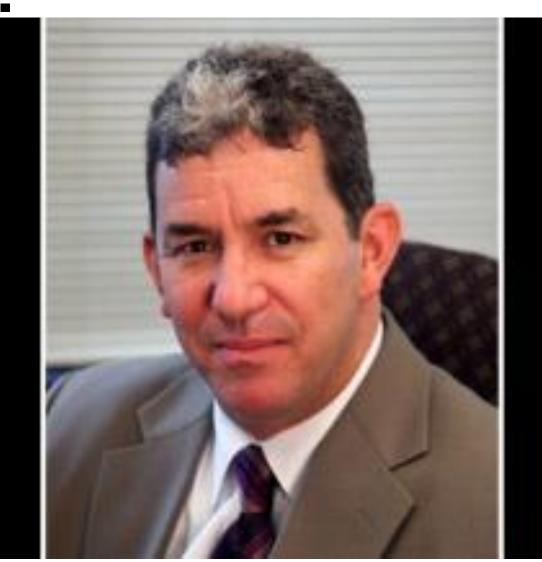


Peter Murray, Executive Director Dense Networks, Smart Communities Inc.

- 30 + years Telecom
 - MCI, Verizon, Level 3
 - PECO/Adelphia Partnership
- Professor, Temple University
- US Department of Commerce NTIA Broadband Grant Reviewer
- Consultant to Orange and Lee Counties, Florida







2022

The Tour returns in 2022 with a focus on how Network Technology and the Cloud are enabling innovative new capabilities and services.

We will look at successful Use Cases, Technology Architectures, Business Models and Funding mechanisms for Cities, Schools, Building Owners, Utilities and Transportation.

For More Information Contact:
PeterMurray@DenseNetworks.com
\$\colon\$ 267-237-5907

May	24	Denver	Smart Cities Week	
June	08	Virtual Broadband Funding		
June	23	Virtual CBRS/Private Wireles		
July	13	Virtual IoT Networks-LoRa		
August	11	Aurora	Connected Cities Tour	
September	15	Virtual	Broadband Funding	
September	22	Philadelphia	Connected Cities Tour	
October	06	Virtual	Fiber Optic Deployment	
October	13	New York	Smart Building Networks	
October	25	Los Angeles	Connected Cities Tour	
November	06	Virtual	Smart Cities	
December	08	Virtual	5G	



DenseNetworks.com

Agenda

9:05	Introduction Peter Murray, Executive Director, Dense Networks			
9:15	Keynote Jim Stritzinger, Director, Broadband Office, State of South Carolina			
9:40	Broadband Programs-Funding, Mapping, Programs			
	Jim Stritzinger, Director, Broadband Office, State of South Carolina Bryan Darr, VP, Ookla			
10:30	Break			
11:00	Network Solutions-5G, Fiber, IoT, PLTE, WiFi			
	Kent Winrich, CTO, Open Broadband			
	Jerry Gard, Sr. Engineering Manager, Motorola Solutions			
	Greg Spraetz, CRO, Network Connex			
	Scott Jackson, Broadband Market Manager, Graybar			
12:00	Lunch and Networking			



Thank You!!

