From: Gallagher, Ed
To: "Eric J. Flock"
Subject: FW: Albany Public Library Form 470 Response
Date: Monday, April 24, 2017 2:37:15 PM

From: Bob Schmitz [mailto:bschmitz@lsnetworks.net]
Sent: Monday, April 24, 2017 11:03 AM
To: Gallagher, Ed
Subject: Albany Public Library Form 470 Response

Hello Ed,

On behalf of LS Networks, I would like to thank you for this opportunity to respond to Form 470 #170073239 for Albany Public Library. The request is for internet services LS Networks currently supports at 50mg via fiber connection.

Below is the pricing we can support:

1 year: 50mg $450 MRC and $0 Install
100mg $850 MRC and $0 Install
150mg $1000 MRC and $0 Install
200mg $1500 MRC and $0 Install

2 year: 50mg $428 MRC and $0 Install
100mg $808 MRC and $0 Install
150mg $950 MRC and $0 Install
200mg $1425 MRC and $0 Install

3 year: 50mg $405 MRC and $0 Install
100mg $765 MRC and $0 Install
150mg $900 MRC and $0 Install
200mg $1350 MRC and $0 Install

As a leading provider of network transport services in the Pacific Northwest and our experience with K20 State Government in Oregon and Washington has allowed us to understand the unique administrative and technical requirements for Library services and K20.

LS Networks operates on a private IP network with the best network protections in security and route redundancy. Our network architecture is customizable to service key institutions, enterprises, rural markets, education, government branches and broadcast providers. LS Networks has been provisioning and maintaining Internet access for commercial, educational/K20, regional internet service providers and public entities for over ten (10) years in the Northwest. This

includes managing addressing, routing, DNS and changes/upgrades to customer networks. LS Networks is fully enabled on both IPv4 and IPv6 and supports customers using both. LS Networks supports both BGP and static routing.

LS Network's response will demonstrate that we are experience in providing the highest level of quality and reliability for internet access service.

- Experience: Since 2005 LS Networks has delivered and maintains more than 7500 route miles of fiber in Oregon and Washington.
- Local Internet Exchange Peering: LS Networks is a proud participant of the Seattle Internet Exchange (SIX) and currently peers at the Exchange with multiple 10G interfaces. In addition to the SIX, LS Networks also peers with other ISP networks in Seattle WA, Portland, OR, Eugene OR and San Jose CA providing additional reliability for uptime and performance for both member and non-member traffic.
- Construction Project Management: With in house resources LS Networks handles all aspects of fiber installation including site surveys, sub-contractor management, construction, customer coordination, and lifecycle maintenance of the fiber infrastructure.
- LS Networks has significant core competencies providing Internet Access solutions with school districts, regional education service districts, mobile carriers, cable operators, health networks and municipal entities.
- LS Networks has demonstrable experience with customized network designs allowing for customers to engage in how their network is deployed.

LS Networks has significant core network and product offering is designed to perform beyond the requirements in performance and Service Level Agreements (SLA's) covered in this RFP. At its core, LS Networks has a statewide Multiprotocol Label Switching (MPLS) backbone with over 75 MPLS Points of Presence (POPs) strategically located throughout the Oregon and Washington. These POPs are configured with redundant fiber route diversity to ensure high availability and service performance for our customers. Primary and diverse routes are designed so that if a network outage occurs, traffic will failover without interruption or congestion on alternate paths.

Our philosophy of building the core as close to the edge as possible will, without doubt, provide the most reliable network available to the Albany Public Library.

LS Network's response and long standing history with our existing state government customer base will demonstrate that we are experienced in deploying and operating fiber networks as well as working with Albany Public Library.

We are here as a resource for each of our customers and our continued company growth is a direct result of that dedication. Our local team is professional,
nimble, and very responsive to our customer's needs. We look forward to the opportunity to

continue to partner and support the Albany Public Library.

Warm Regards,

Bob Schmitz
Senior Account Executive

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ADDITIONAL INFORMATION

Company

LightSpeed Networks, Inc., dba LS Networks, is headquartered in Portland, Oregon. The company is a privately held telecommunications company, and we are registered and fully qualified by the State of Oregon where we offer bundled and unbundled communication services. Our web site address is http://www.lsnetworks.net

Since 2005, we have operated within Oregon and Washington. LS Networks is financially stable. It provides a financial return to its shareholders who are comprised of over 60,000 Oregon citizens via their rural electric cooperatives.
Our shareholders are:

- CEC Resources Inc. (holding company of Central Electric Cooperative)
- Douglas Electric Cooperative
- Hood River Electric Cooperative
- Coquille Economic Development Corporation
- Rural Services Company (the holding company of Umatilla Electric Cooperative)
- Columbia Broadband (a wholly owned subsidiary of West Oregon Electric Cooperative).

