

Broadband USA Applications Database

Applicant Name: Slic Network Solutions

Project Title: Franklin County, NY Broadband Initiative

Project Type: Last Mile Remote

Executive Summary

Introduction: Slic Network Solutions, Inc. (SLIC) is proposing to construct 136 miles of fiber optic cable and purchase the necessary equipment and electronics to deliver advanced broadband services to 726 unserved households, 29 unserved businesses, and 10 unserved anchor institutions in remote western Franklin County, NY. SLIC will also provide voice and IPTV services over the same facilities. SLIC is a facilities-based CLEC and wholly owned subsidiary of Nicholville Telephone Company, Inc (NTC), a RUS Title II borrower serving 1,823 lines in rural northern New York State. The Project: The service area - SLIC is proposing to construct fiber in the towns of Dickinson, Moira, Brandon, Bangor and Malone in rural Franklin County. The proposed service area is remote as defined by the NOFA and is directly adjacent to NTC's existing service territory. Voice services are currently provided by Verizon but broadband service is unavailable. Since the markets we currently serve mirror similar demographics as the proposed remote areas of Franklin County, our provisioning service there is an extension of our current service offering and a replication of our existing business model. The services - SLIC will be offering 3 tiers of high-speed Internet, voice with unlimited LD and an IPTV package. Since the proposed area is unserved, and the current telecom plant is antiquated, we are projecting a penetration rate of 50%. We are confident that with our competitive pricing structure, lack of current broadband service availability, and our reputation for providing excellent service that we will be able to achieve this level of service penetration. The network - SLIC will be deploying a 100% fiber optic based network utilizing Occam GPON equipment for broadband service, a service that will far exceed the requirements set forth in the NOFA. In addition, SLIC will be replacing core routers to increase throughput and decrease latency in the network. A Meta Switch for voice services and an IPTV head-end configured by Falcon IP are also included in the application. SLIC commits to the Nondiscrimination and Interconnection Obligations for the proposed project and to adhere to the principles contained in the FCC's Internet Policy Statement (FCC 05-151, adopted August 5, 2005). Strategic partners - SLIC has entered in to a public/private partnership with CBN Connect, a not-for-profit organization with a mission to bridge the digital divide in Franklin, Essex and Clinton Counties by interconnecting rural medical facilities. SLIC will dedicate fiber from the proposed last mile project to provide CBN's middle mile connections from Alice Hyde Hospital in Malone to affiliated rural clinics in Moira and St Regis Falls. The Organization: SLIC was formed in 1995 as an ISP and incorporated in 1999. In 2002, SLIC constructed last mile fiber networks in Canton, Potsdam and Massena to provide voice and data services primarily to commercial customers. SLIC's customers include 3 hospitals, 3 school districts, banks, county government, municipal governments, fire departments and police stations. NTC is a 100+ year old, employee-owned ILEC with a history of being a market leader in delivering advanced telecom and broadband services in rural NE St. Lawrence County.

NTC was the 1st carrier in St Lawrence County to provide high speed Internet when they deployed DSL in 2000. NTC has been recognized by the NYS PSC for providing excellent service for 9 consecutive years. SLIC and NTC have extensive experience in building and maintaining fiber optic networks and providing broadband and voice services in rural markets. The network proposed in this application is very similar to our existing infrastructure in St Lawrence County. SLIC and NTC have experienced linemen, installation technicians, cable splicers, an engineer and a full complement of tools and equipment. Clearly, providing broadband and voice services are a core competency for SLIC. Funding Request: To accomplish the engineering, build-out and installation of advance telecom, broadband and IPTV services in the target market, SLIC is applying for an 80%-20% Grant/Loan funding, in the aggregate amount of \$5,328,642. Economic Impact: SLIC will hire 10 new employees as a direct result of project funding. More importantly, the townships served are economically depressed and access to broadband services is critical if the area is to develop. Summary: The deployment strategy we are proposing for this project, including the network design and the services being provided, is the result of extensive research, our knowledge of the proposed service area and our many years of experience in provisioning these services. Our strategy will provide much needed advanced broadband, voice and IPTV services to an unserved area. Our Project successfully meets and embodies the objectives specified in the NOFA. Since our proposed Project leverages existing broadband and telecommunications networks, operating infrastructure (such as accounting and billing and collections software), and expertise in provisioning broadband and telecom services, it will result in valuable economies of scale, which will enhance its economic sustainability. The Project enjoys support of the local communities it proposes to serve and it is substantially shovel-ready. We firmly believe that without stimulus funding, this area would remain substantially underserved.