

5H. Consideration of adopting an Agreement between the City of Monticello and Gigabit Squared to provide Professional Services for consulting to the City on Management and Operations of FiberNet Monticello (JO)

A. REFERENCE AND BACKGROUND:

The City Council is asked to consider approving an agreement with Gigabit Squared for providing professional services for consulting to the City on management and operations of FiberNet Monticello. The agreement has both a study and interim service element. This request is in response to the following circumstances.

- Submittal of a 90 day notice of termination of the management services contract from HBC to the City on May 28th. Given the expertise of staff on hand, there are certain aspects of the system that can now be operated independent of a management company. However, there are significant services such as billing and high level technical support that require the expertise of a management company. It is critical that the City move quickly to address this situation. Please note that Gary Evans has been open to continuation of certain necessary services beyond the 90 days.
- Time is of the essence as changes need to be made to improve the financial condition.
 - Opportunities for cost savings and system efficiencies need to be further defined and implemented as soon as possible to close the gap between operating revenues and expenses. Gigabit Square has the expertise necessary to facilitate these changes.
 - Gigabit Squared will be charged with not only managing the system, but working with the City, trustee and bond holders in “resetting” the system based on the economic realities and opportunities today.
- Given the current financial situation, the terms of the Revenue Bond require appointment of a third party telecommunications expert to evaluate the system and its operation. The recommendations and course of action proposed by Gigabit Squared will be evaluated by this independent third party in order to protect the interests of the bondholders and the City. This element reduces the risk of moving forward on the study and an interim management agreement without a time consuming RFP process. The firm recommended by the Trustee for the independent third party review is Meiserow Financial.

A.1. Budget Impact: The first three months of service from Gigabit Squared is proposed at \$20,000 per month including a \$3,000/month stipend for expenses. After the first three months, the focus will shift from study to implementation and system operation. For the first six months of operation, the charge for this service will be set at an amount roughly equal to the current contract with HBC. Please note that compensation past six months will be predicated on the options for moving forward to be selected at that time by Council.

B. ALTERNATIVE ACTIONS:

1. Motion to adopt the proposed Agreement between the City of Monticello and Gigabit Squared to provide Professional Services for consulting to the City on Management and Operations of FiberNet Monticello.
2. Motion directing staff to seek management companies via an RFP process.
3. Motion to table for further review.

C. STAFF RECOMMENDATION:

As requested by its citizens, Monticello has achieved the goal of providing fast and affordable service to the community. The market place has been corrected with the cost for telecommunication services easily 30-40% less in Monticello, and broadband speeds are the envy of the nation. This reduction in costs and resulting savings to the community are far greater than originally anticipated, which a great benefit from an economic development standpoint is. Conversely, the cost to the City necessary to protect this benefit is also greater than expected, which has created a financial issue that needs to be addressed. It is our belief that partnering with Gigabit Squared in the short and potentially longer term, combined with the efforts of the trustee, will enable the City to address the financial situation and thus preserve the system and associated choice in the market place.

D. SUPPORTING DATA:

Proposed Draft Agreement between the City and Gigabit Squared
Gigabit Squared Corporate Information
Copies of slides about Gigabit Squared

AGREEMENT FOR PROFESSIONAL SERVICES

THIS AGREEMENT is made on the ____ day of _____, 2012, between the **City of Monticello, Minnesota** (“City”), whose business address is 505 Walnut Avenue, Monticello MN 55362 and **Gigabit Squared, LLC** (“Contractor”) whose business address is 2611 Fairmount Boulevard, Cleveland Heights, Ohio 44106.

THE CITY AND CONTRACTOR AGREE AS FOLLOWS:

1. Contractor’s Services. The Contractor agrees to provide professional services for consulting to the City on management and operations of FiberNet Monticello, a city owned telecommunications utility, as needed by the City and at the direction of the City Administrator. Time frames for tasks will be agreed to by both parties and revised weekly or as needed. Reasonable extensions for completion shall be provided. Examples: Task priority change, City adds additional task(s), task requires another agency, elected official(s), or other task related participation where scheduling time is not under the Contractor’s control. Other reasonable may include but not limited to: illness, injury, meeting attendance, Contractor availability, etc.
 - a. Strategic Options for disposition of Fibernet – including resetting business model. This includes evaluating the various services offered (and modifying or eliminating some) and outsourcing certain services - with the financial impact of all options
 - b. Evaluation of personnel, procedures, services (channel lineup, phone features, etc) and the financial impact of proposed changes.
 - c. Changes to implement for cost savings and efficiencies including customer service, outside plant, headend equipment and all resources required to deliver Fibernet services
 - d. Evaluation of various additional services that FiberNet could provide to both city residents and outside its footprint including required additional investment and how Gigabit squared can aid in acquiring such funds.
 - e. Results of customer survey, market analysis, and competitive analysis of the service area as well as surrounding communities.

2. Term of Agreement. This Agreement shall commence on June 1, 2012 and shall be in effect for ninety (90) days, during which time Gigabit Squared shall provide professional consultation services regarding the management and operations of FiberNet Monticello. At the end of that period of time, the City has the option of retaining Gigabit Squared to manage and operate FiberNet Monticello as Interim Manager in order to implement approved consultant recommendations and manage the system under the same terms and conditions specified in the current HBC contract (attached as an Exhibit hereto). The term of the option, if exercised by the City, shall be for an initial 90 day period. During this period, the parties shall also explore the possible longer term retention of Gigabit Squared as manager of the FiberNet system. If the parties are unable to reach agreement on a longer term

agreement, the interim management agreement will continue in effect for up to an additional 180 days in order for the City select a longer term manager for the system. Both the initial consultancy and the interim management terms are subject to the earlier termination provisions in Paragraph 6 of this Agreement.

3. Compensation for Services. City agrees to pay the Contractor for services at the rate of \$20,000 per month plus actual expenses for travel, food and lodging up to a maximum reimbursement of \$3000 per month. For services less than one month, the above specified rates shall be pro rated 1/30 per day until the date of termination indentified in Paragraph 6. The City will reimburse Contractor for mileage at the current Federal I.R.S. mileage reimbursement rate at the time of claim for automobile travel and other expenses necessarily incurred in the performance of City business, consistent with City expense reimbursement policies and procedures.
4. Method of Payment: The Contractor shall submit to the City, on a monthly basis, itemized bills for professional services performed under this Agreement. Bills submitted shall be paid within 15 days of the submission of the bill and otherwise in the same manner as other claims made to the City.
5. Audit Disclosure. The Contractor shall allow the City or its duly authorized agents reasonable access to such of the Contractor's books and records as are pertinent to all services provided under this Agreement. Subject to state or federal law, any reports, information, data, etc. given to, or prepared or assembled by, the Contractor under this Agreement which the client requests to be kept confidential shall not be made available to any individual or organization without the City's prior written approval. All finished or unfinished documents, data, studies, surveys, drawings, maps, models, photographs, and reports prepared by the Contractor for specific tasks shall be provided to and shall become the property of the City upon termination of this Agreement. Consultant shall be allowed the right to use documents, data, studies, surveys, drawings, maps, models, photographs and reports prepared for the City, provided that such re-use is compliant with the Minnesota Government Data Practices Act. Any unfinished item, or item required to be provided by the Contractor to the City shall be paid as stated in paragraph 3. Contractor retains the property rights of templates, designs, format, models, organizational process, ideas, and theory provided to the City.
6. Termination. This Agreement may be terminated by either party by ninety (90) days written notice delivered to the other party at the address written above. Upon termination the Contractor shall be paid for services rendered and reimbursable expenses until the effective date of termination. If additional work is required to provide content requested in Paragraph 5 the Contractor is entitled to Compensation under Paragraph 3 to perform requested Termination tasks.
7. Subcontractor. The Contractor shall not enter into subcontracts on behalf of the city for services provided under this Agreement except as noted in the scope of services, without the express written consent of the City. The Contractor shall pay any

