Viaero and USF

FCC DISCUSSION

SEPTEMBER 30, 2010

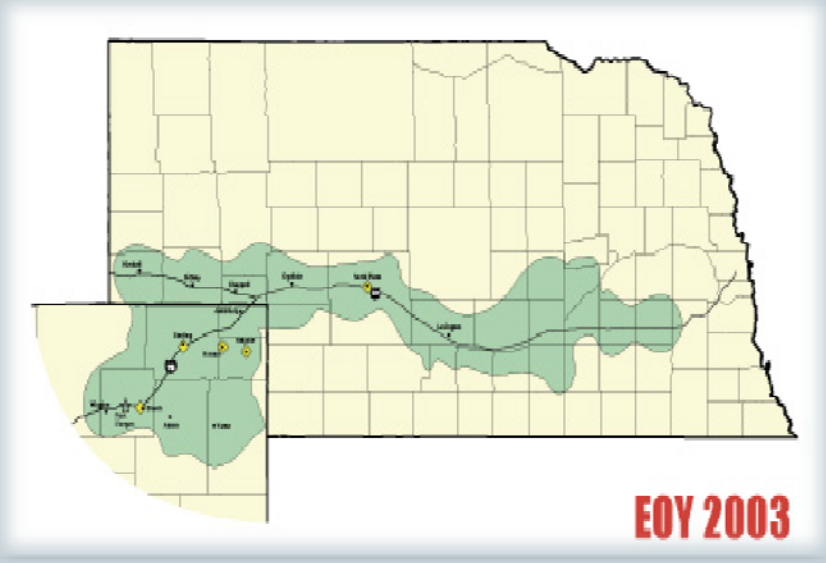
Company Overview

VIAERO IN BRIEF

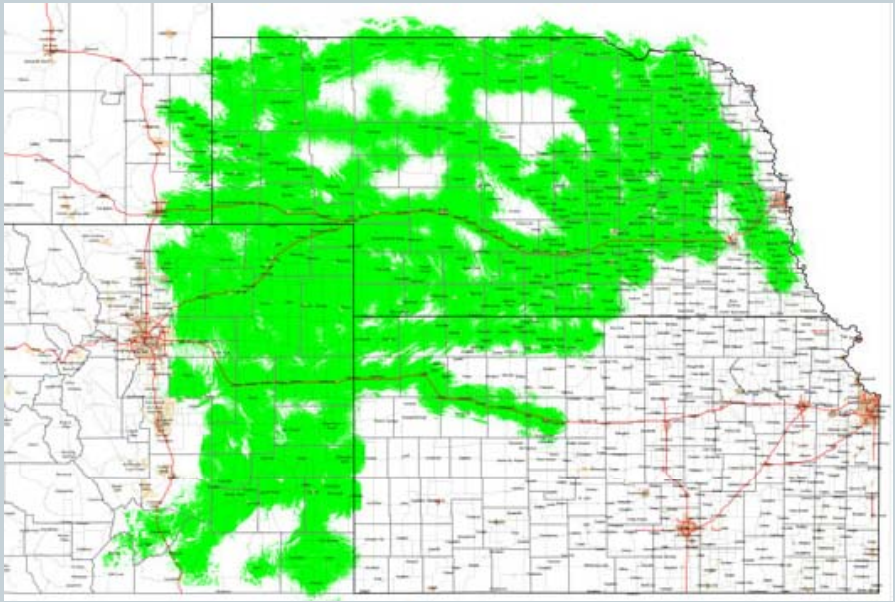
A Tier III provider…

- Headquartered on Colorado's eastern plains
- Privately-held S-Corp
- 90+ years of leadership experience in wireless
  - President, Frank Dirico, is a self-made entrepreneur
  - EVP, Mike Felicissimo, grew US WEST Wireless into top ten carrier, with one million customers
  - CTO, Wes Burnett, designed, built, and operated networks for McCaw, AT&T, Verizon, and AirCell
- Employees: 372 (up from 100 in 2004)
- Vision: an urban experience for rural customers in our territory