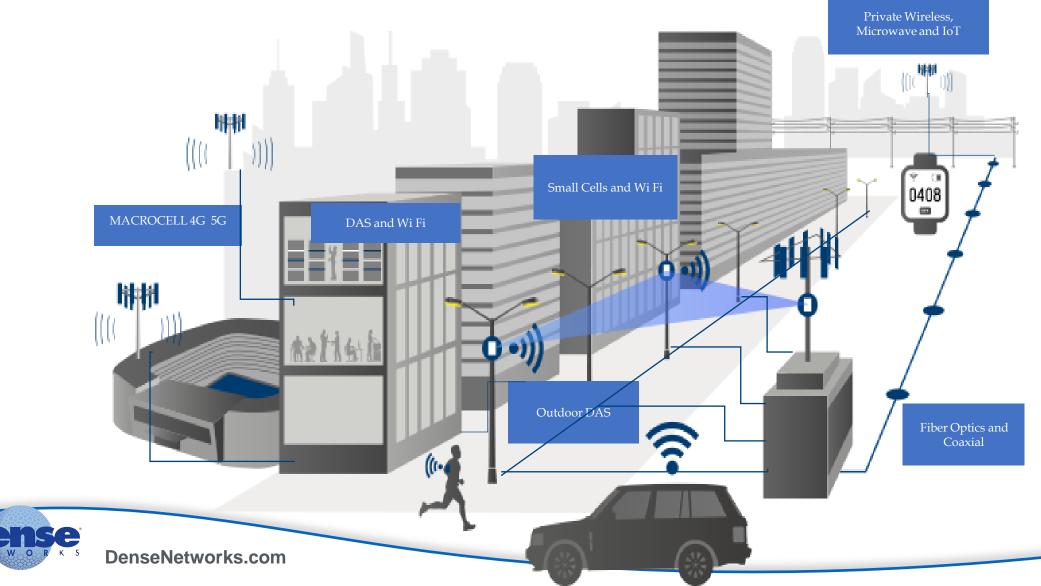








Densification

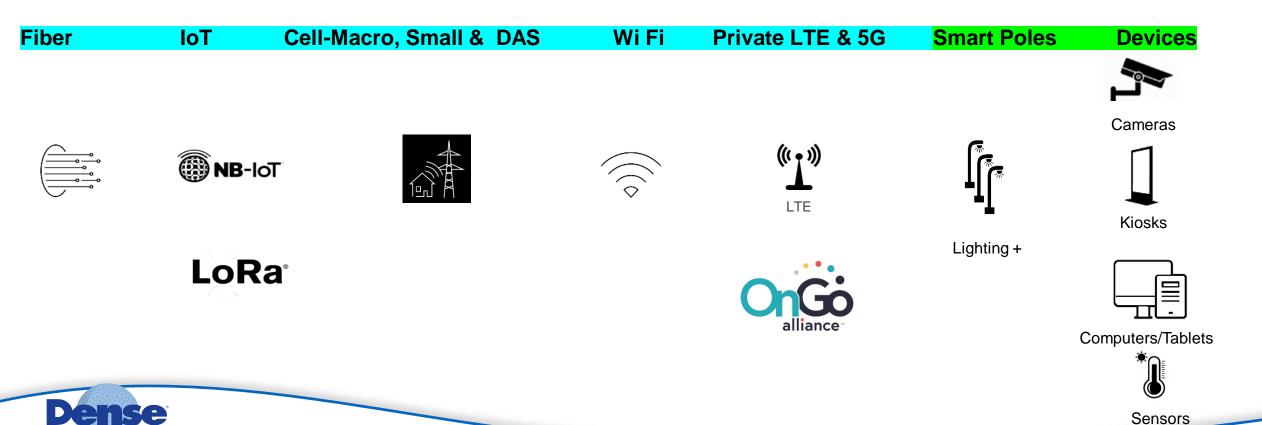


Digital Infrastructure

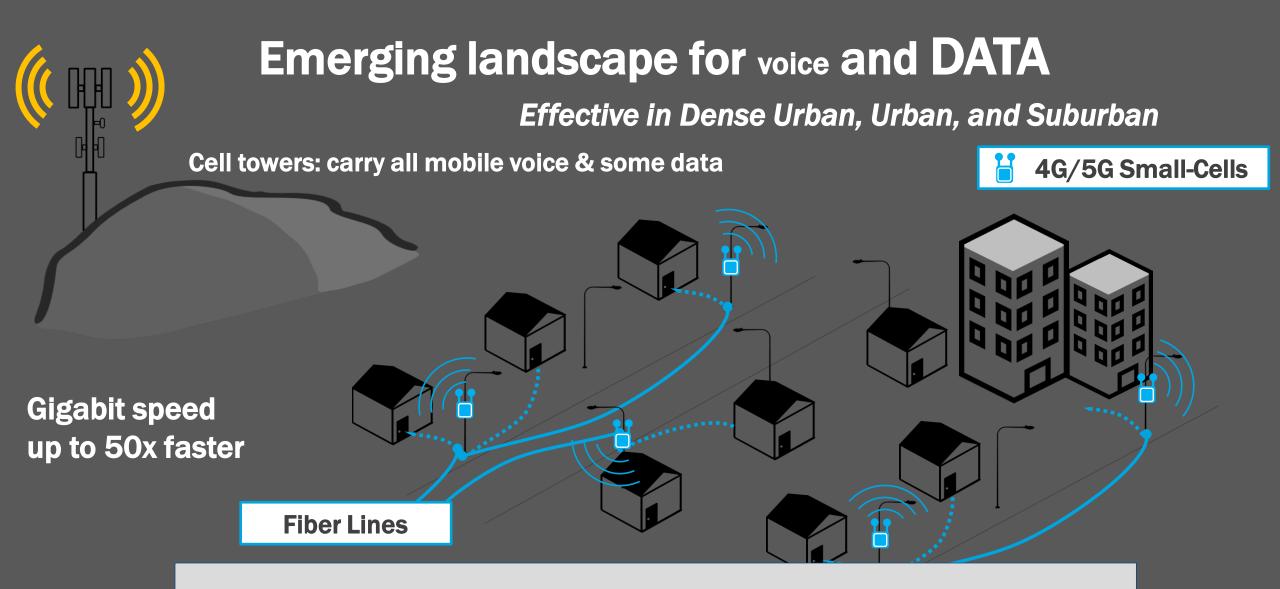
Scalable/Success Based

Valuation 3 to 5 X vs. Network Providers Digital Colony/SBA/Crown (REIT) vs. AT&T, Comcast

DenseNetworks.com



Broadband Strategy San Jose



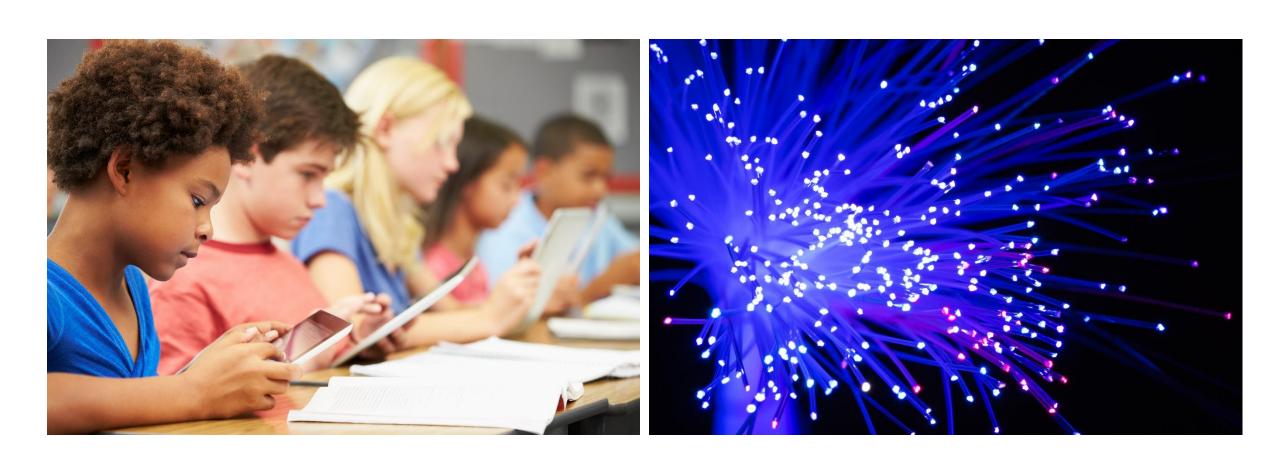
Light pole is most valuable asset for broadband

Broadband Strategy San Jose

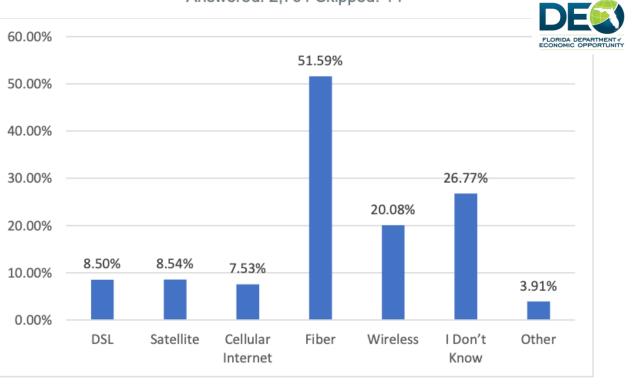
SMALL CELLs STREETLIGHT INTERNET OF THINGS Light/Safety **Broadband Digital Infrastructure Smart Cities Properties Properties Properties** - Height - Height Height - Power - Power Power - Light Sensor - Light Sensor **Light Sensor** - Lumens - Lumens Lumens - Density Density Density **Data Backhaul Data Backhaul** Sensors (Fiber, COAX, **Cameras** Radio mesh) **2-way Communication Banner Advertising Maturity: Mature Emerging Extremely Immature Possible Action:** Re-examine in Broadband Proceed w/ LED Light **Seek to Understand Replacement Only Strategy**

with Knight IoT Grant

Broadband and Digital Equity



Question 5: What type of technology do you believe would make internet more accessible in your community? Answered: 2,764 Skipped: 14



Historical Context

\$65 billion in funding is unprecedented level of funding for broadband deployment.