subcontractor involved in the performance of this Agreement within ten (10) days of the Contractor's receipt of payment by the City for undisputed services provided by the subcontractor. If the Contractor fails within that time to pay the subcontractor any undisputed amount for which the Contractor has received payment by the City, the Contractor shall pay interest to the subcontractor on the unpaid amount at the rate of 1-1/2 percent per month or any part of a month. The minimum monthly interest penalty payment for an unpaid balance of \$100 or more is \$10. For an unpaid balance of less than \$100, the Contractor shall pay the actual interest penalty due to the subcontractor. A subcontractor who prevails in a civil action to collect interest penalties from the Contractor shall be awarded its costs and disbursements, including attorney's fees, incurred in bringing the action.

8. Independent Contractor. At all times and for all purposes herein, the Contractor is an independent contractor and not an employee of the City. No statement herein shall be construed so as to find the Contractor an employee of the City. Consultant shall exercise the same degree of care, skill and diligence in the performance of its services as is ordinarily exercised by members of the profession under similar circumstances. Consultant shall be liable to the fullest extent permitted under applicable law, without limitation, for any injuries, loss, or damages proximately caused by Consultant's breach of this standard of care. Consultant shall put forth reasonable efforts to complete its duties in a timely manner. Consultant shall not be responsible for delays caused by factors beyond its control or that could not be reasonably foreseen at the time of execution of this Agreement. Consultant shall be responsible for costs, delays or damages arising from unreasonable delays in the performance of its duties.
9. Non-Discrimination. During the performance of this contract, the Contractor shall not discriminate against any employee or applicants for employment because of race, color, creed, religion, national origin, sex, sexual orientation, marital status, status with regard to public assistance, disability, or age. The Contractor shall post in places available to employees and applicants for employment, notices setting forth the provisions of this non-discrimination clause and stating that all qualified applicants will receive consideration for employment. The Contractor shall incorporate the foregoing requirements of this paragraph in all of its subcontracts for program work, and will require all of its subcontractors for such work to incorporate such requirements in all subcontracts for program work.
10. Assignment. Neither party shall assign this Agreement nor any interest arising herein, without the written consent of the other party.
11. Indemnification. Contractor agrees to defend, indemnify and hold the City, its officers, and employees harmless from any liability, claims, damages, costs, judgments, or expenses, including reasonable attorney's fees, resulting directly or indirectly from an act or omission of the Contractor, its agents, employees, or subcontractors in the performance of the services provided by this Agreement and

against all losses by reason of the failure of said Contractor fully to perform, in any respect, all obligations under this Agreement until this Agreement is terminated.

12. Insurance.

A. General Liability. During the term of this Agreement, Contractor shall maintain a general liability insurance policy with limits of at least \$2,000,000 for each person, and each occurrence, for both personal injury and property damage. This policy shall name the City as an additional insured for the services provided under this Agreement and shall provide that the Contractor's coverage shall be the primary coverage in the event of a loss. The policy shall also insure the indemnification obligation contained in Paragraph No. 11. The Consultant shall provide the City with evidence of insurance in the form of a certificate from the insurer naming all policies upon execution of this Agreement. All such insurance policies shall contain a provision that they may not be cancelled unless prior written notice thereof is given to the City not less than ten (10) business days prior to such cancellation date.

B. Worker's Compensation. The Contractor shall secure and maintain such insurance as will protect Contractor from claims under the Worker's Compensation Acts and from claims for bodily injury, death, or property damage which may arise from the performance of Contractor's services under this Agreement.

13. Records Access. The Contractor shall provide the City access to any books, documents, papers, and record which are directly pertinent to the specific contract, for the purpose of making audit, examination, excerpts, and transcriptions, for three years after final payments and all other pending matters related to this contract are closed. The three year retention period shall be extended for additional periods if required for City compliance with state or federal auditing or data practices requirements.

14. Data Privacy. Consultant must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to (1) all data provided by the City pursuant to this Agreement, and (2) all data, created, collected, received, stored, used, maintained, or disseminated by the Consultant pursuant to this Agreement. Consultant is subject to all the provisions of the Minnesota Government Data Practices Act, including but not limited to the civil remedies of Minnesota Statutes Section 13.08, as if it were a government entity. In the event Consultant receives a request to release data, Consultant must immediately notify City. City will give Consultant instructions concerning the release of the data to the requesting party before the data is released. Consultant agrees to defend, indemnify, and hold City, its officials, officers, agents, employees, and volunteers harmless from any claims resulting from Consultant's officers', agents', city's, partners', employees', volunteers', assignees' or subcontractors' unlawful disclosure and/or use of protected

data. The terms of this paragraph shall survive the cancellation or termination of this Agreement.

15. Ownership of Documents. All plans, diagrams, analyses, reports, and information generated in connection with performance of the agreement shall become the property of the City. The City may use the information for its purposes. Such use by the City shall not relieve any liability on the part of the Contractor.
16. Governing Law. This Agreement shall be controlled by the laws of the State of Minnesota.

CITY OF MONTICELLO

Attest:

Clint Herbst, Mayor

Jeff O'Neill, City Administrator

GIGABIT SQUARED:

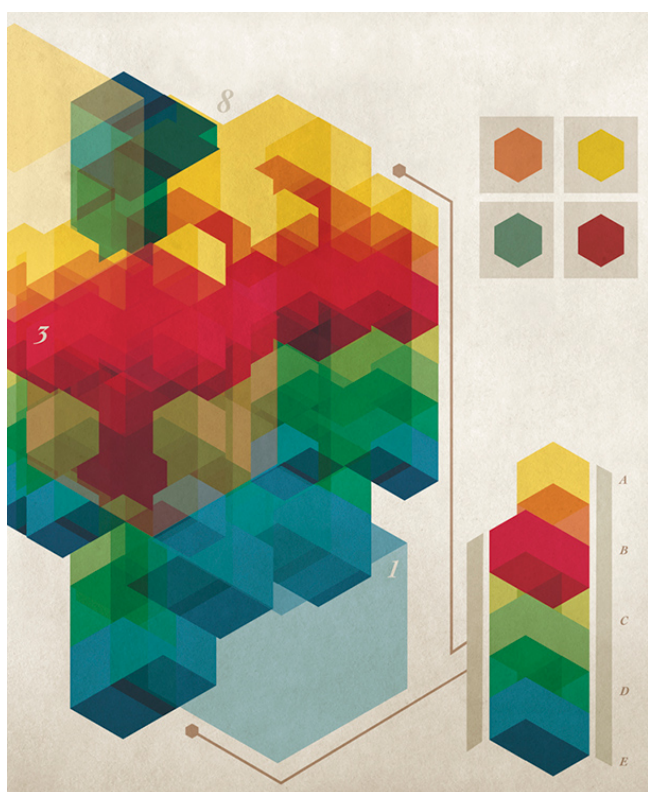
By _____

Its _____



COVER SHEET

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Digital Ecology for the 21st Century
December 2, 2011

**Welcome to the
Sustainable,
Digital Future**

Presented by:

Gigabit Squared

2014 P Street, NW, Suite 200
Washington DC 20036
www.gbps2.com



Gigabit Squared (GBPS²)

Gigabit Squared is an open source digital economic development corporation, helping communities across the globe plan, develop, capitalize, implement and leverage sustainable infrastructure investments for civic and economic transformation. Its core business strategy is built around a simple concept: Public-private partnerships and the investment in large-scale digital infrastructure programs drive remarkable social benefits and economic development returns. Gigabit Squared brings to communities seeking transformative change community and regional assessments, strategic business development, engineering, operational capacity and the financing roadmap to realize ambitious infrastructure plans and projects.

