



January 21, 2016

Mr. Eric Nakajima
Director
Massachusetts Broadband Institute
75 North Drive
Westborough, MA 01581

Dear Mr. Nakajima,

Thank you again for your time last week. We are following up the meeting with additional information and comments pertaining to our submission to the MBI's RFQ 2015-MBI-03.

Much of what you have asked for in your letter dated December 24, 2015 has been previously addressed by Matrix Design Group in our initial response to the RFQ. Additional information was submitted in response to MBI's request for supplemental information from Elizabeth Copeland in a letter dated September 21, 2015.

While we welcome the opportunity to share knowledge with MBI in informal meetings, we consider our business plan to be proprietary, containing trade secrets that we do not wish to make public. We will however, be willing to share some of this information with the MBI's consultant, Michael Morgenstern of Wipro, after the execution of an NDA, with the understanding that the information shared is not for public use.

Our expertise in fiber to the home technologies is unmatched by any other applicant currently engaged with MBI. Our knowledge spans from the early Verizon Fios projects, to the innovative solutions we brought to rural Vermont, to the Active Ethernet design, build and commissioning project we did for Leverett Massachusetts. Our abilities in all areas of FTTH systems coupled with our ability to make FTTH work for rural America, gives us a uniquely viable platform to bring truly advanced broadband technology to the remotest parts of Massachusetts.

Of course, with any business plan there are always risks. We believe our plan has mitigated these risks substantially and with an active FTTH project up and running in Vermont of similar densities, we have seen firsthand that our model works.

We have reviewed the plan as it relates to Hardwick and Montague, two of the most difficult areas presented to us. And while we will candidly admit that these two areas stretch the business plan close to its limits, we feel that servicing these areas are indeed possible and can be sustainable. While it may be necessary in the short term to augment the local operation with staffing from our other local operations, through regional growth and acquisition, we believe the project will quickly grow to stand on its own.

Our proposed build in Hardwick would pass 189 of the 203 unserved homes which would result in 98.7% of the homes in town having access to broadband services. In Montague 173 of the 204 unserved homes would be passed by our build which would also bring broadband coverage in that town close to 99% of the total homes. The project summaries are attached as Exhibit A and Exhibit B.

I hope the supplemental information we have provided satisfies your requirements. We look forward to working with the MBI on this and many more projects.

Sincerely,

Chris Lynch
Director of Business Development, Northeast



Exhibit A Hardwick

As far as broadband coverage in Hardwick Matrix Design Group's proposed 27.8 mile GPON FTTH build would wholly or partially include the following streets in Hardwick:

- Hardwick Road
- Breen Road
- Mellon Road
- Thresher Road
- Jackson Road
- North Road
- Delargy Road
- Taylor Hill
- Chagnon
- Route 32
- Goddard Road
- Upper Church
- Barre Road
- Ridge Road
- Ruggles
- Czesky
- Lucas
- Greenwich
- Lyman
- Muddy Brook

Exhibit B Montague

In Montague our proposed 17.6 mile GPON FTTH build would wholly or partially include the following streets in Southern Montague:

- East Chestnut Hill Road
- West Chestnut Hill Road
- Chestnut Hill Loop
- Richardson Road
- Ripley Road
- Spaulding Brook Road
- North Leverett Road
- Sunderland Road
- Fosters Road
- Main Street
- Old Sunderland Road
- Kells Road
- East Taylor Hill Road
- Taylor Hill Road
- North Taylor Hill Road
- Court Road
- Meadow Road
- Greenfield Road
- Swamp Road
- Dry Hill Road
- Hannabrook Lane
- South Ferry Road
- Wills Ferry Road
- Greenfield Road