

RESOLUTION RECEIVING PROPOSAL AND AWARDING TO OHIOTT FOR STRATEGIC WIRELESS INFRASTRUCTURE MANAGEMENT AND DEPLOYMENT

WHEREAS, on July 5, 2022 by Resolution No. 2022-313, proposals were ordered and on July 28, 2022, a proposal was received for strategic wireless management and deployment services, including the managing and leasing of existing broadband assets and creating new lasting infrastructure to improve broadband access for education, job creation, healthcare and more in Ashtabula County and which are able to enhance connectivity most cost-effectively to the most locations; and

WHEREAS, one other proposal was received after the 2:00 p.m. deadline and the Board, after consulting with our legal department, has decided to return the proposal unopened as allowing the late submission would be contrary to anything we have ever done and would cause unnecessary delays with the project; and

WHEREAS, the proposals were evaluated and a recommendation has been made to award the proposal to OhioTT, P. O. Box 1206, Zanesville, OH 43702; and

WHEREAS, this Board of Commissioners would concur with this recommendation to award to OhioTT for strategic wireless management and deployment services; now

THEREFORE, BE IT RESOLVED, By the Board of Commissioners of Ashtabula County, Ohio that the proposal be received and awarded in accordance with the copy now on file in this office.

**ASHTABULA COUNTY COMMISSIONERS
CERTIFICATION PAGE**

Resolution No. 2022-388

August 30, 2022

**RESOLUTION RECEIVING PROPOSAL AND AWARDING TO OHIOTT FOR
STRATEGIC WIRELESS INFRASTRUCTURE MANAGEMENT AND DEPLOYMENT**

Upon the motion of Kathryn L. Whittington, seconded by Casey R. Kozlowski.

VOTE:

J.P. Ducro IV

Casey R. Kozlowski

Kathryn L. Whittington

Absent

Aye

Aye

CERTIFICATE OF CLERK

IT IS HEREBY CERTIFIED that the foregoing is a true and correct transcript of a resolution acted upon and duly passed by the Board of County Commissioners of Ashtabula County, Ohio, on the date noted above.



Lisa Hawkins, Clerk of the Board
Board of County Commissioners
Ashtabula County, Ohio

July 28, 2022

Ashtabula County
Lisa Hawkins, Clerk of the Board
Old Courthouse, 2nd Floor
25 West Jefferson Street
Jefferson, OH 44047-1092

Dear Ms. Hawkins:

Thank you for the opportunity to submit a proposal to Ashtabula County (the "County") for Strategic Fixed Wireless Infrastructure Management and Deployment to deliver much-needed broadband to the residents of the County.

As our mission states, Ohio Transparent Telecom ("OhioTT") is committed to bringing broadband access to those who need it most: the unserved and underserved who have been left behind as our world moves further into a technological age. OhioTT desires to be a strategic private-sector partner with the County, sharing in the common goal of affordable, transparent broadband access for all County residents, particularly those in the Appalachian region. Additionally, we are well suited to support the County's economic development initiatives that depend on fast, reliable broadband.

OhioTT is an Ohio-based Women's Business Enterprise financially backed through private investment, with a firm belief in its mission. If awarded this RFP, OhioTT is committed to being a strategic partner with the County to deliver long-term broadband solutions that can scale with end users' needs far beyond the initial technology deployment. Our private investor commitments and business and financial models are structured in accordance with this long-term commitment.

OhioTT is a group of seasoned entrepreneurs, experienced technologists, and community advocates, along with our strategic vendor partners, providing a wireless/ fiber backhaul combined broadband access solution. The proposal herein reflects a collaborative effort among experts with over 60 years of collective experience identifying areas of need, implementing wireless and wired technology, and leveraging infrastructure to bring about mutually beneficial results. OhioTT is able to meet all of the RFP requirements and has the technical expertise, resources, and capacity to design and construct broadband infrastructure to provide retail service that exceeds Federal Communications Commission ("FCC") standards up to 100 Mbps download/ 20 Mbps upload to areas of the County currently without such service today.

Please do not hesitate to contact me directly at megan@ohiott.com or by phone at 614-499-2232 if you have questions or would like to discuss further. We look forward to partnering to connect Ashtabula County.

With Gratitude,



Megan J.B. Kvamme

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

A. Respondent Information and Approach

Point of Contact:

Megan J.B. Kvamme, Executive Chairwoman
710 Main Street, Zanesville, Ohio 43701
c. 614-499-2232 e. Megan@OhioTT.com

OhioTT is a Delaware-registered, Ohio-based Women's Business Enterprise that provides a wireless/ fiber backhaul combined broadband solution. OhioTT targets its fiber-supported wireless deployments to areas of Ohio that lack access to broadband at or above the Federal Communications Commission ("FCC") current definition of 25 Mbps download/ 3 Mbps upload, due to the lack of requisite broadband infrastructure in their community, with the ability to meet or exceed 100 Mbps download reliably and at least 20 Mbps upload speed.

OhioTT is committed to the Appalachian region and to providing Ashtabula County, Ohio (the "County") with a long-term broadband solution that can scale with end users' needs over time. Our mission is to unleash the potential of Ohio's citizens and communities by providing fast, affordable, and reliable broadband internet services. OhioTT's private investor commitments are structured in accordance with this long-term commitment and we are very much aligned with the commitment of the county to provide greater access to its region.

Further, OhioTT is committed to the counties we partner with and serve. As such, if awarded this project, OhioTT will set up an Ashtabula Connectivity Fund, seeding upfront capital and providing ongoing contributions based on the project's successful adoption by subscribers to assist the county with improving the digital divide in access, education, and affordability. Additionally, as part of OhioTT's giving and economic development efforts, OhioTT will share a portion of our future proceeds with the Foundation for Appalachian Ohio to reinvest in our communities.

