

## Broadband USA Applications Database

**Applicant Name:** TurbotNet (dba of Worldwide Technologies, Inc.)

**Project Title:** TurboNet - Broadband Internet Access in Rural Missouri

**Project Type:** Last Mile Remote

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### Executive Summary

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A) OPPORTUNITY THE PROPOSED SYSTEM SEEKS TO ADDRESS: In the remote, unserved rural areas of 11 counties in West Central Missouri that we intend to cover with this funding, TurboNet (dba of Worldwide Technologies, Inc.) provides the only reasonable option for broadband Internet service. Satellite service is available, but it is weather-sensitive, more expensive for the equivalent speed, has usage caps, and does not allow rural telecommuters to use VPNs and work from home. Cable-based Internet and DSL are available in some of the underserved, incorporated towns in these counties, but only to those homes, businesses, and institutions closest to the cable company's town-based infrastructure, and its rates are also higher for the equivalent bandwidth. (Our target areas for the proposed wireless broadband Internet services are unincorporated, unserved areas and incorporated towns that are still unserved, in these 11 Missouri counties.) As a local-based company, TurboNet is a visible and responsive part of the community. Now in its fourth year of providing wireless Internet service to rural customers in Missouri, TurboNet has over 1000 customers, but few of those have broadband speeds as defined by this project. With BIP funding, TurboNet can offer broadband speeds to these 1000 customers, provide wireless broadband to an estimated additional 1400 new customers over the two years of the project (including those in new areas), and add a projected 3000 additional customers within three years after the project's end— many of whom will be in new areas of coverage. We will hire 3- 8 new employees, open a new branch office, increase the bandwidth on all of our existing 12 towers and add another 20 towers, and provide the 11 counties in our service area with free high-speed transmission of their E911 services. b) A GENERAL DESCRIPTION OF THE PROPOSED FUNDED SERVICE AREAS (LOCATION, NUMBER OF COMMUNITIES, ETC.): The proposed funded service area is in rural, Western Missouri, covering parts of 7 counties (Pettis, Howard, Livingston, Caldwell, Chariton, Jackson and Johnson) and all of 4 counties (Lafayette, Ray, Carroll, Saline). Our target is the unincorporated, unserved rural areas in these 11 counties, as well as the unserved, incorporated rural towns in these counties. c) NUMBER OF HOUSEHOLDS AND BUSINESSES PASSED: Households: 41,060 Businesses: 283 (plus an unknown number of home-based businesses) d) NUMBER OF COMMUNITY ANCHOR INSTITUTIONS, PUBLIC SAFETY ENTITIES, AND CRITICAL COMMUNITY ORGANIZATIONS PASSED AND/OR INVOLVED WITH PROJECT (E.G., HEALTH CARE, EDUCATION, LIBRARIES, ETC.): 70 e) PROPOSED SERVICES AND APPLICATIONS FOR THE PROPOSED FUNDED SERVICE AREAS AND USERS: We will provide three wireless broadband access plans for residences: 1 Mbps up and down, 3 Mbps up and down, and 5 Mbps up and down. For businesses, the plans will be 3 Mbps up and down, 5 Mbps up and down, and 8 Mbps up and down. Availability of each service for the proposed service area will depend on how clear the transmission path is to the customer from a given tower, as is to be expected, but all potential

