



ROUND 2 What You Need to Know

In 2009, as part of the American Recovery and Reinvestment Act (ARRA), the U.S. government allocated \$7.2 billion in loans and grants for broadband infrastructure projects to make Internet access more widely available, boost economic growth and create jobs. Two agencies administer these funds:

- National Telecommunications and Information Administration (NTIA), through a program named Broadband Technology Opportunities Program (BTOP)
- Rural Utility Service (RUS), through a program called Broadband Initiatives Program (BIP).

The agencies began accepting Round 1 applications in 2009, and have announced that they will award a total of \$2 billion through February 2010. They have also initiated the Round 2 application process for an additional \$4.8 billion in grants and loans.

Application Process: February 16 - March 16, 2010

While there are several significant changes from Round 1 to Round 2, the process remains largely consistent.

The principal aspects of that process are:

- The majority of funding (in the case of Round 2, \$4.55 billion) is allocated for infrastructure projects, divided between last mile and middle mile; the remainder of the funding is reserved for upgrades to public computing centers, programs to grow and sustain adoption, and introduction of satellite services where other forms of access are not feasible
- There are few restrictions on the types of entities who can apply; government, for-profit and non-profit organizations are all eligible
- The website www.broadbandusa.gov is critical to the process, as it is where NTIA and RUS provide complete and ongoing information, and where electronic applications are submitted

The major changes to the process are:

- Simultaneous application to both programs is no longer possible; applicants must choose either BTOP or BIP
- Applicants should apply to BIP if:
 - they are a current RUS grant recipient or borrower pursuing infrastructure projects
 - the proposed service area is at least 75 percent rural
 - the project consists primarily of last mile access
 - the project provides last mile access in the form of satellite service
 - the project is for rural library broadband service or for technical assistance programs.
- Applicants should apply to BTOP if:
 - the project consists primarily of middle mile connectivity
 - the project serves “comprehensive communities,” including a commitment to provide unprecedented broadband access to community anchor institutions (schools and educational institutions, libraries, hospitals and cultural institutions, among others), and including public-private partnerships
 - the project serves public computing centers or sustainable broadband adoption.
- Both BTOP and BIP have modified the requirement (from Round 1) that applicants demonstrate that proposed service areas are “unserved” or “underserved,” as this requirement proved challenging for previous applicants:
 - BTOP does not require that projects be located in unserved or underserved areas
 - BIP requires that at least 50 percent of the premises in the rural area must have no access to broadband service at the rate of 5 Mbps upstream and downstream combined.



What You Need to Know (cont'd)

Immediate Actions for Prospective Applicants

Prospective applicants should immediately:

- Review the contents of www.broadbandusa.gov and set up an account
- Consider attending one of the workshops listed in the next section
- If the project fits the criteria outlined for BIP above, begin assessment of the proposed service area(s), particularly developing analysis to show that less than 50 percent of premises in the area have access to broadband service at the rate of 5 Mbps upstream and downstream combined; as in Round 1, this analysis can include self-funded market research, or contacting the state to determine if broadband maps are available
- Identify government entities, commercial service providers, community anchor institutions and other potential stakeholders who could collaborate on or support applications; initiate discussions about the appropriate form of partnership or support, including gathering letters of endorsement to be submitted as part of the application. NTIA and RUS are offering to facilitate this process via "BroadbandMatch" at www.broadbandusa.gov
- Form the executive team that will develop the application and run the project, with emphasis on engineering, operations, sales and marketing, and finance
- Select the technologies for the project, and investigate vendors

What Exalt Offers Broadband Stimulus Applicants

Exalt has the most comprehensive portfolio of microwave backhaul systems in the industry. Following is an overview of products relevant to middle-mile and last-mile Broadband Stimulus projects.

Product Series	Frequency Bands	Maximum Throughputs	Installation Configuration	Network Scenarios
ExtendAir	License exempt (5.1/5.4/5.8 GHz)	120 Mbps	All-outdoor	• WISP
EX-i	License-exempt (2.4 GHz, 5.1/5.4/5.8 GHz) and licensed (6 GHz)	200 Mbps	All-indoor	• Education • Health care • Government offices
EX-4.9i	Licensed (4.9 GHz)	55 Mbps	All-indoor	• Public safety
EX-5r	License-exempt (5.1/5.4/5.8 GHz)	440 Mbps	All-outdoor	• Government • WISP • Telco
EX-4.9r	Licensed (4.9 GHz)	55 Mbps	All-outdoor	• Public safety
EX-s	Licensed (6-40 GHz)	360 Mbps	Split-mount (indoor, outdoor)	• Telco • Backbone

All products include Exalt's industry-leading characteristics:

- Carrier-class performance including 99.9999% availability with speeds up to Gigabit Ethernet
- Support for frequency bands from 2GHz to 40 GHz
- Native TDM and native Ethernet, for flexible transition from TDM to IP
- Indoor, outdoor and split-mount configurations
- High security, including optional FIPS-197-compliant 128-bit and 256-bit AES encryption for the ultimate link security and included SNMP v3 for secure management
- Sophisticated interference management techniques
- Remote configurability, remote upgradeability

Exalt has the most comprehensive portfolio of microwave backhaul systems in the industry.



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More details on Exalt point-to-point microwave backhaul systems may be found at:

www.exaltcom.com

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