This unique ownership structure creates stability and minimizes the risk of acquisition or other ownership change. Our Board of Directors is comprised of executives of electric power cooperatives who maintain a long-term view of robust telecommunications in the Northwest region. LS Networks has a strong management team with experience in effectively growing organizations and managing large projects. Over the past two years LS Networks has grown 500% in staffing, with an employee base greater than 100 direct and contracted employees, and has added many thousands of additional network fiber route miles.

LS Networks Financial Stability Statement

- Operations began in 2005 and audited financial statements have been prepared for all years of operations through 2015.
- After 2 startup years, the following 9 years have been increasingly profitable
- Gross revenues have increased by an average of 35% per year

- Annual net income in 2015 was an increase of 361% over 2007
- Property & Equipment fixed assets have increased by $71M over the last 10 years, an average increase of 31% per year
- Growth in assets has been largely funded by customer opportunities, enabling LS Networks to increase fixed assets without increasing total long-term debt
- Cash flows from operations are consistently strong
- LS Networks has successfully completed multiple-million dollar projects for its customers
- LS Networks is and has always been in good standing with its lender
- LS Networks is owned by 5 Oregon-based power cooperatives and a tribal corporation, all of which are stable, long-lived entities. LS Networks does not currently rely on its owners for any financial guarantees

LS Networks Services

LS Networks provides telecommunications solutions to Healthcare, Education, Government, Mobile Carriers, and Cable Operators throughout the region. Transport solutions include advanced Ethernet, Internet, Wavelength, Voice Telephony and TDM service in many metro and rural communities. The LS Networks enhanced transport portfolio is delivered over leading-edge MPLS architecture. Historically, transport networks are deployed by multiple independent providers connecting via "meet-point" circuits. This leads to complex and inefficient traffic management as well as complexity for the customer. LS Networks pioneered a change in telecommunications by deploying a distributed core network across an entire region, thereby reducing the number of provider networks required for intra-state and multi-site connections. The LS Networks physical infrastructure spanning Oregon currently delivers 1Mb to 100Gb transport circuits.

LS Networks MPLS Core Network

LS Networks delivers transport circuits with a MPLS backbone that spans the Northwest geography. This allows for direct connectivity from small towns and large cities across the region without connecting circuit-to-circuit or provider-to-provider. Traditionally, carriers have deployed a few MPLS carrier level nodes within a region, which requires WAN traffic to be backhauled in order to be delivered. Conversely, LS Network's distributed MPLS core allows for traffic to be routed at the edge of the network. With 38 carrier Provider Edge ("PE") Alcatel-Lucent 7450 Ethernet switches, LS Network's network is capable of diversely routing traffic without the requirement of passing traffic through a centralized core. While this network design is not unique within the telecommunications industry, it is unique to have this level of resources and capabilities in smaller communities. Similar network designs are commonly found between large cities; the same equipment and network design national carriers use to connect New York, Chicago, Denver, Los Angeles is made available by LSN to connect Seattle, Portland, Eugene and 72 other points of presence. Each of these core MPLS nodes is connected to a minimum of 2 diverse fiber routes to ensure no single fiber outage has an impact on our network and our customer's services.

Dedicated Account Team

Bob Schmitz | Senior Account Executive – Education

921 SW Washington St., Ste. 370

Portland, OR 97205

Desk (503) 414-0479 | Cell (503) 380-3012

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- Over 25 years of telecom sales experience with a demonstrated record of success, across a broad set of disciplines: network, platforms, applications and big data. Employment history: MCI, Colo.com, 360networks, Zayo and LS Networks
- Extensive background in core areas of business, telecom, and IT functions
- Knowledge of Education and Healthcare Telecom, USAC and the Rural Health Care Program as it relates to funding, forms and procedures.
- Proven experience selling and supporting the deployment of large, complex systems in telecom environments, data centers sand edge locations
- Proficient at designing networks that provide solutions over a multitude of LS Networks services i.e. IP, Ethernet Transport, Wavelengths, Dark fiber and VOIP
- Highly focused at being responsive to customer's needs and providing clients with a positive experience

Additional Organizational Contacts:
Bryan Adams – Director of Sales (503) 414-0489
Allison Miller – Director of Finance/Admin 503- 414-0460
Glenn Thomsen – Inside Sales Engineer (503) 414-0473
Cassandra Barteaux – Contracts Manager (503) 414-0494
Hannah Murray – Accounting Specialist (USAC) (503) 414-0487

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