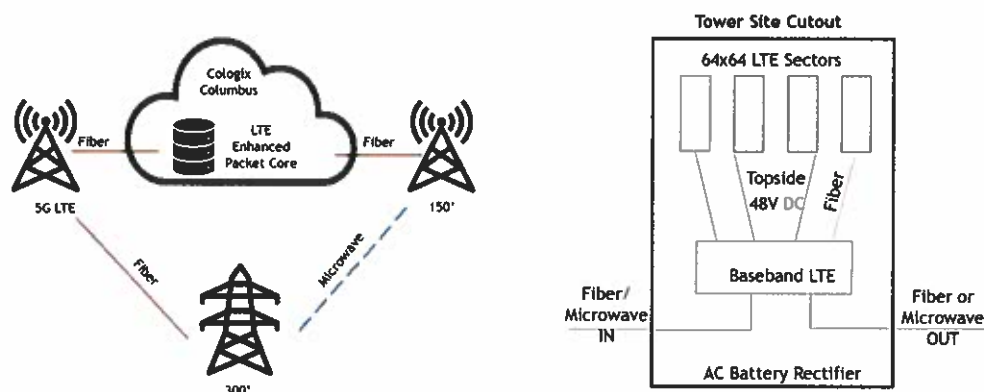
OhioTT's state-of-the-art direct wireless technology is a highly cost-effective, efficient solution to bring broadband access to areas of Ohio that lack sufficient connectivity. Our service is fast to deploy and implement and is upgradeable for future end-user demands.

OhioTT uses the latest Long Term Evolution ("LTE") wireless network architecture in its deployments. In addition, OhioTT's equipment utilizes Citizens Band Radio Service ("CBRS") and other wireless spectrum, all of which offer an efficient way to build private networks for enterprises and open up new business opportunities using mid-band spectrum frequency. This spectrum can also provide high-quality wireless services to underserved or hard-to-reach rural areas through a more cost- and time-effective approach than cable or fiber-only-based solutions. Using LTE massive Multiple-Input Multiple-Output ("MIMO") in combination with CBRS spectrum allows for hundreds of megabits of capacity and robust, fast, low latency service for OhioTT's subscribers, even at peak usage times. Further, CBRS spectrum combined with LTE can overcome the traditional need for a "line of sight" in fixed wireless deployment. OhioTT will, where commercially feasible, upgrade its system as new technology revisions are released in order to further increase network capacity and performance and ensure system longevity.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

OhioTT's Wireless Technology: Instead of using traditional fixed wireless technology, OhioTT uses a much more advanced technology called Massive MiMo LTE. This technology is able to mitigate obstructions and path interference making use of multiple beams to enhance usable signals to the user. The end result is very high speed and capacity in true non-line-of-site conditions throughout the cell enhancing coverage in areas that are not possible with traditional fixed WiFi wireless systems. mMiMo LTE also provides enhanced security and is designed to handle high capacity to prevent slowdowns during peak usage times.

Below is a schematic of how OhioTT's networks operate:



OhioTT deploys OnGo-certified technologies, which enables our infrastructure to be leveraged for expansive future use cases beyond residential or commercial broadband service. The OnGo Certification is a recognized seal of approval for OnGo products, indicating that they have met a high set of industry standards for interoperability and security. This opens the door for OhioTT's infrastructure to be used for precision agriculture, drones, oil and gas mining, and other Internet of Things ("IOT") applications. For more information on OnGo certification, please visit: <https://ongoalliance.org/>.

OhioTT's model is based on transparency, and this includes our partner communities. We will be transparent with the County as to barriers that we may face to additional deployment and upgrades in the County once the initial network contemplated in this proposal is constructed and seek the County's assistance, as applicable. Such barriers may include, but are not limited to, land-use issues such as permitting and easements and encouraging sign-ups among area users.

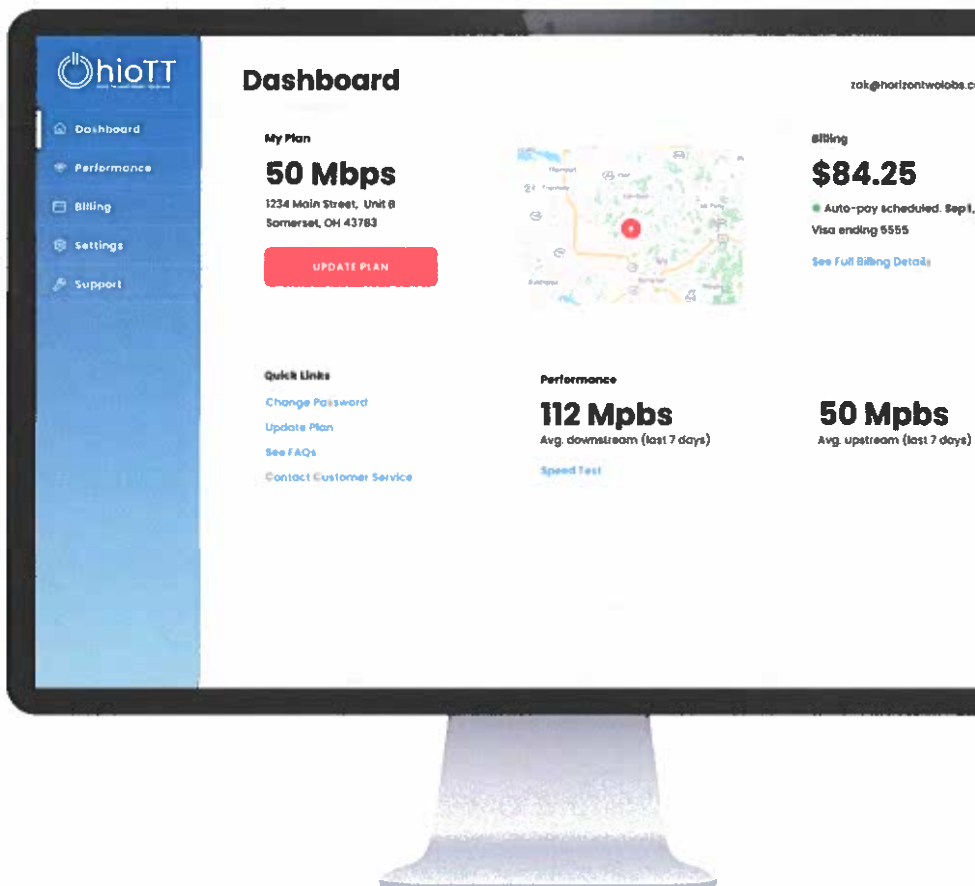
OhioTT has identified cost-effective installation, maintenance, and service methods through stringent business practices and demonstrating transparency to stakeholders and customers through its OhioTT Dashboard. This unique customer Dashboard includes information recommended by the FCC's recent broadband "nutrition label" to provide greater transparency to consumers, including detailed information on price, data allowances, and actual performance.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

