

April 4th, 2018

Massachusetts Technology Collaborative
75 North Drive
Westborough, MA 01581-3340
<http://www.masstech.org>

Subject: Expression of Interest from Redzone Wireless, LLC

Re: Massachusetts Broadband Initiative (MBI) Flexible Grant Program (FGP) NOFA No. 2018-MBI-01

Dear Sir or Madam,

Redzone Wireless, LLC ("Redzone") submits this letter as its expression of interest to participate in the Massachusetts Broadband Initiative (MBI) Flexible Grant Program (FGP) in order to develop a turnkey wireless broadband solution to serve the residents and businesses in the communities of Monroe, Florida, Savoy, and Hawley, MA.

Redzone's plan will consist of a hybrid fiber/wireless infrastructure, with coverage to >96% of households in the region. Service plans for a base tier of 12/2 Mbps will start at less than \$40 per month with unlimited data, and no equipment fees. Minimum speeds of $\geq 25/3$ Mbps will be made available in all areas. Additional service tiers will also be available, with speeds up to $\geq 100/25$ Mbps in select areas.

Should MBI & the four towns find favor in Redzone's expression of interest, Redzone's senior management team will be prepared to meet immediately with MBI and community officials for an initial exploratory discussion. The meeting will afford the parties the opportunity to further assess the potential for an engagement of services, and the development of an Action Plan to deliver broadband throughout the region.

Background

Redzone Wireless, LLC ("Redzone") is an Internet Service Provider (ISP) based in Rockland, ME. Redzone provides broadband service to thousands of customers, particularly in challenging, underserved areas, including dozens of Maine's offshore islands, and deeply rural communities. Redzone has received recognition from leading wireless industry experts for its innovative 5GX® broadband wireless architecture, and its pioneering use of LTE technology to deliver non-line-of-sight broadband to rural and underserved communities.

Thank you for your consideration. We look forward to serving you.

With Kindest Regards,

Jim McKenna

President & Founder

A handwritten signature in black ink, appearing to read "Jim McKenna", written over the typed name and extending to the right.



COMPANY CAPABILITIES

Network Engineering

RF Design

Site Planning &
Acquisition

Construction
Management

Custom Solutions

In-Community Targeted
Sales & Marketing

Client Service
Installation / Activation

24/7/365 Customer
Support

Redzone Wireless, LLC
91 Camden Street
Suite 404
Rockland, Maine 04841

Tel: 207.596.5700
www.rezonewireless.com

Fixed Wireless Broadband Innovation Leader Bridging the Digital Divide in Rural America



Fast, Reliable, Affordable and Economically Sustainable Broadband Networks are the Key to Raising Rural America out of Digital Poverty

Company

Redzone Wireless, LLC is a Maine-based 5G wireless broadband company, with an extensive network currently providing affordable fixed wireless access to 225,000 Maine households across more than 50 communities. Established in 2014, Redzone has developed, deployed and branded a carrier grade fixed wireless broadband network standard - 5Gx®.

5Gx® fixed wireless provides an economically viable, premium broadband service alternative to wireline, fiber, or cable – particularly in low population areas with challenging geographic profiles.

Broadband Opportunity

Americans residing in low population areas have long endured limited access to high speed Internet while higher population areas continue to steadily advance with better, faster and cheaper broadband. Broadband access matters to everyone - families, businesses, remote workers, and municipalities – for public safety, education, consumer quality of life, tourism & economic development. The problem is compounding because the cost of bringing wired broadband using DSL, Cable or Fiber to rural America is simply not economically viable – and likely never will be.

Fixed Wireless broadband is transformational. The capital cost is 95% less than wired alternatives and deployment on existing towers can be completed to fully cover vast areas in just months.

Redzone Services

- Residential Broadband
- Commercial / Business Connections
- Multi-Tenant Buildings
- Business Continuity Fail-Over Redundant Connections
- Municipal / Smart City Solutions
- Remote & Rural Connectivity Solutions – Island Communities
- Public WiFi Networks
- Custom Enterprise Solutions



SERVICE AREAS

Maine Regional Markets

Portland

Bangor

Augusta

Lewiston / Auburn

Waterville

Rockland / Camden

Ellsworth

Sanford

Liberty

Coming Soon in 2018

Biddeford/Saco

Farmington

Dover Foxcroft

Machias

Calais

Presque Isle

Fort Kent

Island Communities Served

Northhaven

Vinyhaven

Monhegan Island

Great Diamond Island

Islesboro

Squirrel Island

MUNICIPAL PARTNERSHIPS

City of Augusta

City of Portland

For more information on any of our products or services please contact us.

Wireless Broadband Network Coverage and Experience

Network & Spectrum



Redzone Wireless 5Gx Network Rural Area Tower Deployment Example

Redzone's 5Gx® advanced multi-spectrum fixed wireless network platform maximizes coverage, and broadband capacity by operating across multiple frequency bands on a proprietary operational support system. Higher frequencies, such as millimeter wave & unlicensed 5 GHz, provide 100 Mbps to 1Gbps speeds to line-of-sight customers. Mid-band LTE service, operating on licensed 3.65 GHz provides increased capacity at near-line-of-sight distances, while Redzone's high power LTE, operating on FCC exclusively licensed 2.5 GHz spectrum provides deep coverage into highly foliated environments.

Redzone Team

LEADERSHIP

Jim McKenna

President & CEO

Michael Forcillo

Executive Vice President, Sales & Marketing

John Cutler

Vice President, 5GX Networks

Andrew Weeks

Vice President, Customer Operations

- 25 Current Full Time Employees
- Network Development & Operations
- Customer Engagement & Support
- Engineering & Construction
- Field Technicians

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