

Opportunities

Triangle Communications – Engineering for FTTP
Data Safe Services (Montezuma County, CO) – Feasibility Study for Broadband
Essentia, Inc. – FTTP Engineering for Housing Developments
PDI Communications – Fiber Engineering within MDU Complexes
Maquoketa, IA – Feasibility Study for Broadband
Glenwood Springs, CO – Phase 1 is a Feasibility Study, Phase 2 is a System Design for FTTP
ECFiber, VT – IP Network Consulting
Alabama Power (Southside)
Alabama Power (Elliottsville)
Wheatland Electric (Fiber Feasibility Study)
City of West Plains
ARK-O CAD/GIS Mapping
Brazoria Telephone (FTTH Design/Already discussing staking and PM for the Project)

Projects Won

Pope County, MN – Feasibility Study for Broadband
City of Davis, CA – Feasibility Study for Broadband
SW Regional Dev. Commission, MN (6 counties in MN) – Feasibility Studies for Broadband
Muscatine Power & Water, IA – Construction Management for FTTP
Ottertail County, MN – Feasibility Study for Broadband
Crown Castle (South Region)
City of Anderson [Existing 115 mile fiber network, looking at options for Pilot Project]
Middle Tennessee Electric Membership Cooperative fiber project. Utility and Broadband related projects.
Meriwether Lewis Electric Cooperative
ShoMe Power (Fiber enabling Wireless Broadband and PT-PT services for distribution member cooperatives)
Le-Ru Telephone FTTH Project

Lead Activity

Jo-Carroll Energy, IL (REC) – FTTP [Vantage Point did 500 of 26,000 subs, but they may switch engineering firms]
Alpine Communications, IA – FTTP (slowly converting exchanges) [Using VP, but may switch engineering firms]
Rockport, ME – Feasibility Study for Broadband
Redwood County, MN – Feasibility Study for Broadband (may wait until 2018)
NEO Connect in CO – Subcontracting on Feasibility Studies (may be similar to our arrangement with Doug Dawson)
Idaho Falls, ID – FTTP (Funding arrangements are being made and making progress – we have 50% chance of being the engineering firm used, if the project is a GO)
USAC thru WTA reached out for interaction on what usable documents do we typically produce on broadband projects which could be used to verify the deployment of broadband.
Potential for wireless. Wireless is being viewed as an alternative to fiber

TN legislation passed that allows electric cooperatives to pursue broadband buildouts...
TVA has different restrictions on what member distribution cooperatives can invest in; i.e. Federally regulated vs. locally regulated rules.
Competition in the Feasibility Study space, including vendors, consistently uses “canned” proposals, which some potential clients realize. Continue to sell into the fact we have history and numbers to propose costs, but that we know each client is unique and we work to understand those particulars about them which can influence a study.
Virtually all new opportunity discussions in the energy, muni and CLEC space can be (and should be) front ended with strategy and IP Network services, the fiber network is a given.
Shift of some of the Electric Cooperative view of “FTTH only” to “Fiber enabling”
Vantage Point struggles to do ADSS fiber.