



**Broadband Infrastructure Application
Submission to RUS (BIP) and NTIA (BTOP)**

Submitted Date: 8/20/2009 2:44:33 PM	Easygrants ID: 84
Funding Opportunity: Broadband Initiatives Program and Broadband Technology Opportunities Program	Applicant Organization: Navtech Broadband,LLC
Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Snehal Desai

Additional BTOP Factors Selected By Applicant
<ul style="list-style-type: none"> • Conformity with Statutory Purposes • Cost Sharing/Matching • Reasonableness of Project Budget
The project advances at least one of the statutory purposes for BTOP
Applicant has provided documentation that the project would not have been implemented during the grant period without federal grant assistance.
Applicant has provided a budget that is appropriate to the proposed technical solution and only includes eligible costs.

- **Demonstration the Project Could not be Implemented But For Federal Grant Assistance**
Applicant is providing matching funds of at least 20 percent towards the total eligible project costs?
Yes

7-k. Cost Sharing/Matching Fund Explanation
Not Applicable

C. Executive Summary

Executive Summary of Project for BIP and BTOP:

8. Infrastructure Projects Executive Summary Opportunity

Navtech Broadband wants to bring affordable high speed wireless broadband Internet to all or portions of 14 counties in Florida including areas covered under South Central Florida's RACEC (Rural Areas of Critical Economic Concern). RACEC areas have historically faced economic challenges due to restricted access to resources and infrastructure. Navtech also recognized that many businesses in such areas are not able to grow further due to limited or expensive Internet infrastructure leading to slower employment growth. Navtech intends to make high speed wireless broadband Internet available at an affordable cost to reduce the



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digital divide.

In addition, Navtech also intends to add more value to its services through our partnerships with industry leaders and is committed to building supporting broadband ecosystems to help businesses create more jobs. Critical community facilities and anchor institutions in such areas are also in need of high speed Internet to use advanced technology-enabled applications, for example – telemedicine applications in rural areas that lack hospitals and doctors. Navtech intends to serve institutions such as hospitals, colleges, schools, libraries, fire stations and police stations in such areas at substantially discounted rates and help them connect to the public Internet and other essential public safety networks.

In our attempt to collaborate with our community partners, we realized that it would be necessary to take a holistic approach to be able to reach a point of sustainability and to reach the economies of scale necessary to succeed. With such planning we will be able to serve all our community partners, residents and businesses in a most effective and efficient manner. During this process we have learnt that some of our community partners may apply individually for BTOP program funds. Should that occur, and pending acceptance of our application, we will make efforts to include as many of our community partners who might have applied separately for broadband stimulus funding in our project. Other nonprofit or government entities may not be able to leverage ARRA funds and come up with EBIDTA needed for sustainable model. With Navtech's proposal there is an opportunity that will leverage ARRA funds through public private partnership

Description of the service area

Florida's Rural Areas for Critical Economic Concerns are regions comprised of the communities that have been adversely affected by extraordinary economic events or natural disasters. The areas we are focusing on cover major parts of South Central Florida RACEC and similar areas in the surrounding counties. Our proposed funding area covers approximately 9,980 square miles of central/south Florida spread over 14 counties. Our service area also include remote areas such as Fort Centre, Lake Port and Sarasota Colony.

Number of households and businesses passed

Our service area includes areas of 39 cities that cover approximately 18,000 census blocks of approximately 90 census tracts. This area covers 203,870 households, 23,000 businesses of a total of 434,830 population. The no. of households, businesses and population estimates are taken from 2000 Census data.



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Number of community anchor institutions passed and/or involved with project
Navtech intends to extend its broadband Internet services at a 25% discount rate over the regular retail rate to community anchor institutions. Our target area covers approximately 90 police stations, 155 fire stations, 120 libraries, 97 churches, 123 colleges, 147 hospitals and 190 schools.

Proposed service offerings

Navtech intends to provide several high speed Internet plans with speeds up to 1.5 Mbps downstream/512kbps upstream to up to _____ and _____ (depending upon the geography and plan selection) to the consumers, businesses and institutions. However our network will be scalable to provide up to _____ to businesses for their additional needs. Navtech also intend to provide VoIP based telephony solutions to enable users to reduce their telecom expenses. Navtech also intends to bundle other managed services solutions specially designed for health care providers, educational institutes and multi family housing communities.