CURRENT PROGRAMS:

Federal Communications Commission

- 1. Connect America Fund Program
- 2. Schools and Libraries (E-Rate) Program
- 3. Rural Health Care Program
- 4. Lifeline Program
- 5. Rural Digital Opportunity Fund
- 6. 5G Fund for Rural America
- 7. Emergency Connectivity Fund
- 8. Affordable Connectivity Program*
- 9. COVID-19 Telehealth Program

Rural Utilities Service (USDA)

- 1. Rural Broadband Access Loan Program
- 2. Telecommunications Infrastructure Loans Program
- 3. Community Connect Grant Program
- 4. ReConnect Program*
- 5. Distance Learning and Telemedicine (DLT) Grant Program

National Telecommunications and Information Administration

- 1. Connecting Minority Communities
- 2. Broadband Infrastructure Program
- 3. Tribal Broadband Connectivity Grant Program*

Treasury Department

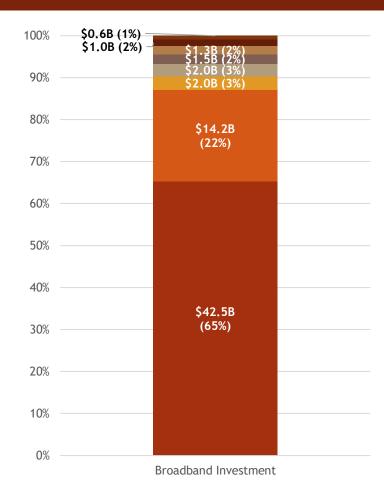
- 1. Coronavirus State and Local Fiscal Recovery Funds
- 2. Coronavirus Capital Projects Fund

^{*} These programs received further funding through the IIJA.

American Rescue Plan Act (ARPA) – Treasury Department

Progr	ram	Funds Allocated	Program Details	Eligible Recipients	Application Window
	e and Local Fiscal overy Funds	\$350 billion	Program seeks to support urgent pandemic-response efforts, replace lost revenue for state and local governments, strengthen support for vital public services, and address public health and economic challenges. Allows recipients to use funds for broadband infrastructure, among other investments such as public health, replacement of public sector revenues, premium pay for essential workers, etc. Requires networks symmetrical speeds of 100 Mbps, unless exemption, then 100/20 Mbps but scalable to symmetrical 100 Mbps.	Grants awarded to states No restrictions on eligibility for subgrants	States received 50% of funds in mid-2021, will receive rest in mid-2022. States will administer own subgrant programs, but all funds must be expended by end of 2024.
	onavirus Capital ects Fund	\$10 billion	Program designed to allow recipients to invest in capital assets, including infrastructure, that meet communities' critical needs in the short- and long-term. Key priority of program is for broadband infrastructure and other digital connectivity technology projects. Requires networks symmetrical speeds of 100 Mbps, unless exemption, then 100/20 Mbps but scalable to symmetrical 100 Mbps.	Grants awarded to states No restrictions on eligibility for subgrants	Application window for states closed December 27, 2021; for Tribal governments, will close June 1, 2022. Sub-grantees may begin receiving funds in 2022 from state programs.

Infrastructure Investment and Jobs Act: Broadband Overview



Allocation	Amount	Agency
Private activity broadband bonds	\$0.6B allocated	
Enabling Middle Mile Broadband Infrastructure Program	\$1.0B allocated	NTIA
Digital Equity Competitive Grant Program	\$1.25B allocated	NTIA
State Digital Equity Capacity Grant Program	\$1.5B allocated	NTIA
ReConnect Program	\$2.0B allocated	USDA
Tribal Broadband Connectivity Program	\$2.0B allocated	NTIA
Affordable Connectivity Program	\$14.2B allocated	FCC
Broadband Equity, Access, and Deployment Program	\$42.45B allocated	NTIA



Broadband Equity, Access, and Deployment (BEAD) Program

Funds Allocated	Administering Agency	Eligible Recipients	Expected Timeline
\$42.45 billion	NTIA	Grants awarded to states No restrictions on eligibility for subgrants	 NOFO within 180 days (mid-May 2022) Initial \$100 million to each state likely disbursed soon after final proposals submitted Remaining funds likely disbursed in late 2022/early 2023

- Project objective is to close the availability gap as "access to affordable, reliable, high-speed broadband is essential to full participation in modern life in the United States"
- End-mile broadband infrastructure deployment
- Eligible uses of funds:
 - Deployment to unserved and underserved areas
 - Connecting community anchor institutions
 - Data collection, broadband mapping, and planning
 - Installation of broadband equipment or providing reduced-cost broadband to multi-family residential buildings
 - Broadband adoption programs

Broadband Equity, Access, and Deployment (BEAD) Program

Funds Disbursement

- States will receive funding from the NTIA, to disburse to subgrantees
- Amounts allocated to states, besides minimum \$100 million, will depend on (1) the number of unserved locations in each state and (2) the number of unserved locations in high-cost areas
- States will likely use existing state broadband programs or craft new programs under state broadband authorities or state Governor's Offices
- To receive funding, states will need to submit 5-year action plans and initial and final proposals, and may solicit or be receptive to industry feedback when drafting

The Digital Divide



"Begin With the End in Mind" Steven R. Covey, 7 Habits of Highly Effective People

Speed Tiers (download / upload)









DON'T INVEST HERE

Green: Already served. Meets or exceeds FCC's 25/3 Mbps

White: Nobody lives there.

Density of Unserved Households

200 or More (per sq. mi.)