Our sustainable infrastructure capabilities portfolio focuses on four (4) key areas, each of which is an area of significant economic activity and public-private investment:

1. Broadband Programs and Applications
2. Alternative Energy/Smart Energy Grids
3. Community digital utility services
4. Technology Parks and Sustainable Industrial/Residential Real Estate Development

Gigabit Squared's broadband group provides strategies and resources to help implement sustainable next generation broadband programs and applications designed to improve economic growth, vitality and quality of life within a community or a region.

What's behind a name?

$$1 \text{ gigabit squared} = 1.80143985 \times 10^{16} \text{ Bytes}^2$$

As the nation and the world discuss what *could happen* with bigger broadband and *when*, we think there should be no limit to the imagination. Every community and their regional counterparts engaged in creating sustainable digital initiatives; need to find a balance between capacity, capability, affordability and sustainability. The name Gigabit Squared is meant to fuel the imagination and serve as a reminder that there are some basic principles that need to be considered and employed to maximize impact and make digital infrastructure dreams real.

Gigabit Squared focuses on maximizing the sustainable impact and benefits of applied information and communication technology (ICT) infrastructure and smart energy solutions. We work directly with local, regional and national governments, corporations, educational institutions community anchors and institutional investors, as partners using digital innovation to increase the adoption and maximize the impact of large IT-enable infrastructure investments on the local economy. In particular, we help to develop infrastructure with the ultimate goal of driving forward our solid community based platform to create:

- Digital Economic Development
- A New Technology Based Workforce
- Community Engagement
- Cultural and Creative Expression
- Open Leadership



Gigabit Squared: The leadership team at Gigabit Squared has been engineering, building and operating open access, fiber and wireless-based public, non-profit and commercial networks and sustainable and secure IT enabled infrastructure solutions across the globe for decades. Our focus on the impact of business model and service offering, in the logical and physical engineering and design for broadband networks, has led to networks we've designed enjoying such acclaim, longevity, customer adoption and 'fitness-for-purpose.' We design and build commercial grade networks with extraordinary resiliency, reliability and robustness.

Broadband-Facilities-Service

Broadband is an essential component to a community's digital infrastructure. Gigabit Squared helps clients understand, leverage and expand upon existing public and private broadband assets through advanced business models and service offerings, structured investment, quality engineering and design, and operating/customer acquisition strategies that facilitate scaling and economic sustainability. We firmly believe that public, community and private networks should be profit centers, not a cost centers. We work very closely with the network business and operations teams to define business and pricing models that integrate last mile deployment costs (e.g. fiber from core network to customer premise) into the pricing and contract model, to ensure sustainable levels of operating capital and profitability, as well as the ability to make well informed 'lease' vs. 'buy' decisions for last mile connections.

For the public sector, Gigabit Squared works with government agencies that are constructing, upgrading or integrating networks using fiber, wireless and other technologies. Our team provides the business, technical, regulatory and operational expertise required for planning, designing, building and operating broadband networks that deliver 21st Century capacity and capabilities for citizen services, community anchor institutions and economic development activities.

Gigabit Squared's project team provides design, engineering, construction management and business and consulting services for companies, universities, grant recipients and government agencies that are deploying broadband and telecommunications networks. Gigabit Squared's mission is to assist our customers in all aspects of building and owning fiber optic networks. We are advocates of the National Broadband Plan and its overarching goals as well as being impassioned proponents of all that better broadband networks can provide communities and their citizens. That list includes smart grid and energy management systems, ultra-fast broadband networks, telemedicine and tele-health, distance learning and better education for all, e-government, enhanced homeland security, as well as all of the "just over the horizon" improvements in and for our lives that broadband networks enable.

Gigabit Squared's project team has provided design, engineering, consulting and project management services for world class, scalable fiber optic and Fiber to the Home (FTTH) networks for more than 45 city-wide developments, telephone and cable TV providers, power companies and municipalities, representing more than 150,000 homes with high end broadband capabilities.

Gigabit Squared's team has also operated and owned fiber optic and FTTH networks. This operational and ownership experience will reflect well on your project – as we have real world know-how of operating efficiencies gained from years of experience of designing, building and operating our own FTTH networks. We know that every design decision has a cascading impact on all other design components. This experience will bring great value to your FTTH initiative, as we know and understand from our own experience the impact of sound engineering and design, the efficiencies gained from



excellent project and management skills and the efficiencies gained from knowing who the contractors are that will yield excellent results.

For our customers, we are committed to excellence, creativity, professionalism and reliability. We value our reputation above all else, and our spirit of service is conveyed in everything that we do.

Our team has been involved in many projects that fall under the NTIA's BTOP Program. This year, we have provided Program Management and Implementation services for the Virgin Island's Next Generation Network (viNGN). Members of Gigabit Squared/NEO Fiber team were responsible for program management and implementation of viNGN's Public Computer Grant and their Sustainable Adoption Grant, as a subcontractor to Atlantic Engineering Group. This project involved all facets of managing the program, from meeting with schools, libraries, and public housing authority locations to negotiating the terms and conditions of establishing (51) Public Computer Centers, to writing, evaluating and awarding RFPs, to management of renovation and construction activities, to ordering and management of installation of furniture and computers.

Additionally, Gigabit Squared/NEO Fiber's team consulted with several BTOP grant recipients that needed appraisals on their existing rights of way and fiber optic networks to substantiate the value of their in-kind contributions. We are providing consulting and program management services for several other grant recipients, including project and program implementation, design, engineering and construction management, business modeling and consulting services, and negotiations with service and application providers to provide a robust set of products for citizens impacted by these programs.

Our engineering team uses formal design methodologies and IEEE standards in every engagement. We have the ability to use either internal or client owned design and documentation tools (e.g. AutoCAD, Bentley Fiber, OptiFDTD, SpatialNET, OFM-500). Our physical plant expertise runs from legacy copper-based DSL and cable systems up to the latest in fiber optic, power line and microwave deployments. At logical level, we run the gamut from SONET to the latest advances in DWDM, Ethernet and IP services. Our team specifically designs to leverage existing assets and the process of upgrading over time from legacy physical and logical network assets and architectures to the next generation solutions demanded in today's global marketplace and high bandwidth multimedia environment.