The OhioTT Dashboard also provides customers with information on the current status, expenses, and the number of users on the tower.

OhioTT's equipment is designed to provide, at minimum, 25 Mbps download and 5 Mbps upload service, with speed available at 100 Mbps download/ 20 Mbps upload and 50 Mbps download/ 10 Mbps upload service in between. The company's unique dashboard, personalized for each user, provides an instant, accurate speed test and average speeds over time.

An example of the Dashboard's performance tab is provided below:



B. Respondent Background and Experience

a. Qualifications, Experience, and Capabilities.

OhioTT is a partnership of seasoned entrepreneurs, experienced technologists, and community advocates, all of whom understand both the implementation of and need for broadband access. This proposal reflects a collaborative effort among experts with over 60 years of collective industry and entrepreneurial experience in implementing the scope of services, including delivering full “turnkey” solutions that include current conditions assessment, design, engineering, procurement, construction, operation, maintenance and repair, and permitting and regulatory compliance.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

Project management will be led by Ohio Transparent Telecom ("OhioTT") under the guidance of its board members and through OhioTT's network and installation vendor partner, Blushift Wireless. OhioTT's Executive Chairwoman, Megan Kvamme, is particularly experienced in infrastructure development across the state, having previously worked with varying levels of government and their diverse stakeholders on infrastructure and economic development initiatives in both rural and urban areas of Ohio.

OhioTT has demonstrated its expertise in broadband planning and implementation of wireless networks, particularly in rural areas, with its recent pilot program in the Village of Somerset in Perry County, Ohio. Through a collaborative process, OhioTT established a win-win partnership with Village leaders, resulting in expedited approval of an equitable lease on a Village asset during a difficult period of the pandemic. OhioTT was granted access to and license to utilize space on top of the Village water tower in order to deploy broadband services locally. OhioTT had its first subscriber successfully connected within 30 days of lease approval by Village Council. The water tower lease includes a 10-year term, with 5-year renewable options, ensuring service longevity in the Village. In addition, OhioTT provides no-cost service for up to four (4) facilities selected by the Village and offers subscription service to other end-users within the service footprint of the water tower collocation.

The Somerset broadband network was professionally installed by OhioTT's strategic vendor partner, BluShift Wireless, the partner that would lead this work in Ashtabula County. Further details on BluShift Wireless are provided in the section that follows.

In addition to Somerset, The Coshocton County Board of Commissioners issued a Request for Proposals ("RFP"), dated August 5, 2021, soliciting proposals from qualified vendors for broadband infrastructure deployment that is designed to provide service to unserved or underserved households and businesses via strategic wireless infrastructure management and deployment services within Coshocton. OhioTT submitted its response to the RFP on September 2, 2021, including its commitment to deploy its massive MIMO LTE equipment to provide broadband service that meets or exceeds 25 Mbps download and 3 Mbps upload speeds. The Board selected OhioTT's proposal for such strategic wireless infrastructure management and deployment and we have since executed an agreement commemorating the same. Construction efforts are underway in Coshocton and we anticipate being available to all of the identified addresses by July 2023; however, service will be made available locally as sites are completed.