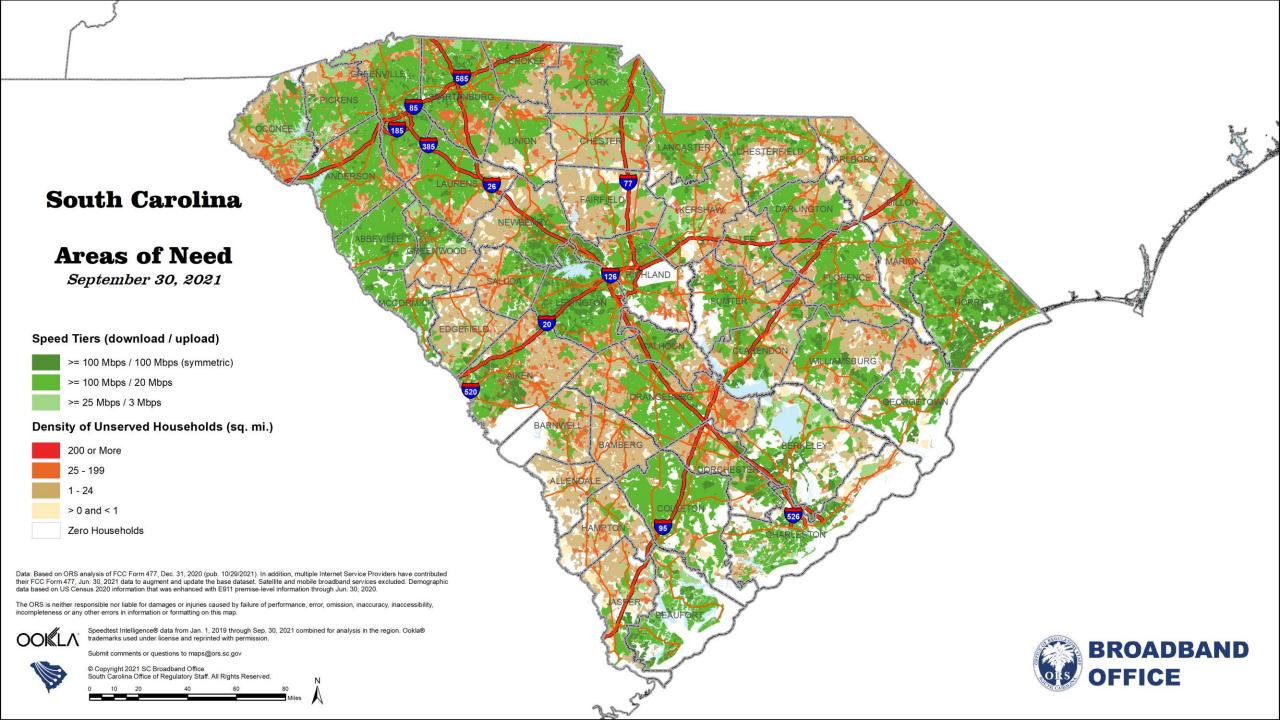
25 - 199

1 - 24

> 0 and < 1

INVEST HERE!

Find the "freckles" and prioritize these. Freckles are high household density with poor Internet.



(?) SPEEDTEST









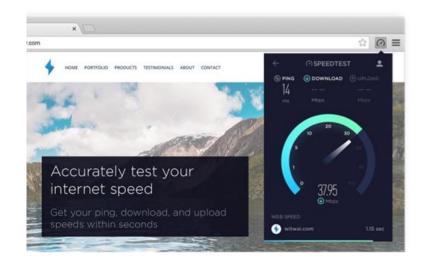




- Founded in 2006
- Seattle, Memphis, Denver,
 Dublin (IE), Guildford (UK), Dubai (AE)
- 320 employees
- Stand alone subsidiary of Ziff Davis, Inc (NASDAQ: ZD)



(?) SPEEDTEST









- Mobile and fixed broadband measurements
- Precise location data (GPS) & detailed RF measurements
- Quality of Service (QoS) and Quality of Experience (QoE)
- Trusted by consumers, privacy focused
- Includes "failed & partial" test data



The Role for Crowdsourced Data

- Volume Scale of data capture is exponential relative to other efforts
- Consistency Fewer spikes and troughs in data collection due to loyal user base
- **Diversity** Captures the many ways people use the internet
- Validation Proof of service provisioning by each ISP in a given geographic area
- **History** Years of data allows for measuring of progress over time

Broadband Data Act

"As part of the efforts of the Commission to facilitate the ability of entities and individuals to submit information under paragraph (1), the Commission shall—(A) prioritize the consideration of data provided by data collection applications used by consumers that the Commission has determined—(i) are highly reliable; and (ii) have proven methodologies for determining network coverage and network performance;"





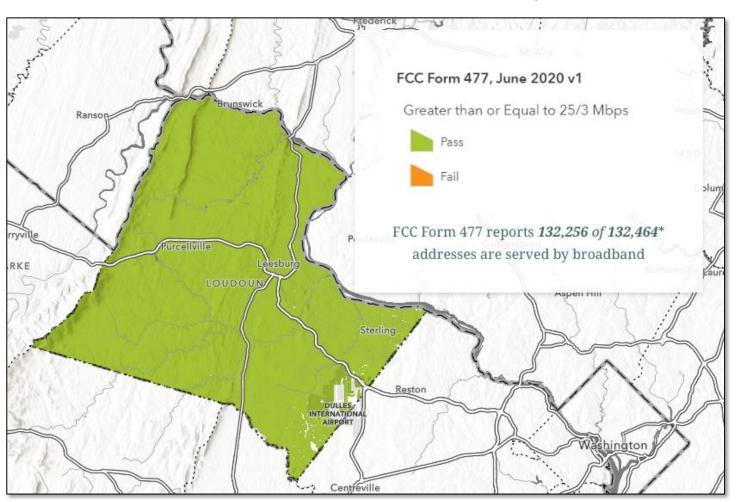


Loudoun County, Virginia

FCC claims 99.8% of addresses are served by broadband FCC claims 97.2% of addresses are served Cable, Fiber & DSL

The Situation

In an effort to close the digital divide in rural and urban communities across the nation, the federal government has allocated billions of dollars in broadband funding with the American Rescue Plan (ARP) Act. Funding allocation is based on current federal broadband mapping through FCC form 477 data.







The Solution

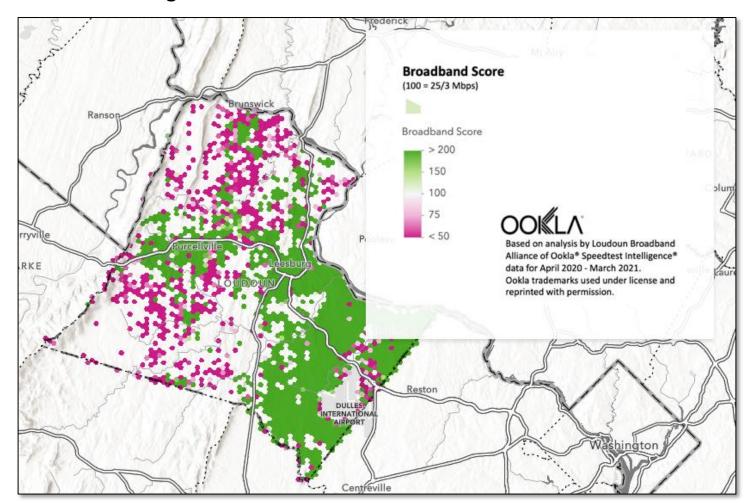
Through analysis of Speedtest Intelligence data, LBA developed a broadband score, where a score of 100 means that the geolocation has access to FCC minimum broadband requirements of 25 Mbps download and 3 Mbps upload speeds.