Gigabit Squared's core services include, but are not limited to:

- Business/Product Planning
 - Requirements Definition & Needs Analysis
 - Product/Service Planning
 - Voice Over IP (VoIP)
 - Video storage, streaming, two-way interactive, programming
 - Data services including cloud computing, storage, security
 - Financial/Investment Planning
 - Infrastructure/Equipment Maintenance and Obsolescence Planning
 - Total-Cost-of-Ownership (TCO) Analysis for Infrastructure, Equipment and Software

- Community Development
 - Digital Program Identification and Development
 - Civic Engagement and Social Networking Development
 - Digital Workforce Development
 - Stakeholder and Partner Engagement Strategy



- Market Creation and Development
- Community Awareness and Adoption Programs
- Market and Sales Optimization

- Program/Project Funding:
 - Capitalization Planning and Development
 - Development programs to Attract External or Internal Investment
 - Fund-Raising (public/private/investor relations)
 - Development of Community/Stakeholder Investment
 - Public-Private Partnership Formation, Governance, Contracts & Management
 - Grant Development

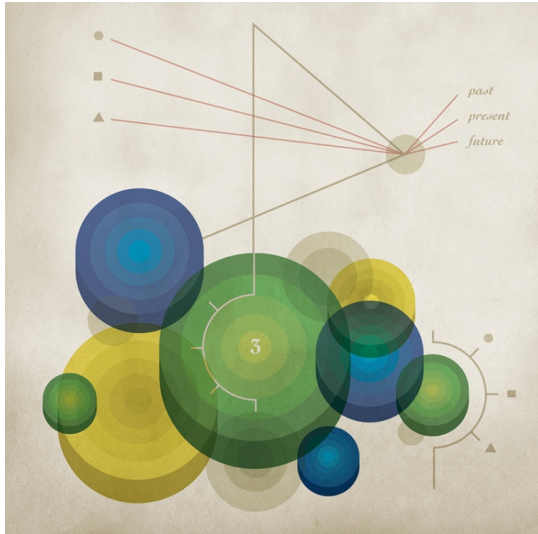
- Network Engineering & Design
 - Carrier-grade Open, Closed and Private Network Solutions
 - Carrier, Data Center and Value Added Provider Service Interconnection
 - Integration of State-of-the-Art and Legacy Assets
 - Legacy to Next Generation Migration Strategies
 - Designs for Redundancy, Resiliency and Reliability (up to 99.999%)
 - Physical and Logical Network Service Designs
 - High Bandwidth Network Designs (e.g., dark fiber, DWDM/CWDM, Ethernet)
 - Wireless (LTE, WiFi, WiMAX, Microwave) Network Design
 - Fiber-to-the-Home (FTTH)/Fiber-to-the-Premise (FTTP) Network Design
 - IP Infrastructure, switching and service architecture
 - Detailed Design Documents, Equipment Standards and Specifications
 - Network Operations Center Design and Network Monitoring Solutions

- Outside Plant
 - Outside Plant Design and Construction Management
 - Route Design Optimization and Walk-Outs
 - Aerial and Underground Design Optimization
 - Tower Site Selection, Specification and Design
 - Pole/Site Engineering and Permit Applications
 - Manage Make Ready/Work Authorization
 - Utility Protection Service Registration
 - GIS Mapping
 - As-built Design Documentation

- Network Implementation & Operational Support Services
 - RFP/Vendor Selection and Management
 - Purchasing and Warehousing
 - Inside Plant Design and Construction
 - Network Upgrades and New Builds
 - Network Standards, Specifications and Testing
 - Field Engineering & Management
 - Standard Operating Procedures & Administration
 - Design Documentation and Benchmarks
 - Fiber and Wireless Facilities Management

WHY

To champion the
Digital Now
and the digital future



Gigabit Squared

Between the people, institutions and businesses, there lies the opportunity to do great things.

Gigabit utilizes experience, technical know-how and a passion for business to align a wide range of priorities, resources and knowledge to enable the potential of communities and, ultimately, the world.

A company whose purpose is to enable, facilitate and sustain digital unity for a broad range of partners:

- Communities
- Businesses
- Institutions
- People

HOW

Nurturing
Relationships
and Resources



You work to create a collaborative environment that fosters connectivity and convergence.

Facilitate a balance between cooperation and competition.

Establish best practices for knowledge and resource sharing.

Develop digital ecology of the future in a sustainable environment.

This is accomplished via a mix of the following:

- Knowledge
- Creativity
- Collaboration
- Versatility
- Vision for the future
- Commitment

WHAT

A balanced Sustainable Digital Ecosystem



What does Gigabit Squared do that potential competitors do not?

- Provides value-added relationships to develop and grow a digital ecosystem.
- Deals in the here and now as well as the sustainable future.
- Offers custom-tailored solutions.
- Develops strategies and tactics; implements them; and nurtures them.

More specifically, Gigabit Squared:

- Manages environments
- Utilizes resources
- Understands how parts of a digital ecosystem work together
- Establishes and maintains a delicate balance

Our Beliefs

- A robust, sustainable digital ecosystem is essential for modern life.
- Communities have to be connected to be successful, thrive and grow.
- Business needs strong communities to be successful.
- Institutions need to be connected to people and to business to be successful.
- People need successful businesses and connected organizations to live and prosper within a community.



Ecosystem of Partners

Gigabit Squared is not in this alone. To create a sustainable digital ecosystem we need partners. We have assembled some of the best in the industry with a vast array of technology, solutions and experience, leading the way into the digital 21st Century. Our partners, bar none are the best at what they do. Every one has the tools we need to help the our communities accelerate the creation of our



gigabit future. As a team we provide a comprehensive suite of services and flexibility to create your digital future now.

Many of our partners have also submitted their own independent responses, so please see their responses for greater detail into their specific offerings. We are extending the portfolio inside our gigabit packages and providing a broader suite of cross platform solutions. As the community service provider we are electing to fund the development and provide a more robust suite of services. We encourage our communities to evaluate all the options and realize that we will help facilitate any or all of the available options offered under this and our partner portfolios.

Gigabit Squared and its partners have designed, built and operated hundreds of national, regional and local fiber/wireless networks around the world. The team brings a wealth of subject matter expertise, practical experience and the ability to develop sustainable business strategies from the ground up. The team also provides the ability to bring together substantial amounts of capital through a combination of resources that include self-financing and access to:

- 1) Partner/vendor financing
- 2) Foundations (e.g., health, energy management, higher education)
- 3) Sovereign and Pension Funds
- 4) Private Investors
- 5) Public/Private Grants
- 6) Stakeholder/Public Private Partnership investments

It is this mixed use of capital that has enabled the team from Gigabit Squared the ability to attract large amounts of investment over the last 15 years to help build community, regional and national networks. Most recently the team has led capital development projects that resulted in either or all of the commitment for, development of and financing of a variety of fiber/wireless network projects, including:

- **\$14.8 Million** Revenue Bond - Medina County, Ohio
- **\$11.8 Million** FCC Rural Health Care Pilot Program (RHCPP) Grant for NEO RHIO, Cleveland, Ohio
- **\$3 Million New Market Tax Credit** – HealthNet, Cleveland Ohio
- **\$120 Million in Project and Grant Funding** - OneCommunity, Cleveland, Ohio, United States
- **\$700 Million in Vendor Financing, Private and Commercial Investments** - ClearData Communications
- **\$200 Million term sheet for select community based broadband network projects (CONFIDENTIAL)**

Our team has been responsible for designing, deploying and operating some of the most advanced fiber/wireless networks in the country. These networks deploy everything from C/DWDM, WDM/PON, GPON, Active Ethernet, and Wireless (MVDDS, 4G Wimax/LTE, WiFi). In a number of these cases selective team members have entered in financial arrangements that facilitated the deployment of these networks and have a vested interest in their on-going operations. In many of these networks the project team members have provided a turnkey services that has included the design, deployment, operations, back office, service delivery, and all management aspects of the network operations. The team has also provided field service, customer activation and customer management services under the terms of their agreements. The combination of expertise and practical experience has helped to develop sustainable business models and leverages the lessons learned on these projects that enables our team to replicate and scale sustainable networks.



