Broadband Consultant Proposal

Town of Stonington
Broadband Project

Submitted by:

Mark Ouellette & Susan Corbett

Axiom

May 29, 2018
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Dear Town of Stonington:

Thank you for the opportunity to work with your community to plan, develop and ultimately implement a lasting Broadband solution that will satisfy your residents, businesses and summer population. There are several points that the RFI made that are important to highlight.

First, that Stonington has a significant number of critical businesses in the community that need to be supported with better broadband speeds and reliability. Second, any upgrades must meet or exceed the federal current definition of Broadband and the equipment must be scalable to meet future needs well into the future. Third, that equal access is important, and parts of the community that are poorly served or not served at all should not be penalized by the location of their home or business. The Oceanville and airport areas are especially concerning.   Last, any system must have the capability to withstand significant usage changes both reliably and without a significant degrading of the user experience.

Axiom is a different kind of company. Because of our company roots and philosophy starting with our founder's commitment to bring high-speed internet to every home in Maine, we have become known for our ability to work creatively to help remote communities achieve their broadband connectivity goals. Susan Corbett, our CEO has been fighting to ensure that all Mainers are able to access the internet and to bridge the Digital Divide. That commitment has evolved into the recently launched National Digital Equity Center, http://digitalequitycenter.com*, a program that has been developed over many years to help citizens become digitally connected and technologically proficient.*

The Axiom Team has been working closely with a significant number of Maine communities as well as in Massachusetts and Rhode Island, to help these communities work through the challenges of better connectivity. Among the communities we have worked with, Isle au Haut is interesting because it could have a direct impact on our potential work in Stonington. The planning work for Isle au Haut includes a direct wireless microwave link that would come from Stonington. Creating a high capacity link in the heart of Stonington to serve Isle au Haut could create an opportunity to work together. We also have significant experience on the Blue Hill peninsula and on some of your neighboring islands having worked with Blue Hill, Brooklin, Cranberry Isles and Swan's Island. In short, we believe we would be a good fit for your planning and implementation efforts.

Axiom has won acclaim nationally and across Maine for our specialized skill set, approach and out of the box thinking that helps communities understand their options, the tradeoffs and cost associated with the technologies we propose. In addition, we have a strong appreciation of what a customer is looking for in a broadband connection because we operate our own network of approximately 1,400 customers across some of United States' most challenging environments, rural Maine.

We are deeply knowledgeable about an array of technologies including fiber optics, DSL and a host of wireless solutions, including TV White Space, in which we are partnering with Microsoft's Rural Airband Initiative. https://www.nytimes.com/2017/07/11/technology/to-close-digital-divide-microsoft-to-harness-unused-television-channels.html.

As we hope you will see from this proposal, we care deeply about the communities we work with and our Rural Broadband Deployment Kit brings the process to life. It is our goal to be the Internet Service Provider for Stonington, and to bring you solutions that will keep the community vibrant and connected for many years to come.

Axiom is a limited liability corporation located in Washington County:

Axiom Technologies, LLC
3 Water Street
Machias, ME 04654

We look forward to meeting with you, should we be given an opportunity to discuss in more detail our credentials and commitment to your community connectivity.

Sincerely,

Mark Ouellette
President

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5.1 Company Description

Axiom believes every connection counts.

We believe that broadband access is vital in today's digital age to create and sustain jobs and provide equal opportunity healthcare and education to all. We strive to create economic opportunities for everyone and to advance rural telecommunication models that are sustainable, scalable, and replicable.

COMMITTED TO RURAL BROADBAND DEPLOYMENT

Axiom is working to deliver critical broadband services to rural communities and to connect them to each other and to the world. This is about much more than a fast connection — it is about people's livelihoods, education, and well-being.

CONNECTING REMOTE AREAS OF MAINE AND OF THE WORLD

Axiom has a proven ability to shape rural deployment strategies, while driving innovative thinking. Over the past decade, we have designed and constructed more than 120 access points connecting more than 2,500 square miles in one of America's most challenging terrains — rural Maine. Today, we are working to provide these proven rural deployment solutions across Maine and beyond. We continue to innovate and use a combination of solutions including fiber, wireless, DSL, and TV White Space.

Axiom Technologies was incorporated in 2004 and has designed, built and maintain a blended network that includes 30 miles of high-capacity fiber optics, several DSL deployments and a fixed wireless network that connects some of the remotest areas of Washington County. Axiom's operational footprint has grown beyond Washington County in the last couple of years and we have added 250 customers on Chebeague Island using a hybrid set of DSL, fixed wireless and fiber technologies and up to 220 customers on Cranberry Isles with a Fiber-to-the-Home Project connected with a high capacity wireless solution. With sustained growth of 25% over the past few years and many projects in the pipeline, we are poised to grow another 25% or more this year.