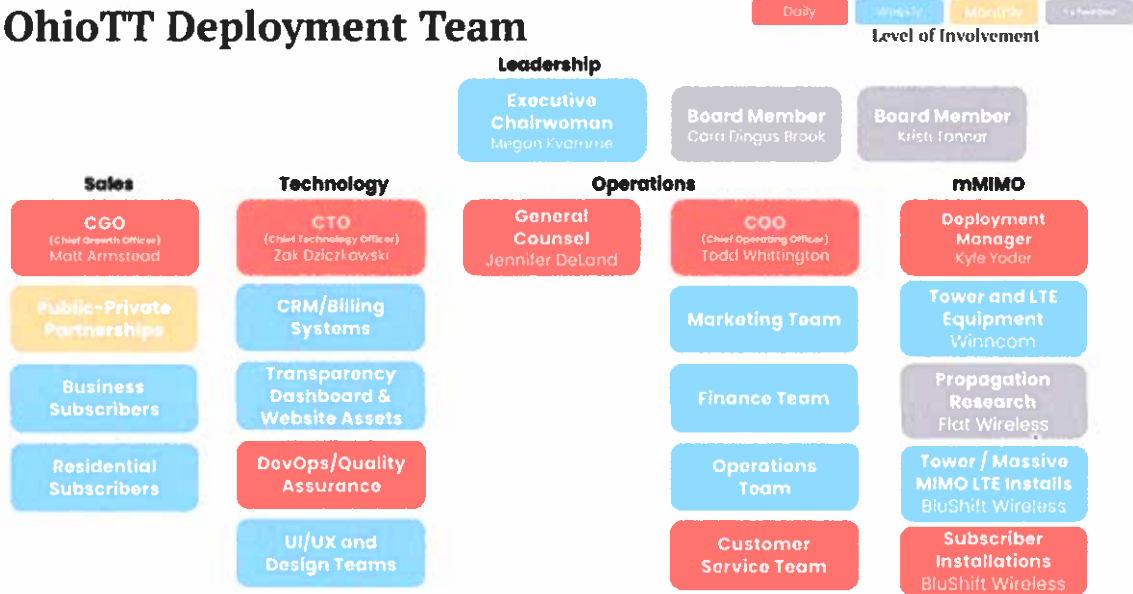
OhioTT desires to be a strategic private sector partner with the County, sharing in the common goal of affordable, transparent broadband access for all. One example of collaboration with the County would be to pursue additional funding from alternative sources to further extend service in the County, including the new Ohio Residential Broadband Expansion Program. Another potential area of collaboration with the County would be the creation of a broadband affordability program that could support low-income families with rates below the \$29 plan to make access more affordable. Additionally, OhioTT is an approved ACP benefit provider.

OhioTT Response to Ashtabula County’s Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

Network construction is one of the major barriers to broadband deployment and upgrades in an area, and the County is significantly reducing that barrier through the release of this RFP. Furthermore, strategic leasing of vertical assets goes hand-in-hand with network construction. Partnering with a third-party like OhioTT, as opposed to going it alone, makes sense for a single point of collaboration. The County can further facilitate and reduce barriers to local broadband deployment and upgrades by maintaining open dialogue with the selected respondent. OhioTT’s model is based on transparency, and this includes our partner communities.

b. Key Staff Assigned to Project.

The following identifies the personnel assigned to this proposal, including their role(s) and anticipated level of involvement.



The following vendor partners/ subcontractors are proposed for the Project:

Network installation vendor partner –
 BluShift Wireless
 5555 County Rd. 203
 Millersburg, OH 44654

The leaders of OhioTT’s network and installation partner, BluShift Wireless, have over 20 years of experience in developing end-to-end wireless and wired broadband solutions. In particular, BluShift Wireless has extensive experience establishing networks in rural areas of Ohio. BluShift is focused on customer installation and ongoing maintenance of broadband infrastructure. BluShift has existing wireless infrastructure in Holmes, Wayne, Portage (northeast), and Carroll Counties, Ohio.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

Since 2001, BluShift's principals have executed over one hundred (100) vertical infrastructure leases, ranging from rooftops to community water towers and privately owned communication towers, including American Tower and Crown Castle. BluShift was founded in 2014 and has been providing services to retail customers since that time. BluShift also has extensive experience with site acquisition and new tower leasing, including construction and equipment installation for towers ranging in size from a 40-foot pole to a 300-foot multi-acre guyed tower. In addition, BluShift has set up dozens of wireless networks for their own service territory and for other private organizations around the U.S.

Technology and equipment vendor partner –
Winncom Technologies Corporation
28900 Fountain Parkway, Suite B
Solon, OH 44139

OhioTT's technology vendor partner is Winncom Technologies, a worldwide distributor and provider of complete networking solutions, both wireless and wired. Headquartered in Solon, Ohio, Winncom's extensive experience and engineering resources make it possible to identify, design, and implement the most effective and economical turnkey solutions using a combination of the latest technologies. Since its start in 1996, Winncom has been and remains at the forefront of the global technology marketplace, with projects in over 90 markets worldwide.

Tower and backhaul infrastructure vendor partner –
American Tower Corporation ("ATC")
213 Market Ave., N. #310
Canton, OH 44702

Radio frequency planning & design vendor partner –
Flat Wireless LLC
5225 S Loop 289 # 128
Lubbock, TX 79424

OhioTT is proud to partner with other Ohio-based companies with the experience and expertise to complete the Ashtabula project proposed herein (the "Project"). However, should the need arise to replace or utilize additional partners, OhioTT's team has a repository of experienced partners and subcontractors available to ensure successful completion of the Project. OhioTT will notify the County in advance of such replacement or addition, and provide clarity as to the role that the new partner will be filling in Project delivery.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

Company History:

- **Legal name of business:** Ohio Transparent Telecom, Inc.
- **Identification of parent companies, subsidiaries, and affiliates:** If awarded, we will establish Ohio TT Ashtabula Project, LLC which will be an Ohio Transparent Telecom, Inc entity. Additional Ohio Transparent Telecom, Inc entities include Ohio TT Coshocton Project, LLC and Ohio TT Perry County, LLC.
- **Years in business:** 1
- **Names, addresses, position of all persons having a financial interest in the company:**

Foundation for Appalachian Ohio (FAO)
35 Public Square
Nelsonville, OH 45764

Vielskeroh, LLC
1035 Zane St No 1206
Zanesville, OH 43702
- **State of formation:** Ohio Transparent Telecom, Inc. is incorporated in the State of Delaware. Ohio TT Ashtabula Project, LLC will be an Ohio-registered Limited Liability Company.
- **Number of employees:** The staff and partners who have supported OhioTT since its inception in 2021 are reflected in the organizational chart included in this response.
- **Licenses and certifications relevant to the described work:** OhioTT maintains the requisite FCC CBRS spectrum licenses and "competent climber" certifications needed for this project and relevant to the scope of work described herein.