Examples of networks either designed, built, operated and supported by the Gigabit Squared Partners include: OneCommunity, Ohio - Florida Rural Broadband Alliance (FRBA), Florida - Holland BPW, Holland Michigan - Telepak Networks, Jackson, Mississippi - Bell South, AT&T St. Joe, Florida, Rockfire at the Lake, Topeka, Kansas - The Town of Lost Rabbit, Jackson, Missouri - Virgin Islands Next Generation Network (viNGN), Virgin Islands - EPB of Chattanooga - LUS (Lafayette Utilities Service) - Illinois Rural Health Network - Rural, Nebraska Health Network - Health Information Exchange Network of Montana - Dayton Power & Light - Orange County Metro Transit - Massachusetts Broadband Initiative - Commonwealth Edison (Exelon)

Our team's most recent FTTH design projects address needs ranging from small self-contained communities of 5,000 to large integrated communities of over 500,000. Some recent examples include:

Medina County, Ohio, United States

Open Access, Vendor Neutral Broadband Network Engineering, Strategic Planning, Capitalization, Construction Management: Gigabit Squared worked with the Medina County Government and Port Authority over a four-year period to plan, capitalize, build and commercialize a county-wide fiber-optic backbone in a rapidly growing county with limited access to high speed broadband due to an aging infrastructure and a lack of Tier 1 providers. Our team worked closely with the County and Port Authority to work through the regulatory and political issues, capitalized the project through U.S. Treasury Bonds and a Department of Commerce grant, designed and oversaw construction on the network. Of key interest was the ability to commercialize the network through a public-private partnership, extending direct services to community anchors and businesses within the County, and turning a County cost center into a revenue-generating profit center.

North East Ohio Regional Health Information Organization, Cleveland, Ohio, United States

Broadband Network Engineering, Capitalization, Build: Gigabit Squared designed, capitalized and built a 500 mile fiber optic network interconnecting all major hospital facilities in a 16 county footprint of NE Ohio. Built a consortium of 26 major urban and rural hospitals and capitalized the program through winning a grant from the FCC Rural Health Care Pilot Program and securing additional funding through the Department of Commerce's New Market Tax Credit Program. Gigabit Squared managed all aspects of planning, engineering, construction and operations for the network, which now services 65% of the health care providers in NE Ohio.

OneCommunity, Cleveland, Ohio, United States

Open Access, Vendor Neutral Broadband Network Engineering, Build Management, Construction Management, Operations, Business Planning: The Gigabit Squared leadership team built this award winning regional non-profit broadband network from the ground up, including strategic planning, business modeling, capitalization, engineering, network build-out and on-going operations. The internationally-acclaimed network provides high speed (up to 100 Gbps) synchronous fiber connectivity to a 27-county area in NE Ohio, interconnecting community anchor institutions (government, hospitals, K-12, higher education) to each other, the National LambdaRail, Internet2, and multiple upstream providers. Routes designed, engineered and deployed include nearly 2000 miles of fiber optic cable.

State of Ohio, United States

Open Access, Vendor Neutral Broadband Engineering, Business Modeling, Strategic Planning, Public-Private Partnership Formation, Capitalization: The Gigabit Squared leadership team was the founding partner of the Ohio Middle Mile Consortium to design, capitalize and build a statewide fiber optic backbone for the State of Ohio, middle mile transport for commercial carriers, and direct synchronous



fiber-optic interconnectivity for thousands of community anchor institutions. Participants (State of Ohio, OneCommunity, Horizon Telecom, Zayo, Consolidated Electric Cooperative, ComNET) shared existing fiber assets for interconnection and coordinated build activities for a \$150 million build-out spanning 88 counties in Ohio. Interconnect and IRU agreements govern the relationships between the public and private parties, guaranteeing seamless voice, video and data transport across the six networks.

State of Colorado, Multi-Use Network

Gigabit Squared's NEO Fiber planners and technicians provided consulting and project management services for the State of Colorado's Multi-Use Network, an aggressive plan to provide ultra-fast broadband facilities to every county seat within the State of Colorado, bridging the digital divide for community anchor institutions, including the hospitals, medical and mental health offices, city government, state government, libraries, schools and higher education institutions.

Urbana-Champaign - UC2B Project

Gigabit Squared and NEO Fiber are working with UC2B in developing sustainable business strategies to monetize, implement and operate its fiber optic network being deployed through use of NTIA grant funding. We are facilitating negotiations for IRU agreements, working with multi-dwelling units, key stakeholders, university staff, the medical community and power utilities to use their enhanced network to facilitate economic development.

Select Core Team Member Biographies

The Gigabit Squared Partners make up a vast array of experience and talent. Our goal with our communities is to assemble a team that develop the right approach and bring in the right team of subject matter experts to design, develop, implement and operate a 21st Century gigabit network and do more than just build infrastructure. We have a team of engineers and practitioners as well as business and content service partners. We realized that we need access to a large pool of talent to be able to support the potentially vast requirements of our communities. We cannot include all of our partner's resumes/bios and have elected to simply provide the development team. This is the group of people that would work with your organizations to build a partnership strategy and approach to bring in the right group of resources for each community project.

Mark T. Ansboury

An internationally-known thought leader, legislative consultant and executive practitioner advancing information technologies and telecommunications services that enhance, technology policies, economic development, civic engagement, enterprise trans-sector applications, and quality of life. Comprehensive hands-on economic development, community engagement, management, technical, operational and financial experience with a focus on multi-platform architecture, distributed network services, and applications development. Proven track record in organizational staff development and execution of technical, marketing, product and sales strategies related to the next generation of information, infrastructure, integration technologies and telecommunications. Exceptional leadership background with credentials and certifications include Electrical Engineering, BS in Business Administration, MS in Systems Management, and Certified Information and System Security Professional (CISSP).



SUMMARY OF QUALIFICATIONS

- Innovator for Open Network Architecture, Exchanges and Provider Networks
- Progressive Executive Leadership - Chief Technology Officer, Chief Operating Officer, Executive Vice President Engineering, and Founder/President of leading edge technology start-ups;
- 25 years leadership in advanced technology development and systems integration;
- 15 years developing strategies, pilot and production systems for healthcare information exchange, security, and telemedicine;
- 20 years of capital development and financial management

Additional Info

Mark Ansboury is a veteran telecommunications professional with a distinguished career encompassing senior executive leadership roles in business development, sales and marketing, strategy, information systems, broadband development, capitalization, mergers and acquisitions. He has served in a variety of leading roles for technology consultancies and broadband service provider organizations, managing technical, operational, business development and finance processes. He has been personally responsible for developing business and capitalization strategies that brought over \$800 million in new capital to his businesses. He has also facilitated the acquisitions and mergers of more than 20 companies and their operations over the last 20 years.

