and who have signed confidentiality agreements containing, or are otherwise bound by, confidentiality obligations at least as restrictive as those contained herein and Recipient shall ensure such parties adhere to such confidentiality obligations. The Recipient will be liable and responsible for any breach of this Agreement by any of its employees or authorized representatives and for any other action or conduct on the part of any of its employees or authorized representatives that is inconsistent with any provision of this Agreement.

3. The Recipient will not have any obligations under this Agreement with respect to a specific portion of the Confidential Information if the Recipient can demonstrate with competent evidence that such Confidential Information: (i) was in the public domain at the time it was disclosed to the Recipient by Discloser through no fault of Recipient; (ii) entered the public domain subsequent to the time it was disclosed to the Recipient, through no fault of the Recipient or any of its employees or representatives; (iii) was in the Recipient’s possession free of any obligation of confidence at the time it was disclosed to the Recipient as evidenced by records in existence at the time of disclosure; or (iv) can be shown by Recipient to have been developed by employees or agents of Recipient independently of and without use of, or reference to, any Confidential Information of Discloser.

4. Notwithstanding the above, the Recipient may disclose certain Confidential Information, without violating the obligations of this Agreement, to the extent such disclosure is required by a valid order of a court or other governmental body having jurisdiction, *provided that* the Recipient provides the Discloser with reasonable prior written notice of such disclosure and makes a reasonable effort to obtain, or to assist the Discloser in obtaining, a protective order preventing or limiting the disclosure and/or requiring that the Confidential Information so disclosed be used only for the purposes for which the law or regulation required, or for which the order was issued.

5. The Recipient will immediately notify the Discloser in the event of any loss or unauthorized disclosure of any Confidential Information.

6. Upon termination or expiration of this Agreement, or upon written request of the Discloser, the Recipient will promptly return to or destroy at the Discloser's option all documents and other tangible materials representing or embodying any Confidential Information and all copies thereof. Recipient shall provide written affidavit of destruction if requested by Discloser.

7. The Discloser is not required to disclose any Confidential Information. *The Discloser makes no representations or warranties regarding any information disclosed by it, and the Discloser disclaims, to the maximum extent enforceable by law, any representations and warranties that would otherwise be implied.* There are no licenses by implication granted under this Agreement and no licenses under any intellectual property rights or other proprietary rights are granted or conveyed by Discloser pursuant to this Agreement. Confidential Information is and shall remain the sole property of the Discloser. Recipient will not copy, alter, modify, disassemble, reverse engineer or decompile any of Discloser's Confidential Information without Discloser's prior written consent.

8. Confidential Information will not be reproduced in any form except as required to accomplish the intent of this Agreement. Any reproduction of any Confidential Information will remain the property of the Discloser and will contain any and all confidential or proprietary notices or legends that appear on the original, unless otherwise authorized in writing by the Discloser.

9. This Agreement will terminate three (3) years after the Effective Date, or may be terminated by the Discloser at any time upon thirty (30) days written notice to the Recipient. The Recipient's obligations under this Agreement will survive any termination of this Agreement and will be binding upon the Recipient's heirs, successors, and assigns. The Recipient's obligations with respect to all Confidential Information will terminate only pursuant to Section 3.

10. This Agreement and any action related thereto will be governed, controlled, interpreted, and defined by and under the laws of the State of Delaware, without giving effect to any conflicts of laws principles that require the application of the law of a different state. Any disputes under this Agreement may be brought in the state courts and the Federal courts located in the State of Delaware, and the parties hereby consent to the personal jurisdiction and exclusive venue of these courts. This Agreement may not be amended except by a writing signed by both parties.

11. The Recipient hereby agrees that its obligations set forth in this Agreement are necessary and reasonable in order to protect the Discloser and its business. The Recipient expressly agrees that due to the unique nature of the Discloser's Confidential Information, any breach of this Agreement by the Recipient will cause irreparable damage to the Discloser for which recovery of damages would be inadequate. Accordingly, the Recipient agrees that the Discloser will be entitled (a) to obtain timely injunctive relief under this Agreement, (b) to be indemnified by the Recipient for any loss or harm, including, but not limited to attorneys' fees, arising out of or in connection with any breach of the Recipient's obligations under this Agreement, (c) to obtain such further relief as may be granted by a court of competent jurisdiction.

12. The Recipient will not assign or transfer any rights or obligations under this Agreement without the prior written consent of the Discloser and any attempted assignment, subcontract, delegation, or transfer in violation of the foregoing will be null and void.

13. The Recipient, without the prior consent of the Discloser, shall not disclose to any other person the fact that Confidential Information of the Discloser has been and/or may be disclosed under this Agreement, that discussions are taking place between the Discloser and Recipient, or any of the terms, conditions, status or other facts with respect thereto, except as required by law and then only with prior notice as soon as possible to the Discloser.

14. Pursuant to the Defend Trade Secrets Act of 2016, if Recipient is an individual, Recipient acknowledges that he/she shall not have criminal or civil liability under any Federal or State trade secret law for the disclosure of a trade secret that (a) is made (i) in confidence to a Federal, State, or local government official, either directly or indirectly, or to an attorney and (ii) solely for the purpose of reporting or investigating a suspected violation of law; or (b) is made in a complaint or other document filed in a lawsuit or other proceeding, if such filing is made under seal. In addition, if Recipient files a lawsuit for retaliation by the Discloser for reporting a suspected violation of law, Recipient may disclose the trade secret to Recipient's attorney and may use the trade secret information in the court proceeding, if Recipient (A) files any document containing the trade secret under seal, and (B) does not disclose the trade secret, except pursuant to court order.

15. If any provision of this Agreement is unenforceable, the Parties intend for that provision to be interpreted in the manner that most closely reflects the Parties' original intent while rendering it enforceable, and all other provisions of the Agreement will remain unaffected. No waiver of a Party's duties under this Agreement will be enforceable unless written on paper and signed by the waiving Party. This Agreement may not be modified except by a mutually signed amendment on paper. Nothing in this Agreement creates or shall be deemed to create any employment, joint venture, or agency between the parties. All notices given under this Agreement must be made in writing, on paper, and sent to the applicable Party's address above. This document includes the entire agreement between the Parties with regard to the subject matter it addresses, and it supersedes any prior agreements regarding the same subject matter.

[Signature Page Follows]

IN WITNESS WHEREOF, the parties have caused this Non-Disclosure Agreement to be executed as of the Effective Date.

BLUEWAVE TECHNOLOGY GROUP, LLC,	Lehighton Area School District
By: _____	By: _____
Name: Seth Penland	Name: Jason Moser
Title: CEO	Title: Superintendent