

**Before the
Federal Communications Commission
Washington, D.C. 20554**

In the Matter of)	
)	
Connect America Fund)	WC Docket No. 14-93
Phase II Challenge Process)	
)	

**AFFIDAVIT OF JOSEPH CANAVAN
IN SUPPORT OF EXHIBIT A AND EXHIBIT B TO FORM 505**

1. My name is Joseph Canavan. I am the Vice President of Products & Sales at Atlantic Broadband Finance, LLC (“Atlantic Broadband”). I have been employed at Atlantic Broadband for 5 years. In my role I am responsible for the design, development and deployment of all of our products and services including internet services. I have intimate knowledge of our speeds, prices, services and billing system that fully qualifies me to provide this affidavit.

2. This affidavit supports Atlantic Broadband’s challenge to the Federal Communications Commission’s designation of certain census blocks as unserved by an unsubsidized competitor offering broadband service that meets the broadband service requirements of Phase II of the Connect America Fund.¹ In particular, this affidavit will support the data shown in Atlantic Broadband’s Exhibit A and Exhibit B to Form 505. As Vice President of Product & Sales of Atlantic Broadband, I have personal knowledge of the facts set forth in Exhibit A, Exhibit B, and described herein.

I. Process to Compile Data and Description of Data

A. Exhibit A: Products, Speed, Usage Caps and Customers

3. The information in Exhibit A was produced by using the census blocks listed in the Commission’s Initial List of Phase II Eligible Census Blocks (“CAM411”) to identify geographic areas served by Atlantic Broadband. We then queried our billing

¹ *Connect America Fund*, DA 13-2115, WC Docket No. 10-90, Report and Order, ¶ 39 (Oct. 31, 2013) (“*CAF II Service Obligations Order*”).

system using the blocks from the CAM411 data. This query identified customer counts and product availability information for the areas served by each distinct block. This information was then compiled into a report that showed available products and customer counts by census block. That report was then segmented by network type (DOCSIS 2.0 and DOCSIS 3.0 as described below and identified in Exhibit A) and augmented with information regarding product speeds.

4. Each census block that Atlantic Broadband is challenging is listed in a separate row in Exhibit A, beginning at Row 3. Column A in Exhibit A contains the census block number being challenged. Columns B – J show the packages available in each census block. Row 1 of Columns B-J contains the name of each product along with the speed of that product. Speeds are shown in standard (Download/Upload) format. Row 2 in Columns B-J shows the usage allowance for each product. All Atlantic Broadband products have unlimited usage and do not have data usage caps. The spreadsheet has been filled out with the number of customers that currently subscribe to each product in each challenged census blocks.

5. The tab titled “D2 Markets” provides the products, speed, usage allowance and number of customers in Atlantic Broadband’s D2 markets (as described below). The tab titled “D3 Markets (non SC)” provides the products, speed, usage allowance and number of customers in Atlantic Broadband’s D3 markets (as described below) everywhere except for South Carolina. The tab titled “D3 Markets (SC)” provides the products, speed, usage allowance and number of customers in Atlantic Broadband’s D3 markets (as described below) in South Carolina only.

B. Exhibit B: Latency

6. Information regarding network latency is provided in Exhibit B. The data in Exhibit B was compiled from over 11,000 customer tests of latency from July 13, 2014 through August 14, 2014. The tests were conducted using an Ookla Netgauge/V3 application running on speed test servers in each of Atlantic Broadband's four regions. Analysis of these customer tests shows an average latency for each region of under 20ms roundtrip with a standard deviation ranging from 10ms to 44ms depending upon the region. Atlantic Broadband's internet products all utilize the same network infrastructure and the latency results shown in this test are representative of all products shown in Exhibit A, therefore all internet products meet the latency requirement for unsubsidized competitors. Exhibit B provides a summary of the test data for each region. Column B provides a summary of test results for the South Carolina region which covers customers in the state of South Carolina. Column C provides a summary of test results for the Maryland / Delaware region which covers customers in the state of Delaware and along the Eastern Shore of Maryland. Column D provides a summary of test results for the Pennsylvania region which covers customers in the states of Pennsylvania, West Virginia, New York and Western Maryland. Column E provides a summary of test results for the Florida region which covers customers in the state of Florida.

