

## Broadband USA Applications Database

**Applicant Name:** GlenMartin, Inc

**Project Title:** Proposal 21: Callaway, Audrain and Pike Counties

**Project Type:** Last Mile Non-Remote

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### Executive Summary

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GlenMartin/BlueBird Media, LLC seeks to develop Broadband Technology in the Last Mile Remote/Non-Remote/Unserved area using reliable and cost effective wireless broadband solutions with a variety of Wireless Broadband portfolios offering high speed Point-to-Point, Point-to-Multipoint, Mesh, Wi-Fi and WiMAX network which will support data, voice, and video communication, enabling a broad range of fixed and mobile application for public and private systems. This proposal is one of many multiple BIP/BTOP submittals which connected together produces a statewide area network. The Statewide area network has multiple advantageous in cost, access, expandability, stability, uniformity, and sustainability to serve the citizens of rural Missouri for the 21st century. Coverage: The geographical area that will be affected is Callaway, Audrain and Pike counties with over 2,203 total square miles covered. Total population for the proposed areas is 87,989 residents equating to approximately 30,711 households with additional 5,664 businesses. GlenMartin coverage will meet 95% of the population and over 100% of land in this proposal. Community Anchor Institutions: The collective geographical area represented in this proposal has well over 30 critical community institutions ranging from fire, police, libraries, schools, courthouses, water utilities and waste water treatment facilities. GlenMartin/ BlueBird Media, LLC plan to offer at least 25% lower rates than advertised rate packages to all critical community facilities within the proposed funded service area. Proposed Services: GlenMartin plans on developing a compressive network that is comprised mainly of Wireless Broadband Technology. At first the service provided will be Internet at a low cost to end users. Later, after the network build out, additional services including video and Voice Over IP will be added to the network using LPTV. Typical internet speed with be above 4 Mbps with speeds bursting to 14 Mbps for all applicable users within the coverage area. Interconnect Obligations: GlenMartin will be building a robust Infrastructure Network that will be able to service multiple providers. The 15A Sites POP's will have built in capacity in land, building, and tower requirements. This additional capacity will allow easy expansion for any new entrant in the service area. Also, GlenMartin/BlueBird Media, LLC will proudly display the networks' nondiscrimination and interconnection policies in a prominent location. Broadband System: GlenMartin's innovative wireless broadband access network solutions are the ideal technology for delivering high-demand technologies such as broadband Internet access, video services, security surveillance, VOIP and E1/T1 connectivity. GlenMartin's wireless broadband technology combines field proven toughness with exceptional performance, security, ease-of-use and cost effectiveness. It significantly reduces the time to design and deploy new commercial and enterprise broadband networks. It also seamlessly integrates with existing network systems and management tools extending and augmenting existing service simpler and less cost-intensive. GlenMartin's wireless broadband access networks offer one of the lowest total costs of

ownership in the industry and can deliver a proven business case. Qualification Experience: GlenMartin has a collection of highly experienced personnel in Wireless Networks Infrastructure. GlenMartin has specialized in the development, both nationally and internationally, for such prestigious companies as Verizon, T-Mobile, Digicel, Claro, US Cellular, ClearWire, MediaFlo and thousands of governmental installations. From design to Implementation, GlenMartin has everything under one roof (project management, manufacturing, construction, IT network administration). GlenMartin has also partnered with Motorola which has over 80 years of radio knowledge, experience and leadership and dedication to creating and maintaining robust networks. Cost: Overall infrastructure cost for this project will be approximately \$8,820,000. Number of Expected Subscribers: Within the first 12 months of installation GlenMartin plans to get at least 40% of the network operational. During this time period, we hope to get 5% of market penetration which is equivalent to about 500 to 800 subscribers. After the promotion of BlueBird Media, LLC, an extensive marketing campaign will promote high speed internet access in order to gain thousands of new customers within the market at very affordable prices. Jobs: GlenMartin looks to construct over 35 POP's in this area which will effectively create at least 18 months of work for over 210 people during just the construction phase. Additionally, there will be manufacturing jobs that could create 45 jobs for 6 months. After Implementation of this network, there will be 4 to 5 sustainable jobs for the lifetime of this network.