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# LATHAM & WATKINS<sup>LLP</sup>

March 11, 2016

## VIA ELECTRONIC FILING

Marlene H. Dortch  
Secretary  
Federal Communications Commission  
445 12th Street, S.W.  
Washington, D.C. 20554

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Re: ViaSat, Inc., Notice of *Ex Parte* Presentation  
GN Docket No. 14-177; WC Docket Nos. 10-90, 14-58, 07-135, 05-337,  
and 03-109; GN Docket No. 09-51; CC Docket Nos. 01-92 and 96-45; WT  
Docket No. 10-208

Dear Ms. Dortch:

On Wednesday, March 9, Mark Dankberg, Chairman and CEO of ViaSat, Inc., Chris Murphy, Associate General Counsel, Regulatory Affairs, of ViaSat, Inc., and the undersigned counsel to ViaSat, Inc., met with Chairman Wheeler, as well as Diane Cornell, Stephanie Weiner, and Edward Smith of the Chairman's office. The enclosed materials related to the Spectrum Frontiers proceeding formed the basis for the conversation. We also discussed ViaSat's recommendation that the reverse auction for CAF II enable competition by all technologies and service providers for the limited available funds

Please contact the undersigned if you have any questions regarding this submission.

Respectfully submitted,

/s/

John P. Janka

LATHAM & WATKINS<sup>LLP</sup>

cc: Chairman Wheeler  
Diane Cornell  
Stephanie Weiner  
Edward Smith

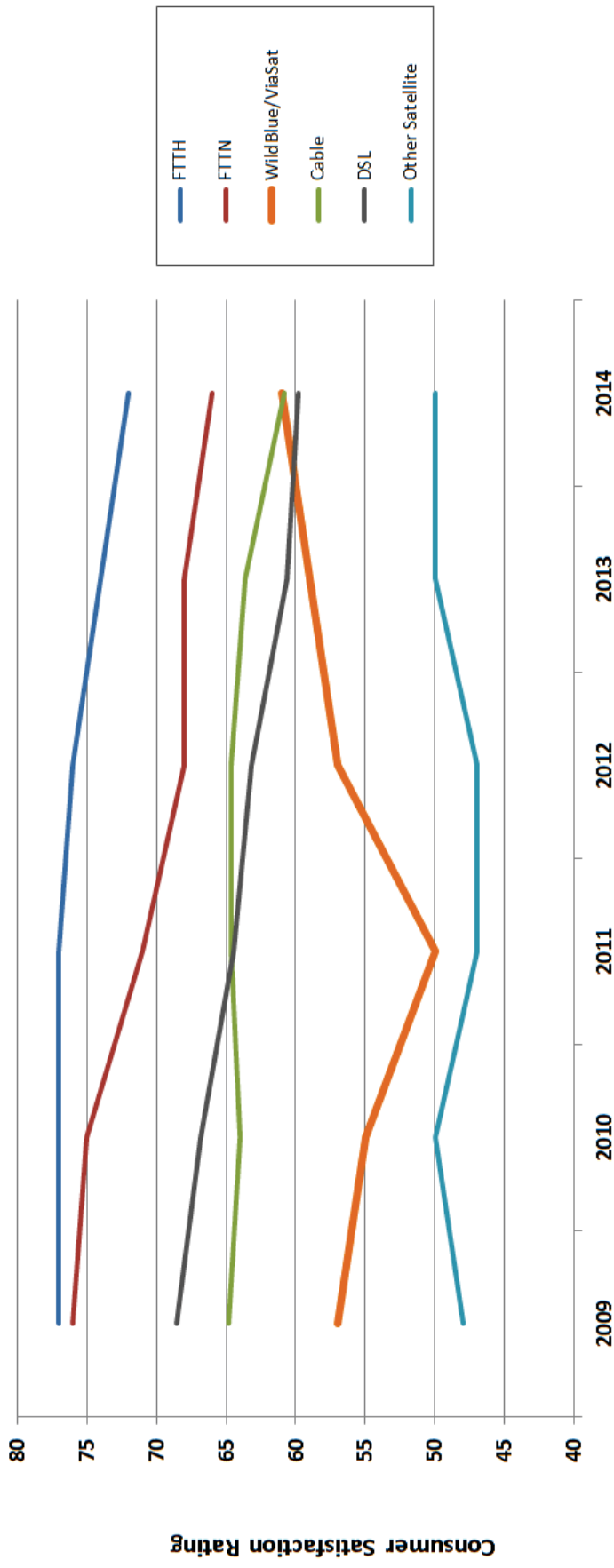
# Viasat Broadband Update

Mark Dankberg, CEO, Viasat

March 9, 2016



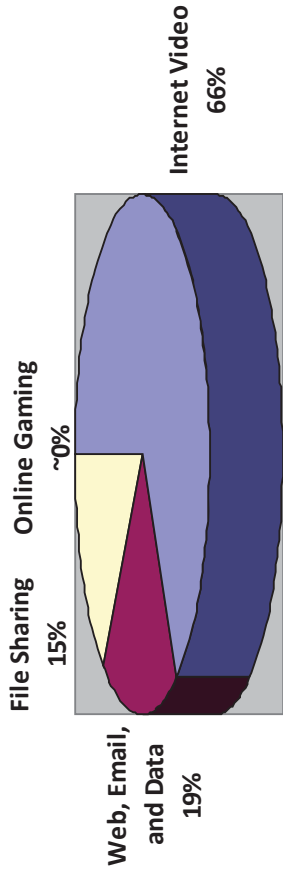
# Consumer Reports: Broadband Customer Satisfaction



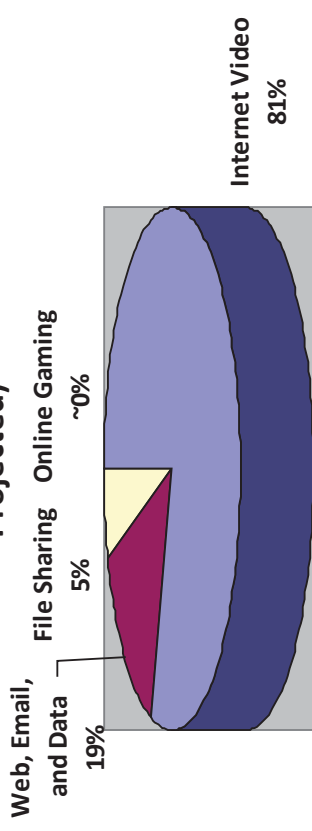
Source: Consumer Reports issues published February 2010, May 2011, June 2011, May 2012, May 2013, May 2014, and May 2015, available at [www.consumerreports.org](http://www.consumerreports.org).  
 FTTH: FIOS, FTTN: U-Verse, Cable: average score of CableOne, Charter, Comcast, Cox, MediaCom, Time Warner, Century Link, FairPoint, Frontier, Verizon, Windstream. ViaSat not ranked in 2013, data point is interpolated.

# Video is the Primary Broadband Application

Consumer Internet Traffic by Application Type (2015)

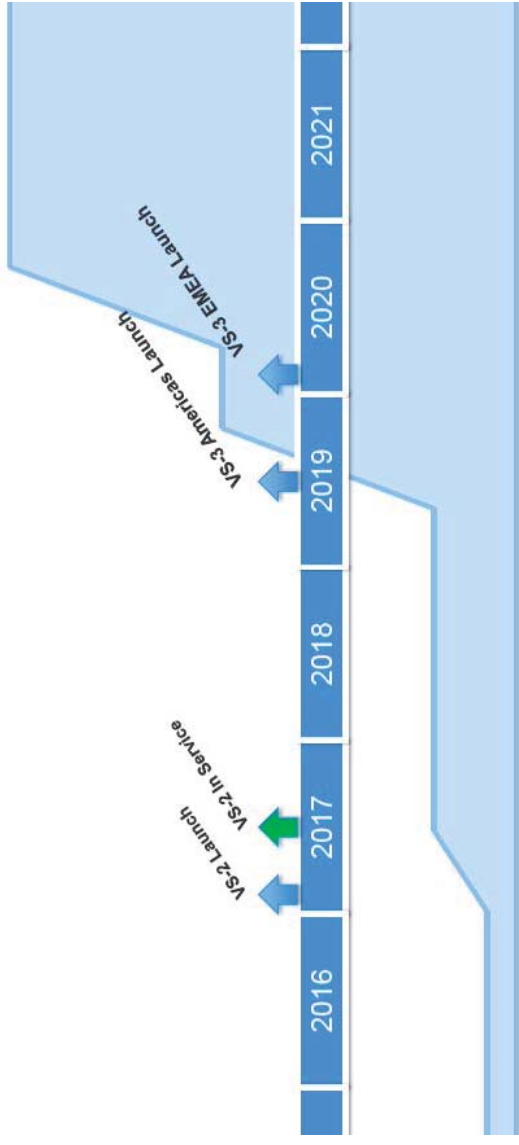
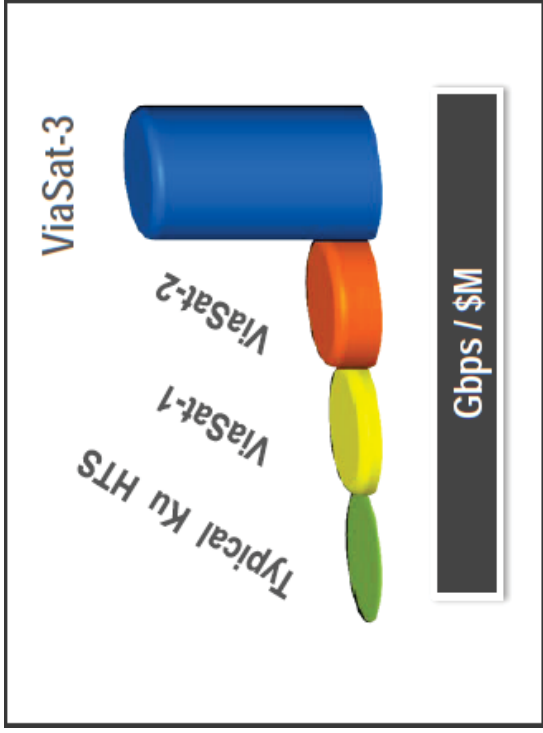