Mark specializes in developing and implementing Open Source Digital Economic Development and Open Network strategies for communities and broadband providers. He has developed Open Network Architectures based on multi-stakeholder and trans-sector strategies, Open Network Exchanges and Open Network Provider business models.

Before co-founding and leading Gigabit Squared - GBPS², Mark served as President of HealthNet, senior vice president and chief technology officer of OneCommunity, where he was responsible for the overall planning, financing, 'go-to-market,' partner/coalition management and vertical/customer capture for the OneCommunity network. Key accomplishments include crafting and executing on a business strategy that brought \$100 million in outside funding and strategic partnerships that grew the net asset base to more than 2,500 miles of fiber, as well as international recognition as a leader in community and open network development, and public/private partnerships.

Prior to OneCommunity, Mark served as founding partner and director for ClearData Communications, Information Technology Partners (ITECH Partners) and NGT Partners, LLC, where he was responsible for the deployment of national and international IP/ATM/Ethernet/DWDM networks. In these roles, Mark developed national fiber and wireless service strategies for AT&T, Intermedia Communications, Bell South and Optus Communications, and managed network deployment for OPTUS Communications/Advanced Radio Telecom and Winstar.

Mark also served as director for telecommunications at the State of Texas Department of Information Resources, where he was responsible for the Texas Statewide IP and Telemedicine network. He also served as co-chair on the state's Telemedicine Strategic Plans and led the development of the State's Telecommunications Plans. During this period he also served as a legislative consultant on the Texas Telecommunications Reform Act of 1996.

He was the Regional Award Winner (Ohio) of the Ernst & Young Entrepreneur of the Year 2009, and is a regular national speaker on broadband issues. He served on the US Broadband Coalition, Ohio



Broadband Council, Ohio Middle Mile Consortium, Board of the Northeast Ohio Regional Health Information Exchange, Board of the Case Western Reserve regional Extension Center and was the President of HealthNet.

Robert Jennings

Bob Jennings provides both experience and leadership that enables development funding for public entities, private sources as well as public-private partnership (P3) concerns enabling the creation and implementation of Open Source Digital Economic Development and Open Network strategies. He is an international speaker and participant in forums on economic development, P3's and broadband as well as leadership and functional impact.

His philosophy of assisting both public and private sector players to realize their full potential by combining resources to create additional value for projects and programs--has led to successful P3 models for broadband implementation, increased growth and new business development in digital infrastructure. Indeed Jennings is currently the President Elect of The National Council for Public-Private Partnerships, a leading voice of the P3 movement for over 25 years.

In his career as an attorney (currently inactive), Jennings has provided advice and counsel on public and public-private initiatives as well as economic development. He has worked on highly sophisticated debt financing and infrastructure transactions in both the U.S. and internationally. He worked domestically with both public and private Universities and colleges in developing alternative financings for both technology and real estate projects. Jennings provided advice on the financing of a number of industrial and technology parks by local governmental entities as well as port authorities.

As owner and founder of Captar Group, LLC, he has advised clients in new business opportunities to develop projects in alternative energy, green building programs as well as cutting edge building technologies (SaaS). He has acted as a trusted advisor working with both government and business on a variety of P3 programs for military communities, community alternative energy initiatives as well transportation and parking issues, public and private water/wastewater initiatives as well as innovative green building programs.

Jennings has worked as the Senior Vice President of Scannell Properties, an international real estate developer as well as worked as an economic development consultant with KMK Consulting advising P3 leaders in Florida and Louisiana. He and spent over 14 years as a partner in the law firm of Peck, Shaffer & Williams a nationally recognized bond counsel founded in 1889. He served as Senior Vice President for Tamkin Development Corporation and its companion P3 development entity Public Facilities Investment Corporation. Working with its sister company, Tamkin Fiber, Jennings provided leadership in the planning and design of multiple community broadband efforts in a P3 model.

Jennings is active in the leadership of The National Council for Public-Private Partnerships (NCP3P) as a member of its international, energy, real estate Institutes and as a corporate officer. He is a member of the International Economic Development Council and Southern Economic Development Council. Jennings has also served in the past as a member of the Board of Directors of the Association for Governmental Leasing & Finance from 1991 to 1997. He has received a number of honors having been named in the past to Who's Who of Contemporary Achievement, Who's Who in American Law, Who's Who Among Young American Professionals and the International Biographical Centre's Men of Achievement.



He holds a bachelor's degree from Kenyon College and a juris doctor degree from The Capital University Law School both with honors.

Diane Kruse

Diane Kruse designs and builds Middle Mile fiber optic and Last Mile FTTH/FTTB/FTTX projects. A North Dakota native, Kruse has 25 years of telecommunications industry experience, the last 15 as an entrepreneur starting and managing successful telecommunication companies.

Prior to Gigabit Squared, she was the CEO of NEO Fiber/Zoomy Communications, a leading firm in the FTTH industry for greenfield real estate development projects and FTTH construction. Kruse has provided management consulting for AT&T Broadband, Media One, Qwest, 360 Networks, and Level 3 Communications, and held numerous management positions with Sprint Communications. She developed business and financial plans for several municipalities that are deploying community broad broadband services and FTTH networks, and wrote the Statewide Telecommunications and Broadband Services Plan for the State of Colorado.

Ms. Kruse has served as Chairman of the Board of the Fiber to the Home Council, a non-profit organization whose mission is to promote, educate and accelerate Fiber to the Home deployments. She is a frequent speaker at national telecommunications conferences on community broadband networks and FTTH networks, and was the Master of Ceremonies for Broadband Properties National Summit in April of 2010.

Lawrence J. Voyten

Lawrence J. Voyten, RN MBA is Vice President of Healthcare Services at Gigabit Squared. He provides over 25 years of national healthcare consulting and management experience focusing on healthcare community innovation with technology transformation, business development, project management and physician integration. Additional background areas include merger and acquisition strategy, operational improvement, Health Information Exchange (HIE) approaches and deployment of ultra high-speed networks and broadband in healthcare and education.

As a senior healthcare business executive Mr. Voyten has expertise that includes adoption of electronic medical record (EMR) systems, educational programs for EMR transformation, multiple healthcare business development projects, new program construction, Management Services Organization development (MSO), operational improvement management and clinical design functionality. Additionally, a primary focus has been complex healthcare information technology consulting service solutions for community health centers, hospitals and ambulatory operations. He is skilled in working with senior, operational and physician leadership in decision-making, project planning and project implementation.

Mr. Voyten served in multiple consulting leadership positions for firms such as Ernst and Young, Keane, Inc and Marconi Communications. His clinical background has included several director positions in physician practice management and nursing. He has held various association leadership positions including President of AAMN and Regional President of HIMSS along with faculty roles with American College of Healthcare Executives and Case Western Reserve University. He is a graduate of Hiram College, Case Western Reserve University (RN) and Baldwin Wallace College (MBA).



Mark Pultusker

Mark Pultusker is the founder and CEO of Fiberconnect, a Broadband company providing extremely high speed internet access exclusively to MDU properties via fiber connections. It is from this broadband perspective, that Fiberconnect also provides residents with cable tv, Video On Demand, Over the Top video and VoIP phone services as well. Unlike typical cable tv and telephone operators, Fiberconnect uses IP and Ethernet based transport systems as a form of delivery and thus can provide apps and widgets with its services unique to MDU apartment dwellers.