C. Respondents Experience, Partnerships and References

Description: As stated earlier, OhioTT's partnership with the Village of Somerset resulted in access to high quality, cost-effective broadband service for residents within 30-days of installation. We would encourage Ashtabula County to speak with Mayor Tom Johnson of Somerset for more insight into the process and to expand on the Village's partnership with OhioTT.

Village of Somerset
Mayor Tom Johnson
Tom.Johnson1367@gmail.com
740-621-3580

*Our Somerset location was OhioTT's first public-private partnership.

Flat Wireless, LLC
Kevin Beierschmitt, CEO
kevin@flatwireless.com
806-438-3382

*Kevin and his team have assisted OhioTT with propagation research and recommendations.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

Coshocton County

Rusty Dreher, Project Contact for Coshocton County Commissioners Broadband Initiative

rustydreher@coshoctoncounty.net

740-610-7204

*On September 20, 2021, OhioTT was awarded Coshocton's Strategic Wireless Infrastructure Management and Deployment Project.

OhioTT recognizes that the economic impacts of extending broadband service are significant. Economists estimate the average consumer benefits of broadband access to be between \$1,500 and \$2,200 per year, according to a 2017 report from The Ohio State University Swank Program in Urban-Rural Policy. When comparing these estimates to Ashtabula County's population, this equates to potentially \$10-15 million in annual economic benefits from this project, and these estimates are likely to be even higher post-COVID.

D. Respondent Proposed Wireless Build-out and Network Operations **a. Scope of Work – Scope Components and Associated Cost**

The COVID-19 pandemic has brought to light broadband access as part of critical infrastructure. While governments can own and operate broadband infrastructure and network services for their community, just as they often do with water and sewer services, it is not within their core expertise to do so. Private internet service providers also have challenges extending service to rural areas. Key among those is the challenge of securing a return on investment given local topography (which increases upfront build-out costs) and low population density (which lengthens the time to recoup the enhanced build-out costs). To date, these challenges have proven to be insurmountable by many of Ohio's broadband providers.

OhioTT is committed to being a long-term partner with the County, including identifying opportunities to leverage additional funding to increase coverage and capacity across the County.

Recent Federal and State funding will help reduce the cost of up-front broadband infrastructure in un- or underserved areas, giving local governments the opportunity to shape what internet options are made available in their community. Federal and State resources will also help close the gap and shorten the break-even point for internet service providers, accelerating access and ensuring long-term viable business practices.

We commend Ashtabula County for prioritizing broadband service expansion in the County and for recognizing the possibilities for implementation of such expansion. Selecting the right private sector partner can maximize the County's investment, reduce risk, expedite service to customers, and provide an affordable broadband option for the community. OhioTT will work diligently to reach mutually agreeable lease terms for collocations on existing assets and the construction of new vertical assets.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

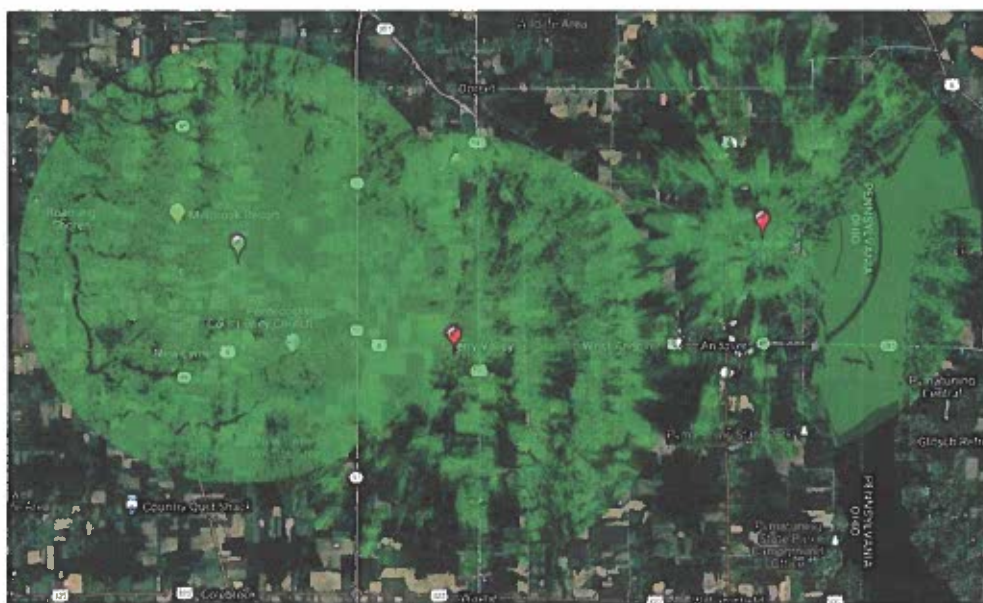
OhioTT's Proposed Project:

OhioTT's broadband solution that provides wireless last-mile connectivity, using a combination of wireless and fiber middle mile, is the fastest and most cost-effective solution. OhioTT works with AEP, Spectrum, Everstream and other dark fiber providers who carry traffic via fiber to the Ohio TT's Enhanced Packet Core (EPC) in Cologix data center in Columbus. This hybrid approach will allow for quick deployment to the most un- and underserved areas of the County with technology that is scalable for future growth and faster speeds, including over 100 Mbps download. Other broadband options would be more costly or take longer to deploy with less return on investment. For example, while satellites may have broad reach, they are challenged with latency issues and high costs to the end user. Expansive fiber networks offer the fastest speeds; however, a fiber-only solution is estimated to cost significantly more than OhioTT's proposal and take years to implement. OhioTT is prepared to quickly deliver a fast, reliable network in Ashtabula County that offers low-cost broadband to residents in a fully transparent way, with equipment that is scalable to 100 Mbps symmetrical service and, in some locations, well beyond.

