



MORE

- PRODUCT LINES!
- SALES REPS & ENGINEERS!
- WAREHOUSE SPACE! +100,000 SQ.FT.
- GEOGRAPHICAL LOCATIONS!



Today's Agenda

Winncom's BEAD Strategy

- BEAD Product Portfolio
- Offensive / Defensive Strategies
- QGIS Network Design Tool
- High Level Fiber Design
- Grant Writing
- Professional Engineering Services
- Financial Services

NOKIA

- State Funding Profiles
- BABA Approved Eco-Center
- Product Overview
- Corteca Management System

AFL

- OSP Fiber Portfolio Overview
- BABA Certified Solutions



Winncom Technologies
Premier Global Distribution

Broadband Equity Access Deployment

Priorities:

1. Unserved (25/3Mbps)
2. Underserved (<100/20Mbps)
3. Community Anchor Institutions
4. Non-Deployment Projects

Requirements:

1. Providing Service of 100/20Mbps
2. Participate in ACP or low-cost program

Minnesota Funding: \$651,839,368.20

Winncom BEAD Eco-Center Suppliers



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WINNCOM's **CUSTOMER** BEAD STRATEGY

To help our customers navigate through the complexities of the upcoming BEAD program while offering them a complete portfolio of active / passive eco-center solutions

1. Leverage our Suppliers to offer a complete BEAD approved (baba) eco-center solution
2. To have world-class support through our Engineering Department
3. To offer third-party services such as Professional Engineering, High-Level Fiber Designs, Grant Writing, and Financial Assistance.



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- Criteria 1: the item is manufactured in the United States.
- Criteria 2: 55% of the components (by cost) are sourced directly from the United States.



- **ELECTRONICS:**
Establishes a process for manufacturers to voluntarily self-certify Buy America compliance with NTIA for products that are manufactured outside of the United States



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IDENTIFY



PLAN



APPLY



RECEIVE



PROCURE



CONSTRUCT



OPERATE

Winncom Customer Strategy



PRODUCTS



SERVICES



FINANCING

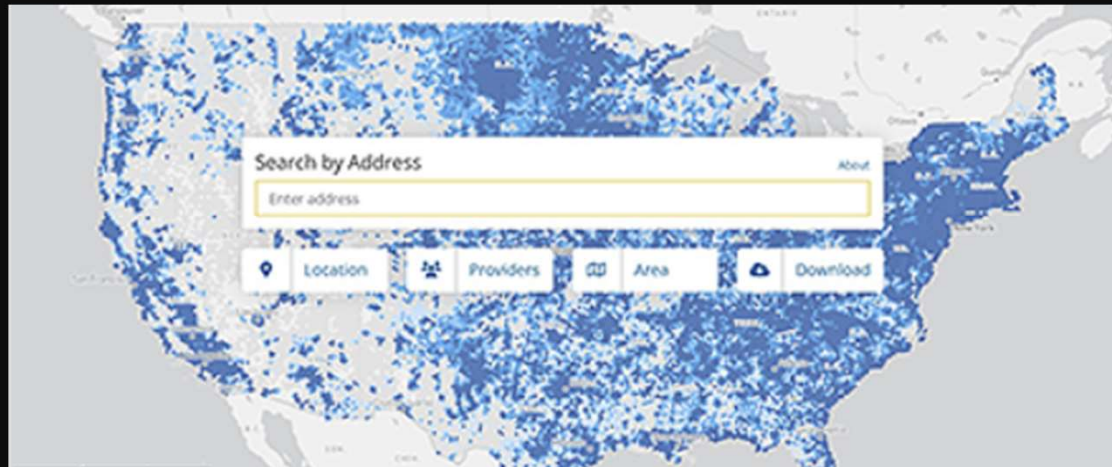


BROADBAND EQUITY ACCESS & DEPLOYMENT PROGRAM



Winncom BEAD Strategy & Services

OFFENSIVE - VS - DEFENSIVE



Why Does the BEAD Challenge Process Matter to Me?

- The BEAD Challenge Process presents the opportunity for Internet Service Providers to ensure that their service territory is not eligible to be overbuilt by BEAD funded projects.
 - Fortify your existing network area **defensively**.
 - Expanding strategically into surrounding areas **offensively**.
- Who is vulnerable
 - Providers utilizing technologies **not** meeting the NTIA's definition of **reliable broadband service** are **vulnerable**.
 - Providers using reliable broadband technologies but are **not offering service at speeds of at least 100/20 Mbps** and **roundtrip latency ≤ 100 ms**.
 - ISPs whose service offerings (using reliable broadband) are **not captured** in their state broadband maps.