In 1999, he founded and was CEO of Northern Ohio Broadband, a Private Cable Operator for apartment buildings in Cleveland. With over 2000 subscribers, NOB provided cable tv and high speed internet services to residents in apartment buildings throughout NorthEast Ohio.

Mark has extensive experience in designing, building and maintaining headends – including IP based ones. He has spent many years working with programmers developing content for his subscribers. His expertise spans from IP based transport systems, to signal acquisition via satellite and terrestrial inputs, to MPEG 4 transcoding and Adaptive Bit Rate transcoding for multiple consumer devices.

Terry Johnson

Terry brings over 30 years of management level experience in broadband telecommunications including field engineering, project management, business plans, feasibility studies, design, test, construction, operation and maintenance, of CATV, WAN, LAN and optic-based broadband networks. His experience includes initial research and development with Will Hicks, who is credited with being the co-inventor of single mode fiber optic cable.

Terry has owned and operated multiple CATV companies. He has developed valuable strategic resources in the form of optic research to add value to the business case analysis of deploying high bandwidth optic based networks. His recently completed projects include the development and configuration of a \$30 million application to the USDA to deploy a FTTH all-digital streaming video and VoIP (voice over Internet protocol) system for 18 communities and a wireless deployment to 1000 square mile rural Ohio areas. Redundant routing and failsafe backup configurations are utilized to insure network reliability. Multiple architectures are utilized in these systems to ensure maximum flexibility, scalability and cost effectiveness migration into the future. These FTTH architectures include dedicated fiber, PON (passive optical network) and active based configurations. The networks are configured to support applications and services for the next two to three decades with minimum changes in the basic infrastructure.

Terry provides expert technical advice and leadership in a number of key telecommunications areas, including, but not limited to:

- Fiber optic network design to include: Municipal Area Networks, WAN, LAN & FTTH (fiber-to-the-home)
- Project management: turnkey broadband implementations, construction, splice and test.
- Sweep, balance, proof-of-performance, ingress test, certification, construction oversight of HFC systems.
- Design of optic IP based FTTH (fiber-to-the home) systems to include switch and failsafe.
- Configuration of FTTH infrastructure capable of utilizing multiple product offerings.
- Research for the development of optic gateway designs for commercial manufacture.
- Designed of an optic based disaster recovery backup network for the Chicago Board of Trade.



- Feasibility study to deploy FTTH systems.
- Broadband applications research and development.
- Design and deployment of analog and digital head-ends.
- Development of broadband interactive educational and training documents.

James E. Farstad

James Farstad has more than 25 years of experience in strategic planning and the management of complex technology initiatives. Mr. Farstad's clients include local government, telecommunications providers, and financial service, educational, manufacturing, and healthcare organizations. Mr. Farstad is a frequent public speaker on a wide range of technology, business and community topics.

Mr. Farstad is Chairman of the Board of Intermedia Arts; a past-President of the Minnesota Telecommunications Association (MTA); and a former board member of the Society of Telecommunications Consultants (STC). During his tenure with the STC, Mr. Farstad produced "Breaking the Sound Barrier", a video production exploring technology solutions to simplify electronic communications for the deaf and hearing impaired.

He is active in the community broadband marketplace and a thought leader in best practices and sustainable implementation models for the deployment of broadband networks. Mr. Farstad served as the Program Manager for the Wireless Minneapolis Broadband Initiative that deployed City scale Internet access, multipurpose applications, and a community portal network. He currently is serving as a consultant and program manager for the Ramsey County/City of Saint Paul Community Fiber Network initiative.

References

Reference: Florida Rural Broadband Alliance (FRBA)

Contact: Richard Marcum

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Reference: OneCommunity

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Reference: City of Holland Board of Public Works (HBPW)

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Reference: Medina County Economic Development Corporation

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References from the Broadband Industry

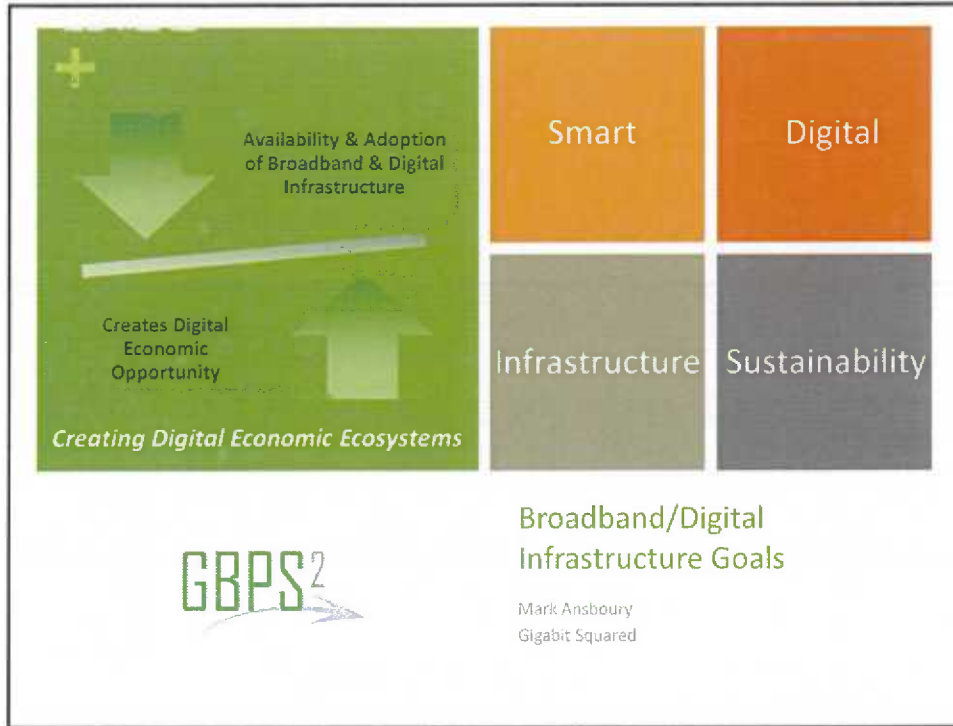
Reference: The Baller Herbst Law Group

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Driving infrastructure investment *through* to application and service revenue