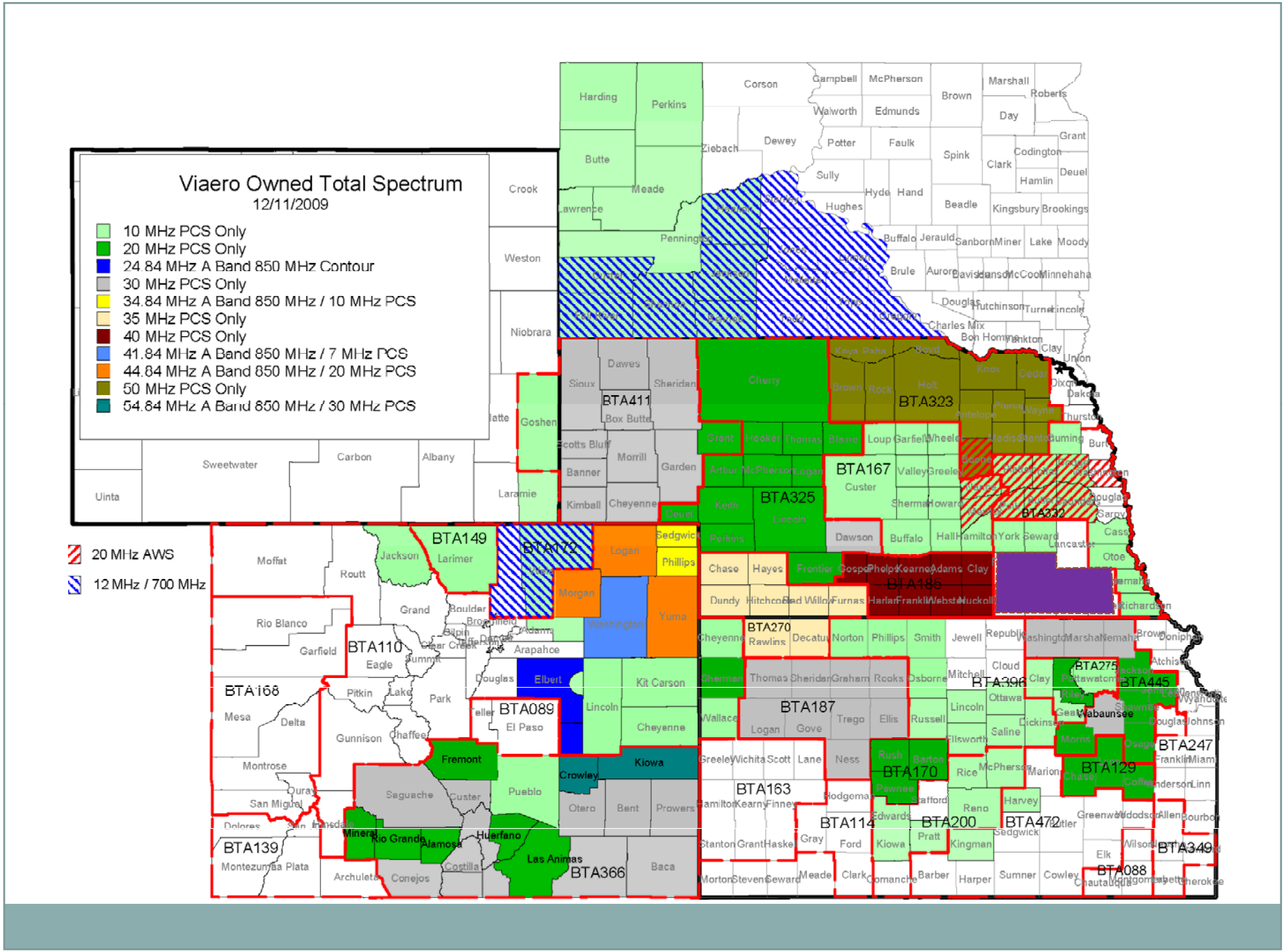
...And Growing



- 2003: Viaero begins to receive federal high cost support in Colorado
- 2002-2005: Viaero acquires Nebraska Wireless and deploys digital network
- 2005: Viaero receives its first payments from the Colorado HCSM



