



CapeNet LLC
info@capenet.com
508.983.1475
www.capenet.com

1900 W. Park Drive, Suite 280
Westborough, MA 01581

March 07, 2014

Letter – Expression of Interest
Connect America Fund, WC Docket 10-90
Via ECFS

Dear Chairman, Commissioners and Mr. Chambers,

CapeNet hereby expresses interest in Broadband Trials, Order No. 10-90 to receive funding to further expand and connect the BTOP region we currently serve by deploying pilot projects for last mile access via both FTTP and wireless technologies.

About the region

The southeastern Massachusetts region includes a mix of rural underserved communities such as Truro, Wellfleet and Eastham on the far outer Cape, as well as economically depressed “gateway” communities (aka, former industrial cities), and the rural areas between these cities, such as Rochester, Berkley, and Halifax.

About CapeNet and the OpenCape network

CapeNet LLC designed, built and operates the OpenCape BTOP fiber optic middle-mile network which became operational in June, 2013. The network spans more than 350 miles through southeastern Massachusetts and Cape Cod, with high-speed links to the islands of Martha’s Vineyard and Nantucket. It reaches 86 Community Anchor Institutions (CAIs).

CapeNet is in process of delivering broadband services of 10 Mbps to 10 Gbps including Internet access and VoIP to the 86 CAIs which include schools, colleges, libraries, town government buildings, hospitals, Woods Hole Oceanographic Institute and Otis Air National Guard Base. CapeNet has Competitive Local Exchange Carrier (CLEC) status and will become an ETC if it is a criterion for eligibility.

Need:

While the middle mile investment was an essential first step for this underserved region, the project didn’t provide any funds for bridging the last mile beyond the 86 CAIs. Last-mile progress remains cost prohibitive and painfully slow. The region is further disadvantaged on the state level because an Information Technology Bond Bill in the Massachusetts legislature is expected to provide funds only to the western region of the state.

Several well-managed pilot projects would bring immediate measurable improvements and demonstrate the full potential of the BTOP investment, which would inspire other towns within the network footprint to explore ways to fund similar last-mile initiatives.

Proposed solutions:

CapeNet proposes two types of rural pilot projects. CapeNet has identified potential trial towns and has strong support and proven demand from town elected officials, IT directors and local businesses. CapeNet has the immediate ability to organize, design, engineer, build and operate these network extensions.

1. Downtown WiFi

We have identified two towns as prime candidates for WiFi trials in their downtown commerce areas. We are working with closely these towns and they have expressed strong interest in installing WiFi connected to the fiber backbone as a quick and scalable option for their underserved "Main Street" areas.

Estimated project cost: \$100,000

2. Fiber-to-the-premise, to offer VoIP and High-speed Internet:

CapeNet has identified a specific underserved town that becomes densely populated during seasonal periods, which overwhelms its outdated infrastructure. The town has expressed great interest in working with CapeNet to pilot FTTP, VoIP and high-speed Internet to their hotels, businesses and residents, to enable a more robust, year-round economy.

Much of the Cape region relies heavily on seasonal tourism, yet tourists are increasingly choosing to vacation elsewhere so they can use their smart phones and mobile devices, and stream videos in their hotels. FTTP with VoIP and high-speed Internet would energize the town's economy and provide a proven last-mile model for other underserved towns in the region.

Estimated project cost: \$50 million

Thank you for your consideration. We look forward to describing these proposed efforts in more detail.

Yours truly,

Alan S. Davis
President & CEO
CapeNet LLC