Broadband USA Applications Database

Applicant Name: GlenMartin, Inc

Project Title: Proposal 24: Middle Mile 10 GigE Missouri

Project Type: Middle Mile

Executive Summary

GlenMartin/BlueBird Media LLC seeks to develop 21st century Broadband Technology in the Middle Mile Remote/Non-Remote/Underserved area using reliable and cost-effective technology of Ethernet 10GigE. Ten Gigabit-per-second Ethernet (10GbE) represents the next level of Ethernet network bandwidth, which has the great capability of performance. Coverage: The geographical area that will be affected is complete state of Missouri. Over 2,000 Miles of fiber Counties with over 2,481 total square miles covered. Total population for the proposed areas is 1,550,000 residents equating to approximately 600,000 households with additional 10,000 businesses. GlenMartin coverage will meet 95% of the population coverage and over 75% of land coverage in this proposal. Community Anchor Institutions: The collective geographical area represented in this proposal has well over 1000 critical community institutions ranging from Fire, Police, Libraries, Schools, Courthouses, Water Utilities, Waste Water Treatment Facilities. GlenMartin/ BlueBird Media LLC plan to offer at least 25% lower rates than advertised rate packages to all critical community facilities within the proposed funded service area. Proposed Services: GlenMartin plans on developing a compressive network that comprises mainly of 10GigE Broadband Technology. Any last or mid mile provider will have access to this network. Later after the network build out additional service of Data hosting will be added to the network at the Contact Delivery Nodes (CDN). This technology is the fastest available speed at present time and will help out Rural Missouri in its bandwidths needs. Interconnect Obligations: GlenMartin will be building a robust Infrastructure Network that will be able to service multiple providers. The 90 POP’s will have built in capacity in land, building, and tower requirements. This additional capacity will allow easy expansion for any new entrant in the service area. Also GlenMartin/BlueBird Media LLC will proudly display the networks’ nondiscrimination and interconnection policies in a prominent location. Broadband System: GlenMartin’s innovative broadband access network solutions are the ideal technology for delivering high-demand technologies such as broadband Internet access, video services, security surveillance, voice over IP and E1/T1 connectivity. GlenMartin’s broadband technology combines field proven toughness with exceptional performance, security, ease-of-use and cost effectiveness. It significantly reduces the time to design and deploy new commercial and enterprise broadband networks. It also seamlessly integrates with existing network systems and management tools to make extending and augmenting existing service simpler and less cost-intensive. GlenMartin’s broadband access networks offer one of the lowest total costs of ownership in the industry, and can deliver a proven business case. Qualification Experience: GlenMartin’s has a collection of highly experienced personal in Wireless Networks Infrastructure. GlenMartin has specialized in the development both Internationally and Nationally working for such prestigious companies as Verizon, T-Mobile, Digicel, Claro, US Cellular,
ClearWire, MediaFlo and 100’s of government installations. From Design to Implementation, GlenMartin has everything under one roof (project management, manufacturing, construction, IT network administration). GlenMartin also has a joint effort with Motorola’s and VComm which has over 80 years of fiber knowledge, experience and leadership, dedication to creating and maintaining trusted relationships over the long-term access network operators are assured high levels of statewide service and support as our network grow over the years. Cost: Overall infrastructure cost for this project will be approximately $180,000,000.00. Number of Expected Subscribers: Within the first 12 months of installation GlenMartin plans to get at least 20% of the network operational, in this time period we hope to get 5% of market penetration which would relate to around 5 to 10 end users. After the second year we are hoping to gain additional tenants after the development of BlueBird Media, LLC in where an extensive marketing campaign will promote bandwidth prices at the best affordable prices. Jobs: GlenMartin looks to construct over 90 POP’s in this area which will effectively create 18 months of jobs for over 450 people in just the construction phase. There would be additional manufacturing jobs that could create 45 jobs for 6 months. After Implementation of this network, there will be 10 to 20 sustainable jobs for the lifetime of this network.