Preparing for the Challenge Process

- Identify network vulnerabilities and opportunities
- Gain insight into the sequence of your state's challenge process
- Develop a comprehensive plan for service challenges
- Commence network upgrades to ensure broadband availability by the specified deadline
- Formalize and submit your Planned Service Challenge

How Can I Position Myself to Ensure My Network is Not Overbuilt?

- **Planned Service Challenge:** ISP confirms that reliable broadband will be deployed and available at a given BSL by a planned service deadline.
- **Challenge Process Overview:** Challenges (7/22-8/21), Rebut (8/22-9/24), Adjudicate (9/21-10/21)



Planned Service Challenge Evidence

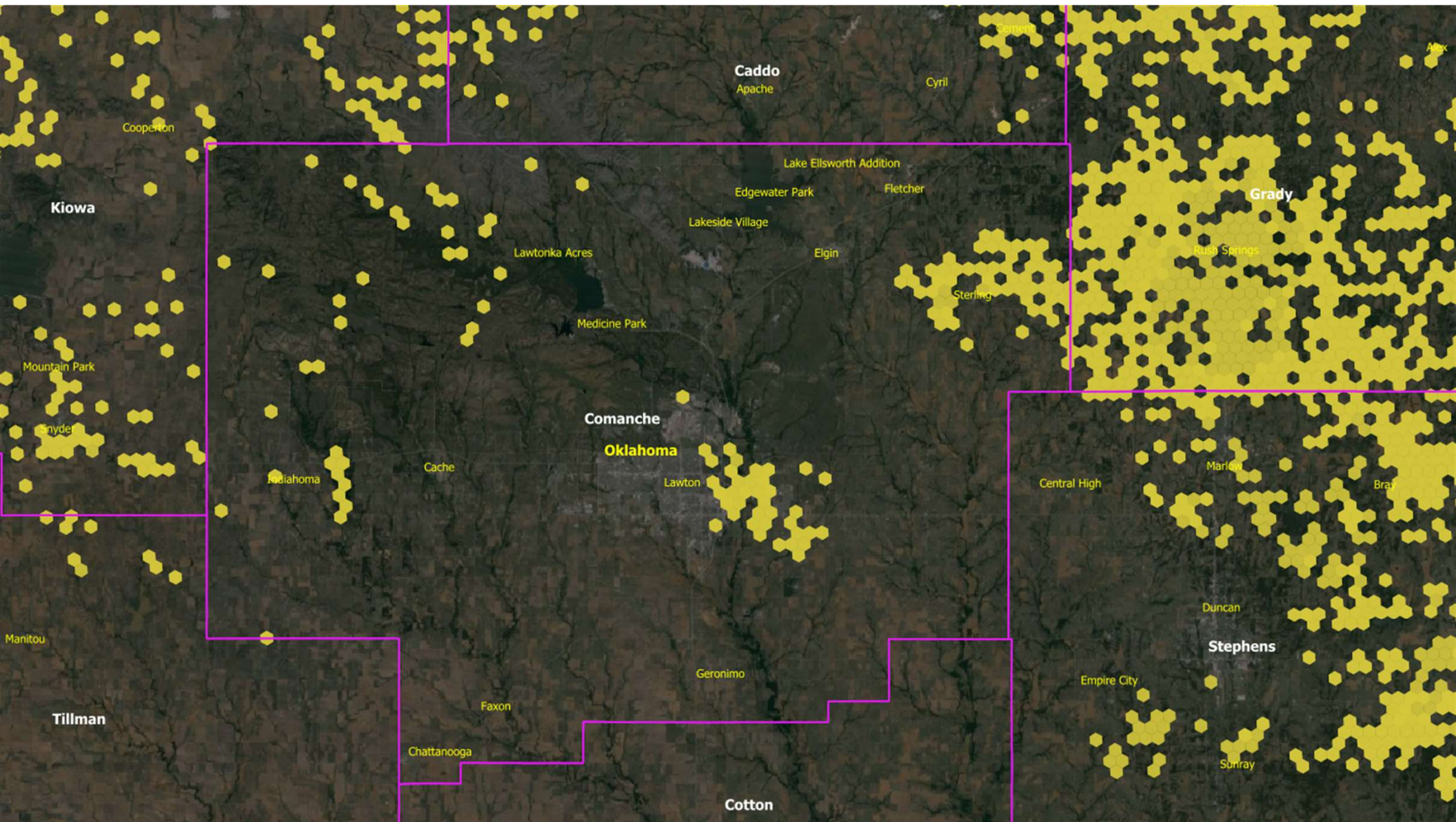
Necessary Evidence for a Planned Service Challenge:

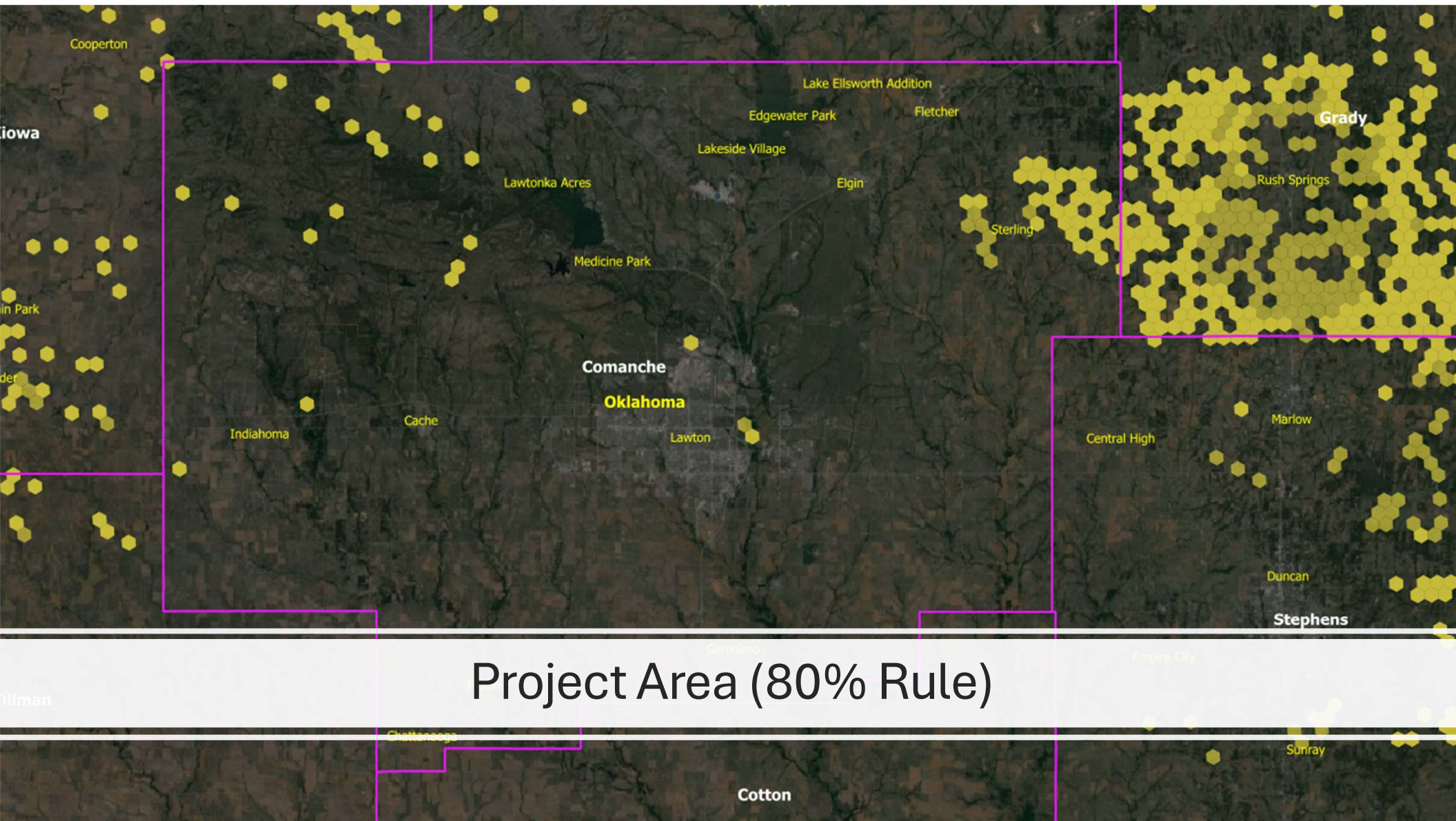
- Maximum advertised download speed
- Maximum advertised upload speed
- Technology Type of Service
- Confirmation that round-trip latency is ≤ 100 Mbps
- Attestation confirming service with the stated technology, speed, and latency will be deployed by due date
- Evidence that deployment is on track
 - Planned network diagram
 - Evidence that necessary permits have been obtained
 - Inspection results
 - Construction contracts/invoices
- As part of a successful Planned Service Challenge, the state will often require the ISP to enter into a binding agreement with the State that the service will be deployed and available as documented in the challenge

The background of the slide is a dark green field filled with a complex network of thin, light green lines connecting numerous semi-transparent blue circles of varying sizes. These circles and lines are scattered across the entire slide, creating a dense, web-like pattern that suggests a network topology. A white, hand-drawn style rectangular border frames the central text area.

