

## Broadband USA Applications Database

**Applicant Name:** Personal Network Computing, Inc. dba Valley Internet

**Project Title:** NorCal Broadband Access Consortium - Valley Internet for Lake, Glenn, Colusa, Napa, Solano counties

**Project Type:** Last Mile Non-Remote

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### Executive Summary

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As part of NorCal Broadband Access Consortium, PNC Valley Internet is dedicated to bring broadband to the far corners of Northern California counties. Specifically we are applying for ARRA funding to connect the unserved communities of Lake, Colusa and Glenn counties, and a few remaining unserved communities of Napa and Solano counties. Within the first 3 years, the project will bring fast, reliable and affordable broadband to over 7,000 rural homes and hundreds of businesses in 26 communities for less than \$900 per household total cost. Throughout the five counties, Valley Internet will continue its partnership with the California Fire Department and the School Districts, as well as a new partnership with the Lake County Sheriff Department, to connect 24 additional community anchor institutions, all with free installation and free service. Valley Internet service is based on terrestrial fixed wireless broadband, and features: - Low latency, in most cases lower than DSL and Cable - Monthly service fees that start at \$18 to accommodate everyone's budget - Routable network with fixed public IPs to all customers - Supports all common routers and IP protocols - Capable of handling VOIP traffic with QoS for our business customers - Support for online gaming applications - Network security using packet inspection while leaving all ports open With the help of RUS/NTIA, we will enhance our service: - Residential plans will increase to 6Mbps download and 2Mbit uploads (currently limited to 4Mbit) - Business packages will extend to 14Mbps symmetric connections (currently limited to 8Mbit) - Utilize the expanded and upgraded infrastructure to provide Transport to other Wireless ISPs - By opening our network to other providers, we can reduce our expenses and increase the project reach Valley Internet is able to provide superior service due to three key factors: 1) Unique network design that factors noise, terrain and utilization. 2) Micro cell infrastructure, providing coverage that is free of fresnel consideration. 3) Preemptive monitoring and upgrade of network nodes when they reach 60% utilization regardless of subscription ratio. By focusing solely on truly unserved rural and remote communities, we are able to utilize proven and cost effective WiFi and WiMax technologies to extend broadband Internet where the "Last Mile" is often 10 Miles or even 20 miles, and the "to the Curb" is more like to the nearest hilltop. Everyone on the team lives in a rural community and has at least once experienced the pain of not having access to broadband at home. Because of that, and once awarded, we will hit the ground running and quickly add bandwidth to existing base stations that will connect the new communities. Within 9 months or sooner, we will reach 8 of the 11 service areas, and begin to take customers online just as quickly as we possibly can. Sounds aggressive?! You don't have to take our word for it. Just ask the hundreds of rural customers we currently connect, and check out our track record. We have provided nearly 50 support letters in the Supplemental Attachment of this application,

as a testimony of our ability to execute on our plans and prevail where other providers have given up. In just under 4 years and with a modest budget, Valley Internet was able to establish a wireless network over an area of 850 square miles, supported by 30 low profile remote towers, which are powered by wind and solar energy. Our experience in dealing with rural terrain, floods, fires, even cows and rodents, the way we train our field technicians, outfit and equip our vehicles, and the proximity of our network to the proposed services areas, make us uniquely and exclusively qualified for the project. It comes as no surprise that our customer retention rate has been and still is 100% and we intend to keep it that way as we expand to new rural areas. 3 Year Impact Homes Passed 7400 Homes Connected 3050 Total Cost \$6.4M (\$865 per household passed) 5 Year Impact Homes passed 10150 Homes Connected 5500 Jobs created 18 Jobs saved 3 Numbers quoted above do not include existing passed and subscribed. They represent the net impact of the proposed project.