OhioTT's proposed Project prioritizes last-mile connections for un- and underserved populations in the County. OhioTT will strategically construct wireless towers and collocate wireless equipment on existing vertical infrastructure in areas of the County that are currently lacking service at or above 25 Mbps download and 3 Mbps upload in the eastern region.

Upon Project completion, approximately 6,878 Ashtabula County residents will have access to our 50 Mbps download/ 10 Mbps (or better) upload broadband service. As stated by the County, approximately 32% of the Households currently lack broadband at the Federal Communications Commission ("FCC") definition of 25 Mbps download/ 3 Mbps upload.

The map below shows OhioTT's proposed tower locations and resultant service:



OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

Working with the County Commissioners, and as reflected in the above map, OhioTT proposes utilizing two (2) existing sites in Lenox and Cherry Valley Townships and constructing one (1) new microsite in Richmond Township. These areas have been specifically identified and targeted due to their lack of service. We currently estimate that it will cost \$636,000 to fit and construct these locations, including site materials and associated equipment, installation, setup, test, and turn-up, and it **will provide service to a population of 6,878 within 192 square miles**. OhioTT will further review this cost and service projection as our discussions progress. It is our intention that this will be "Phase 1" to an expanded build-out in Ashtabula County and ultimately a county-wide project; as such, this project will be designed with extra capacity so additional phases can be added in the future.

Below are additional details on the three locations:

- The **Lenox Township** site is an existing, privately owned radio tower. The owner has confirmed that space is available on the tower for the project described herein.
- The **Cherry Valley Township** site is an existing Multi-Agency Radio Communications Service (MARCS) tower owned by the State of Ohio. OhioTT will work with the Department of Administrative Services (DAS) to lease space on the tower for the project. However, if such lease opportunity is not available, OhioTT will construct a new tower in the Township. This would provide similar coverage as projected above and increase the total project cost by \$200,000.
- The **Richmond Township** site will be a new micro-tower construction, strategically located to provide service to most of the township. A new tower is required in this area because no suitable collocation sites are available for the project. This site will be made available for commercial tower space to lease as long as it stays within the structural load requirements.

Equipment for the Project includes the purchase of nine (9) 5G massive MIMO cells in order to deliver the above-contemplated service using CBRS spectrum. The massive MIMO technology enables 5G quality in a more uniform way throughout the area covered by grouping together multiple antennas to help focus beams toward the end-user, providing vastly improved throughput and spectrum efficiency. The wireless infrastructure will be connected to a backhaul combination fiber and wireless tower link ring in order to ensure sufficient redundancy. In addition, OhioTT will leverage its investment in the Enhanced Packet Core to benefit the County.

OhioTT's proposed wireless/ fiber solution will provide sufficient capacity to meet current community needs and is scalable to meet the future increased needs of households, businesses, and community anchor institutions, and support local governments' provision of mission-critical services in the proposed service area. Specifically, bandwidth/ capacity can be increased to adjust to augmented community needs by utilizing additional spectrum, as allowed by the FCC, or by using the same spectrum and upgrading the radio for 8-12x additional capacity for relatively minimal cost. To ensure network redundancy, OhioTT installs standby generators and backup batteries for uptime during extended power outages.

OhioTT Response to Ashtabula County’s Request for Proposals
for Strategic Wireless Infrastructure Management and Deployment

b. Schedule and Milestones

The table below outlines OhioTT’s estimated timeline for Project completion. The goal is to get coverage to as many people in the County as quickly as possible, targeting initial customers to be up and running within ninety (90) days of an executed contract with the County for the Project. **Towers that achieve the broadest reach will be recommended for construction first, along with adding equipment to existing structures while engineering and acquisition of the additional site for the new tower is underway. OhioTT will work with the County and its representatives to prioritize the phasing of sites.** We will also utilize our website “address inquiry” page to better target areas of the County that have the most inquiries and requests for service.

Our proposed Project timeline is below. This assumes a September 2022 start; however, we will adjust the timeline in accordance with the actual Project launch.

Proposed Project timeline:

Q3/Q4, 2022 Sep - Dec	Q4, 2022 Oct-Dec	Q2, 2023 Apr-Jun	Q3, 2023 and on-going
Finalize implementation plan; Marketing and billing systems; order equipment and prepare for installation on existing infrastructure; First customer targeted to be online 90 days after executed agreement with the County.	Equipment installation on most if not all existing infrastructure sites; Begin site acquisition/ construction for new micro tower prioritized based on reach; Build customer base for new service areas.	New tower build to be complete and overall network implementation will be live.	Grow and support subscriber base; partner with County to look for new opportunities to serve the County.

Delays are possible depending on weather conditions, regulatory requirements and approvals, equipment, labor delays, or other unforeseen circumstances. OhioTT and its partners will work to ensure that these delays will be minimized, should they occur.

Estimated Cost of the Project

The estimated budget for the proposed Project described in the narrative above is approximately **\$636,000**, not including a 10 percent (10%) contingency above the project amount. A complete project plan will be made available for review should OhioTT be selected.

