

LUMEN<sup>®</sup>

# Simplifying Procurement for Public Sector Innovation

Powering the future  
of state, local and  
education IT.



# Powering the Future of State, Local and Education IT

State, local and education (SLED) agencies operate in an environment where technology needs are rapidly evolving, yet procurement processes often remain complex and time-consuming. Whether it's modernizing critical infrastructure, improving cybersecurity or expanding broadband access, agencies require flexible, scalable and cost-effective IT solutions.

Lumen Technologies is a proven partner for SLED agencies, delivering high-performance networking, cloud and security solutions through streamlined procurement vehicles. By leveraging the Lumen nationwide fiber network, advanced edge computing capabilities and comprehensive cybersecurity services, agencies can enhance operational efficiency while maintaining compliance with state and federal regulations.



“High-capacity fiber infrastructure is crucial for national security. The AI and Machine Learning used in predictive analytics and real-time threat detection needs robust, ultra-low latency, high-speed connectivity. Without it, our ability to protect and respond effectively to keep our nation and citizens safe is compromised.”

-Dave Ward, Executive VP of Technology and Chief Product Officer

**95% of state and local government leaders recognize the importance of investing in at least one emerging technology to modernize their agency.<sup>1</sup>**



Navigating procurement processes can be a significant challenge for state and local governments, school districts and higher education institutions.

Lumen holds prime contractor status on a variety of cooperative purchasing agreements and SLED-specific contract vehicles, reducing procurement complexity while ensuring agencies can more quickly access the latest technology solutions at competitive pricing.

# Procurement made simple

## Key SLED contract vehicles



- **NASPO ValuePoint** – A leading cooperative purchasing program that enables state and local governments to procure IT solutions, cybersecurity services and advanced networking technologies efficiently.
- **E-Rate** – Designed to provide affordable, high-speed internet, network security and cloud-based services to K-12 schools and libraries, supporting digital learning environments.
- **Omnia Partners & Sourcewell** – Cooperative purchasing networks that provide agencies with direct access to the full suite of Lumen IT and networking services, eliminating the need for lengthy procurement cycles.
- **State-specific contracts** – Lumen holds 140+ direct contract agreements with states, allowing for faster and more efficient acquisition of technology solutions tailored to government and education needs.

“Creating integration platforms and modern architectures can support digital government, reduce IT effort and help address technical debt.”

- Dave Lovelace, National Director of SLED Strategy



# Lumen solutions for government & education

Lumen provides cutting-edge solutions to help SLED agencies modernize IT infrastructure, improve service delivery and enhance security that include:

## Next-Generation Networking

Secure, high-performance fiber-based connectivity, LAN, NaaS, IPVPN and SD-WAN solutions to support government and education institutions.

## Cloud & Edge Computing

Scalable compute and storage solutions that help agencies optimize operations, reduce costs and improve data management.

## Cybersecurity & Zero Trust

Advanced threat protection, identity management and compliance-ready security services to safeguard critical government and education data.

## Unified Communications & Collaboration

Secure voice, video and messaging solutions designed to improve communication and productivity in government offices and classrooms, with comprehensive managed services.

Lumen is committed to empowering state, local and education agencies with the technology solutions they need to serve their communities effectively.

### Did you know?

Legacy systems pose significant barriers to adopting modern data tools in government, with many agencies still dealing with aging infrastructure that does not support real-time data decision-making or AI integration.

# Why Lumen?

Nearly two-thirds of today's IT initiatives fail because they neglect to consider the effort and complexity placed on those who use and maintain them.<sup>2</sup>

That's why Lumen is disrupting the communications services industry with our unique digital networking platform. It brings the cloud experience to networking and cybersecurity on one of the largest, most interconnected networks in the world.

With our digital network infrastructure expertise and built-in security features, we help customers optimize their IT investments to maximize application performance and security. With a long history of partnership with the finance industry, we leverage insights into solutions that are designed, deployed and optimized based on your organization's unique challenges and opportunities.

Lumen will help you ignite business growth by connecting people, data and apps—quickly, securely and effortlessly.

**40%**

**faster apps**

reported by Lumen®  
Networking Solutions  
customers.<sup>3</sup>

**31%**

**fewer attacks**

reported by Lumen®  
DDoS Mitigation  
Service customers.<sup>4</sup>

**297%**

**projected ROI**

over 3 years for  
customers with  
Lumen® DDoS  
Mitigation Service.<sup>4</sup>

**49%**

**more efficient**

security operations  
reported by Lumen®  
SD-WAN customers.<sup>5</sup>

# Get started with Lumen

Contact a Lumen specialist



Schedule a meeting

Our SLED procurement experts are here to help agencies navigate the complexities of government contracting with seamless access to cost-effective mission-critical technology solutions.

For more information, contact [Lumen's SLED Procurement Team](#) or visit our [public sector page](#) today.

<sup>1</sup>EY Americas, *EY US launches Center for Government Modernization*, March 2023.

<sup>2</sup>Foundry, *Navigating Change: IT Transformation Trends in Financial Services and Retail*, March 2024.

<sup>3</sup>IDC, *The Business Value of Lumen IP Solutions*, March 2024.

<sup>4</sup>Forrester, *The Total Economic Impact™ of Lumen DDoS Mitigation Solutions*, April 2023.

<sup>5</sup>IDC, *The Business Value of Lumen SD-WAN*, February 2024.

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