customers in the proposed service area will have access to at least one of those broadband plans, and most will have access to all. Applications include VPN access by a customer from his/her home to their place of work; Internet-based ecommerce; access to all entertainment, education, news, and other features found on the Internet; an opportunity for home-based, remote independent businesses; and much more. f) APPROACH TO ADDRESSING THE NON-DISCRIMINATION AND INTERCONNECTION OBLIGATIONS: Our project will adhere to the principles contained in the FCC's Internet Policy Statement for Network Openness. Our network management policies are neutral with regard to all lawful data and application types. We place no restrictions on any customer's access to lawful Internet content, or on their ability to run specific applications, or to connect devices of their choice, provided that those devices do not interfere with the efficient operation of our network. We do not limit usage. Our network management policies are focused solely on the efficient transmission, reception, and routing of data. Packets are switched and directed without regard to their content or the applications with which they are associated. These policies are displayed on our website, which can be viewed at [www.myturbonet.com](http://www.myturbonet.com), and we will provide notice to customers of changes to these policies. g) TYPE OF BROADBAND SYSTEM THAT WILL BE DEPLOYED (NETWORK TYPE AND TECHNOLOGY STANDARD): We currently have 900 MHz base stations on 12 towers, and 5.8 GHz on two of the 12. We will retrofit those existing towers, so that each will have at least, and possibly two or all three, of the 2.4 GHz, 5.8 GHz, and 3.65 GHz (WiMAX) base stations. We will also equip 20 new towers, each of which will similarly have 900 MHz and either one, two, or all three of 2.4 GHz, 5.8 GHz, or 3.65 GHz (WiMAX) base stations. h) QUALIFICATIONS OF THE APPLICANT THAT DEMONSTRATE THE ABILITY TO IMPLEMENT AND OPERATE A BROADBAND INFRASTRUCTURE, AND/OR BE A SUSTAINABLE BROADBAND SERVICES PROVIDER: TurboNet (the dba of Worldwide Technologies, Inc.) is now in its fourth year, and its sole business is providing wireless access in rural areas in Missouri. We have now reached our critical mass for long-term sustainability. The company has experienced double- and triple-digit customer growth in each of its four years since its founding. To date, TurboNet has equipped 12 towers and successfully provides wireless service to about 1000 customers in rural Missouri. The management team of Worldwide Technologies, Inc. is comprised of two founding partners who have a combined experience of more than 40 years in communications and networking. Mr. Mark Webb, President and Co-Founder of TurboNet, has worked in the communications industry for nineteen years. He began his career at AT&T, and his superior service and management skills were quickly noticed within the company. While at that company, Mr. Webb was responsible for managing a \$25 million Fortune 500 account module and helped design global networks for global customers. Mr. Webb was quickly promoted through several positions, and his career at AT&T culminated with his becoming a Global Account Executive. He also received multiple performance awards, and was recognized as one of AT&T's best Account Executives. After leaving AT&T, Mr. Webb co-founded TurboNet Wireless. He has overseen the business side of the company, and has led it to its current position, which we believe is the fastest growing wireless Internet service provider in Missouri. Mr. Keith Jones, Vice President for Network Operations and Co-Founder of TurboNet, has worked the last twenty years in the telecom industry at AT&T as a Technical Manager, providing network support services as well as computer systems support. Early in his tenure, Mr. Jones supported AT&T's large wireless microwave network infrastructure, gaining valuable knowledge in the wireless broadband industry in its pre-dawn stages. Later, he supported computer systems for enterprise infrastructures, which provided the information and data backbone of AT&T. With AT&T, Keith went

around the country for three years, installing AT&T's network equipment on hundreds of towers. Over the last four years, Mr. Webb and Mr. Jones have designed and implemented 12 towers in our existing coverage area that currently serve over 1000 customers in parts of 4 counties. i) OVERALL

INFRASTRUCTURE COST OF THE BROADBAND SYSTEM: The overall cost of this project is \$3,481,394 over the two years of this project, to cover the cost for equipment and installation into new and existing towers, and the cost and distribution of customer-premises equipment. j) OVERALL EXPECTED

SUBSCRIBER PROJECTIONS FOR THE PROJECT: This grant funding will enable Worldwide Technologies, Inc. to provide wireless broadband Internet service to a projected 2400 customers within the two years of the project, and an additional 3000 customers within three years following the end of the project.

These customers will be located both in our current service area and in our new, expanded service area, covering unserved areas in 11 counties in rural Missouri. k) NUMBER OF JOBS ESTIMATED TO BE

CREATED OR SAVED AS RESULT OF THIS PROJECT: As a result of this project, TurboNet will directly hire at least 3 and as many as 10 new employees, and we will open a branch office. We estimate that indirectly this project will save or create hundreds of new jobs in the proposed service area. In addition, this project will improve the productivity of workers who will be able to work or conduct ecommerce from their home, business or institution, will improve the transmission speed of E911 emergency services in the 11 counties, and will lead to an increased use of selling and buying via the Internet.