- 2005 – 2010 : state and federal USF is invested in rural CO and NE.
  - Expansion of coverage across eastern and southern Colorado with acquisition of new territories.
  - NE cell sites: 90 in 2005; 265 today.
  - 2010—designated in parts of KS


Viaero Owned Total Spectrum
12/11/2009
10 MHz PCS Only
20 MHz PCS Only
24.84 MHz A Band 850 MHz Contour
30 MHz PCS Only
34.84 MHz A Band 850 MHz / 10 MHz PCS
35 MHz PCS Only
40 MHz PCS Only
41.84 MHz A Band 850 MHz / 7 MHz PCS
44.84 MHz A Band 850 MHz / 20 MHz PCS
50 MHz PCS Only
54.84 MHz A Band 850 MHz / 30 MHz PCS
20 MHz AWS
12 MHz / 700 MHz
BTA411
BTA323
BTA167
BTA325
BTA332
BTA149
BTA172
BTA185
BTA110
BTA168
BTA089
BTA270
BTA187
BTA163
BTA170
BTA114
BTA200
BTA472
BTA139
BTA366
BTA275
BTA398
BTA445
BTA247
BTA129
BTA349
BTA088

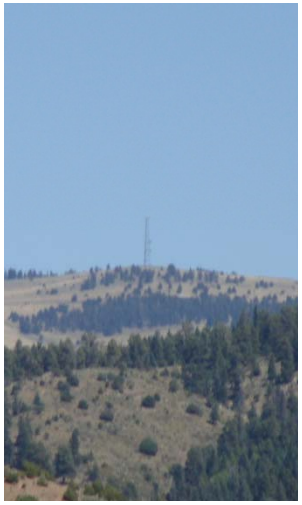
Towers

425+ Built and Owned

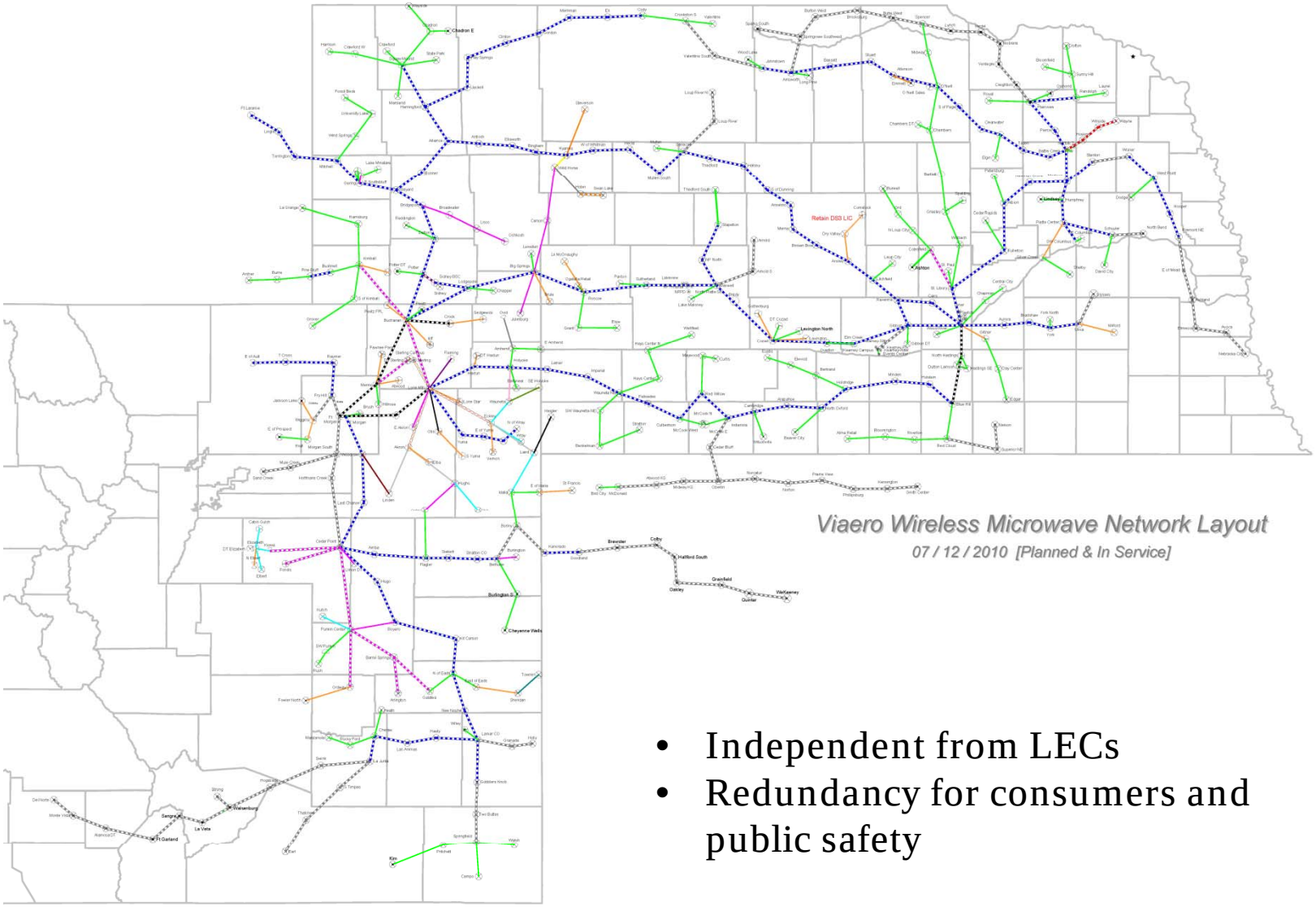
100% w/ generators

3 solar towers – “off grid” operation

F-3 resistant