OhioTT Response to Ashtabula County’s Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

E. Respondent Pricing Components

OhioTT is committed to offering affordable broadband service to un- and underserved areas of the County. Rates are competitively priced and are the same regardless of customer category (residential, commercial, institutional, government, etc.). OhioTT’s pricing for this Project is provided in the table below and represents the cost paid by the customer before annual profit sharing. Should the customer choose to apply any profit sharing to their bill in future years once a tower is profitable, the customer’s bill would be reduced accordingly. In addition, OhioTT has been approved by the FCC to provide Affordable Connectivity Program (ACP) benefits to subscribers.

Tier 1	Tier 2	Tier 3
Up to 100 Mbps download/ 20-100 Mbps upload service	Up to 50 Mbps download / 10 Mbps upload service	Minimum 25 Mbps download/ 5 Mbps upload service
\$79/Month	\$49/Month	\$29/Month

**OhioTT does not differentiate pricing for Business or Residential service.
 **OhioTT can offer additional speeds and services to businesses on a case-by-case basis.*

Pricing and all program information will be available on the OhioTT.com website. Also, marketing materials, such as direct mail, postcards, and email campaigns, will provide complete information on pricing and service expectations. Currently OhioTT charges a \$99 install fee to set up the Customer Premise Equipment (CPE); we do not currently charge for the CPE’s, but we do offer optional WiFi Routers for purchase.

We have not contemplated a revenue share plan with the County, but are open to discussing that option if awarded this project. As stated earlier, we intend to give back through an Ashtabula Connectivity Fund (aligned with a local non-profit to facilitate the giving and assessing need) and our support of the Foundation for Appalachian Ohio to further support hyper-local economic development efforts.

F. Respondent Existing and Future Operations within the County

Although OhioTT currently does not operate or service the County, we’ve engaged diligently over the last year with the Eastgate Regional Council of Governments, County Commissioners, Foundation for Appalachian Ohio, and other stakeholders to identify areas we can have the biggest impact through partnership and engagement.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

OhioTT looks forward to partnering with Ashtabula County, its Commissioners, residents, and businesses. We anticipate engaging subscribers to help as ambassadors for the service and its adoption. We hope to contract and hire locally where it makes sense for the implementation of the network and on an ongoing basis for customer service or field support. We intend to collaborate and work with local media and business owners to get the word out about the new service and grow our overall footprint in Ashtabula.

Broadband is a competitive imperative for economic development; thus, fast deployment, affordable service, and a commitment to the community, financially and otherwise, will be strategically significant to the County and its constituents.

OhioTT plans to market its broadband services to potential customers in newly serviceable areas using a variety of tactics. Examples include event marketing (e.g., fairs and festivals), direct mail pieces, Google Adwords, social media campaigns, opt-in email lists, and on-premise marketing (e.g., door hangers, yard signs, etc.). OhioTT will also incentivize the referral of friends and neighbors that sign on for service, further supporting community collaboration. Marketing efforts will be a continuous activity and not limited to pre-determined budgets. Any required permits will be secured locally before any on-site solicitation commences.

In our efforts with Perry and Coshocton Counties, we have seen an increased awareness and focus from the competitive landscape furthering broadband options to residents, helping with state and federal attention to remove barriers and increasing awareness and access to additional resources based on the direct expansion efforts of each county.

OhioTT's specific wireless/mMIMO deployment approach can help schools and its students increase access to affordable broadband services. Public safety including fire and police departments can benefit from the capabilities of 5G/CBRS. OhioTT's massive MIMO network can also benefit EMA and backup communications and First Responder units as well any county owned facilities inside the coverage area.

As stated earlier, with the proposed project 6,878 residents over 192 square miles will gain broadband access and another option to affordable services. For the schools, libraries, healthcare facilities and public safety operating in these areas, they will gain a new alternative and in some cases, their first true broadband service provider.

OhioTT Response to Ashtabula County's Request for Proposals
for Strategic Wireless Infrastructure Management and Deployment

Ashtabula County Board of Commissioners
Request for Proposal
For
Strategic Wireless Management and Deployment Services
Ashtabula County

Name of Offeror: Ohio Transparent Telecom, LLC

Contact Person: Megan Kvamme

Address: PO Box 1206

City/State/Zip: Zanesville Ohio 43702

Telephone: 614-499-2232

E-Mail: megan@ohiott.com

Authorized Signature:

Title: Executive Chairwoman



Name Printed: Megan Kvamme

Date: Jul 28, 2022

It is agreed by the above signed offer that the signature and submission of this proposal represents the offeror's acceptance of all terms, conditions, and requirements outlined in the proposal.

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

OhioTT will provide 24/7/365 network support, monitoring, and management in accordance with standard industry practices and end-user support for each OhioTT customer connected to the network. Issues that cannot be resolved over the phone will be responded to within one (1) business day for individual retail users. Emergency repair or outages include tower critical/ non-critical events. Network events that cause issues for more than ten (10) users are responded to within a 4-hour time period.

Enhanced response times are offered for an additional fee for businesses or others based on an individual case basis ("ICB"). OhioTT's service level agreement ("SLA") for such end users is attached to this response.

OhioTT Service Level Agreement and Schedule of Credits

This Service Level Agreement ("SLA") becomes effective upon initial confirmation of traffic passing from the Customer's, as such term is hereinafter defined, router to the Ohio Transparent Telecom ("OhioTT") network (the "Network"). The beginning of the Service Level Agreement has no bearing on the start of billing for related services.

