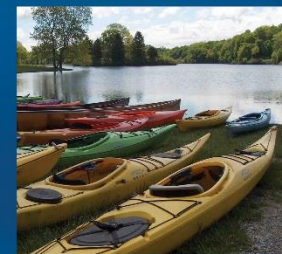
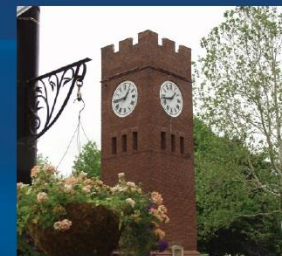


Velocity Broadband

6 Month Update



Status Update – IS Manager – Bill Hilbish

- November 2012** - Tasked by City Council to Assess Current Broadband Needs (Strategic Plan)
- April 2014** - Council Presentation; Directed to Determine Business/Residential Broadband Needs
- July 2014** - Broadband Assessment/Business Plan RFP Released
- October 2014** - Magellan Advisors Selected as Contractor
- February 2015** - Broadband Needs Assessment and Business Plan
- June 2015** - Council Resolution to Build Phase I Pilot Program
- August 2015** - Data Center Operational
- Sept. 2015** - First Customer Online – 4 Days Ahead of Schedule
- December 2015** - First Payment
- February 2016** - 16 Paying Customers

Construction & Equipment Vendors

Construction & Maintenance

OCI Construction, Inc.

State Alarm

Giranda Construction

GECRB

Dun Rite Exteriors

Speelman Electrical, Inc.

Continental Fire & Security Inc

The K Company

Emery Electric

W.W. Williams

Boring and conduit installation

Data Center Building access

Data Center concrete work

Data Center connection items

Data Center downspouts

Data Center electrical improvements

Data Center fire suppression system

Data Center HVAC

Data Center interior electrical work

Data Center padmount & installation of generator

Internet/Voice Services, Equipment & Management

Calix Inc

CDW-G, INC.

Cisco

Cogent

Dell

EOS (Electronic Output Solutions)

Fibertech/Lighttower Inc

GLDS (Great Lakes Data Systems)

Momentum

OARNet

Power & Tel, Inc.

Power Line Supply

SHI

Solarwinds

Windstream

Zeriva LLC

Network Distribution Equipment

Equipment Supplier

Core Network Equipment

Wholesale Internet, IP Addresses

Equipment Supplier

Bill printing vendor

Wholesale Internet, IP Addresses

Broadband management software

Voice services vendor

Software Supplier

Material Supplier

Material Supplier

Material Supplier

Network Management Software

Internet Transport Provider

Spare POE Switch

Contractors & Partners

Consulting Services

Magellan Advisors LLC
UpTown Services LLC

Broadband planning & implementation
Pricing, operations, and broadband planning

Sales/Service/Support Services

Fine Line Communications Inc
HTC Communications LLC
MGT Network Services, Inc.
L Tech Solutions LLC
RG Digital LLC
PCR Business Systems

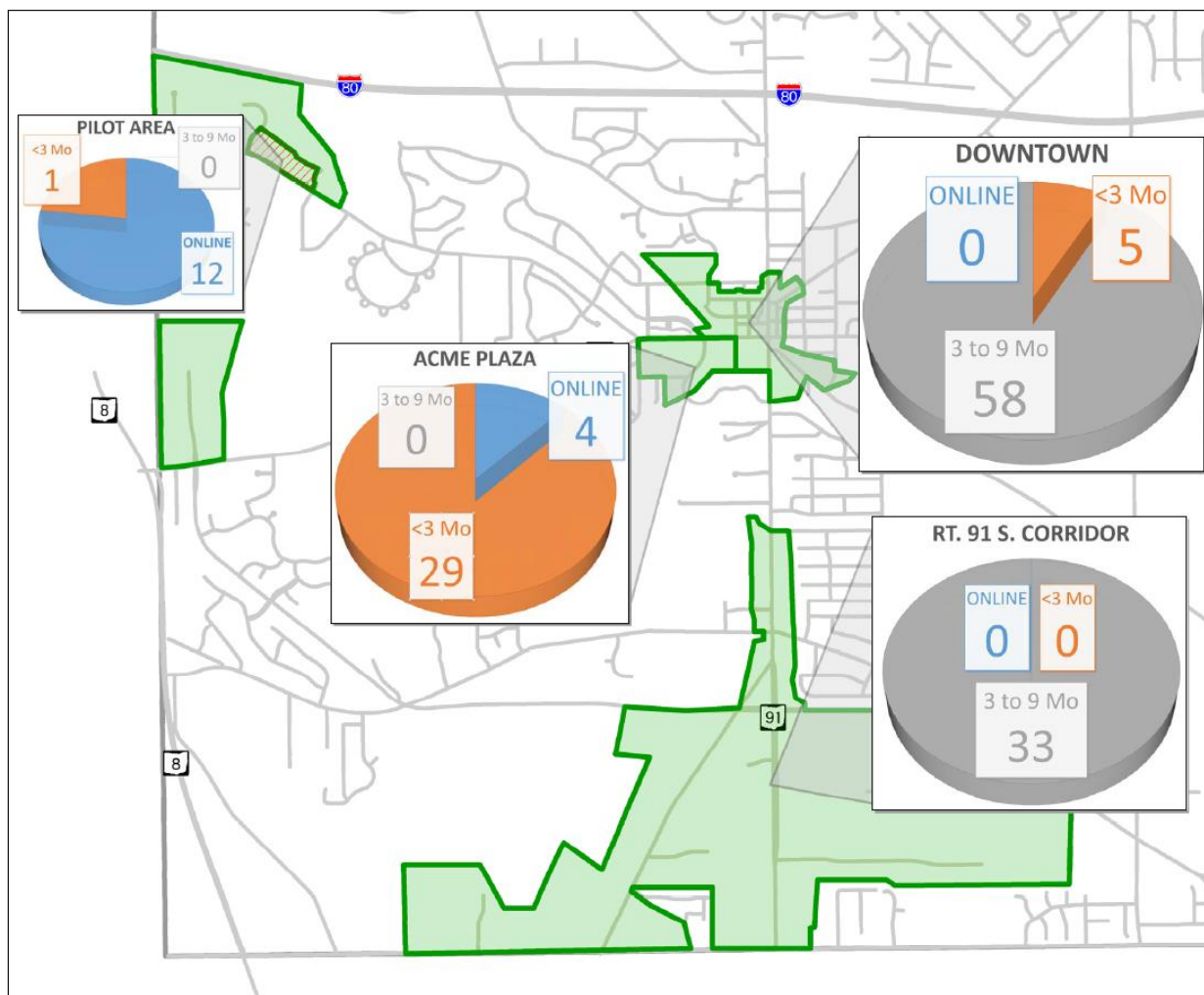
Inside wiring contractor
Inside wiring contractor
Fiber splicing and emergency repair contractor
Sales representative
Sales representative
24/7 Customer tech support contractor