II. Overview of Challenged Census Blocks

7. All of the census blocks being challenged are blocks where Atlantic Broadband provides voice and broadband service today without any subsidy that meets the minimum service obligations. Therefore, these census blocks should not be eligible for Phase II funding, and Atlantic Broadband challenges the "unserved" classification of these

census blocks.

8. The census blocks in which Atlantic Broadband offers service meeting the minimum service obligations and in which it is challenging the designation of the block as “unserved” are those in which (1) Atlantic Broadband has a current customer subscribing to a plan that meets or exceeds the minimum service obligations; or (2) Atlantic Broadband has a current customer subscribing to a plan that does not meet the minimum service obligations, but in which Atlantic Broadband makes available to such customer a plan meeting the minimum service obligations.

9. Atlantic Broadband currently provides service using two different network technologies. Atlantic Broadband’s “D2” markets utilize DOCSIS 2.0 technology and the “D3” markets utilize DOCSIS 3.0 technology. Atlantic Broadband is in the process of converting all of its network from D2 to D3. Today, more than 95% of its markets use DOCSIS 3.0. By the end of October 2014, this will increase to 99%. Atlantic Broadband plans to retire the DOCSIS 2.0 technology by January 2015.

III. Target Plan Description

10. Atlantic Broadband provides a fixed voice and broadband service plan in each of the census blocks that it is challenging herein that meets the broadband performance and pricing requirements necessary to qualify as an unsubsidized competitor providing service. We refer to the plan herein as the “Target Plan.” The plans that Atlantic Broadband offers in its D2 and D3 markets differ due to the technological variations in its network described above. Accordingly, a different Target Plan is used for each set of markets.

A. D2 (DOCSIS 2.0) Markets

11. Atlantic Broadband's target plan in D2 markets is its MegaMax Plan. The MegaMax Plan is available in all of the census blocks noted in Exhibit A on the "D2 Markets" tab.

12. The MegaMax Plan provides speeds of 15 Mbps down and 1.5 Mbps up. (See Atlantic Broadband D2 Marketing Materials at Attachment 1 to this Affidavit)

13. The MegaMax Plan contains no limitation on data usage.

14. The MegaMax Plan has a round trip network latency of less than 20ms on average and meets the requirement of 100ms or less. See test results in Exhibit B and explanation of results in Paragraph 6.

15. Atlantic Broadband offers the MegaMax Plan for \$60.99 per month for both standalone and bundled packages in all census blocks in D2 markets with the exception of D2 markets in Delaware where the MegaMax Plan is offered for \$58.99 per month.² No variation in price is based on customers located in rural or urban markets.

B. D3 (DOCSIS 3.0) Markets

16. Atlantic Broadband's target plan in D3 markets is its Express Plan. The Express Plan is available in all of the census blocks noted in Exhibit A on tabs "D3 Markets non SC" and "D3 Markets SC".

17. The Express Plan provides speeds of 30 Mbps down and 3 Mbps up in the census blocks included in tab "D3 Markets (non SC)"³ and speeds of 60 Mbps down and 6

² Atlantic Broadband is in the process of implementing a rate change for the MegaMax Plan across its D2 markets that will increase the price of the plan from \$58.99 to \$60.99 per month in all markets except those in the state of Delaware, which will go from \$56.99 to \$58.99 per month. The rate change has taken effect in Pennsylvania and will go into effect in all other areas the first and second weeks of September 2014.

³ There is one market in the D3 Markets (non SC) where the Express Plan provides speed of 30 Mbps down and 2 Mbps.