Over our 13 years in business, we have evolved, not just as a network operator and constructor, but into a company that delivers a full suite of professional planning and development tools. Understanding the needs of communities and regions, Axiom has developed a Broadband Deployment Kit that helps communities understand their assets, develop goals and a plan for implementation and evolution that ensures that the broadband operating system continues to meet the needs of the community for many, many years to come.

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Axiom does not deliver one-size-fits-all solutions. We customize our products and solutions based upon a number of factors including proximity to existing community assets, population density and terrain.

Axiom uses the best combination of product solutions. Our planning and deployment framework provides a methodology that allows for flexibility, but at the same time adheres to a clearly defined path. This helps ensure the best product mix and execution plan is used for each community.
We are constantly pushing the technology envelope and are deeply familiar with Fiber Optic, DSL and a variety of Fixed-Wireless solutions, including emerging LTE and TV White Space... all are being used to connect real customers in our current operational network now.

We currently operate our main office in Machias and have satellite workers on Chebeague Island and Cranberry Isles with a total of 12-20 employees, depending on the season and our workload. Once we have completed building the Cranberry Isles network, we will have an island employee there to efficiently and quickly address any networking and connectivity issues. We tend to do things ourselves, and all of our customer service, field crew, billing and engineering are done in-house in Machias.

KEY STAFF AND EXPERIENCE

Axiom has been a pioneer of Broadband deployment in Maine. From its roots, the first wireless Broadband connection in Washington County in 2005, Axiom has grown to be a full-service engineering, planning and deployment, management and professional services team that assists communities to get connected or upgrade connectivity, while maintaining a network both in Washington County, Chebeague Island and soon in Cranberry Isles.

We currently have a 30-mile high-capacity fiber-optic link capable of transporting or delivering 10 Gigabytes and are deployed in the field with a number of cutting edge technologies that we are currently testing including TV White Space, 3.6GHz licensed LTE and a high capacity licensed link utilizing 11GHz. This testing of new technology and our ability and willingness to think outside of the box and deliver blended solutions is unparalleled in Maine.

Key Team Members:

SUSAN CORBETT
Chief Executive Officer

Susan Corbett is the Chief Executive Officer at Axiom Technologies. She is a provider and advocate of fast, affordable, and reliable broadband services for rural communities. In 2005, Ms. Corbett joined Axiom Technologies as Chief Financial Officer. Under her leadership, the telecommunications company has designed and constructed more than 120 access points connecting more than 2,500 square miles in one of America's roughest terrains — rural Maine.

Ms. Corbett is a preeminent authority on rural broadband deployment and works closely with economic development and rural organizations to advance internet technologies and their adoption. Most recently, Ms. Corbett launched the non-profit National Digital Equity Center, to help communities bridge the Digital Divide.

Ms. Corbett's clear company-wide direction has garnered Axiom tremendous recognition in the form of awards, media coverage, and grants. Most recently, Axiom was awarded a Microsoft grant to provide internet access to homes in Washington County, Maine, using TV white space. In 2016, Maine Magazine named her as one of 50 *Dreamers and doers making the state better every day* and was also named as a *Maine Icon* in an online publication of Maine Icons, and recently received the Distinguished Achievement Award from the University of Maine at Machias. Last year, Axiom was named Corporate Livewire's *Innovation & Excellence Award as the Residential Telecommunications Provider of the Year for the United States.*

Ms. Corbett is a public speaker, educator, and advocate who is dedicated to providing broadband access and digital literacy to rural communities everywhere.

MARK OUELLETTE
President

Mark Ouellette is the President of Axiom with responsibility for overseeing and growing Axiom's internet business. Mr. Ouellette has held a number of senior leadership positions in the state of Maine. Previously, Mr. Ouellette was the Executive Director of Mobilize Maine, where he worked with regions across the state to help develop and implement measurable, private sector economic development strategies. Before that, Mr. Ouellette served as Director of Business Development for the State of Maine. Earlier, he served as Chief of Staff to U.S. Representative Tom Allen.

