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 space
  – 1,700 strand Fiber bundle {Factory Spliced “drops”?} only takes up one small space
  – Costs allow $25/month for 1 Gig and $100/month for 10 Gig if all in a community of fiber “drops” buy in.

• 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 Approaches:
  – Manchester – Facilitate industry use of Town’s Municipal Gain
  – Bristol – Use Municipal Gain to provide Utility Service 1 to 10 Gig products
  – Industry competitors – build multiple networks to the same customers

• Wait for 5G wireless to solve the last 50 feet to everyone
  – 150 foot range antennas into WHAT! Hmmm... Fiber To The Premise?