

Utility Grade Broadband

Faster Builds and More Affordable
Broadband Service Delivery
from the Electric Utility

Presented By



Agenda

PART 1:

Introductions and Topics

PART 2:

Panel Discussion

PART 3:

Questions

Mike Birdwell

*Director of Ancillary Services
Sequachee Valley Electric, TN*

A former telecom executive who combined valuable experience with a new vision for rural broadband and the electric cooperative. 100% member access.



Sean McGrath

CFO, Alcorn County Electric, MS

A broadband pioneer, leading ACE to become the first electric coop in the country to offer multi-gigabit residential services. 100% member access.



Steve Foshee

CEO, Tombigbee Electric, AL

Among the most respected leaders for broadband in rural Alabama, serving his members and working diligently for others throughout the state. Freedom Fiber is a highly successful network that continues to grow and serve.



- **Rural America remains underserved and disadvantaged in broadband access.**
- **Broadband is infrastructure; as essential as electricity and water.**
- **Traditional approaches will not close the Digital Divide.**

3 Key Facts



Utility Grade Broadband

- **“Utility Grade” – as reliable as utility service.**
- **Developed for electric utilities – leverages existing infrastructure and resources.**
- **Most affordable and future-proof approach**

- **Effects of pandemic have illuminated and emphasized need for quality broadband for all citizens.**
- **Large CAPEX projects, not incremental.**
- **Unencumbered by existing network practices, technology or constraints.**
- **Build networks to support electric and broadband initiatives.**

**Different Time
& Opportunity**

Utility Grade Broadband Factors

- **Power space and make ready, aerial and underground**
- **Common architecture for smart grid and broadband**
- **Enough fiber and efficiency to support 100% members, smart grid and middle mile/transport opportunities**
- **Improved network affordability with faster time to revenue**
- **Network resiliency and redundancy**
- **Significance of OSS/BSS integration and workflow automation**



Panel Discussion Topics

PANEL
DISCUSSION

Describe the factors that allowed you to complete your projects *ahead of schedule* and *under budget*.

PANEL
DISCUSSION

Describe your experience with the “*learning curve.*” How long until you came up to speed in *construction* and *customer acquisition*?

PANEL
DISCUSSION

Comment on your **construction technique** and how much it factored into **accelerating** your network build.

PANEL
DISCUSSION

Comment on your experience
with the *resiliency* of the *outside
plant* and broadband *service
availability*.

PANEL
DISCUSSION

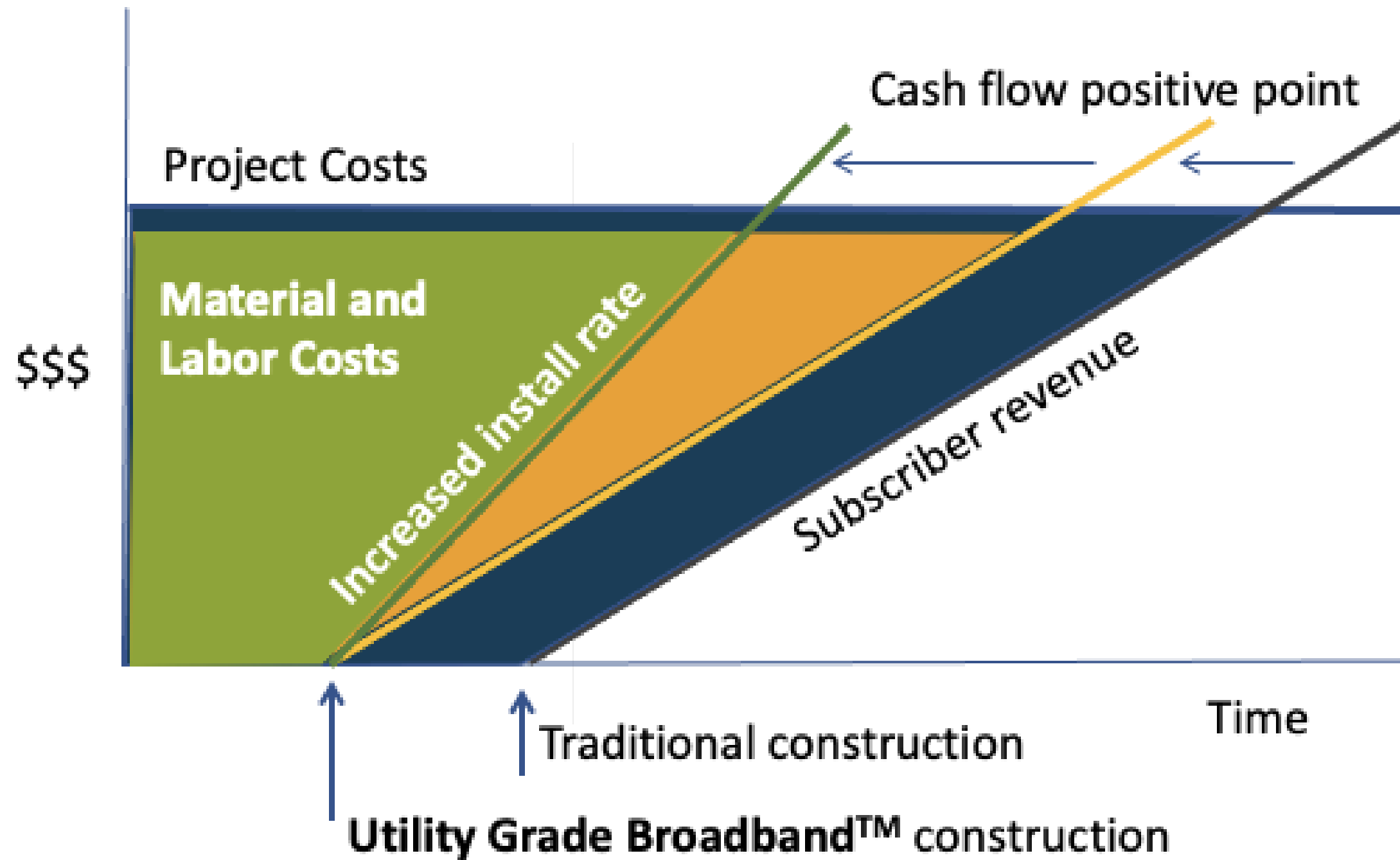
What has OSS/BSS
integration and *automation*
meant to your project?



Questions



Thank You



Utility Grade Broadband Affordability