

8. Executive Summary: a. Opportunity the proposed system seeks to address.

For the past 100 years, since the advent of the local telephone company, there has only been (1) choice of a provider for our region. Today, this still holds true for internet access and has become the one steadfast tenant of our region - [REDACTED]

[REDACTED] For the past 6+ years, Voice Runner (www.voicerunner.com) has become the only real & viable alternative for these under-served areas that we seek to serve. As an economically small disadvantaged business (SDB) concern, we finally have the opportunity to expand genuine high-speed broadband access, not only to a handful of businesses, but also an entire region and network of areas for businesses, residences & anchor institutions. Currently, we lease internet access from the local RLEC & this grant addresses the first real chance to build out last mile high speed networks in hard to reach areas. This expansion will finally be able to reach thousands of businesses, residents, anchor institutions, & the ever-growing vulnerable populations in these areas who cannot afford prerequisite [REDACTED] lines for DSL. We have the technical & management experience, the credibility & the local market knowledge to be able to finally offer a robust broadband solution to reach the masses in these under-served areas. Our solution also serves as a beach-head expansion of fiber networks from the city of Houston into the “rural” outskirts of Houston (25-30+ miles away) that have very limited, terrestrial broadband access. [REDACTED]

[REDACTED] Without this funding from the Federal government, this expansion project would not be viable for Voice Runner. Without this funding, the internet solutions & multiple applications that ride upon this, will be a thing of the past. [REDACTED]

[REDACTED] With this project, we can solve the issues of achieving true competition, as well as finally providing extremely robust high-speed internet access at very economical prices for critical anchor institutions & the area’s constituents.

b. A general description of the proposed funded service areas (location, number of communities, etc.). Our proposed solution is a two-fold infrastructure development: (a.) West past the Houston MSA & (b.) North past the Houston MSA. Specifically, our proposed 1st fiber [REDACTED] expansion shall provide service for the entire, under-served contiguous census blocks for: West of Houston [REDACTED]

[REDACTED] For the areas far North of Houston, under-served outskirts of [REDACTED]. These areas have historically been the bedrocks for Texas agronomy. The majority of the demographics are minorities with a higher than state and national poverty average. Average income is skewed by the owners of such facilities and the wealthy large, land owners of the area. Regardless, both demographic populations still share the same problem of little terrestrial broadband access at affordable rates. * Specifically, our application focuses on the under-served regions of this area, but does cross into areas that are not considered under-served in order to back-haul our services, reliably & economically, to the main gateway, which is in Houston (runs to I-10 to Beltway 8 to I-45). The significant majority of the area we serve is the under-served last mile area, with interconnection points located in the last mile, under-served markets. [REDACTED]

[REDACTED]

c. Number of businesses and households passed. Voice Runner can provide service to roughly 100,000 people given the 2008 population estimate or roughly 60,000 individuals given the 2000 census. Voice Runner can provide service to approximately 10,385 businesses. This represents a total of 12 under-served communities with limited broadband access.

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.). We will expose approximately [REDACTED] “anchor institutions”, which includes schools, libraries, health care facilities, city halls, police/fire/ambulance departments, community support centers & centers for the aged & mentally retarded.

[REDACTED] These anchor institutions serve “vulnerable” communities where we will provide voice and high-speed broadband for the entire facility, representing thousands of elderly people. [REDACTED]

e) Proposed services and applications for the proposed funded service areas and users. We will provide: (1.) VoIP phone service (both traditional analog handoff and VoIP) for local, extended metro and long distance. [REDACTED]

[REDACTED] All of these applications shall have guaranteed low latency, Quality of Service and Class of Service. We have engineered our last mile solution to ensure that there is more than sufficient broadband for current demands, as well as future demands and population growth that shall utilize our infrastructure. Our solution is scalable and economically viable for the long-term foreseeable future, using conservative customer acquisition rates.

f) Approach to addressing the non-discrimination and interconnection obligations. We commit to all regulatory information, requested obligations and support the minimum requirements for interconnection and nondiscrimination established in section V.C.2.b. of the NOFA. We shall also display the network's nondiscrimination and interconnection policies in a prominent location on the service provider's web page, and providing notice to customers of changes to these policies. [REDACTED]

[REDACTED] We agree to binding private arbitration of disputes concerning the awardees' interconnection obligations. [REDACTED]

[REDACTED] We will employ generally accepted technical measures & provide SLA's to all customers, of which we currently do. We currently have a core network that address & filters spam, DNS, denial of service, has the latest core redundancy, session border controllers (SBC's) and virus scanning to prevent

major attacks. Our current infrastructure protects against illegal content and other harmful activities. We currently employ CPNI rules and we plan to employ a carrier-based rate structure.

g) Type of broadband system that will be deployed (network type and technology standard).

The system design is [REDACTED] fiber optic cable rings, engineered with self-healing redundancy [REDACTED]. The [REDACTED] rings will be fed from Major Node locations in each under-served Major Service Area.

[REDACTED] This is a scalable plan that greatly reduces Voice Runner's operational and financial risks in the future.

h) Qualifications of the applicant that demonstrate the ability to implement and operate a broadband infrastructure, and/or be a sustainable broadband services provider. Our management has over 60 years of telecommunications & business development experience in both large, Fortune 500 enterprises, as well as small start-up companies. Our key management has talent that each brings complimentary skills, enabling Voice Runner to scale in geography, services and scope. Our management helped found and grow fiber companies such as Metro Fiber Systems (MFS), WorldComm, Level (3), & other major fiber carriers. Each brings a unique skill set, personality and proven history that achieves: revenue growth, managed carrier relations, scalable network engineering, operations, customer support, finance, risk management & marketing expertise. Senior management has been directly responsible for building, managing, operating & maintaining thousands of route miles of fiber optic cable throughout the US. Our team also managed and maintained the largest fiber optic cable network in the Houston/Galveston area.

[REDACTED] Included in this application is the detailed information on our prime sub-contractor and our management.

i) Overall infrastructure cost of the broadband system.

See Breakdown Below \$ [REDACTED] **- Total**

j) Overall expected subscriber projections for the project. (#'s are approximate, per certain assumptions)

2012 – Residential: 45,000 Business: 6,607 in total

2017 - Residential: 65,900 Business: 8,743 in total

k) Number of jobs estimated to be created or saved as result of this project. This is a very difficult question. Our proposed areas are becoming less of an agricultural-based economy, and thus a significant amount of jobs are being lost. By utilizing broadband access, e-learning and retraining the core workforce in these areas, we anticipate saving & creating tens of thousands of jobs, re-introduce them into the local workforce and also help create and establish new businesses.