Mr. Ouellette has 20 years of economic and community development experience. He has a strong track record of successfully writing and securing federal, state, and foundation grants. Most recently, he was pivotal to receiving Axiom's premiere Microsoft grant award to provide Internet access to homes in Washington County, Maine, using TV white space. Under Mark's leadership, the company is growing, acquiring Chebeague.net in 2016, and designing, constructing and operating a Fiber-to-the Home network on Cranberry Isles that is expected to be fully operational in the spring of 2018. He

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continues to expand the Professional Services side of the company working with over a dozen communities and counties across Maine, Massachusetts and Rhode Island to expand broadband and bridge the Digital Divide.

Mr. Ouellette is an active speaker and participant in panel discussions on a wide range of economic development topics and strategies, including providing broadband access to rural communities.

KIM EMERSON
Director of Special Projects

Kim Emerson serves as Director of Special Projects for Axiom, where he oversees wireless technologies, DSL, and fiber optic build-outs. His role includes network and technology planning, development of architecture and roadmaps, and the continued evolution of broadband deployment methodologies.

Mr. Emerson is proficient in a multitude of programming scripts and languages including Perl/CGI, Javascript, SQL, and ASP. He completed training and received certifications to administer and deploy the Mikrotik RouterOS platform including MTCRE, MTCWE and MTCTCE, as well as an A+ Certification, which he obtained to teach a certification course to high school and adult education students.

IAN SAWYER
Director of Network Services

Ian Sawyer serves Axiom's entire organization across many disciplines including managing Axiom's network infrastructure, maintenance and installations.   Ian is the architect of many of Axiom customized builds for clients and communities and is an advisor on all significant projects at Axiom. Mr. Sawyer is a CompTIA A+ Certified Technician with over ten years of hands-on experience with hardware and software technologies. He has the proven skills necessary to support complex IT infrastructures across rural communities. Mr. Sawyer has extensive experience in Windows Operating Systems, networking, firewalls, as well as identifying and preventing malware.

Please find a summary of all of your questions addressed:

1. How long has the company been in operation?
   a. Since 2004, coming up on our 14-year anniversary in June

2. The location of the field office closest to the island?
   a. Machias is our headquarters and all of our services are delivered from this office. We would commit, as we have in other locations, to hiring someone in the community to assist with customer relations and technical issues should we be chosen as the operator of a new fiber internet system

3. Technical, managerial and operational experience of the team
   a. Please see section labeled "Key Staff and Experience" above. Axiom is a full service internet service provider including Network Management, Field Crew, Technical assistance, billing and professional services.

4. How long has the company engineered internet infrastructure networks?
   a. Over 13 years

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5. How long has the company constructed broadband networks?
   a. 5 years, if you are referring to fiber networks.

6. How long has the company provided internet services?
   a. Over 13 years, we were the first provider to bring internet into Washington County.

7. The number of communities we serve?
   a. Close to 50. We have customers spread out across almost every Washington Country community including the unorganized territories and Chebeague Island and Cranberry Isles.

8. Number of internet customers and retention rate?
   a. We currently have approximately 1,400 customers and have a 1.5% turn rate, which is much lower that national industry average of 5%. A typical loss of customer would be for moving away from a community we serve.

9. How the company typically builds, manages and maintains customer drops?
   a. We build and maintain our own drops and have two certified fiber optic splicing specialists
   b. We also have technicians who build and maintain all of our DSL and Wireless connections at the home
   c. We have trucks that service customers with home visits to troubleshoot and maintain our network, including climbing towers, maintaining our core network, etc.
   d. All of this is done in-house with employees based out of our Machias headquarters

10. How customer service and troubleshooting is handled?
    a. Axiom currently is fully staffed in Machias with Tier I-III technical support staff available to take telephone calls and to remote into someone's computer to diagnose and fix issues
    b. Axiom maintains a Field Crew that is dispatched to fix issues at the home that cannot be fixed with phone technical help

11. Any contract termination and reason why?
    a. No

12. Growth of Company in recent years?
    a. 25% growth for several years, and increasing national, state and local recognition of our company

13. How services are marketed, and customers are recruited?
    a. Word of mouth is our preferred referral method; someone says nice things about us and tells their friends and neighbors. We also utilize mail, walking door to door with flyers or door hangers and on-line communication

14. Services offered, including but not limited to, business and residential internet services and features, speed offered and other measures of internet quality, subscription/take rate for our services, seasonal or bundling services offered, tiers of service and pricing provided, and technology and equipment used
    a. We offer a wide variety of services, technology and plans. Technology- a variety of wireless including licensed and unlicensed, fiber optics and DSL. Our service levels range from 3 Mbps up to 100/100Mbps symmetrical service, depending on the connection and location of the customer. We do offer VOIP phone service and have been

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testing TV service but have not formally offered a television package to subscribers. We do offer prioritized response and 24/7 network monitoring for business customers, but this has not traditionally been part of our core business and have found the majority of businesses are not interested in these enhanced services and would prefer to pay the same as a residential customer. Generally, our rates run from $39.99- $119.99 per month.