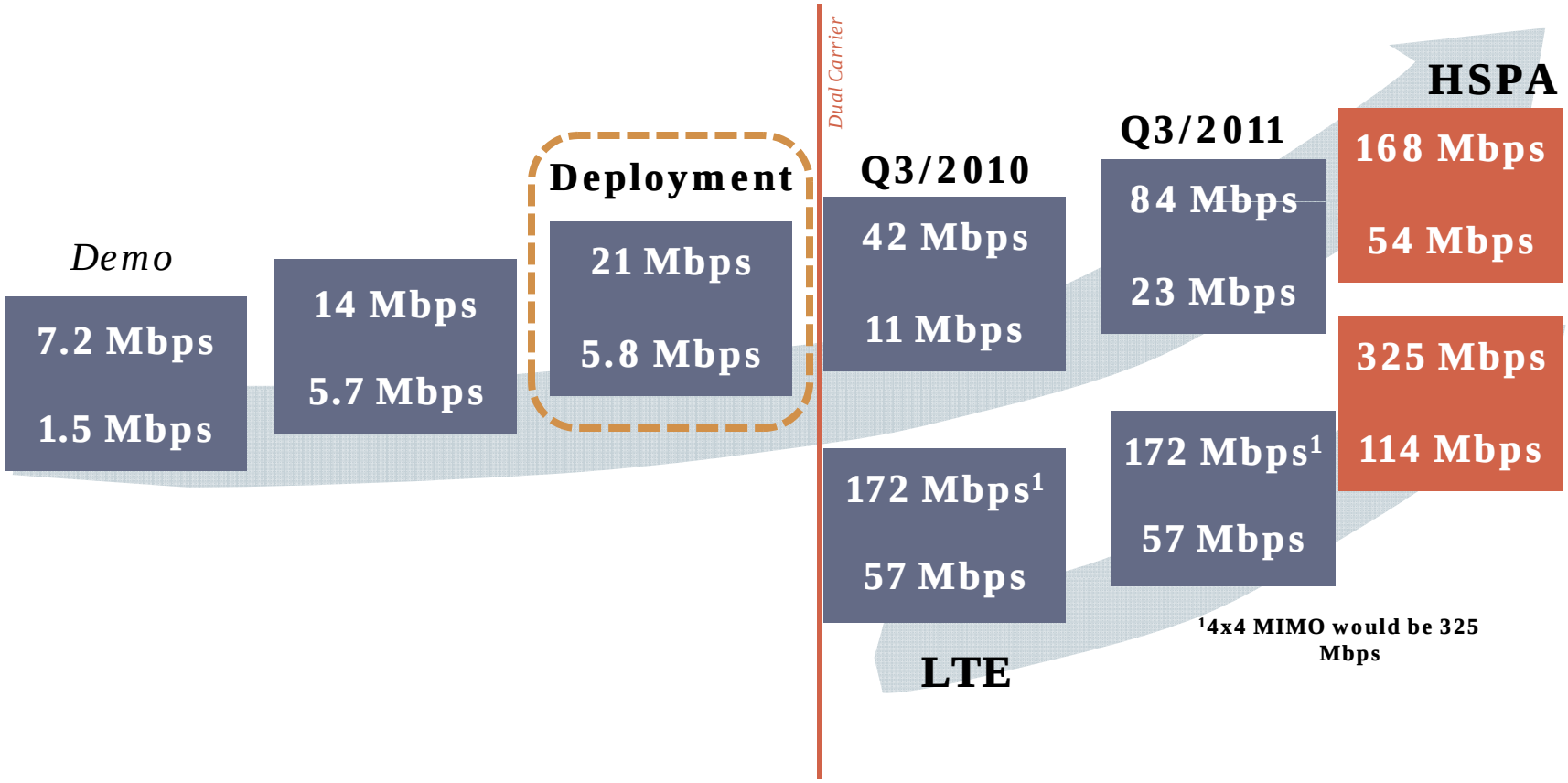


Microwave Backhaul Owned and Operated



- Independent from LECs
- Redundancy for consumers and public safety

NSN HSPA Migration Path



Note1: *Dual Cell features require 10 MHz contiguous bandwidth*
Note2: *NSN Releases align with expected global device availability and therefore HSDPA and HSUPA roadmaps do not always directly correlate to 3GPP Release content – Please refer to Peak Theoretical HSDPA and HSUPA rates above for feature availability*