The pink spots on the map represent locations where residents did not have access to broadband.

Loudoun County, Virginia

On-the-Ground Real World Experiences

93.9% of residents have access to broadband leaving more than **6% of residents without broadband**







The Solution

Using this data aggregated with LBA's own local surveys and research, LBA was able to create their own map that showed a more accurate broadband availability map for the county.

6% = 7,935 Addresses

Funding won based on study:

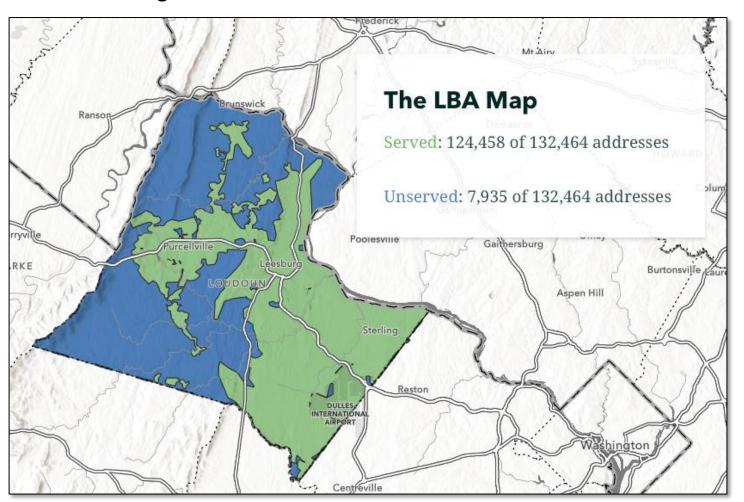
\$17 million



Loudoun County, Virginia

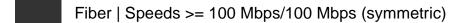
On-the-Ground Real World Experiences

93.9% of residents have access to broadband leaving more than **6% of residents without broadband**



Residential Broadband Technology

Best Available Technology Class



Cable (DOCSIS 3.1+) | Speeds >= 100 Mbps/100 Mbps (symmetric)



Cable (DOCSIS < 2.0) | Speeds >= 25 Mbps/3 Mbps

VDSL (Fiber-To-The-Curb) | Speeds >= 10 Mbps/1 Mbps

ADSL2, ADSL2+ | Speeds >= 6 Mbps/1 Mbps

Fixed Wireless | Speeds >= 10 Mbps/1 Mbps

ADSL | Speeds >= 3 Mbps/768 kbps

No Internet Service Available

Zero Households

Fiber and Cable

Easily deliver reliable 25/3. These areas are not our problem.

Copper and Fixed Wireless

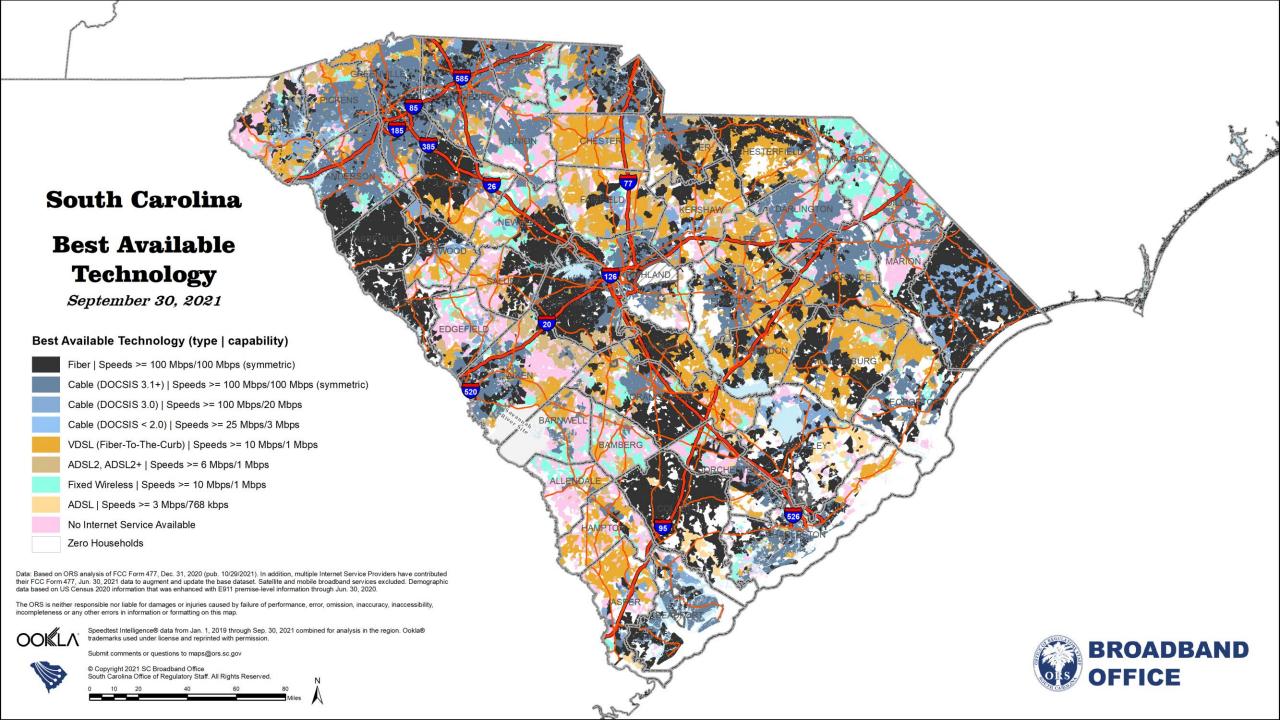
Copper technology (xDSL) cannot deliver reliable 25/3. End of useful life.

Fixed Wireless requires optimum conditions to exceed 25/3; however, it delivers *Speed to Access* meaning that high need areas have the potential to get coverage fast while physical connections to each house are built.