Consumer Internet Traffic by Application Type (2019 Projected)

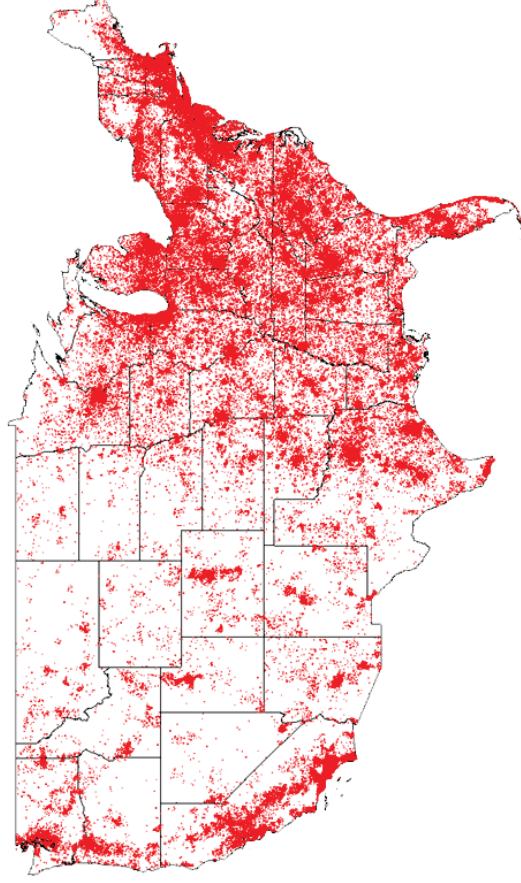


Cisco Visual Networking Index: Forecast and Methodology, 2014-2019 White Paper (May 27, 2015), available at [http://www.cisco.com/c/en/us/solutions/collateral/service-provider/ip-ngn-ip-next-generation-network/white\\_paper\\_c11-481360.html](http://www.cisco.com/c/en/us/solutions/collateral/service-provider/ip-ngn-ip-next-generation-network/white_paper_c11-481360.html)

# Comparative Capacity and ViaSat Expansion Schedule



# Satellite Broadband Customers Are Everywhere



ViaSat Broadband Subscriber Density

- » 1/3 of current customers have switched from DSL and cable
- » Delivering 100+ Mbps residential service on ViaSat-3 will enable 4K UHD video streaming & competition with fiber
- » ViaSat-3 will provide up to 1 Gbps speeds for use in maritime, aviation, and corporate enterprise applications

# Access to Ka-band Spectrum is Critical to the Continued Growth of Satellite Broadband

ViaSat-1



- » 140 Gbps capacity
- » 17 site licensed aggregation and interconnection facilities
- » 7.3 m antennas
- » Mostly located outside urban areas

ViaSat-2



- » > Double ViaSat-1 capacity
- » More than 40 site licensed aggregation and interconnection facilities to increase spectrum reuse/capacity
- » 4.1 m antennas
- » Many located in urban areas to access fiber

ViaSat-3



- » 1+ Tbps capacity
- » Hundreds of site licensed aggregation and interconnection facilities to increase spectrum reuse/capacity
- » Even smaller antennas
- » Many located in urban/suburban areas to access fiber

**ViaSat believes that shared use in the 28 GHz band with terrestrial is feasible and necessary to achieve the full potential of satellite broadband in mmWave spectrum**



# Internet Access Point & Compatibility Zone