15. The payment options available for customers and how billing and collections are handled
    a. We offer paper and electronic billing
    b. We offer monthly, quarterly, semi-annual and annual billing
    c. Customers can pay by check, credit card, by phone, online or by mail

All of our billing and collections are handled from our office in Machias.

5.2 Example Project

Axiom currently serves 1,400 customers that utilize a variety of technologies - wireless, DSL and fiber optics. During our 13 plus years in business, we have done whatever it takes to get a connection to a potential customer to locations that the incumbent carriers have not connected. It is no understatement that 100s of customers would be left unserved without Axiom's efforts. We have done this work in some of the most difficult and remote areas in Maine.

Cranberry Isles

In 2017, Axiom responded to an RFI for Cranberry Isles to plan, design, construct and operate a network on three of the islands that consist of Cranberry Isles. Axiom was awarded a contract of up to $1.3M to plan, construct and operate the network. According to a selectperson on the island, Malcolm Fernald, *"Axiom's proposal was so far superior to the other submissions that an RFP for the finalist that was planned, was cancelled, because Axiom's proposal did everything the town was looking for."*

Our proposal made several recommendations that will save the Cranberries well over $100,000 of build cost, is meeting an extremely aggressive deadline for deployment and has put in place a revenue sharing model that will return over $8,000 a year back into a town technology fund.

We are currently completing the network on Islesford with over 90 customers who are on active fiber-optic service now and starting to build on Sutton Island (26 homes), with a completion date targeted for July 4, 2018. Great Cranberry (139 homes) build is set to commence in 2 weeks with a completion date in mid-late July.

At the completion of the project, every home on each island will be capable of receiving 1 Gigabyte of service (1000Mbps) and have the same level of service capability that you could obtain in New York City or the Google fiber cities of Austin and Kansas City.

This project features a number of innovative ideas including laying fiber on the ground and a first ever in Maine to install our own utility poles that produced cost savings and avoided large delays in implementing the project. In addition, we are using licensed wireless technology to bring the signal from Great Cranberry to Islesford and Sutton Islands.

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Axiom was also a key contributor to the Cranberries receiving a $1.5M grant through USDA- the first grant of its kind awarded east of the Mississippi. Axiom wrote and supported all of the applications technical aspects and contributed significantly to almost all parts of the application.
None of this project would have been possible without the outstanding leadership of the town's Broadband Committee and Select Board who were and continue to be great partners.

Contact:
James Fortune- james@cranberryisles-me.gov

Address: Town of Cranberry Isles, Town Office on the Island of Islesford
Telephone: (207) 244-4475

- ✓ Designing, constructing and operating FTTP infrastructure on all three of the Cranberry Islands
- ✓ Out of the box thinking that will save over $100,000 on project
- ✓ Will serve up to 200 homes with service levels up to 1 Gigabyte

Summary of Questions:

1. Number of premises covered and served?
   a. There are 300 homes across all three islands and this project can serve every home. Currently we have 170 customers who have taken service with a $99 deposit. Last week we took five more deposits for service.

2. Description of physical environment
   a. Because these are islands, we must use a combination of technologies and have engineered wireless microwave links to both Sutton and Islesford Islands. All of the islands sit approximately a mile off shore and can only be reached by ferry. The terrain is very forested across all three islands and homes can be quite spread apart with many located a half mile or more in a very remote area.

3. Description of network capability?
   a. The network is capable of delivering a symmetrical connection (equal speeds both for downloads and uploads) of 1000Mbps/1000Mbps to each home. Currently we are offering three speed packages starting at 25Mbps/5Mbps up to 100Mbps/20Mbps and can easily offer any amount of speed up to 1 Gigabyte to each home. This allows unlimited growth to meet demand, without any additional expense.

   b. Regarding reliability, this fiber system is the most reliable an internet provider can offer. It will not be affected by inclement weather or other outside factors such as heavy fluctuations in usage. It can be cut or damaged, but it is easily fixed, taking typically less than a half hour to reconnect the broken line.

4. Timeline of engineering and date of completion of design
   a. This was mostly completed during the planning phase and took approximately one month to design.

