



OCTOBER 18 9AM - 2PM 111 W Cimarron St. Colorado Springs, CO

Connected Cities Getting to Smart - Colorado Springs

Colorado Springs has developed an innovative program branded, SmartCOS that addresses how technology can be applied to improve city services, quality of life, equity, sustainability, and transportation through applying "smart' infrastructure. The team has found that an open collaborative ecosystem is required to meet their

This event will focus on the role technology, data and networks play in enabling innovation. Broadband, Fiber Optics, IoT, 5G, Wi Fi and Private Networks will be our focus from a technology perspective.

Featured Speakers

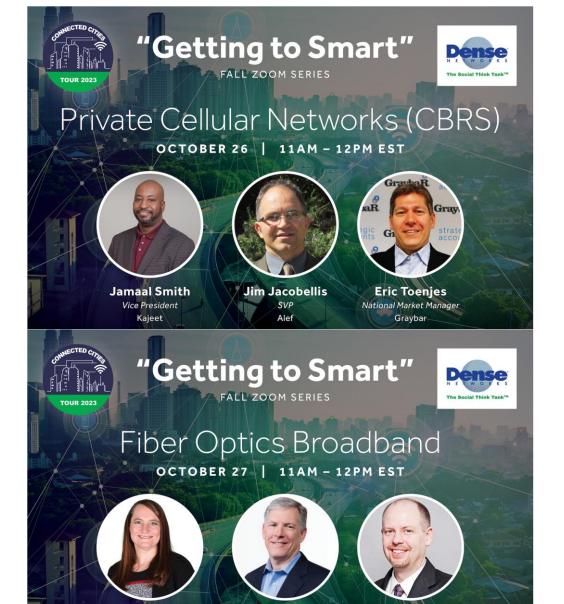












Greg Spraetz

Network Connex

Scott Jackson

National Market Manager

Graybar

PRESENTING SPONSOR: GraybaR

Kara Mullaley

Broadband Market Manager

DenseNetworks.com

Agenda

9:05 Welcome Peter Murray, Executive Director, Dense Networks
 9:15 Keynote Ryan Trujillo, Deputy Chief of Staff, Colorado Springs

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9:40 Colorado Innovation Tyler Svitak, Executive Director, Colorado Smart Cities Alliance

• 10:00 Colorado Springs Innovation

Moderator, Carlos Tamayo, Innovation Manager, Colorado Springs

-Sam Arnold, Analyst, Economic Development

-Tyra Sandy, Senior Engineer, Public Work -James DeVoy, Operations Manager, IT

• 10:50 Break

• 11:05 Broadband Funding Trina Kwon, Attorney, Morgan Lewis

• 11:25 Network Innovations Peter Murray, Moderator

Fiber Optic Networks

-Deb Walker, Director, Ting

Greg Spraetz, CRO, Network Connex

-Tim Scott, Broadband Consultant, Colorado

• 12:05 Wireless Networks

-Tony Eigen, VP, BaiCells

-Eric Toenjes, National Market Manager, Graybar

-Rory McCabe, Sr. Manager, Dejero

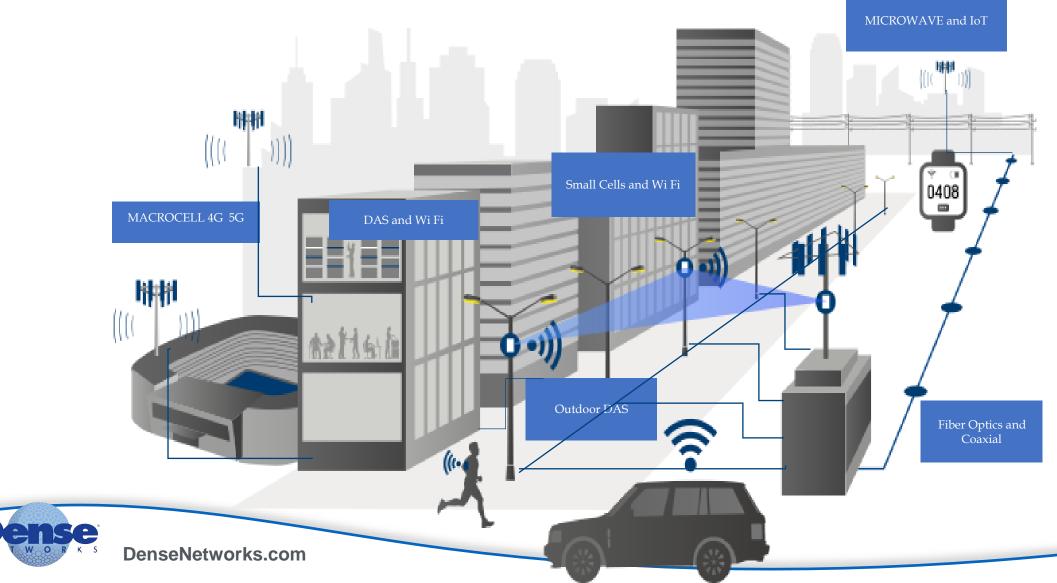
• 12:40 Lunch

• 2:00 Adjourn





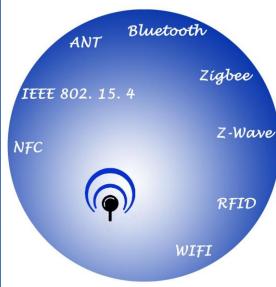
Densification



How Many Networks?

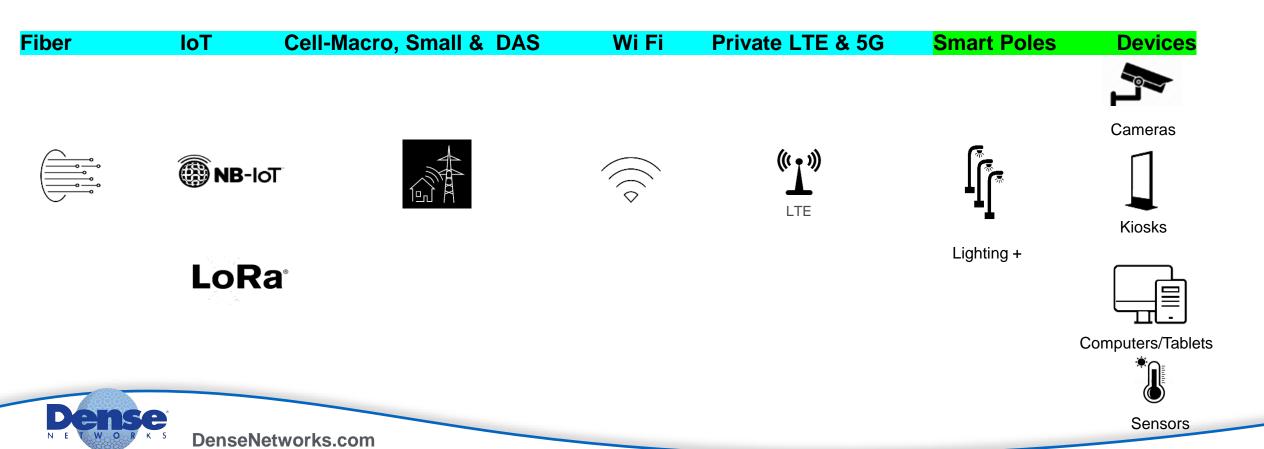
Capacity, Coverage, Compliance





Digital Infrastructure

Scalable/Interconnected



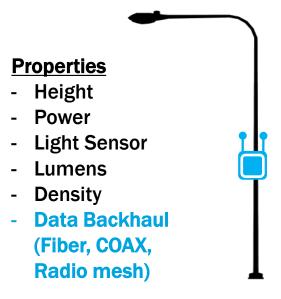
San Jose Broadband Strategy

STREETLIGHT Light/Safety Properties

- Height
- Power
- Light Sensor
- Lumens
- Density

SMALL CELLS

Broadband Digital Infrastructure



INTERNET OF THINGS

Smart Cities

Properties

- Height
- Power
- Light Sensor
- Lumens
- Density
- Data Backhaul
- Sensors
- Cameras
- 2-way Communication
- Banner Advertising

Maturity:

Mature

Emerging

Extremely Immature

Possible Action: Proceed w/ LED Light Replacement Only

Re-examine in Broadband Strategy

Seek to Understand with Knight IoT Grant

SmartBlockPHL: Midtown Village

A collaborative effort among Comcast, US Ignite, and Philadelphia to deploy a multi-pronged solution designed to meet the needs of several stakeholders. The demonstration project entails retrofitting luminaires and sensors onto pre-existing streetlight poles. This project will deliver new insights to Philadelphia, its residents, and its partners in the business and the community.

Fast Facts:

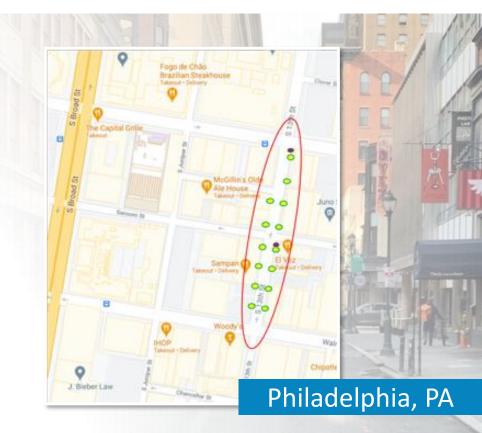
- 14 Smart Streetlights (Colonial Design) with sensors
- · City owned and managed solution
- Collects meta-data about traffic, street activity and the environment
- No PPI is collected or stored
- PHL will not use data to enforce laws or issue tickets
- Uses the latest in EDGE processing
- Deliver new insights to Philadelphia, its residents, and its business partners

Use cases & Insights:

- Pedestrian occupancy
- Environment health
- Roadway Traffic
- Parking Utilization
- Managed WIFI

Technology:

- Comcast 1Gbps EDI Circuit
- Retrofit streetlights with Partner's smart solution
- Partner's lighting management and Smart City Platform

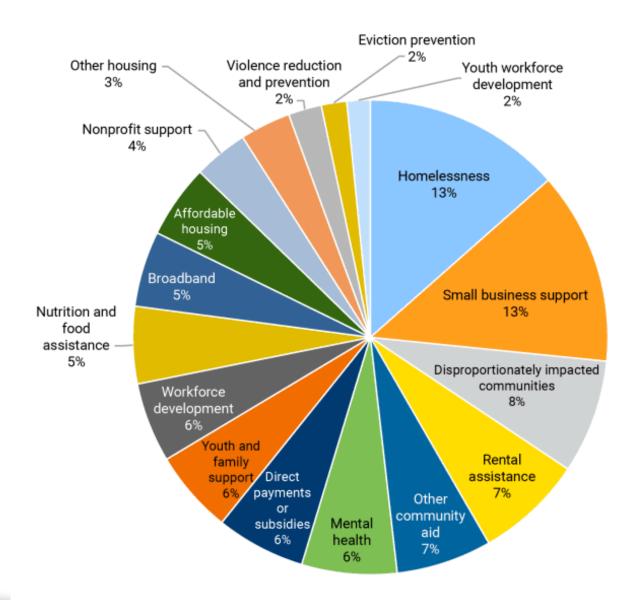




ARPA funds

	Budgeted (\$)	Economic disadvantage (\$)	Percentage (%)	Total Projects
Madison, Wisc.	22,800,000	21,800,000	95.6	28
Riverside, Calif.	29,242,594	27,090,000	92.6	29
Columbus, Ohio	53,284,081	48,209,406	90.5	8
St. Louis, Mo.	123,195,020	109,650,470	89.0	70
Nassau County, N.Y.	185,350,000	163,750,000	88.3	18
San Jose, Calif.	70,562,771	61,900,771	87.7	25
Clackamas County, Ore.	28,191,637	22,684,455	80.5	11
Washoe County, Nev.	46,312,296	37,192,053	80.3	25
Minneapolis, Minn.	108,527,983	84,885,905	78.2	67
Dane County, Wisc.	94,375,082	71,662,768	75.9	16
San Joaquin County, Calif.	66,011,593	49,932,146	75.6	11
Los Angeles County, Calif.	704,851,000	521,501,000	74.0	61
Prince William County, Va.	31,200,000	22,500,000	72.1	7
Northampton County, Pa.	22,658,617	15,704,262	69.3	6
San Mateo County, Calif.	74,448,909	50,748,909	68.2	19
Nashville-Davidson, Tenn.	78,381,250	51,713,996	66.0	17
Maricopa County, Ariz.	414,987,433	273,141,352	65.8	55
Pierce County, Wash.	175,781,445	115,159,256	65.5	79
Alameda County, Calif.	142,500,000	91,500,000	64.2	15
Phoenix, Ariz.	133,365,662	85,565,662	64.2	36
St Paul, Minn.	33,630,184	21,031,000	62.5	19
Orange County, Fla.	135,830,857	82,362,846	60.6	38
Ingham County, Mich.	29,601,971	17,318,000	58.5	13
York County, Pa.	65,753,816	37,983,311	57.8	105
Mesa. Ariz.	27.800.000	16.000.000	57.6	4

B | Brookings Metro





Philadelphia



DEVICES

Philadelphians can access appropriate and affordable technology devices.

CONNECTIVITY

Philadelphians can access and afford the internet connectivity they need.

TRAINING & WORKFORCE

Philadelphians develop the digital skills necessary for work and life.

ECOSYSTEM

Philadelphia grows and sustains the capacity and infrastructure required to increase digital equity.



Phase 3 How can we address digital enablement?

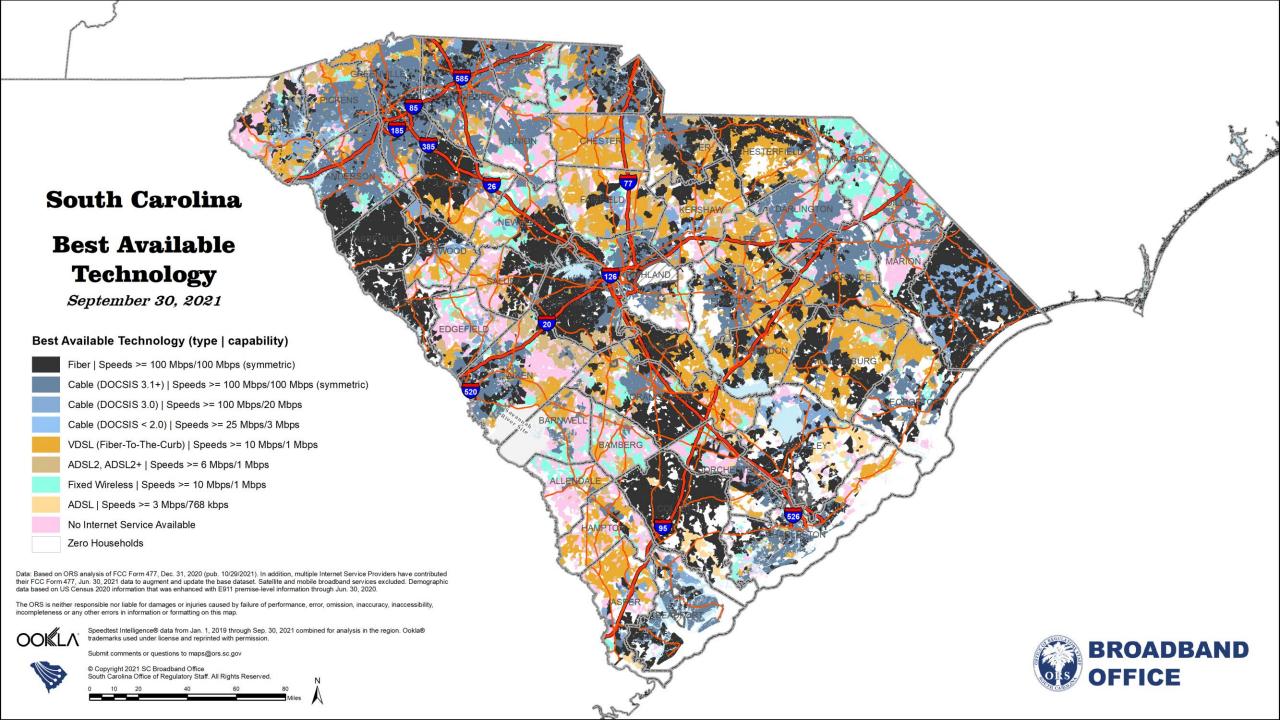


Availability, Adoption, Affordability and Ability

How

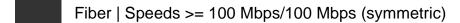
Broadband and Digital Equity Planning Matrix

Functional Locations	Devices	Networks	Programs	Funding
· Community Centers	· Computers	· Fiber Government	· Literacy	· State-BOP
· Hospitals and Clinics	• Tablets	Fiber Service Provider	· Individual Devices	• Federal-State-CPF
· Libraries	· Smart Phone	· Cellular	· MDU Infrastructure	• Federal-State-BEAD
· Senior Centers	• Wi Fi	· Wi Fi	Workforce and Skills	• Federal-State-Digital Equity
· Parks	· Telehealth Booth	• Private	· Telehealth	· Federal Digital Equity
· MDU & Group Homes	• Digital Boards	· LAN	· Helpdesk	· E-Rate



Residential Broadband Technology

Best Available Technology Class



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

Cable (DOCSIS 3.0) | Speeds >= 100 Mbps/20 Mbps

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





90.2 %

Percent of Locations Served
With 100 ↓ Mbps / 20 ↑ Mbps Service

Current as of 12/31/2022



39,682

Total Awarded Locations from CBO programs

Current as of 04/26/2023



180.1 Mbps

Ookla® Median Download Speed Out of 457,641 speed tests taken

From 01/01/2023 to 05/31/2023

Based on analysis by Colorado Broadband Office of Ookla® Speedtest Intelligence® data for 2023 Year-To-Date. Ookla trademarks used under license and reprinted with permission.



190,850

Total Locations Without 100

Mbps / 20

Mbps Service

Current as of 12/31/2022



\$99.2M

Total Awarded Amount from CBO programs

Current as of 04/26/2023

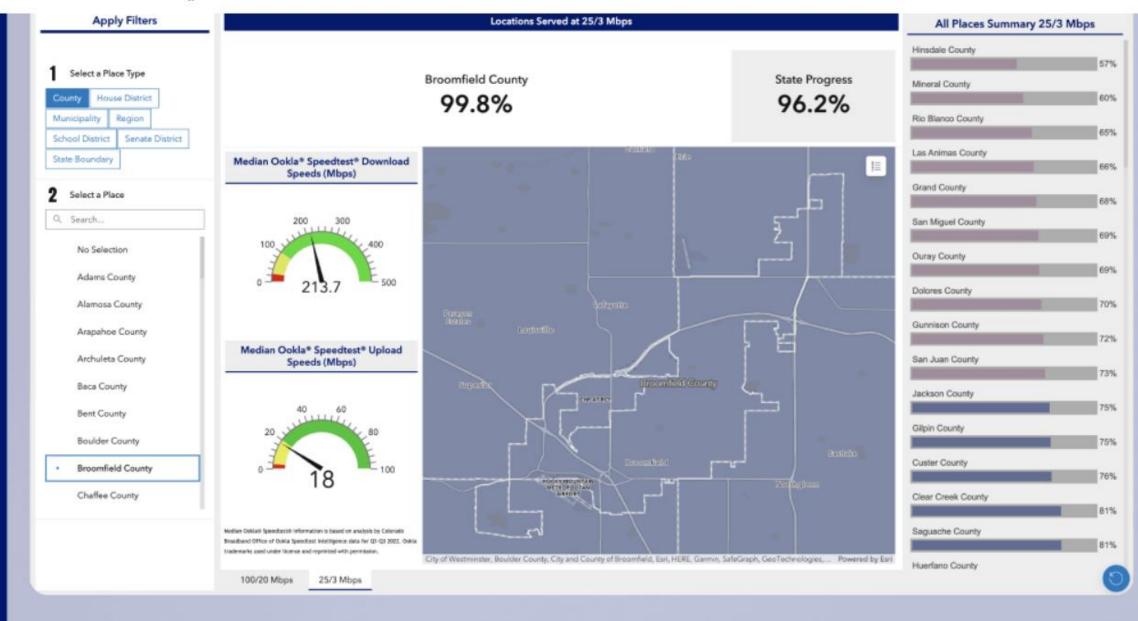


20.0 Mbps

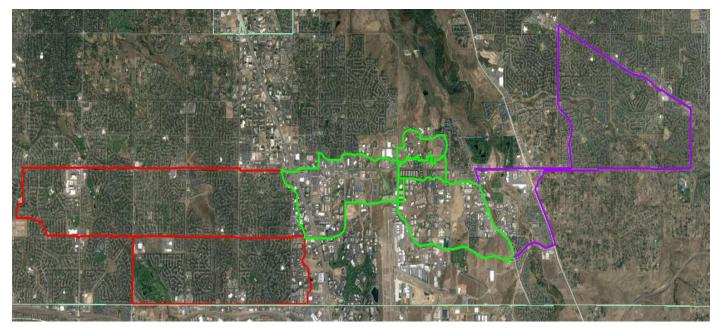
Ookla® Median Upload Speed Out of 457,641 speed tests taken

From 01/01/2023 to 05/31/2023

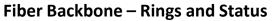
Based on analysis by Colorado Broadband Office of Ookla® Speedtest Intelligence® data for 2023 Year-To-Date. Ookla trademarks used under license and reprinted with permission. Governor's Office of Information Technology



Fiber Backbone-Open Access Model











Broadband Solutions- Deployment Challenges

5G Solution + Fiber

- Critical to success
 - Zoning/Permitting
 - High volume of applications
 - Fiber availability
 - Supply chain challenges
 - Timely installation
 - Power availability
 - High volume of applications
 - Timely installations
 - Trained and trusted professional service providers to support
 - Design
 - A&E
 - Site Acquisition
 - Construction



Utility Lease Model



Utilities of the Future:

- Over 2,000 miles of fiber buildout over the next 6 years
- Demand Side Management
- Distributed generation
- Advanced Metering Infrastructure

Fiber connectivity available to:

- Every address
- Every signalized intersection
- Every street light

Enabling infrastructure:

- High speed
- Low latency
- Highly secure
- Highly reliable







Broadband Solutions- Whats being deployed now

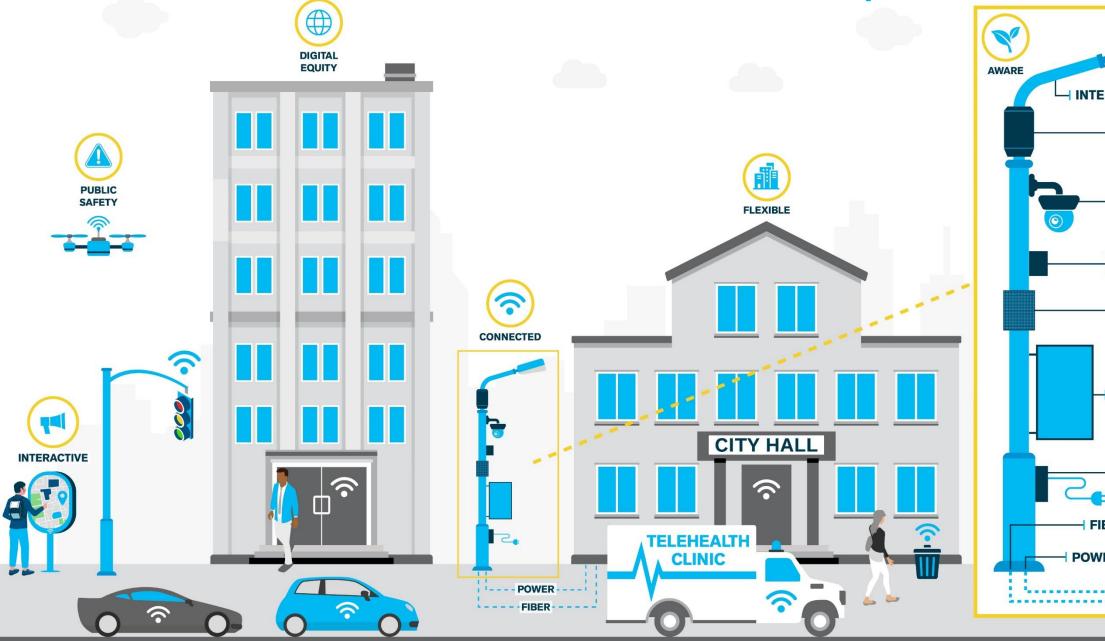
5G Solution

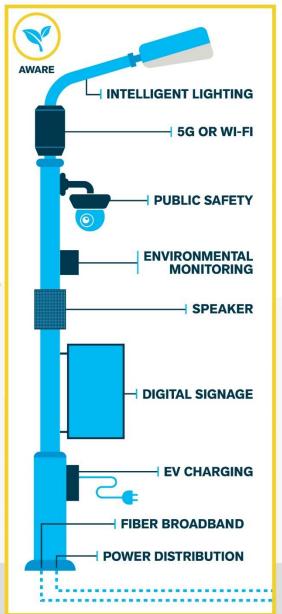
- Wireless
 - Macro
 - Small Cell (indoor and outdoor)
- Mid-band 5G deployments
 - C-Band
 - 2.5GHz
 - CBRS- private network option
- Fixed Wireless
 - Home
 - Enterprise

