2 Municipal
Fiber To The Premise Activities

The Municipal Gain

"For Any Purpose"

FTTP

Manchester And Bristol

- The problem – Last 50 feet
  - Connecticut Fiber Optic Cable backbone networks
  - Almost no 1 Gig to 10 Gig
  - Municipalities, about 15 1 to 10 Gig FTTP public building interconnections **Municipal Gain**
  - Why NOT residences and business 1-10Gig Internet?

Why Not 1-10 Gig Internet FTTP?

- "Pole" Space
  - Municipal Gain **"for any purpose"**
  - Vs "make ready" (often where there is none!)
- Pricing
  - Manchester and Bristol
    - --- 3 to 100 Mbps $67/month
    - --- **1 Gig** @ $1,200/month
    - --- **10 Gig** @ $3,000/month
  - **Survey** Down Town Business District **Demand** (119 buildings, 250+ residents)
    - --- 95% would consider **higher speed if available**
    - --- 98% would consider if **higher speed at lower cost**
- Competitive Strategies Supply and Demand
  - Issue
    - --- multiple competitive network cable bundles into one neighborhood
      - » nobody competes for the FTTP 50 feet
      - » Stuck at that 100 Mbps Internet existing cable bundle
  - **Economic failure** of Supply when One Network Bundle could supply all!!!!!
    - Including and especially 5G

One FTTP Bundle Architecture

- Municipal Gain has <u>space</u>
  - **1,700 strand Fiber bundle** {Factory Spliced "drops"?} only takes up one small space
  - <u>Costs</u> allow $25/month for 1 Gig and $100/month for 10 Gig **if all in a community of fiber "drops" <u>buy in</u>**.
- One Fiber Cable Bundle into a neighborhood (1,700 fibers?) can support multiple competing Internet Services Providers **profitably** - with performance and reliability better than historic offerings.
- Alternatives <u>Approaches</u>:
  - Manchester – **<u>Facilitate</u>** industry use of Town's Municipal Gain
  - Bristol – Use Municipal Gain to provide **<u>Utility</u>** Service 1 to 10 Gig products
  - Industry competitors – build **<u>multiple networks</u>** to the same customers
- Wait for <u>5G wireless</u> to solve the last 50 feet to everyone
  - **150 foot range antennas into <u>WHAT!</u> Hmmm… Fiber To The Premise?**