Marketing

AKHIA Public Relations, Inc.

Marketing Services for Velocity Broadband

Phasing & Design – Paul Leedham



Velocity Broadband 2016 Build-out Plan

February 23rd, 2016

16	Receiving Velocity Broadband Service
36	Service will be Delivered in less than 3 months
95	Service will be delivered in 3 to 9 Months

Zone	Receiving Service	Service in < 3 Mo	Service 3 to 9 Mo	Total
Pilot Area	12	1	0	13
Acme Plaza	4	29	0	33
Downtown	0	5	58	63
Rt. 91 S. Corridor	0	0	33	33
W. Boston Mills Rd	0	1	0	1
Hudson Crossings	0	0	1	1
Other Areas	0	0	3	3
Total	16	36	95	147

 Business Deployment Zones

Data Center Construction – Beau Chumley

- Upgrade electric service
- Install generator
- Fire suppression
- Fill conduit to tower
- Install conduit to drop pole
- Environmental controls
- Rack space
- Concrete



Construction – Kevin Powell

- Design & engineering of proposed routing to deploy fiber optic cable
- Field research and validation for proposed use of existing aerial and subsurface assets
- Acquisition of fiber and associated materials
- Installation of fiber cable by utilization of existing aerial and subsurface infrastructure along with installation of new subsurface infrastructure
- Fiber termination and quality testing
- Employee involvement



Customer Relations – Maureen Reich

Customer Sales, Service, and Administration:

Sales>	Outreach, Response, Marketing, Service Contracts
Service>	Installations, Quick Replies and Follow up
Administration>	Accounts, Customer Database, Billing, Payment Processing, Reports

For first 6 months, manual systems were created to track prospects, customers, sales, invoices, payments, equipment, installation dates, etc.

Interest in the new services has been great! So, it's time to automate!...



Introducing Broadhub by

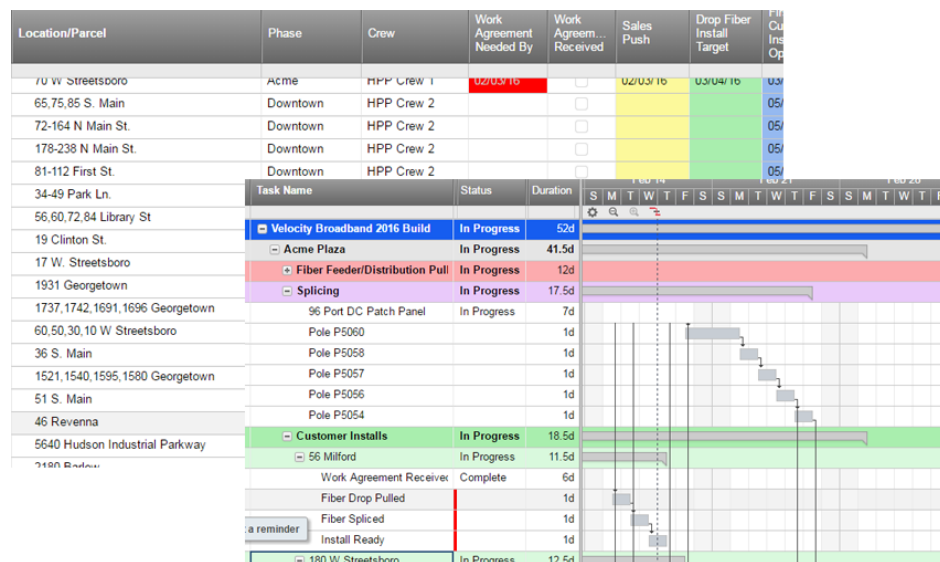
end-to-end customer management for Broadband operations

- Prospect Management
- Customer Management
- Work Order Management including Technician Scheduling with Dispatch and real-time communications with the field
- Equipment Inventory and Provisioning
- Billing and Payment Processing
- Monthly Accounting Procedures & Reports
- Customer Portal for payments and account management

First Billing with new system: March 1, 2016

Operations – Will Ersing

- Day to Day Operations
- Material Procurement
- Network Configuration
- Technical Plant Design
- Production Planning
- Material R&D
- Installation Scheduling



Next Steps

- Continue building out to potential customers in all phases
- Seek out new opportunities that add value to Velocity Broadband
- Evaluate staffing levels and options to provide quality customer support
- Begin the research and evaluation of a residential build