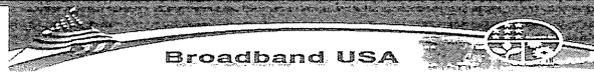
Navtech intends to partner with other companies to provide solutions and applications that run over high speed Internet or private networks in order to enable businesses or community institutions to take advantages of advanced technology. The examples include (a) hosted video surveillance application using wireless camera for businesses, community anchor institutions and multi family housing (b) telemedicine applications for hospitals; and (c) hosted Electronic Medical Record applications for medical practices and hospitals.

How non-discrimination and interconnection requirements will be met

Navtech will adhere to FCC 05-151 Internet policy statement adopted in August 2005. Under these policies, Navtech will implement a Network Management System that will not favor any lawful Internet applications and content over others. Navtech will also display its network management policies on its website and will provide notice to customers in changes to these policies. Navtech will also offer interconnection to other service providers wherever technically feasible and at reasonable rates.

Type of broadband system to be deployed

Navtech will use WiMAX based fixed wireless broadband services using 5.4/5.8 GHz, 3.65



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GHZ or 1.4 GHZ frequencies and 802.16d protocol to provide high speed Internet to its customers. Navtech will establish partnerships with fiber optics based backbone Internet service providers to get Internet connectivity to its main hub or tower locations. Navtech will build wireless backbone to extend this connectivity in to its service area. Navtech will provide fixed consumer premise equipment that will be installed at each consumer's location. This CPE will act as receiver of wireless signal to provide last mile connectivity.

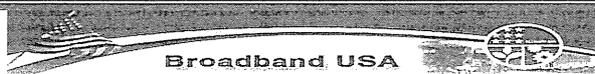
Qualifications of the applicant

Navtech team is led by _____ who has extensive experience in developing successful public/private partnerships and has competitively bid in the past as the investor/developer/operator of several large scale programs at the national level. These programs have helped reforming the underserved community housing and have transformed the surrounding communities. _____ strongly believes in activities that lead to overall uplifting and welfare of community. Navtech's broadband project is one such effort. We believe that we have the track record, ability and desire to make a difference in these communities.

The Navtech team includes _____ (over 20 years of experience in founding and running customer acquisition, customer support, sales and services center for some of the nation's largest telecom companies such as _____), _____ (over 15 years of experience in establishing and managing IP based networks), _____ (over 10 years of experience in establishing telecom networks and most recently WiMAX networks), _____ (over 20 years of experience in managing and implementing sales channels and marketing for technology products), _____ (over 20 years of sales force management of broadband products and call center management experience) and _____ (over 22 years of experience in implementation of IT, Internet and Communications infrastructure, and deploying several regional ISP operations in India).

Navtech has established working relationship with Engineering Design firm _____, a communication law firm, RUS certified equipment manufacturer _____, and _____ as its System Integrator, and _____ to establish the tower related infrastructure. Navtech will work with Etech Inc for customer acquisition, customer services and marketing activities.

Overall infrastructure cost



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We plan to invest approximately [redacted] in developing and deploying the infrastructure. This cost includes setting up approximately [redacted] new wireless backbone towers in the remote areas where no first mile fiber connectivity is available for backbone, installing equipments on approximately [redacted] -existing towers and setting up an about [redacted] central network operations center (NOC) and customer care hub to serve the consumers on our network.

Subscriber projections

We anticipate serving approximately [redacted] residential, [redacted] business customers and institutional consumers at a penetration rate of [redacted] of total households and businesses available in the selected geography. As we will be rolling out our network by setting up or leasing towers and building other infrastructure in the first 6 months we don't anticipate adding any new subscribers during that period. However we will start our customer acquisition campaign during this period. According to our build out plan anticipates us rolling out network infrastructure in 4 counties in the first year, 5 counties in the second year and the remaining 5 counties in the third year. Under this build out plan, we anticipate a total [redacted] residential and 92 business customers at the end of the first year; 10,006 residential and [redacted] business customers at the end of the second year; [redacted] residential and [redacted] business customers at the end of the third year and [redacted] residential and [redacted] business customers at the end of the fourth year.

Number of jobs the project is expected to create or save

We expect to create approximately 300 direct jobs. We also expect to create more than 1000 indirect jobs. We believe that by providing high speed Internet to local businesses we expect to enable the community partners and businesses to create hundreds of additional jobs. Due to improved broadband connectivity and its related applications, thousands of jobs will be saved.

Description of BTOP Project Purpose (BTOP Applicants Only Next Three Questions)

9. BTOP Statutory Purpose: