

9/10/15

Mr. Chris Lynch  
Director, New Business Development  
Matrix Design Group, Inc.  
11 Melanie Lane, Unit 14  
East Hanover, NJ 07936

Mr. Lynch:

The RFQ Evaluation Team for the Massachusetts Technology Collaborative seeks supplemental information about Matrix Design Group, Inc. (“Matrix”)’s responses under RFQ No. 2015-MBI-03 as described below. We have reviewed your responses to the RFQ. In order to complete our review of your response, we have prepared this supplemental information request. Please submit responses in writing by email to Elizabeth A. Copeland at [copeland@masstech.org](mailto:copeland@masstech.org). Responses should be provided in electronic format (.pdf or .doc). All responses must be received no later than 5PM on (72 hours after issuance of request):

1. **Clarification on cost/financial contribution of Matrix:** In your proposals, Matrix provides “Proposed Fiber Build Financial and Logistic Requirements” information, which details costs and the proposed MBI contribution for each. As stated, the proposals do not clearly indicate what, if any, financial contribution to the project will be made by Matrix. Please provide all relevant information to clarify what financial contribution will be made by Matrix in the proposed projects during construction and/or operation.
2. **Additional information on network operation by Matrix:** Please provide references of networks you have operated (and/or currently operate), including contact information and background (e.g. number of subscribers, size, revenue, services offered). Please indicate whether any of the networks you have operated are in rural areas.
3. **Operation and sustainability of proposed networks:** Which of the networks that you have constructed do you also operate? How long have you operated each of them? Are they currently profitable? Please describe their growth since you began operations.
4. **Clarifications of operations roles:** In each of the networks that you currently operate, what functions does Matrix fulfill for those operations? Which partners do you work with for the other functions?
5. **Project sustainability:** In the proposed projects, what level of customer subscription does Matrix expect to achieve? What level of subscription does Matrix require to break even in the proposed project?

Please provide responses to the request to:

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Sincerely,

Elizabeth A. Copeland