5. Time period between completion of design to completion of deployment
   a. One year and one month (slow during winter)

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6. Cost of Network deployment?
    a. 1.3M

7. Number of internet customers?
    a. At 100% take rate- 300

8. The customer/client name?
    a. See Contact section above

9. Key lessons learned that would be relevant for this RFI
    a. **Have a strong and active Broadband Committee** that can talk to neighbors and fellow community members about the project objectives and costs
    b. **Negative comments should not stop you.** Any significant project is going to receive feedback and objections as to why you should not move forward- strong goals keeps projects like this on track and typically can overcome the negativity of a handful of citizens who are always negative- typically community leaders can predict who these people are.
    c. **Be flexible.** Planning for broadband deployment can only give you so much detail. Be prepared for changes to the project or new challenges and solutions that emerge as construction and implementation proceed

10. Two additional references:

Mike Faloon
Vice President of Finance and Investment
Our Katahdin (Millinocket Region)
faloon@ourkatahdin.com

Heather Johnson (formally the director of the Somerset County economic Development Corporation)
Executive Director
ConnectME Authority
Heather.Johnson@maine.gov

5.3 Proposed Project

Axiom has carefully reviewed Section 3 of the RFI and is very interested in responding to an RFP or becoming the chosen company to construct and operate the network that will be proposed from our engineering design work. We stand ready to work with Stonington long past the completion date of the engineering work and can and will be available for presentations, community and select board meetings and ongoing consultation, as well as discussions around forming a Public–Private Partnership Agreement to be your Internet Service Provider.

We are committed to building political momentum for implementation and will work cooperatively with the Town of Stonington to secure federal, state or local funds. Both Susan Corbett and Mark Ouellette have written proposals that been successfully awarded millions of dollars in funding, and we plan on working closely with the Town of Stonington to assist with any funding opportunities that might be available.

As you describe your goals in Section 3, we would propose a Fiber-to-the-Premise solution for the Town of Stonington for several reasons. Fiber is the most reliable and easiest to scale technology, giving an individual business or home the ability to increase their Broadband speeds over many

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years, as demand occurs. This scalability is very attractive because it can be achieved without changing any of the original deployment methodology or fiber optic cable. Fiber optics also delivers the same signal strength anywhere it is deployed, meaning no matter where you live, you can get the same amount of speed– equal access to all, a very important goal described in your 3.2 Goals section.

Once fiber optics is installed, it will last for well over 20 years, without expensive upgrades. In addition, and very importantly, off the shelf technology is available today that would deliver 10 Gigabytes to each premise– that is 10,000Mbps, making this technology futureproof, unlike other technologies currently being used in your town, namely DSL or Co-Ax Cable.

In short, the technology we would propose would allow for speed offerings from 25Mbps/25Mbps all the way to 1000Mbps/1000Mbps. There are some cost reasons why it would be difficult to offer very high speeds immediately, and we can discuss this in full during the planning process, but from a technology standpoint the capability of fiber is your best choice for reliability, scalability, equal access and an investment that would serve you for well over 20 years and likely over 30 years.

While an initial recommendation of fiber would meet all of your goals, we are working very closely and have been chosen as Isle au Haut's (IAH) constructor and operator of a hybrid fiber/wireless system, once funds are raised. We mention this because it is very likely that we would be provisioning and bringing a high capacity (1Gig) wholesale connection in Stonington that would be transmitted wirelessly to Isle au Haut, once funding for the project is secured and moves forward. This is an opportunity for the Town Stonington to have a dialog with IAH about possible collaboration that could benefit both communities. It may not be feasible to do so because of timing, but we are mindful of relentlessly looking to save time and money in all of our projects.

Proposed Engineering Fee: $20,000

Axiom is fully prepared to execute an engineering and implementation plan and negotiate an operational framework. We also are excited about the construction process, working with the community on unique strategies to build the network, save cost and deliver a world-class internet system.

If the Taskforce considers Axiom to be the builder and operator of the engineering proposal, we would incorporate the $20,000 fee into the build budget as a credit. Essentially, we would do the engineering for no cost to Stonington.

Final Thoughts

Stonington presents some unique and challenging opportunities that will require a significant amount of engineering ingenuity to meet the cost, coverage and service levels being described in this RFI. These challenges include the presence of Spectrum in limited parts of the community, the distance from Route 1 and major internet infrastructure and the possibility that new internet service could include an expensive bridge crossing to get to the island.

This is precisely why you would hire Axiom.