Fiber Solution

- Wired
 - Middle Mile
 - FTTX
 - Long Haul
 - Datacenters
- FTTX
 - Fiber to the home
 - Fiber to the premise/building
 - Fiber to the Tower/Small Cell

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





Alliance Membership – 165 Strong & Growing















SOLUTIONS

4RF Limited Accelleran **ADRF Technologies** Agri-Valley Communications, Inc. Airspan Networks

Airtower Networks

Allen Vanguard Wireless, LLC Alpha Wireless

Amdocs Management Limited American Tower Corporation

Amit Wireless Inc.

ANS Advanced Network Services. LLC Anterix

Asiatelco Technologies. Inc

Askey Computer Corp. Aspire Technology Partners

AT&T ATDI Athonet

Baicells Technologies Co., Ltd.

Ballast Barich, Inc Bearcom

BEC Technologies. Inc

Betacom Black Box Bling Networks BlueArcus Technologies Boingo Wireless, Inc. BTI Wireless

Cable Television Laboratories Inc.

Cambium Networks Capgemini America, Inc Casa Systems CellAntenna Corporation Celona. Inc Centerline Communications

Charter Communications

Ciena

Cirrus Core Networks. Inc Cisco Systems

Codium Networks Comba Telecom, Inc. **Comcast Corporation**

Commscope

Communication Technology Services.

COMSovereign Holding Corp

Connected Devices, Inc. Connectivity Wireless Solutions

Contour Networks

Corning Optical Communications Cox Communications

Cradlepoint Crown Castle

CTIA CTL

DEKRA Testing and Certification, S.A.U. HALO DAS, LLC

Dell Technologies Dense Air Limited, LLC

Digi International Digital Global Systems

Dish Network **Druid Software** **FDX Wireless**

Element Materials Technology

Washington DC LLC **Encore Networks**

Ericsson, Inc. EUCAST Co., Inc.

ExteNet Systems, Inc. Facebook

Federated Wireless

Fibocom Wireless USA. Inc

Fibrolan FreedomFi, Inc

Frequencz Frontier Communications

Fuiltsu Network Communications Gadgetspace, LLC

GE MDS

Gemtek Technology Co., Ltd

GenXComm. Inc. Geoverse

Giesecke+Devrient

Global Technology Associates, LLC

(GTA)

Goodman Telecom Google, LLC Gravbar

HCL Technologies

Hewlett Packard Enterprises Highway9 Networks. Inc Huber + Suhner

Ibwave

Imagine Wireless Impact Broadband Corporation Inseego Corp Insta Advance Ov Intel Corporation IOT4NET. Inc **JACS Solutions**

JMA Wireless

Juniper Networks

Kaieet

Keysight Technologies, Inc. KLA Laboratories. Inc

Kleos UK Ltd Kore Wireless

LandMark Dividend, LLC Mavenir Systems, Inc.

Midcontinent Communications

Miller Electric Company

Mobilitie, LLC Monogoto, Ltd Motorola Solutions Multi-Tech Systems, Inc Munisite Networks

Nesten, Inc.

NextGen Global Resources, LLC

Nokia NRTC Nsight OneLayer

Palo Alto Networks Panasonic

Parsec Technologies. Inc Pavlov Media, Inc Pierson Wireless

Pvramid Network Services, LLC QuadGen Wireless

Qualcomm

Quanta Cloud Technology

Quantum Wireless Qucell

Qulsar

Radio Frequency Systems

Radisvs Corporation Radtonics, Inc

Rakuten USA. Inc

RANIytics

Ranplan Wireless, LLC **Redline Communications**

RF Connect

Samsung Electronics America Inc.

SBA Communications Securus Technologies Seowonintech Co., Ltd

Seguans Communications

Sercomm USA, Inc. SGS North America, Inc

Shared Access SNS Telecom & IT

Socionext America. Inc

Solid Sony Group Corporation

Sporton International, Inc. Star Solutions International, Inc. Sterlite Technologies Limited

Super Micro Computer, Inc SureSite Consulting Group, LLC

Syniverse Technologies, LLC

Tango Networks **Teal Communications**

Tecore Government Services, LLC

Telecommunication Technology Labs. CAICT

Telit

Telka, LLC

Telrad Networks

Telsasoft

Terranet Communications, LLC

Tessco Technologies. Inc

Texas A & M University

The New York Library

The Quilt

T-Mobile USA

Transit Wireless Trextel, LLC

TruConnect

U.S. Cellular

University of New Mexico

Valid8.com. Inc Vedanta Telecom, LLC

Vergibility, LLC

Verizon Communications

Vertical Bridge Holdings LLC View. Inc

VMware Inc

Wesco Wilson Electronics

Winncom Technologies

Wispa (Wireless Internet Service Providers

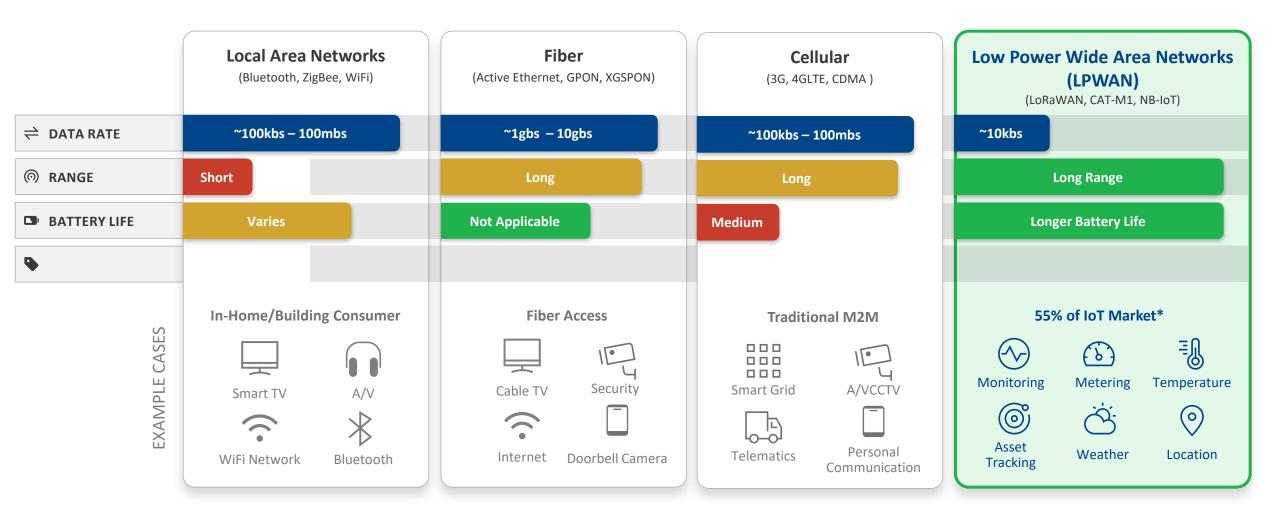
Association)

XCOM Labs. Inc. ZenFi Networks

Zyxel Communications Corporation

OnGo Alliance © 2022 22

IoT Technology Landscape



OnGo Awards April 2023

Award Winners

Excellence in an Enterprise OnGo Private Network Deployment:

 Baicells Technologies (with Alef Edge, Cellocity, Druid, LittleBird, Winncom): Delivering Highly Desirable Tenant Amenities to the MDU Vertical

OnGo in State, Local, and Education (SLED):

 Federated Wireless (with AWS): Powering the 5G Innovation Campus of the Future at Cal Poly

Excellence in OnGo Technology Innovation:

 JMA (with Boingo, Cisco, Dell, DISH, Google, Hughes, Intel): Flight Line of the Future with OnGo and ORAN at Naval Air Station Whidbey Island

OnGo Neutral Host Architecture/Solution:

 CTS (with Airspan, Druid): Neutral Host trial with a leading healthcare provider showcases using OnGo Network to provide cost-effective coverage to the middleprise

Excellence in a WISP OnGo Deployment:

 Ericsson (with Ohio TT, Winncom): Ohio TT Expanding Broadband to Rural Communities

Judges' Choice Award:

 BearCom (with Airspan, Athonet, & BEC): PLTE for Rent to Musical Festivals



Bridge the Digital Divide & Extend the Smart City Foundation

Build a private LTE/5G wireless network broadcast from city and school facilities

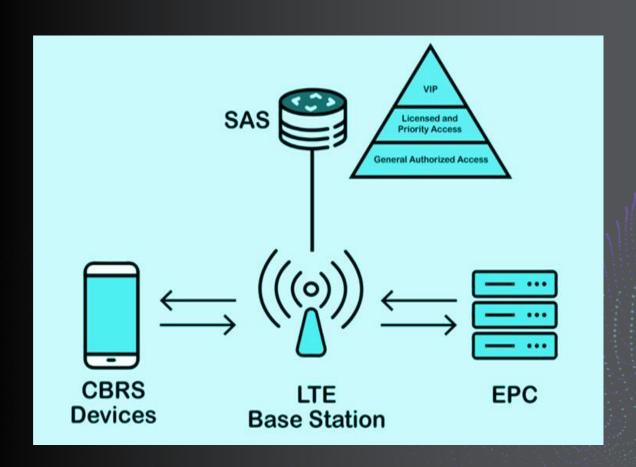
Secure Network

Monitors the wireless network, all connected gateways and private LTE enabled devices. Data stays local to the network to ensure control.





What is CBRS & How to Leverage for a Private Network?



