

Broadband USA Applications Database

Applicant Name: IT&E

Project Title: Next Generation Network - Middle Mile Infrastructure Plan

Project Type: Middle Mile

Executive Summary

IT&E seeks funding to stimulate the demand for broadband services and provide greater access to the communities of Guam and the Commonwealth of the Northern Mariana Islands (CNMI). The communities of Guam and the CNMI have felt the impact of receding global economies, creating less ability for people to access and afford broadband services. IT&E can best promote broadband demand and access through Last Mile infrastructure enhancements that add options to how people access broadband internet services. This effort will be in combination with two additional plans, another for Last Mile infrastructure enhancements and one for Adoption. The applications work together to provide more options to underserved communities and support a wider audience of broadband services. The proposed plan will impact the included service areas at various levels including economically disadvantaged communities, education, and health and public agencies. IT&E's proposed funded service areas include the insular areas of Guam and the CNMI, which represent the Mariana Islands. These islands are located in the Micronesian area of Oceania within the North Pacific Ocean. There are more than thirty communities within Guam (19) and Saipan (21) that will be impacted through the proposed plan. The proposed funded service areas of Guam and Saipan have experienced downturns in their respective economies through multiple factors impacting top industries. Higher than average poverty levels further compound the economic woes of these areas. Based on multiple data sets both Guam and Saipan qualify as Historically Underutilized Business Zones (HUBZones) by the Small Business Administration. Statistics from the 2000 U.S. Census counted these totals for Guam which will all be included in through network coverage: 154,805 Total Population, 38,769 Households, 3,143 Businesses (provided in 2005 Economic Survey), and 224 Institutions. Statistics from the 2000 U.S. Census counted these totals for the CNMI which will all be included in through network coverage: 69,221 Total Population, 14,055 Households, 1,191 Businesses (provided in 2005 Economic Survey), and 81 Institutions. In order to best support the additional options and increased users in Guam and Saipan with broadband services IT&E proposes Middle Mile infrastructure enhancements using 3G and WiMax broadband capabilities in the CNMI and WiMax implementation in Guam. This infrastructure plan, titled the Next Generation Network (NGN) will expand the number of access points for broadband internet without the need to 'hook-up' to a landline. The communities of Guam and Saipan will be able to take advantage of a variety of online resources at faster speeds and at supportive price points. Additionally, in order to promote broadband services and demand IT&E will continue to abide by non-discrimination and interconnection obligations as covered within the Network Openness portion of the application. IT&E follows the open standards as described by the FCC including allowing users to utilize the legal internet without hindrance. IT&E was acquired by PTI Pacifica in 2008. Combining operations provided a

great chance to serve the markets of Guam and the CNMI, under the consolidated brand of IT&E. IT&E and PTI Pacifica have been long time providers of quality services to the Mariana Islands. IT&E combined to form a premier provider within the region and is an employer of choice. IT&E actively seek out opportunities to keep residents of these insular communities connected. Recently, IT&E collaborated with network providers in more than 230 countries to offer customers a worldwide network for their cellular services. This is a first amongst the service providers within the Marianas. Because of economic declines and lingering uncertainties it can be easy to overlook the opportunities to serve local needs that help people stay connected. IT&E leads initiatives to offer quality services and reinvest in the community through job creation, training programs promoting career development, and key sponsorships to community organizations. IT&E now seeks to leverage this funding opportunity to serve the public. IT&E is ready to implement a targeted plan based on understanding the needs and goals of residents, the experience in providing supportive services, and a proven track record of project coordination matching client needs with solutions. In order to best stimulate demand and provide access to broadband services, inclusive of prepaid services and discount opportunities, IT&E submits a plan to install a Next Generation Network (NGN). IT&E's three projects total to a cost of nearly \$14 Million. IT&E is committed to providing 20% of the overall budget through in-kind contributions. The total budget for Middle Mile Infrastructure enhancements to the NGN is \$10,062,991.91. Through the additional options to obtain broadband internet services, supported by 3G and WiMax plans, IT&E projects subscription increases over 200%. Based on the proposed plan to upgrade and offer more services IT&E projects that 500 direct and indirect jobs will be saved and 30 new direct and indirect jobs will be created. A main challenge of increasing use of broadband services is creating demand. IT&E understands this challenge and seeks to overcome this by implementing a wide reaching plan targeting higher usage of broadband services through infrastructure and adoption plans. The parts of the strategy best work in concert to increase access and stimulate demand.