Mbps up in the census blocks noted on tab “D3 Markets (SC).” (*See Atlantic Broadband D3 Marketing Materials at Attachment 2 to this Affidavit*)

18. The Express Plan contains no limitation on data usage.

19. The Express Plan has a round trip network latency of less than 20ms on average and meets the requirement of 100ms or less. *See* test results in Exhibit B and explanation of results in Paragraph 6.

20. Atlantic Broadband offers the Express Plan in D3 markets for \$61.99 per month for both standalone and bundled packages in all census blocks in D3 markets with the exception of D3 markets in Delaware where the Express Plan is offered for \$59.99 per month.⁴ No variation in price is based on customers located in rural or urban markets.

⁴ Atlantic Broadband is in the process of implementing a rate change for the Express Plan across its D3 markets that will increase the price of the plan from \$59.99 to \$61.99 per month in all markets except those in the state of Delaware, which will go from \$57.99 to \$59.99 per month. . The rate change has taken effect in Pennsylvania and will go into effect in all other areas the first and second weeks of September 2014.

Pursuant to 28 U.S.C. § 1746, I declare under penalty of perjury under the laws of the United States that the foregoing is true and correct to the best of my knowledge, information, and belief.



Joseph Canavan
Vice President of Products & Sales
Atlantic Broadband Finance, LLC

ATTACHMENT 1

Atlantic Broadband D2 Marketing Materials

ATTACHMENT 2

Atlantic Broadband D3 Marketing Materials

INTERNET

Crazy Fast Internet

Beating speed-of-light competition isn't tough given you now have to live being online.

- Stream TV to your tablet.
- Video chat, seamlessly.
- Game online, and win.
- Telecommute with confidence.

Providing service this fast and reliable requires today's most powerful, high-capacity fiber optic network, and only Atlantic Broadband brings it right to your door.



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SPEED <small>Download Speed</small>	12 Mbps 1.5 Hours	30 Mbps 1.5 Hours	120 Mbps 1.5 Hours
Download 50 songs (iTunes)	2 Minutes	30 Seconds	17 Seconds
Download a 4K movie (Netflix)	34 Minutes	11 Minutes	4 Minutes
Upload 10 photos (iCloud)	40 Seconds	13 Seconds	8 Seconds
Email with Attachments			
Security and Spam Filter			
24/7 Technical Support			
Monthly Price	\$42.99 Order Now >	\$29.99 <small>As low as \$19.99</small> Order Now >	\$44.99 <small>As low as \$34.99</small> Order Now >

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How Much Speed Do You Need?

Here are a few things to keep in mind when deciding how fast is fast enough.

- According to the FCC, the optimal speed for web surfing without delays is 10Mbps. Anything less, and you may spend more time watching pages load than surfing them.
- The average DSL connection is about 10Mbps, making DSL not ideal for today's web sites.
- If you're a gamer, broadband makes all the difference. By streaming bits through its network 40x faster than DSL, it lets you perform better.

How much Speed Do You Have?

Even if your DSL provider claims to provide speeds of 10Mbps or greater, your connection may be slower. The FCC found that, on average, DSL companies deliver only 81% of the speed they advertise.

Put Your Connection to the Test

Take this simple speed test on your home computer to see how much faster you can go with Atlantic Broadband.

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Wireless Home Networking

Atlantic Broadband can connect you with the latest wireless router, and set up all the devices you have. Bring home a new laptop, gaming system, or other device and call us 24/7 for help connecting that to your home network, too.

Wireless home networking is included in our most popular bundles at no extra cost.

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FREQUENTLY ASKED QUESTIONS

Can't find the answer you're looking for? Check out our [support center](#).

- Do you have steps on your internet package?
- How can I test the speed of my current home internet service?
- Do you have technicians?
- Do I need to have phone service to sign up for high speed internet service?
- Does Atlantic Broadband offer wireless home networking?

[See Service & Promotion Details](#)

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Upload 10 Photos (iCloud)	60 Seconds	27 Seconds	16 Seconds
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