No Internet Options Exist

This has nothing to do with <u>affordability</u>

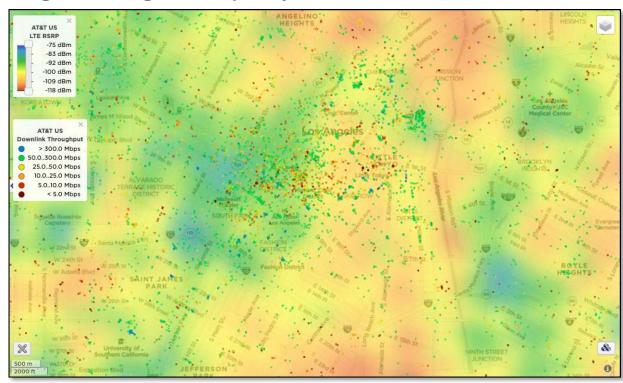
Customers in these areas cannot receive service at their physical address

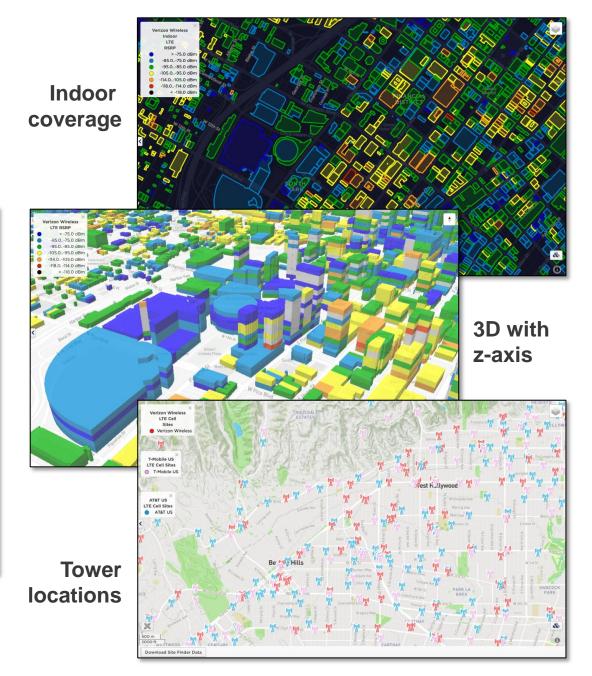


Cell Analytics™

Performance, coverage and signal measurement data

Signal strength and quality





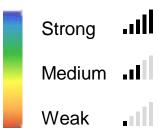


Cell Analytics[™]

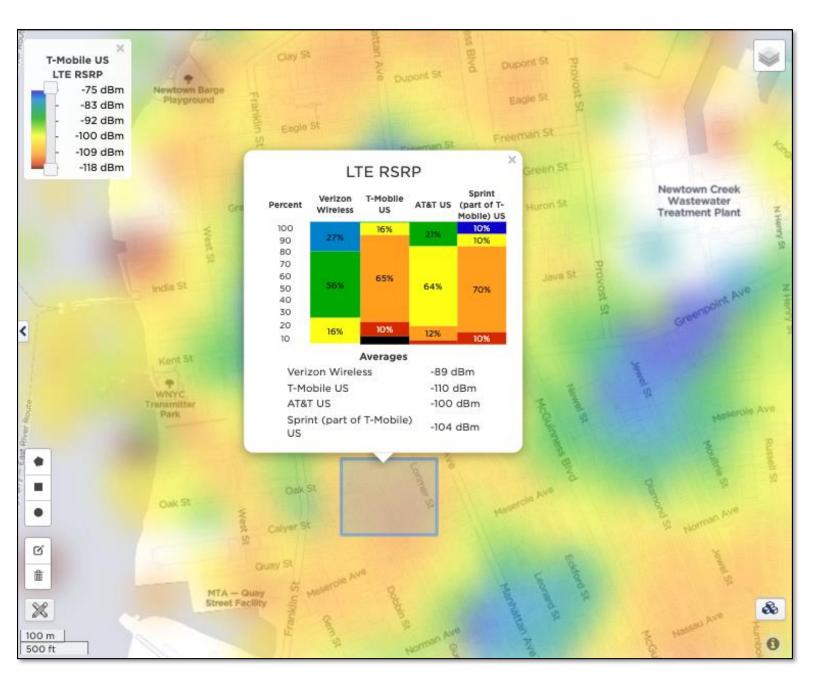
- Solving for Wi-Fi/LTE hotspot deployment – choose best wireless operator in each area
- Direct students to better coverage areas
- Target neighborhoods for EBB funding
- Analyze areas of need for private LTE networks
- Coordinate with state for broadband prioritization