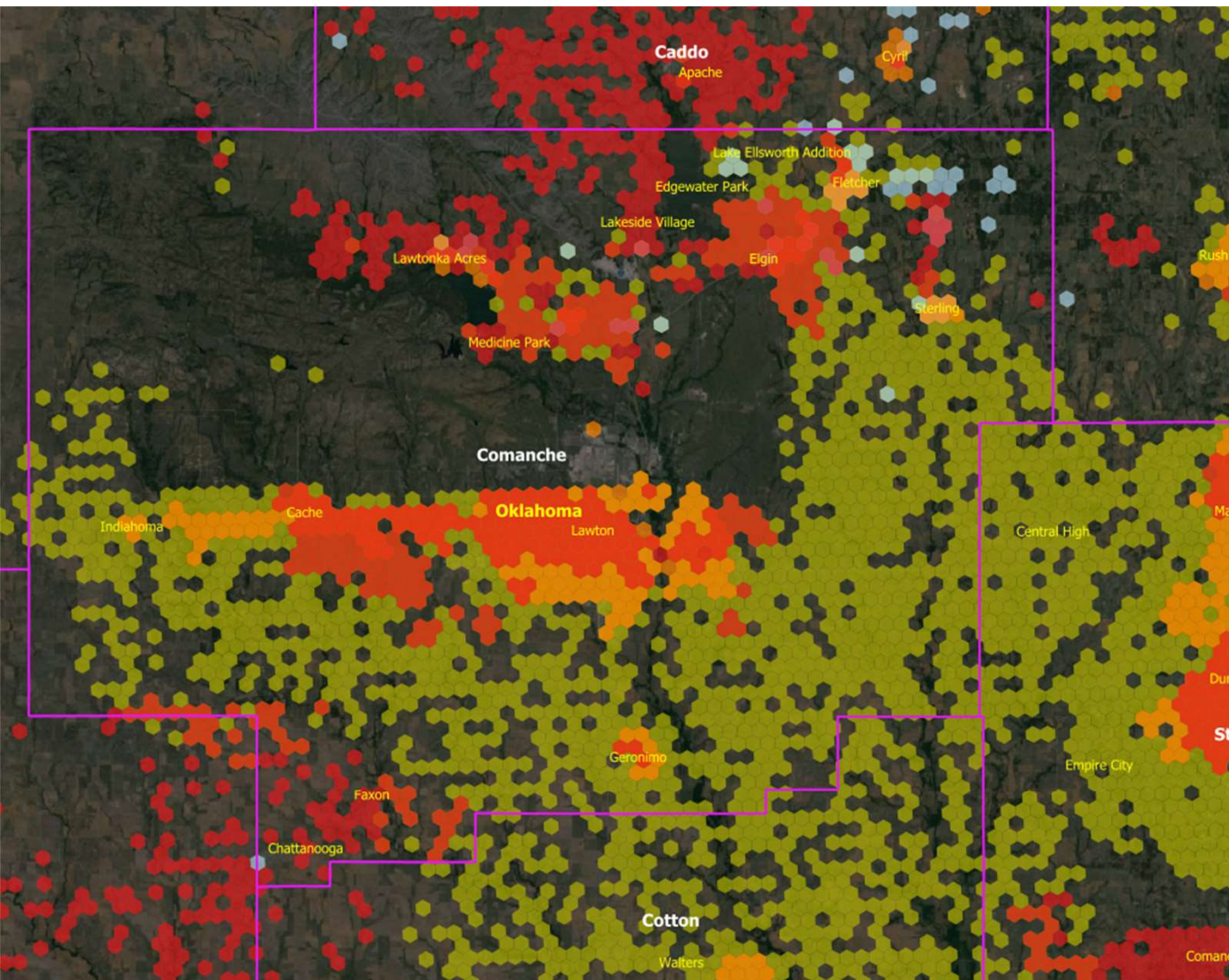
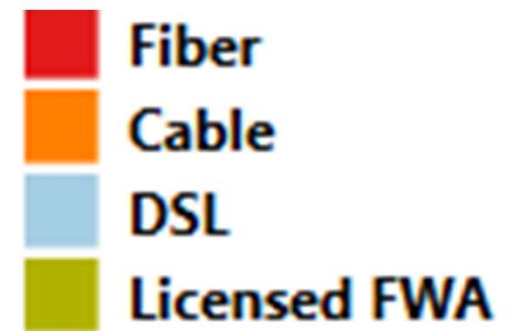
Network Design

