

## Broadband USA Applications Database

**Applicant Name:** ComPros, Inc.

**Project Title:** Southern Alleghenies Microwave Systems (SAMS)

**Project Type:** Middle Mile

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### Executive Summary

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Q08 – Executive Summary ComPros, Inc. recognized the need in underserved Central Pennsylvania for backhaul that is 99.999% reliable. The backbone also must be robust enough to provide a cost effective expandable network to serve the needs of not only the Public Safety and Local Government Market, but also create a business opportunity to provide Middle Mile solutions for Education and Healthcare Facilities and Last Mile transport for small business and consumers. ComPros, Inc. has served in the community as a premier service partner in the Land Mobile market serving both public safety entities and private infrastructure for profit and non profit for 57 years. The project will be a collaborative effort with the 911 public safety agencies serving Blair, Bedford, Huntingdon and Fulton Counties. The funding will provide the necessary middle mile backhaul to support digital voice and data for Police, Fire and EMS in the community. This will also open the opportunity to develop interoperability between the four 911 centers. We will be working with the centers replacing old infrastructure that will not support the voice and data of today. ComPros will also be working with the electric Co-op in Bedford to provide the necessary backhaul for smart grid applications serving Bedford, parts of Huntingdon, Somerset and Fulton counties. This will provide security and remote metering at grid locations that is non-existent at the present time. The expansion of the middle mile transport in the 4 county communities will provide a carrier class Ethernet bandwidth transport to grow in the underserved areas. This will provide the ability for local Internet service providers to increase served and underserved communities and effectively offer a broadband solution. Many of the ISPs have limited offerings or no offerings due to a cost effective Middle Mile transport or no transport at all. This project will give Getwirelcss, Raystown Wireless, and all other ISPs the ability to replace, increase or provide such a service. ComPros, Inc. will work with the healthcare, education, and broadcast markets to provide bandwidth to increase the value and support of the proposed project. Working with existing customers and a wide range of agencies will provide growth and success of the network proposed at the same time providing the much needed funding to support the middle mile for Public Safety. The number of Public Safety Entities (911 centers, Fire, EMS and Police) in this area is 90. This backbone will benefit the community as a whole to put into place a working system that can support both voice and data. Other anchor institutions (hospitals, libraries and education facilities) are currently 28. The number of households in this area is 106,618 with businesses coming in around 3,953. Our approach is basic: 1. Provide a digital microwave solution at key communication sites that fit the needs for the E-911 community for voice and data 2. Enable bandwidth provisions that will overcome the lack of dependable backhaul solutions for VPN networks 3. Sites that will enable ISP's and WiMax providers to provide Last Mile growth in Education and small business 4. All sites must also impact growth in Healthcare Emergency Services 5. Impact efficient smart grid systems

for energy 6. Be able to provide transition from a typical loop lines used in rural pa 7. Bandwidth that is expandable for future needs in government, education, healthcare and small to large business ComPros, Inc. will abide by the rules of Network openness and non-discrimination as set forth by this NOFA. This includes allowing anyone conducting business connected to the backbone adhere to the principles contained in the FCC's Internet Policy Statement (FCC 05-151, adopted August 5, 2005); Not favor any lawful Internet applications and content over others; Display any network management policies in a prominent location on the service provider's web page and provide notice to customers of changes to these policies; Connect to the public Internet directly or indirectly, such that the project is not an entirely private closed network; and offer interconnection, where technically feasible without exceeding current or reasonably anticipated capacity limitations, on reasonable rates and terms to be negotiated with requesting parties. This includes both the ability to connect to the public Internet and physical interconnection for the exchange of traffic. As a Middle Mile provider, ComPros, Inc. will not discriminate against and ISP's, WiFi, WiMax, Public Safety, Government Agencies, Health Care Providers, Education Services, etc. from using the system. Jeff MacAlarney, project manager, has over 20 years of experience working on large projects the same size and scope as this project. The field technician in charge of the installation also has been in this business since 1974. The tower company we would be using to erect the new towers and hang the equipment on all the towers has worked with us in the past doing the same types of projects as this. They have been in business since 1979. ComPros, Inc. has the following organizational mechanisms in place: - A billing department that currently handles recurring monthly billing for our customers - A customer care system that handles incoming calls with a live, in-call phone receptionist who can then determine what the customers' needs are and direct them to the area of service they need. - Service technicians who can handle trouble calls on a 24/7 basis for mission critical voice and data networks since 1954 The overall cost of implementing this system to cover a four county area with mountainous terrain with 99.999% reliability is \$6,001,488.00. We are asking for \$4,799,500.00 in BTOP grant money and will put a matching amount of \$1,201,988.00. We are expecting that all the Public safety entities 9900 will be connected to the backhaul within a year of completion. All of the anchors should also be connected either directly or through an ISP within a year of completion. According to the local ISP's, the number of households and businesses using their service should double over the next five years. There are less than 40% of current consumers that currently have internet service in this area. This should take the number to at least half after the first year of completion – soaring to over 60% in year 4. During the constructing of this project, ComPros, Inc. will be: 1. creating jobs with Hilltop Tower Leasing, Inc. since new tower climbers and ground personnel (3-4 people) will be hired to help complete the job; 2. Job retention will be created in the construction company used as we will be working in normally slow times when layoffs are due, plus another employee may need hired in order to keep up with the pace. Other jobs that will be created through this service include: - Internet Service providers will need new team member to keep up with the installation, billing and customer service of new accounts created - Jobs may be created/retained in businesses located in this underserved area that did not have the proper internet access to run an e-store - Jobs may also be created/retained in businesses in the area because consumers living in the area can now use the internet to search for products and services locally (and nationally) helping to boost the economy.