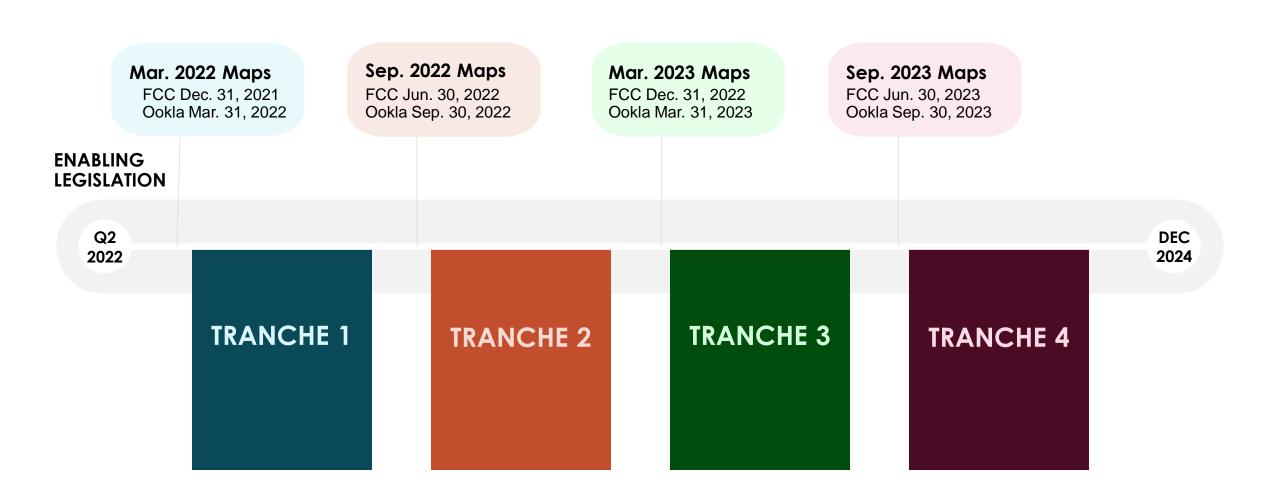








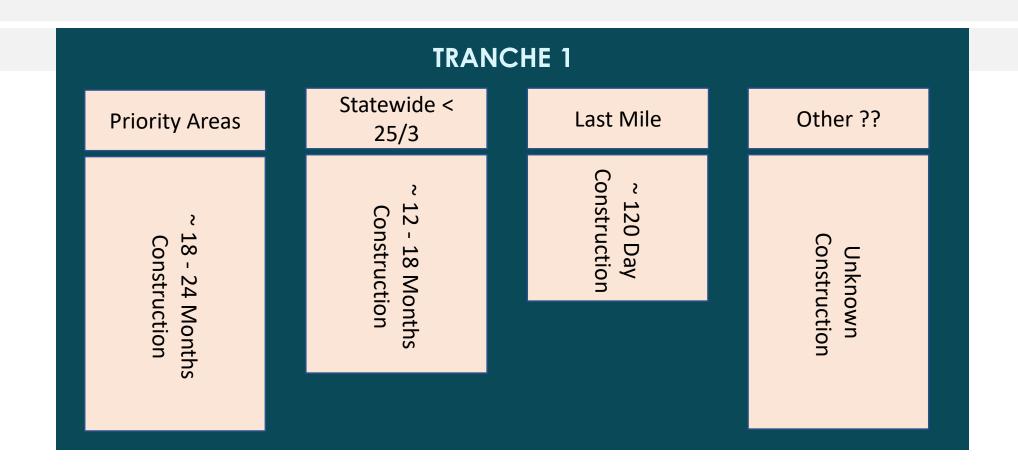
SC BROADAND ARPA INVESTMENT ROADMAP



SC BROADAND GRANT PROGRAM IDEAS

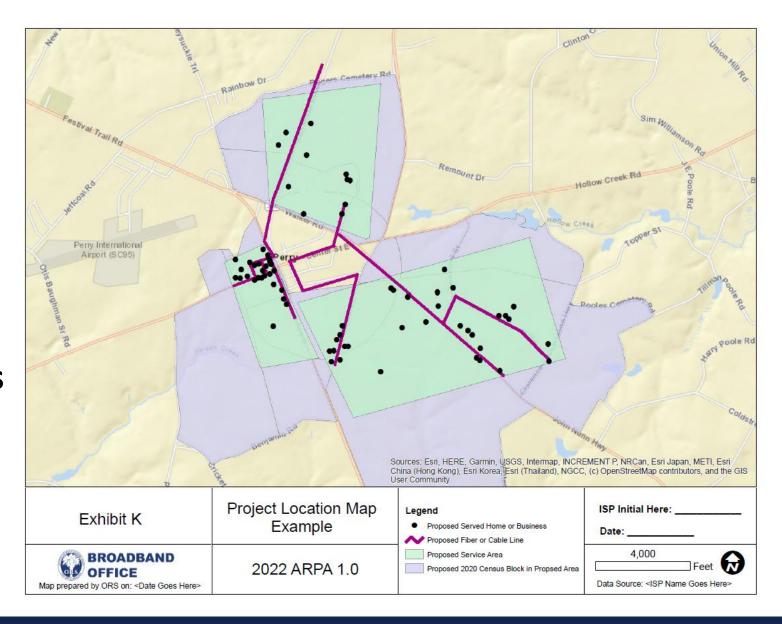
ENABLING LEGISLATION

Q2 2022

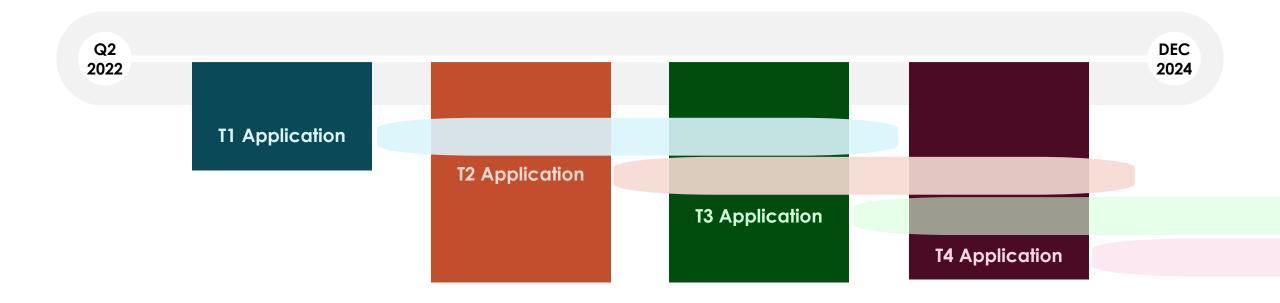


Project Design Template

- 1) Census 2020 Blocks
- 2) Project Area
- 3) Main Fiber Routes
- 4) Impacted Households



SC BROADAND TYPICAL ISP





- CBRS / Private LTE network deployment and monitoring
- FirstNet coverage validation
- Troubleshooting connectivity issues underrepresented areas
- Embed into existing equipment









Kent Winrich CTO, Open Broadband

Greg Spraetz CRO, Network Connex

Scott Jackson National Market Manager

Jerry GardDirector, Engineering, Motorola



FCC Internet Benchmarks

Qualifies for Federal & State Investment

Date Adopted	Minimum Download	Minimum Upload	FCC Commissioner
2015	25 Mbps	3 Mbps	Tom Wheeler, D
2010	4 Mbps	1 Mbps	Julius Genachowski, D
1996	200 Kbps	200 Kbps	William Kennard, D

Federal Construction Requirements

Reliable 100/20 Mbps scalable to 100/100 Mbps (symmetric)



Residential Broadband Technology

Best Available Technology Class

Fiber | Speeds >= 100 Mbps/100 Mbps (symmetric)

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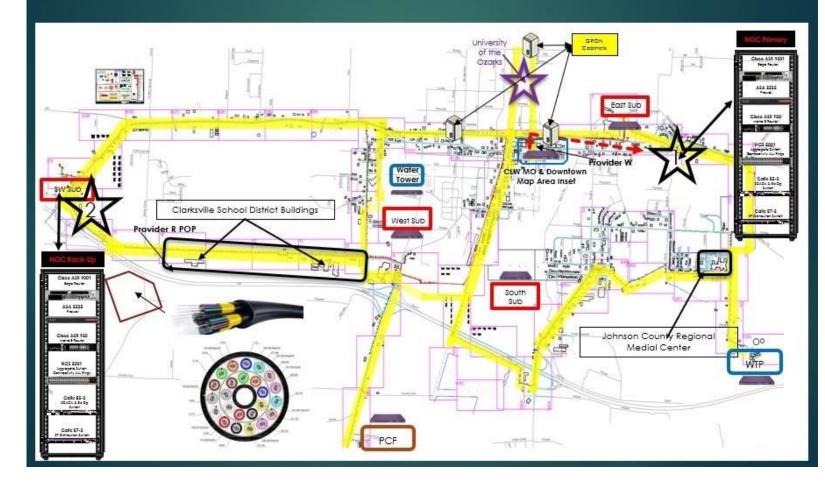
This has nothing to do with affordability!

Customers in these areas cannot receive service at their physical address.

