



Regional Educational Workshop on Rural Broadband June 2008



Company Overview

- Founded in 2001 by Robert Liggett and John Ogren
- Now Large holder Licensed 2.5 GHz BRS/EBS and Wireless Broadband Provider in Michigan
- Home grown Michigan based company
- Successful in part due to State of Michigan Financing through Michigan Broadband Development Authority (MBDA)
- Today over 750,000 licensed households – 150 million megahertz pops – 8,000 broadband customers

Company Overview

- Cash Flow positive
- Thirty-five broadband cell sites – twenty additional sites in planning
- Digital Telephone/Mobility/Roaming/all expected ISP services
- Dealer network with emphasis on Satellite Dish Television
- Deploying Motorola Expedience and Aris C3 DOCSIS modem technologies

Network Development



Network Development



Technology

- Three Telco network access points in Saginaw, Traverse City and Alpena Michigan
- Dragon Wave backbone with Redline legs (spokes)
- Motorola Expedience (formerly NextNet wireless) base stations – 3 sector arrays – typically collocations
- Arris CMTS's– typically high broadcast station towers
- All networks drain to Saginaw NOC – AT&T OC3

Network Development



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Network and Business Development

- LOS DOCSIS network
- NLOS Network
- Back Haul Network
- Individual Business Case Services
- Coverage and Aerial Assets

Business Common Sense

- Access to low cost capital sources
- Access to low cost strategically located aerial assets
- Great team dedicated to excellent customer service
- Relentless Management - what gets managed gets done
- Satisfied Customers

Discussion

Presentation available at our website www.speednetllc.com/workshop



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