We continue to evolve a very discerning set of skills that apply to your situation. We welcome the opportunity to discuss in detail what we can bring to this exciting planning and implementation project.

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5.4 Design Content

Axiom has planned and engineered close to 20 projects over the past two years and we utilize our Broadband Deployment Kit to help guide the process and get communities ready for deployment.

Our planning and engineering work on this project will:

- Evaluate and leverage all available assets to reduce cost and complexity of engineering design

- Because of uneven provider coverage, investigate and consider possible solutions for backhaul bottlenecks and how the implementation plan would address these issues

- Investigate feasibility of backhaul options with existing provider networks in the region

- Axiom has full mapping capabilities that can help communities chart population density, existing coverage of current service providers, fiber route mapping and fixed wireless propagation mapping

- Include recommendations and cost of all proposed equipment and facility requirements

- Investigate private and public right of way concerns, permitting or other requirements requiring town approval that would allow a comparison of in-ground, on-ground and utility pole licensing

- Phased implementation planning that includes
    - Cost of each phase
    - Narrative on each phase that can be a stand along project for grant or other funding
    - Complete cost and engineering analysis of all phases

- Potential service levels, cost of service and take-rates.

- Financial analysis that includes
    - Expected cost of a system plus or minus 10%
    - Expected subscription rate
    - Projections of usage
    - Expected annual operational and maintenance budget, as well as revenue projections

- Quality Assurance Plan that should be addressed in any Public-Private partnership with an ISP

- Cost of increasing service levels in the future

- Lifespan, capacity and need for upgrades of the various technology proposals

5.5 Proposed Financial Model

Axiom is committed to providing a strategic roadmap to implementing a project. As such, we develop a deep understanding of the communities in which we work. On every project we undertake, we bring every bit of knowledge, experience and ingenuity that our company has to offer and encourage that same commitment from the community. When both Axiom and the community are working

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together closely in partnership, the trust and understanding for both the town and Axiom last long after the final check is written, and the report is delivered.

In many ways, the final report is just the first step in the process of the project being implemented. Axiom will always remain a trusted partner and will stand ready to assist the community with ongoing meetings, presentations and information.

In several of the communities that Axiom was the planning partner, we have identified grant, foundation and local resources that have led to securing a variety of resources to help communities move forward with their project recommendations. These include being part of the team that applied and ultimately secured a $1.5M USDA grant. We worked with Bangor Savings Bank to identify three of our planning communities to install HotSpots and identified local foundation resources for a variety of projects in Millinocket and Greenville. One of Axiom's Community Technology Plans was used to secure a $150,000 Northern Border Regional Commission grant.

Every community is unique, and not every project should expect to receive outside funding, but when applicable, Axiom has a proven track record of successful grant applications and assisting communities with applications that make them competitive.

Public-Private Partnership

Through the planning process, should the community move forward with Axiom to build and operate a new internet system for the community, Axiom has created a model Public-Private partnership agreement that includes:

➢ Returning 5%-10% of yearly gross revenue to a community directed and controlled Technology Fund
➢ Committing up to 20% of our labor cost to the project construction
➢ An evaluation of equipment every three years for possible enhancements
➢ Potentially add Community HotSpots or other resources at our expense
➢ Support efforts to identify and support outside and unconventional funding opportunities that can help defray cost
➢ Hiring an on-island installer and troubleshooter to be trained by Axiom and enhanced service and installation response times to island residents

These projects are only as successful as the partnership between the build/operator and the community. We want to partner with Stonington, build pride of ownership, and save cost by potentially leveraging town owned equipment to help with such tasks as trenching and debris removal, clearing a tower site and readying for construction.

In addition, create investment opportunities for local or seasonal residents… sponsoring a road build or contributing to a Broadband investment fund would be a wonderful way for caring citizens to be involved. This is a fairly new approach that has been suggested to other communities to engage but has not been implemented. Stonington could be the first to implement some of these community engagement opportunities.

Axiom is fully prepared to execute an engineering and implementation plan and negotiate an operational framework. We also are excited about the construction process, working with the

community on unique strategies to build the network, save cost and deliver a world-class internet system.

The Opportunity

Axiom is committed to creating an internet system that we are confident will deliver direct benefits to the community that include:

➢ Job creation
➢ Business attraction and retention
➢ Telemedicine for Aging in Place
➢ Increased home values
➢ Educational benefits that close the Homework Gap and enhance adult learning

We appreciate the opportunity to present our values and unique skills to Stonington and look forward to a final decision.

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