

Q8. Executive Summary (See Supplemental Information (SI)1 for attachments)

The opportunity the proposed system seeks to address is to bridge the digital gap between urban and rural communities in Oklahoma by providing quality broadband service of over 3mbps, which is sustainable, and affordable to all citizens, businesses, public services and community anchor institutions in the proposed funded service areas. Our business model leverages our ten years experience as a rural broadband provider, along with our existing networks, to maximize the benefits and economic impact in the areas we serve. Under our plan all critical community centers will receive service free of charge and special pricing and educational opportunities will be made available for low income residents. In addition, our network will further insure competitive pricing through our "Open Access Policies". The proposed funded service areas expand our existing systems to [REDACTED] underserved communities in Oklahoma. The map attached (see SI1, item 18) illustrates our proposed coverage in relationship to our existing network.

Wavelinx [REDACTED] proposed Funded Service Areas throughout central Oklahoma were selected based on their status as "underserved" and their relationship to our existing network. Although we believe much of the area is actually unserved, Wavelinx statistical surveys definitely determine our funded service areas to be "underserved"; less than 40% of the households subscribe to broadband services. By leveraging our current assets we are able to provide service at a projected cost of only \$[REDACTED] per customer; well below the cost of wired technology. Our organization's ten years experience with first generation IEEE 802.11 wireless technology and our installation of the first commercial IEEE 802.16d, WiMAX system in the state, a year ago, insures that we have the experience to properly install and maintain the proposed network. This will bring the needed economic stimulus to the communities in a very timely manner.

The proposed network has been designed with the capacity to provide households and businesses in the funded service areas with the bandwidth needed for all of today's Internet applications, such as VoIP, streaming video and mobile access. Within the proposed Funded Service Areas the networks will pass [REDACTED] businesses and [REDACTED] households. Care was taken to design the network with the capacity to meet the needs of future applications and population growth. The WiMAX technology we are utilizing will allow Internet access to all devices that are WiMAX compliant, which will greatly enhance future applications and lower cost.

Wavelinx is working closely with community anchor institutions, public safety entities, and critical community organizations to ensure that their broadband needs are met. In most cases, service will be provided to them free of charge or at a deep discount. Our networks will pass 4,346 of these entities. These institutions and organizations are particularly important when considering the funded service areas include almost 21% minority population and has a per capita income of only \$16,321. In addition to providing a "lifeline" rate Wavelinx will make free access available in at least one location within each community for those unable to subscribe and will work with the above institutions to insure computer access is available.

In order to insure competitive pricing and provide an array of broadband services, Wavelinx will have an "open access policy" and wholesale broadband service to third party application providers for services such as VoIP, security surveillance, streaming video, and numerous other future application that utilize broadband technology to deliver their service.

Our service packages start with a "Lifeline" service for those subscribers that qualify for the landline lifeline service as defined by the FCC. That service will be at the same speeds as our basic package but will be priced at \$█████; just above cost. Our basic service package is priced at █████ and allows speeds of █ mbps down and █ mbps upstream. Wavelinx offers additional packages for those subscribers wanting faster speeds (see Attachment A)

Our approach to addressing non-discrimination and interconnection obligations will be to adopt the following policies: 1. Consumers are allowed to access the lawful Internet content of their choice, 2. Consumers are allowed to run applications and use services of their choice, subject to the needs of law enforcement, 3. Consumers are allowed to connect their choice of legal devices that do not harm the network, 4. Consumers are entitled to competition among network providers, application and service providers, and content providers. These policies will be displayed on our website in a prominent location. In addition, we are committed to offering wholesale access at reasonable rates and terms and we are committed to binding arbitration of disputes concerning interconnection obligations.

The broadband system that will be deployed is an IEEE 802.16e Airspan 3.65 MHz WiMAX network with a Ceragon microwave backhaul network. Both Airspan and Ceragon have certified under RUS "Buy America Program". All equipment used is on the RUS Approved Equipment List. Wavelinx has already deployed an Airspan WiMAX network and is fully familiar with its technology (see Q36. Construction and Vendor Contracts). Wavelinx anticipates utilizing 10MHz per tower of the 25 MHz spectrum, in the 3.65 MHz range, made available by the FCC

As an example of Wavelinx qualifications, Wavelinx has been providing broadband service to rural communities throughout Oklahoma for over ten years. Currently, we manage wireless broadband networks that serve approximately 32 communities in Oklahoma and Texas. In May of 2008, we installed the first commercial IEEE 802.16d, WiMAX network in Oklahoma. Our technicians have experience working with the equipment and technology being proposed under this plan. Our customer service, billing department, system administration, and management team have the capability of being expanded to accommodate the requirements of this project. Our executive team has over 100 years experience in all areas of telecommunications management and 39 years of IP experience.

The overall infrastructure cost for the proposed network is \$██████████. The overall expected subscriber projections for the project are ██████.

The number of full time, permanent jobs our plan is projected to create will go from our current ■ employees to ■ direct jobs. In addition, a number of jobs will be created and saved indirectly. We were not able to adequately measure the full indirect economic impact of our proposed project but based on the discussions with community leaders it will be very large.

In the process of designing Wavelinx network and service offerings, we have met with local businesses leaders, government officials on a state and local level, university professors, who are experts in rural development, and our existing customers, in order to better understand their immediate and future needs (see S11, support letters). Based on this feedback we designed Wavelinx network to meet these needs and maximize the economic impact to these areas.

Wavelinx proposal will give these underserved areas the stimulus they need to prosper while creating immediate, good paying, long term jobs. Our ten years experience in the Internet business and Wavelinx construction schedule for essential network completion in 18 months gives us the advantage of being “Shovel Ready” to start delivering economic growth immediately.