



November 7, 2012

Jeff Mao
Learning Technology Policy Director
Maine DOE
23 State House Station
Augusta, Maine 04333

Dear Mr. Mao,

Microsoft is deeply committed to helping bring about meaningful transformation within the US education environment. Our focus for education is simple: improved student success through the strategic application of technology. Our goal is to better prepare students for today's highly competitive work force through the delivery of personalized and relevant learning experiences that extend over a lifetime; next-generation teaching models; and highly efficient and effective technology infrastructures.

Microsoft's support of Maine's education initiatives will be crafted with these goals in mind. Through the use of OEM hardware and services, Microsoft software and services, and by leveraging Microsoft's Shape the Future program for K-12 education, we can help Maine and other states with their own similar initiatives.

Microsoft, after review and approval of each independent state proposal, will issue a Letter of Eligibility (LOE) similar to the LOE issued for the State of Maine #2 initiative (attached) provided other Departments of Education who choose to leverage the NASPO Cooperative Contracts program meet the minimum threshold for approval:

- K-12 educational institution
- K-12 student ownership of the device (note: other ownership restrictions may apply)
- A minimum of 10,000 devices purchased within 12 months from the date of the LOE
- A minimum of 50% government funding for the device in the form of a direct financial contribution on behalf of the government and applied to the device

We are eager to determine where our company, with our breadth and depth of resources, can assist Maine in meeting its goals for education transformation and increasing opportunities for its' children and communities. Whether through world class software and solutions or programs designed exclusively for education, we are excited about the possibilities and committed to working with education stakeholders across the state to increase student success.

Sincerely,

A handwritten signature in black ink, appearing to read "Andrew Ko".

Andrew Ko
General Manager, US Partners in Learning