

ORIGINAL

EX PARTE PRESENTATION

LAW OFFICES

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June 6, 1996

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Federal Communications Commission
Office of the Secretary
1919 M Street, N.W.
Washington, D.C. 20554

COPIES OF ORIGINAL

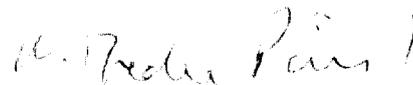
Re: ET Docket No. 95-183, RM-8553, PP Docket No. 93-253

MEMORANDUM OF NON-RESTRICTED ORAL EX PARTE PRESENTATION

Advanced Radio Telecom Corp., by its attorneys, met on this date with Ms. D'wana Speight, Legal Assistant in the Wireless Telecommunications Bureau and Mr. Robert MacNamara, Chief of the Private Wireless Division of the Wireless Telecommunications Bureau, at the Commission's offices. The presentation was limited to a discussion of the proposed amendment of the Federal Communications Commission's Rules related to the licensing of spectrum in the 38 GHz frequency band, as contained in the Commission's *Notice of Proposed Rulemaking* in ET Docket No. 95-183, RM-8553, PP Docket No. 93-253 (released December 15, 1995). The materials attached hereto were distributed at the presentation and were also discussed during the course of the presentation.

Pursuant to Section 1.1206(b)(5) of the Commission's Rules, *ex parte* restrictions do not apply to the instant presentation (*see*, 47 C.F.R. 1.1206(b)(5)), however, in accord with Commission Rule Section 1.1206(a), Advanced Radio Telecom Corp. hereby files this disclosure (*see*, 47 C.F.R. 1.1206(a)). The original and four copies (two for each Docket number) of this disclosure have been submitted to the Secretary's office.

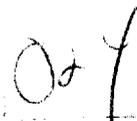
Respectfully submitted,
ADVANCED RADIO TELECOM, CORP.



W. Theodore Pierson, Jr.
Valerie M. Furman
Pierson & Burnett, L.L.P.

James Rogers
Cheryl Coe
Latham & Watkins

Its Attorneys



cc: Michelle Farquhar
Gerald Vaughan
David Horowitz
Robert James
Susan Magnotti



Advanced Radio Telecom™

PRESENTATION TO THE WIRELESS TELECOMMUNICATIONS BUREAU

June 6, 1996

By

**W. Theodore Pierson, Jr., Esq.
Executive Vice President and General Counsel
Advanced Radio Telecom Corp.**

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Latham & Watkins
Counsel for Advanced Radio Telecom Corp.**

ADVANCED RADIO TELECOM CORP.'S MISSION

- **Leading Provider of Fixed Wireless Service**
 - **Nationwide and Worldwide**
 - **38 GHz**
 - **Other Point-to-Point Microwave Frequency Bands**
- **Major Niche Local Telephone Company (Partnership with Other CLECs)**
 - **Customer Demands Require Ability to Provide Service on a Nationwide Basis**

ADVANCED RADIO TELECOM CORP.'S GROWTH AND DEVELOPMENT

38 GHz HOLDINGS:

- **90 Authorizations, 122 Channels**
 - **60 Licenses**
 - **30 Construction Permits**
 - **60 + Pending Applications**

- **Authorizations in 41 out of the top 45 markets**

- **Authorizations in 73 out of the top 100 markets**

- **Aggregate population coverage of approximately 79 million people**

ADVANCED RADIO TELECOM CORP.'S GROWTH AND DEVELOPMENT
(continued)

REGIONAL SALES OFFICES (as of June 1, 1996):

- **Atlanta, GA**
- **Boston, MA**
- **Chicago, IL**
- **Dallas, TX**
- **New York**
- **Pittsburgh, PA**
- **Portland, OR**
- **San Francisco, CA**
- **Seattle, WA**
- **Washington, D.C.**

ADVANCED RADIO TELECOM CORP.'S GROWTH AND DEVELOPMENT
(continued)

HUMAN RESOURCES:

- **July 1, 1995:** **2 employees**
- **June 1, 1996:** **70 employees**
- **January 1, 1997:** **130 - 150 employees**

FINANCING:

- **\$15,000,000 as of June 1, 1996**
- **\$150,000,000 upon completion of Initial Public Offering**

STRATEGIC RELATIONSHIPS

- **GTE**
- **Ameritech**
- **Harris-Fernon Microwave Division**
- **P-Com**
- **American Wireless Corporation**
- **Other Technology Development Companies**
- **Second-Tier IXC's**
- **CLECs**

THE CURRENT 38 GHz MARKET

TECHNOLOGY:

- **\$20,000 - 25,000 per Installed Link**
- **One Bit per Hertz**
 - **One DS-3 per Channel Pair**

SERVICES:

- **Point-to-Point**
 - **Individual Links**
- **High Speed Data and Voice**

THE CURRENT 38 GHz MARKET (continued)

CUSTOMERS:

- **Carrier's Carrier**
 - **CLECs**
 - **Electric Utilities**
- **Local Resellers**
- **PCS and Cellular**
- **ISPs (Internet)**
- **LECs**
- **High Volume Users**

THE FUTURE 38 GHz MARKET

TECHNOLOGY:

- **Substantial Reduction in Equipment Costs**
- **Substantial Increase in Equipment Capacity**

SERVICES:

- **Hybrid Wireless/Fiber Networks**
 - **Shared ATM Switches**
- **Point-to-Multipoint**
 - **Omni-Directional (sectorized)**
- **Multimedia**

CUSTOMERS:

- **Strategic Relationships with CLECs**
 - **Small Business and Residential**

THE PROBLEM

- **Wide Spread Unmet Demand Now**
 - **Location**
 - **Outside All 38 GHz Authorizations**
 - **Outside Advanced Radio Telecom Corp.'s Authorizations, but Within Others**
 - **Capacity**
 - **Multiple DS-3s**

THE SOLUTIONS

- **Interim Operating Authority**
 - **Vacate When Licensee is Ready, Willing and Able to Serve Customers**
 - **Rapid Grant Essential**

- **Capacity Leases**
 - **Lessee Designs, Builds, Operates and Provides Service**
 - **Licensee Maintains Ultimate Control**

- **Lifting the Freeze Order**
 - **Additional Authorizations**
 - **Modification of Existing Authorizations**

THE SOLUTIONS (continued)

- **Facilitate Rationalization of the Industry**
 - **Necessary to Meet Demand for Ubiquitous and Deep Coverage**
 - **Promotes Efficiency**
 - **Economies of Scale and Scope**
 - **Promotes Effective Competition in Local Exchange**
 - **Principal Competitors Are Large Telecoms and Principal IXC's**

- **Stricter Construction Requirements**

- **Auction Mutually Exclusive Applications**

ART CORPORATE STRUCTURE

(Assumes Consummation of Merger Upon FCC Consent)