+ Gigabit Squared

Phone: 1-888-594-5520

Web: <http://www.gbbs2.com>

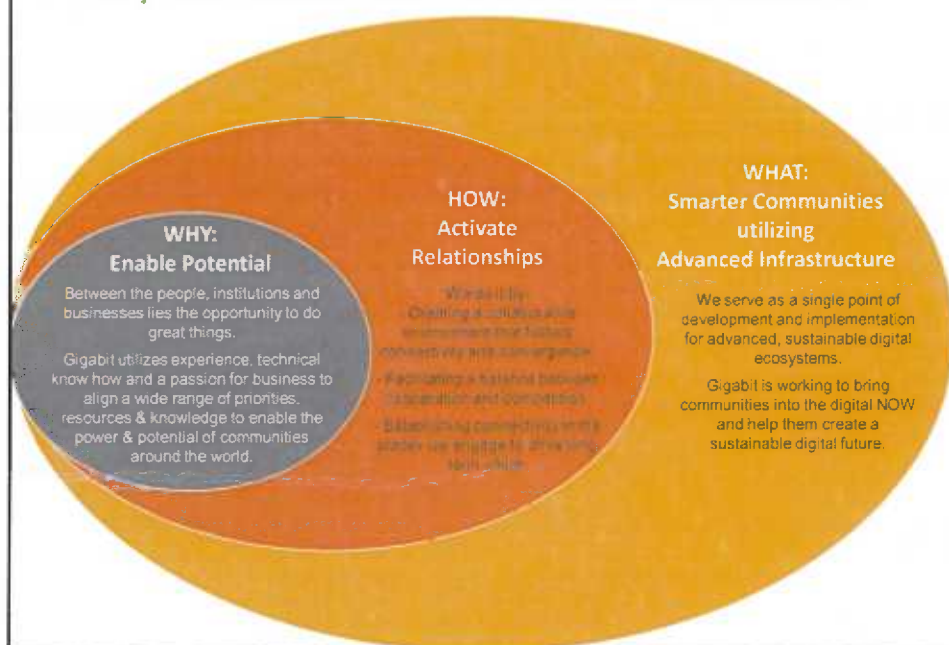
email: info@gbbs2.com

Gigabit Squared, LLC is an open source digital economic development corporation focused on maximizing the sustainable impact and benefits of applied information technology infrastructure. We work directly with local, regional and national government, corporations, educational institutions and people, as partners using digital innovation to increase the adoption and maximize the impact of large IT-enable infrastructure investments on the local economy.

- Digital Economic Development
- Technology Infrastructure
- Community Engagement
- Cultural and Creative Expression
- Open Leadership

"Helping Create Digital Economic Ecosystems"

+ Why We Exist. How We Do It. The Result.



+ Climate

COMMUNITIES THAT CREATE AN ENVIRONMENT THAT FOSTERS INNOVATION CAN REAP THE REWARDS OF NEXT GENERATION CONNECTIVITY AND BUSINESS.

- Ongoing proliferation of digital commerce and socialization.
- Increased demand for connectivity (higher bandwidth, more security issues, interoperability – networks need to connect to people and to each other).
- Next generation of Internet economy looming (social media, cloud computing, software). More aggressive investors feel strong decade ahead for U.S. based on technology (opportunity created by challenge of down economy), anticipation of next gen tech market.
- It's building the road and creating the rules of the road as well – arranging the means of constructing this "highway" system.



+ Company

- Enabling digital ecosystems.
- Civic connectivity and convergence.
- Assessment, design, facilitation and management operations and implementation
- Align stakeholders (hospitals/local governments/small business) to gather resources/commitment
- Align – investment and funding, resources (getting everyone to play in the sandbox) – agreement on how things will operate and be controlled.



+ Beliefs

- A ROBUST, SUSTAINABLE DIGITAL ECOSYSTEM IS ESSENTIAL FOR MODERN LIFE.
- ❖ COMMUNITIES HAVE TO BE CONNECTED TO BE SUCCESSFUL, TO THRIVE, TO GROW.
- ❖ BUSINESS NEEDS STRONG COMMUNITIES TO BE SUCCESSFUL.
- ❖ INSTITUTIONS NEED TO BE CONNECTED TO PEOPLE AND TO BUSINESS TO BE SUCCESSFUL.
- ❖ PEOPLE NEED SUCCESSFUL BUSINESSES AND CONNECTED ORGANIZATIONS TO LIVE & PROSPER WITHIN A COMMUNITY.



Service Support Ecosystem

Albert Einstein is attributed with having observed that “...the
+ significant problems of today cannot be addressed with the same level of awareness used to create them.”

+ Who We Are?



- Seasoned Professionals with more that 30 years of experience in broadband system implementation
 - Management & Execution Team with Academic and Practical Knowledge
 - Experience in not only building networks but operating them
 - Over 12 years pursuing FTTH (fiber-to-the-home)
 - Deployment of all-digital streaming and VoIP (Voice over Internet Protocol)
 - Hands on with the latest IPTV and video technology
 - Smart IT health, education and community service applications such as energy management and public safety
 - Trans-Sector Community Engagement and Market Creation
 - Managing deployment and integration of Public-Private community applications/services
 - Economic development, co-investment and public-private partnership expertise

case connection ZONE

<p>Health & Wellness</p> <p>Video Conference</p>	<p>Public Safety</p> <p>CISCO</p>
<p>Home Energy Management</p> <p>intwine ENERGY</p>	<p>STEM Education</p> <p>S Science T Technology E Engineering M Mathematics</p>

The Case Connection Zone is a gigabit fiber-to-the-home research project of Case Western Reserve University. As we build beta blocks in the neighborhoods surrounding the university, we are learning how to use the ultra-high-speed network to improve the quality of live for the residents in health and wellness, home energy management, public safety, and STEM education.



Gigabit Squared helps communities:

- Identify potential growth trends & expanding markets for local job creation.
- Develop strategies to attract & retain business by engaging with emerging market trends.
- Explore a sustainable future with broadband and Smart IT Infrastructure.
- Develop sustainable programs for creating infrastructure projects, including the use of P3's.

Digital Economic Development

Connectivity / Creativity / Community

Goals

- Build Capacity
- Spur Innovation
- Facilitate Investment
- Create Growth Opportunities
- Retain & Create Jobs



+ Broadband-Facilities-Services



■ Network Operators

- Strategic/Business Planning
- Optical/Wireless Engineering
- Network Service Development
- Construction Management
- Vendor Management
- Outsourced Operations
- Performance Optimization

■ IT Enabled infrastructure

- Wireless Networks
- Fiber Optic Networks
- Technology & Industrial Parks
- Smart Grid and Energy Management
- Solar and Wind Farms
- Traffic Management Systems
- Local and Regional Data Centers

CONNECT

+ Community Development

■ Planning

- Outreach Programs Education, Awareness, & Adoption
- Demonstration and Utilization of Broadband & Smart IT Infrastructure
- Trans-Sector Strategy and Benefits Mapping

■ Community & Stakeholder Engagement

- Community Broadband Readiness Assessment
- eSolutions Outreach Entrepreneurs
- Trans-Sector Stakeholder Development
- Entity formation and Governance

■ Capacity Building

- Broadband Adoption Toolkit™
- Technology infrastructure (social platform)



Open Network Service
Exchange (ONSE)

Digital Economic Development

Market & Customer Development

- **Digital Economic Assessment**
 - eSolutions Benchmarking
 - Digital Economic Index Scorecard
 - Broadband & Smart IT Economic Development Planning
- **Product Development**
 - Technology Product Development
 - Marketing and Product Bundling
 - Packaging
 - Product Launch Management
- **Market Assessment**
 - Competitive Analysis
 - Market Sizing
 - Adoption/Take Rate Modeling
- **Outreach**
 - Stakeholder Development
 - Sales Process Development
 - Direct Sales Support

Business Strategy - Capitalization

- **Business Strategy**
 - Organization & Governance
 - Formation
 - Public-Private Partnerships
 - Partner Development
 - Acquisition Due Diligence
- **Capitalization**
 - Program/Project Funding Support
 - Grant Development
 - Develop Financial Package
 - Investor Support



Gigabit Squared believes sustainable broadband infrastructure initiatives should be working for you, not the other way around.

We're here to make that happen, because we know that with the right strategy, systems, and technologies a sustainable FTTP program can become the most powerful tool in your arsenal.

Our team is dedicated to making the **Community Smart + Connected Business Plan** the key to ensuring that your business model, facilities, processes and projections for the future are efficient, effective, and robust enough to grow in any climate.