Overlay & expand network

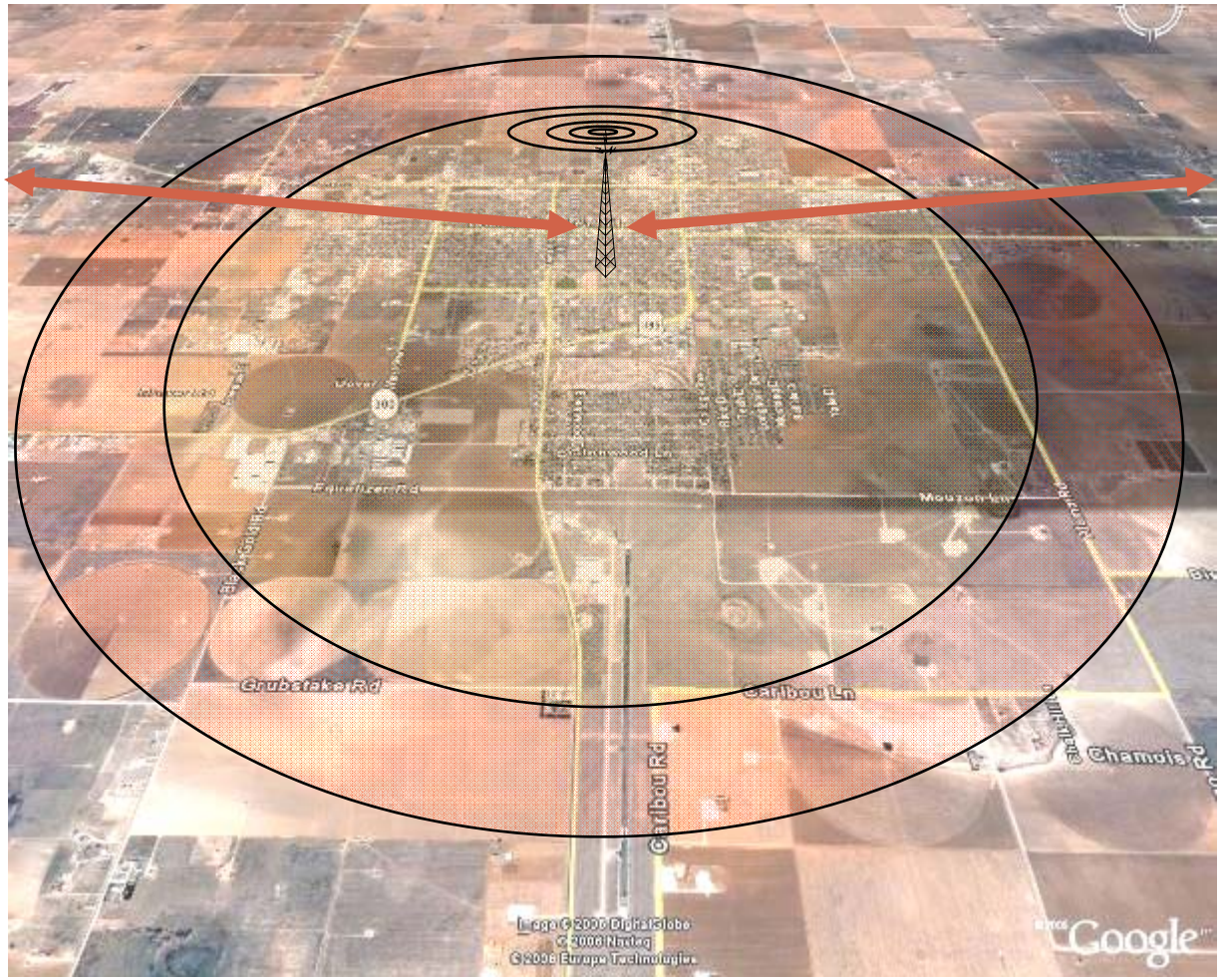
Tower radios & switch

Backhaul upgrade and expansion

Training

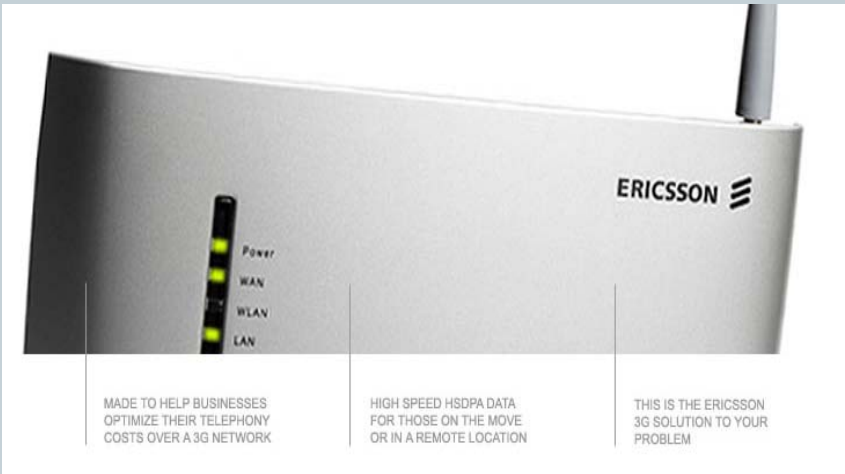
Services

Add'l towers where needed