OhioTT reserves the right to change or modify this SLA from time to time upon notification provided to Customer at the last contact address, postal or electronic mail, provided to OhioTT by the Customer. If any change or modification is made to this SLA, such change or modification shall: (a) only be applied prospectively; and (b) apply to all similarly situated customers using the Network. Customers may, in lieu of accepting the change or modification, terminate its service with OhioTT on notice to OhioTT without penalty. Continued use of the Network after the effective date of any such change or modification constitutes Customer's acceptance of the change or modification, but does not affect any termination rights otherwise held by Customer.

Network Availability

OhioTT is committed to providing a reliable network for its Customers. OhioTT's target for Network Availability ("Target Network Availability") is as follows:

Standard SLA for Premium Customer Service License Agreement

Network Availability	99.95% Uptime
Throughput (Bandwidth)	100% of Theoretical Maximum
One Way Latency*	Under 30ms
Packet Delivery Rate	99.60%
Jitter	Under 28ms
MTTR- Critical	4 hours
MTTR- Major	24 hours
MTTR- Minor	24 hours
Maintenance Notification	5 days

**Latency is measured from CPE to OTT Core*

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

OhioTT's Network Availability is defined as the percentage of minutes in a calendar month that a Customer did not experience a service outage. Network Availability as a percentage for each circuit is calculated as:

1 - (Time to restore service for all circuit outages in a billing period /Total minutes in the same period) x 100

Target Network Availability does not include scheduled outages on the Network or events outside of OhioTT's control, including, but not limited to, force majeure events or Customer equipment outages. Network downtime is calculated commencing with the date and time on which the Customer contacts OhioTT and a trouble ticket is opened, and ending upon network restoration.

If OhioTT does not meet the Target Network Availability, OhioTT will credit the Customer based on the amount of downtime experienced that exceeds the Target Network Availability. Each hour of downtime constitutes a day of credit. All partial hours are rounded up to the next nearest hour. Credit is calculated based on the monthly recurring fee and a thirty (30) day month.

Packet Loss

Packet Loss is measured by averaging sample measurements taken during a calendar month between OhioTT's IP Network backbone routers. OhioTT will extend to customers one day of credit (1/30th of the monthly fees) for the applicable location(s) per each percentage above the monthly average packet loss of one percent (1%).

Network Latency

Network Latency is measured by averaging sample measurements (in 5 minute intervals) taken during a calendar month between OhioTT IP Network backbone routers. OhioTT will extend to customers one day of credit (1/30th of the monthly fees) for the applicable location(s) if average monthly network latency exceeds 65ms.

Mean Response Time

OhioTT is committed to providing a high quality customer care experience. In the event that a trouble ticket is required, the Mean Time To Respond ("MTTR") is targeted at four (4) hours. OhioTT will provide updates to the Customer at least once daily on each open issue. Each issue will be handled separately and will not be combined with another open issue unless related to the open issue.

Severe and Chronic Problems

A Customer is experiencing a Severe Problem if the aggregate service outage time experienced is in excess of twenty-four (24) hours in any calendar month. If a subsequent Severe Problem occurs within one (1) calendar month following the calendar month in which a customer experienced a Severe Problem, the problem will be considered a Chronic Problem.

Upon verification of a Chronic Problem, Customer may request that OhioTT disconnect the circuit and any applicable early termination fees will be waived.

Customer Premise Equipment

If the Customer purchases a Managed Customer Premise Equipment ("M-CPE") package from OhioTT, maintenance and replacement of the equipment from normal wear and tear is included. If necessary,

OhioTT Response to Ashtabula County's Request for Proposals for Strategic Wireless Infrastructure Management and Deployment

OhioTT will dispatch a Field Service Technician ("FST") to the Customer's premises to configure and install the replacement equipment or ship replacement equipment to the Customer for a customer swap.

If a FST is dispatched to support a M-CPE and it is determined that the equipment is not faulty and the problem is not on OhioTT's Network or with OhioTT's M-CPE, then the Customer will be charged any applicable service order charges for the FST dispatch as set forth in the applicable Schedule of Services. Customers will also be charged any applicable service order charges if issues with the M-CPE are caused by the Customer configuration changes done after the initial installation of the M-CPE.

Any damage done to the OhioTT's M-CPE by negligence, fire, flood, electrical damage, liquid damage, or any Act of God is Customer's sole responsibility. If damage to the M-CPE is determined to be the result of one of the aforementioned causes, Customer will be billed for the replacement cost of the hardware and the SLA does not apply until the replacement device is installed and operational.

Credit Availability

It is the Customer's responsibility to identify and request all valid SLA claims and corresponding credits. To be eligible for service credits, Customers must first report outage or latency events to OhioTT's Customer Support and a trouble ticket must be opened. Please request a ticket number from the OhioTT representative. OhioTT will notify Customer of its resolution of the reported outage. Customers must claim any applicable service credits by calling OhioTT at 833-464-4688 (833-4OHIOTT) within fifteen (15) calendar days of the notice of resolution of the reported incident. In the event that two or more credits are simultaneously claimed, a credit will be applied toward the single claim resulting in the largest credit. OhioTT will apply any service credits to the Customer's next monthly invoice.

****NOTE:** OhioTT Network Latency and Packet Loss are relative to the OhioTT IP Backbone only and do not include local access or customer specific performance. Latency and Packet Loss are measured on an ongoing basis, therefore if Customer believes OhioTT has failed to meet the backbone performance guarantees set forth above (Network Latency and Packet Loss), then Customer must contact OhioTT as defined above. Upon OhioTT's verification that the actual average OhioTT IP Network Latency for the preceding thirty (30) days has exceeded 65ms or packet loss has exceeded 1%, the customer will be eligible for SLA credit.