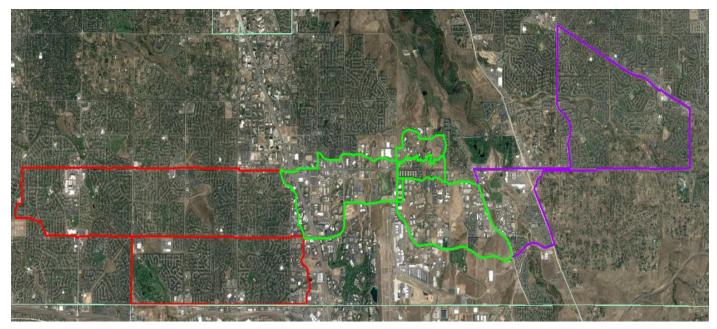




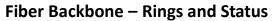
17+ Miles Fiber Optic Network, Already Installed Yellow Highlight Indicates the Exist "Core" Route around Clarksville



Fiber Backbone-Open Access Model











The Spectrum Highway is Changing:











Current Licensed Spectrum

- Licensed 600 thru 2500 MHz
- AT&T: 150 MHz, Verizon: 115 MHz,
 T-Mobile: 110 MHz, Sprint: 200 MHz,
 Other: ~120 MHz

+ Mid-Band Spectrum

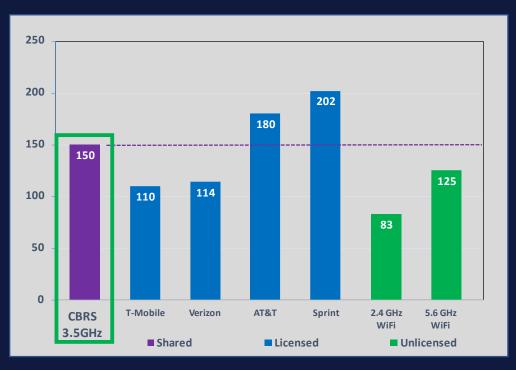
- 3550 to 3700 MHz (150 MHz) CBRS
- 3700 to 4200 MHz (500 MHz FCC) C Band
- 5925 to 6425 MHz (500 MHz FCC)
- 6425 to 7125 MHz (700 MHz FCC)

+ mmWave Spectrum

- 27.5 28.35 GHz (2X425 MHz)
- 37.6 38.6 GHz (5X200 MHz)
- 38.6 40 GHz (7x200 MHz)

What is Private Cellular/CBRS?

- It is a cellular network that leverages a private core element instead of connecting to AT&T/VZ/TMO Public Wireless Network.
- Provides connectivity for enterprise members and their applications using 150 MHz of spectrum in the 3.5GHz Range – "CBRS"
- CBRS = Citizens Broadband Radio Service or LTE Band 48: Up to 150 MHz Fully Dedicated to Single Venue, Enterprise, or Community
- LTE Based Technology, Full Compatibility with Global Mobile Networks
- 15 Channels up to 160 Mbps Each
- 5G Friendly



Basic Use Cases

 Fiber Alternative for Backhaul and Transport, Wi-Fi Offload, Network Densification, Low Latency Performance, User Mobility, Voice Services

41

Vext

Building Blocks for Private Cellular Networks to Deliver True Mobility and Connectivity for All















CBRS expansion of the cellular spectrum enables enterprises to launch wireless networks using cellular networking technologies

Low-cost cellular/CBRS small cells makes private Radio Access Networks (RANs) attractive

Core

Core powers your Private LTE/5G network and serves as a trusted party between enterprises and major *public* cellular carriers. Connect to Core, and your enterprise is interconnected

Trade

Trade is a service management platform that provides insights into user experience and in-building analytics

SIM Cards

Core Connected Devices

Interconnected Private Cellular & **Neutral Host** Network

42

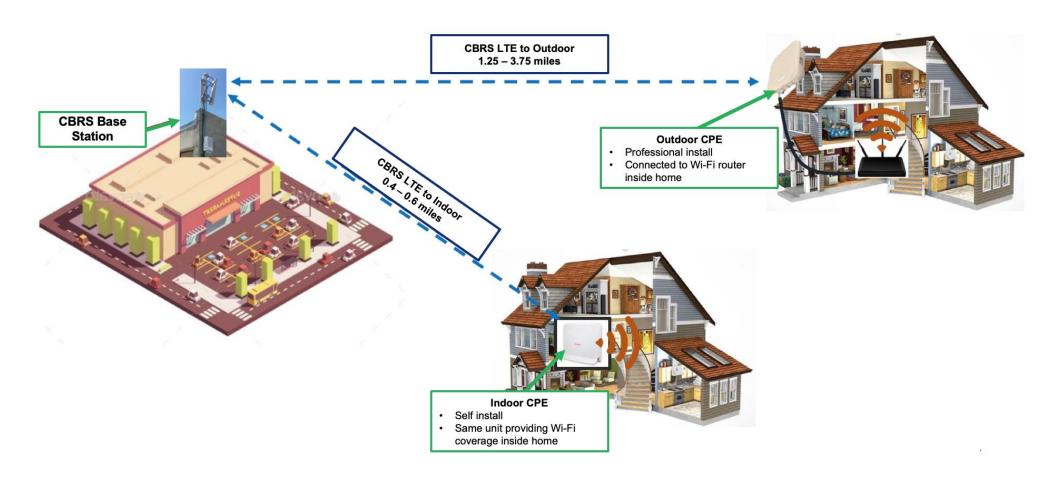
One private network, Two key benefits:

- 1) Secure, high-performance network tailored to enterprise venue and user community
- Neutral Host multi-carrier subscriber support

Residential Broadband Service using CBRS LTE Solution



Base stations are deployed at the school or another central location; once a base station is deployed, homes can be served within a range of 0.4 - 3.75 miles, depending on their corresponding infrastructure



Fiber, Power & Poles are the Foundation for a Smart City



5G OR WI-FI

MONITORING

- SPEAKER

The Utilities' Leverage

- Use of assets
 - Street Lighting poles allowing small cell growth in territory
 - Data access and availability
- Expansion of our fiber network
 - Pilot opportunities
- Facilitating Conversations
 - Utility is a common stakeholder in all smart city verticals









Competed Contract satisfies Public Solicitation Process	23 years and 20,000 cities / agencies
Kansas City – Lead public agency	No Cost / Non-Binding
Products & Services eligible	Best in Class Vendors
National Volume	Best Overall Value

Key Benefits:

- No RFP or Solicitation required
- Flexibility to choose suppliers and installation partners
- Shorten timeframes from concept to completion
- Great pricing resulting from competed contract



2020 CARES Act \$ Paid for Network & Devices to support Homework Gap



48

City of Tucson Use Case Examples:

49



Park Wi-Fi



City Smartphone Service



Analytics for **City Pools**



Mobile Data Terminal Service





City Mobile **Tablet Service**



Digital Divide Broadband



In-Building **Neutral Host**



City Transportation & Service Efficiency



Traffic Efficiency

