



FastMesh Comment: Notice of Inquiry - GN Docket No. 17-142

This letter is a brief comment on the NOI listed above.

FastMesh is a small ISP who has been operating for 8 years. Over the course of 8 years, we have been welcomed into over 70 MDU/MTE properties within the Portland and Seattle area.

From our inception, we challenged ourselves to build a network that can provide affordable internet to all locations we service. Our plans range from \$15-\$35 a month.

I would like to list some of the challenges we face, and then make a single request of the FCC for consideration.

Challenges:

- We are told routinely that we cannot bring services into an MDU as they have an 'exclusive agreement with the cable company'. Regardless of our attempt to share with them the non-enforceability of those predatory agreements, we struggle to gain access if at all to entire groups of properties when this statement is made.
- Inability to give users service when they are moving from one MDU to another MDU, as the new management are not willing to allow us to bring services in. We routinely have users who struggle to find new housing that can maintain affordable internet options.
- When we get service request to provide service to a resident in a new MDU, we are given the run around or the approval process can be unnecessarily long (3-6 months), which is hurting our ability to grow, and hurts the consumers ability to choose. These delays force them to sign up with the main 2 providers in the area and the new potential customers can not benefit from our low cost high speed connectivity.
- We routinely are asked "what's in it for me" where building managers want a kickback from revenues earned. This may be the status quo for some cable companies, but this limits low cost ISPs like us to be able to provide services at low prices, and limits our entry into many MDUs.

My Request:

We would like to ask the FCC to provide, in clear language, a shareable one sheet that details the regulations around predatory contracts with cable/internet providers, the non-enforceability of exclusive contracts, and unreasonable denial of entry for ISPs to provide services/MPOE Demarcation. We would like to have a clear outline of these that we can share with building owners and managers to aid in the evolution of telecom in the areas we service.

I strongly feel that these challenges have limited our ability to provide service to more areas. I have a short list of over 50 properties that have denied us entry. I feel that over the last 8 years, if we had better regulation, some kind of enforcement of them, and clear communication of them to MDU owners, we would be in an additional 100 properties, have a more robust network, and have a larger team of employees to develop our network and technology.

Thank you for your consideration.

Sam

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