End-user Equipment

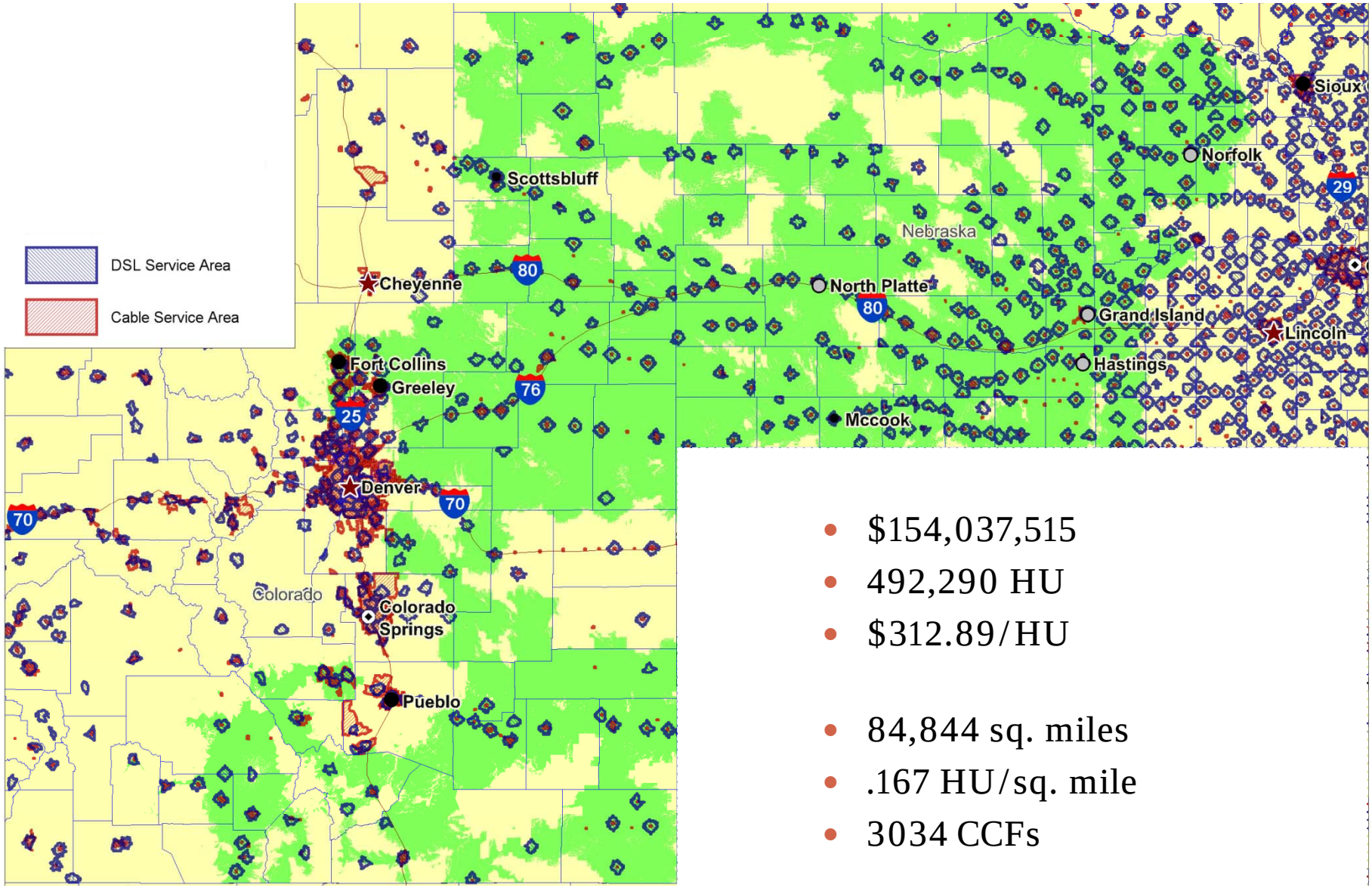
Fixed



- Ethernet
- WiFi
- VoIP

Mobile

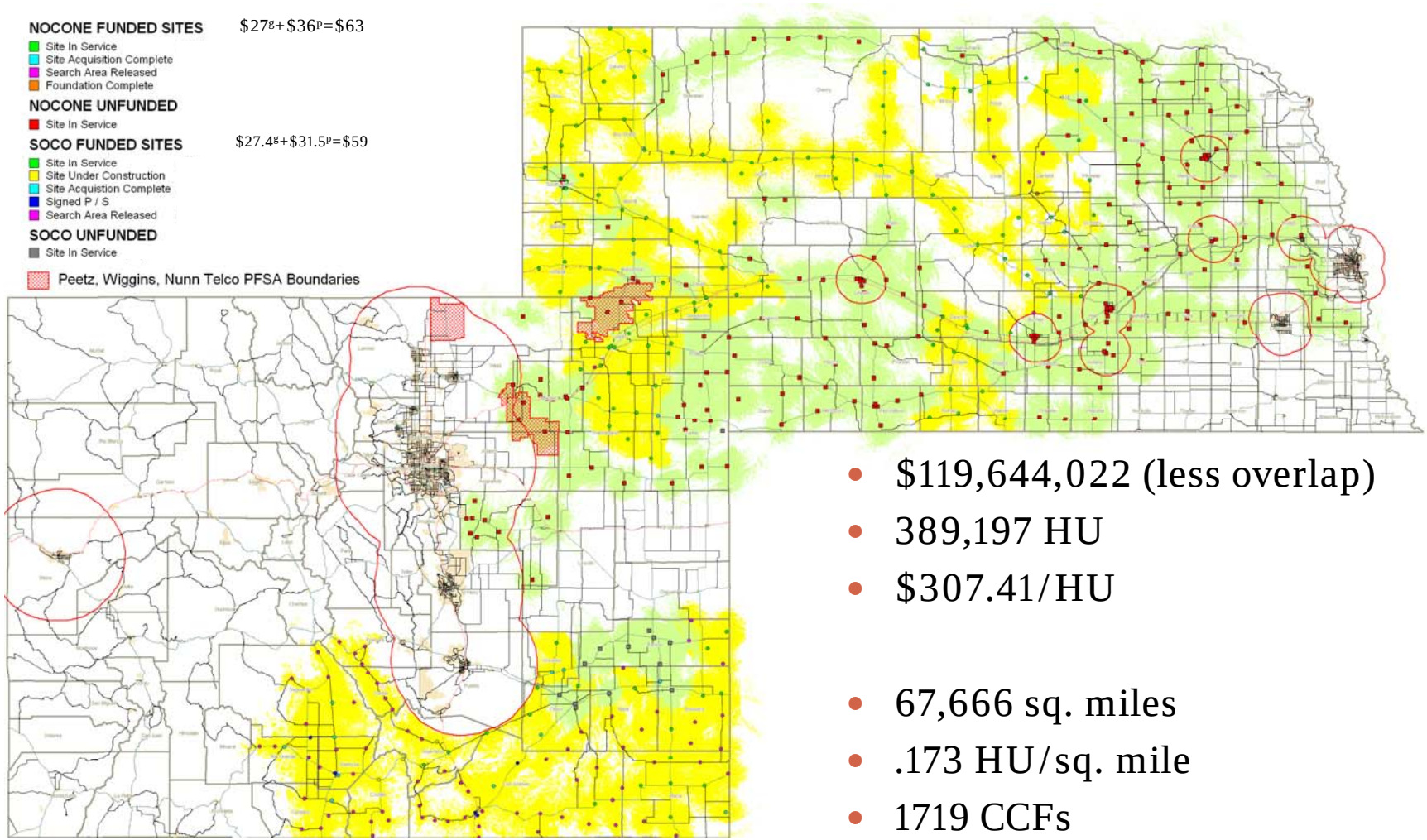
Round 1 BTOP/BIP Application



- $154,037,515
- 492,290 HU
- $312.89/HU

- 84,844 sq. miles
- .167 HU/sq. mile
- 3034 CCFs

Round 2 BIP Application



- $119,644,022 (less overlap)
- 389,197 HU
- $307.41/HU

- 67,666 sq. miles
- .173 HU/sq. mile
- 1719 CCFs