- Allows Enterprise to use cellular technology (LTE or 5G) to enable a private network instead of connecting to AT&T/VZW/TMO
- Provides connectivity for enterprise applications using 150 MHz of spectrum in the 3.5GHz range
- SAS coordinates all frequencies to be used to ensure QOS
- SIM/eSIM at device level required for network access
- EPC can have local break out to LAN and provide devices with private IP addresses



CBRS versus Wi-Fi



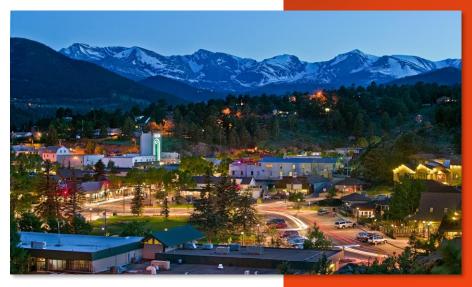
	CBRS	Wi-Fi		
Devices	Handles many	System performance unpredictable as devices added		
Infererence	Greatly reduces	Prone to interference from signals in most unlicensed bands		
Authentication & Encryption	End-to-end SIM based	Requires proprietary / conflicting coordination		
Security	Channel monitoring and coordination of spectrum	Poorer security vs LTE/5G		
Handover	Controlled between devices managed by standards	Proprietary best effort for roaming		
Latency	Consistently Lower	Unpredictable		
Radio	Works well in complex environments with many wireless clients/devices	Works well in simple environments with a moderate number of devices		



Longmont, CO, USA

City of Longmont, Colorado

- Longmont is a growing community of 100K people ~ 10 miles Northeast of Boulder
- Began as a student broadband project to provide connectivity to 4,000 low-income student locations.
- The City of Longmont and their ISP (Nextlight) saw the possibilities of Private LTE and leveraging it for public security cameras.
- Network is currently at 37 base stations and will continue to expand.
- City planning to extend CBRS coverage across entire city in 2023









Closing the Digital Divide in Shreveport, LA with CBRS

Problem

- 40% of City residents lacked access to Wi-Fi at home
- Limited budget (American Rescue Funds)
- Tight timeline for deployment

Solution

- City contracted Spread Networks, who selected Pollen
- Pollen designed a RAN using CBRS radios on city buildings
- Spread Networks deployed the radios with Pollen support

Universal Digital Access

- Residents check out a CPE (Wi-Fi Hotspot) from the library
- City provides internet backhaul using existing network
- Pollen monitors and operates the Cellular network
- Spread Networks is working with city officials to expand into other underserved areas and improve coverage



Available from Graybar via Omnia Contract Private Cellular Network Connectivity

Rapid Deployment, Single Site & Concept Testing Scenarios

- Large pelican case
 - Cellular Base Station with Antenna (CBRS/EBS)
 - SAS & Radio Cloud control
 - Switching and Routing Hardware
 - Cellular, Satellite or Wired backhaul to Alef core
- Kitted pre-provisioned with the following and Alef (e)SIMs.:
 - CBRS Mobile Point of Sale Devices
 - CBRS Tablet
 - CBRS Router for creating Wi-Fi Hotspot's
 - Up to 25 SIMS/ESIMs
 - Additional Devices Ala Carte including outdoor CBRS Camera with A.I. Functionality











ELIGIBLE AGENCIES FEDERAL COOP PURCHASING

- Over 98,000 eligible agencies can participate
 - Registration is FREE.
 - No obligation to use the contract vehicle.
- Eligible Agencies Include:
 - State Agencies, Counties, Cities, Towns and Villages
 - Specials Districts: Water, MUD's, Transportation, Airports
 - Public and Private Higher Education
 - Colleges, Universities, Technical Schools
 - K-12 School Districts, Charter Schools & Other





TYPES OF PRODUCTS



Electrical



DataComm



Lighting & Controls



Power Distribution



Industrial Control & Automation



Conduit, Raceway & Cable Support



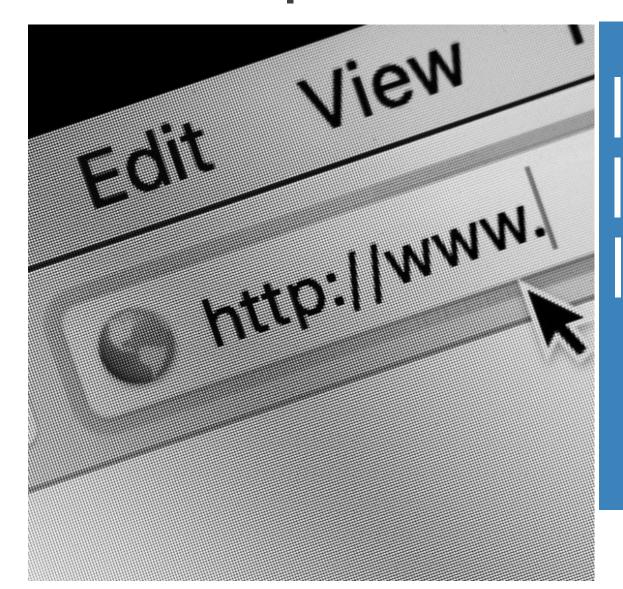
Wire, Cable & Wiring Devices



Power Protection & Maintenance Supply



Website Information



Graybar Marketing & Contract Docs www.graybar.com/omniapartners

Omnia/U.S. Communities Program Info: www.omniapartners.com/publicsector

Omnia/U.S. Communities Graybar Mico-Site: www.omniapartners.com/graybar

