

Broadband USA Applications Database

Applicant Name: Davis Voice & Data

Project Title: Ohio Project/Max Wireless

Project Type: Last Mile Remote

Executive Summary

8. Executive Summary of Project for BIP and BTOP: Please provide an Executive Summary of the proposed Project. The executive Summary should be a brief description of the Project, and address the following topics. [Three Page Limit] a) Opportunity the proposed system seeks to address. RESPONSE: One of the largest concerns about the State of Ohio is the lack of community growth and education in smaller communities. These areas have great schools, but without continuing education and individual or company knowledge, these companies cannot educate themselves without driving to other parts of the state. By having these new services in there remote areas these people can educate themselves or go to learning centers in their own community to get such information that they need. The second largest concern is how to get these communities to be a better asset for drawing employers to their communities along with on line degree programs or at least posting their resumes to get these better jobs in other communities. The last concern is people want to know more about what is going on in the world and want more information then what the local media can provide. With our solution we can assist people and businesses to learn from themselves what information centers that are out there to use. b) A general description of the proposed funded service areas (location, number of communities, etc.) RESPONSE: Our first 3 towers will be placed in Eastern portion of Miami County. This will serve approximately 7 communities with a foot print of 21 miles. This is approximately 470 homes based upon out LMI Survey with approximately 1400 individuals. The additional towers will be placed in Champagne and Darke counties if we are able to get the monies needed for these areas based upon our research and the research done by Connect Ohio.org. c) Number of households and businesses passed. RESPONSE: As previously stated just the three towers that we will place will cover well over 1400 subscribers. Once the additional 7 towers are launched we will have a potential to serve over 5,000 subscribers. 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.). RESPONSE: We have been heavily involved with Miami County Public Library, Miami County Emergency Management (911), Ohio State University, Stouder Memorial Hospital, Miami County Economic Development, Edison Community College, Miami East Schools, Miami County division of US Department of Agriculture and lastly thousand of individuals that have heard about us bringing these services from the local media. e) Proposed services and applications for the proposed funded service areas and users. RESPONSE: We will be offering broadband internet service, community education about how to use these services and the impact that can be created when we launch our services. This will be completed with the help of the local community media resources along with Connect Ohio. f) Approach to addressing the non-discrimination and interconnection obligations RESPONSE: Our services will be a

straight connection to the internet using Internet Explorer or Mozilla. We will have no user name or passwords to deal with. If your account is past due or suspended you will have a pop up screen that tells you to contact our office. To start our office will provide links to create your own email with Google or MSN. We will do no advertising or collection of data to where they go on line. g) Type of broadband system that will be deployed (network type and technology standard). RESPONSE: We have worked with both Alvarion and Motorola and they have both been approved by the federal government for deployment of broadband and our company. With both carriers we will launch internet with a voice over internet add on. Both carriers have provided us a 5.8 meg solution that we have worked very well in our development work with 4 communities in Indiana. h) Qualifications of the applicant that demonstrate the ability to implement and operate a broadband infrastructure, and/or be a sustainable broadband services provider. RESPONSE: We have been working in Indiana for the last 2 years with Digital Bridge (Bridgemax Wireless) in the deployment of there network. We have found with great success the demands in Indiana. We are positive these same demands will be equal to what we have found in Indiana. We have a 17 year experience in the voice and data market. We have a huge customer base with taking care of our customers and their daily demands. Our technicians have been certified by both Motorola and Alvarion to install and run these systems. We also have a distributor that is also in the state to assist us if we run into any issues that can not be resolved. We have a customer base currently that we bill for services and have been very successful with making sure our accounts payable and receivable work efficiently. i) Overall infrastructure cost of the broadband system. RESPONSE: Each tower will run \$20,000.00 and will include 100 subscriber units. Therefore if were would be rewarded this grant we will need \$200,000.00. We do want to launch the network in phases and will take approximately 16 months to put all the networks in place. j) Overall expected subscriber projections for the project. RESPONSE: When we launched the four markets in Indiana, the response was overwhelming. We produced approximately 200 subscribers per tower in just a 9 period. We should have no problem hitting our goals and will be very cautious not to over sell the service and clog the network. k) Number of jobs estimated to be created or saved as result of this project. RESPONSE: When we worked in Indiana we found that the studies showed that there was a 10% increase in people getting new jobs. There were also increases in people learning more about education and their medical needs. Social networking was also increased dramatically which lowered person needs to be on the land line phone. Our voice over internet service was popular, but found many people cancelled there home phone lines and just used their cellular now there was no need for land line dial up. Many businesses were able to start offering there products on line, therefore increasing their sales along with hosting/posting web sites to lure additional customers. They now were able to increase their staff and their needs for additional employees. This intern required them to post jobs on large employment web servers to find better qualified people to help grow their company. Over all a win win for everyone.