QGIS Mapping Eligibility

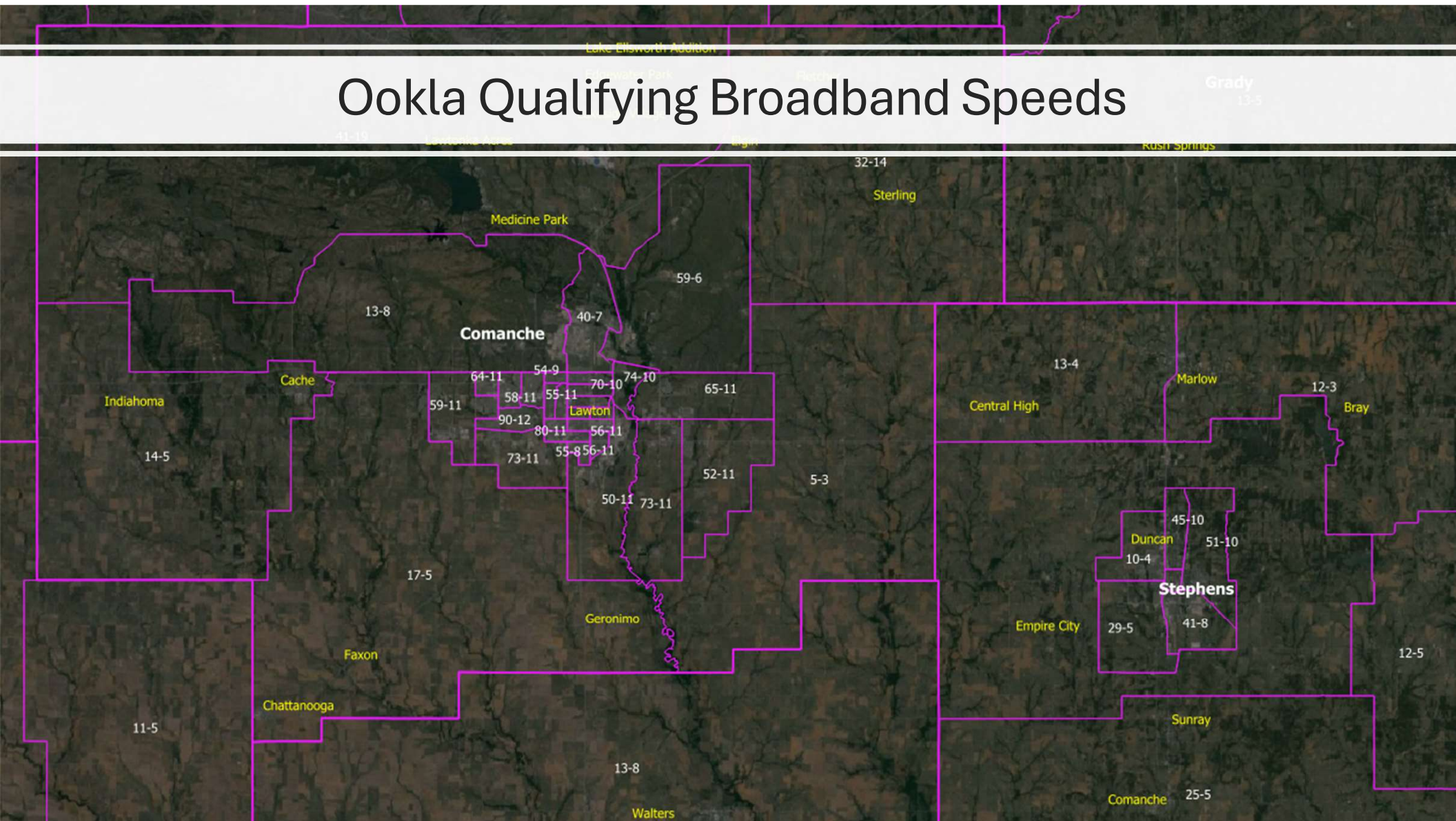




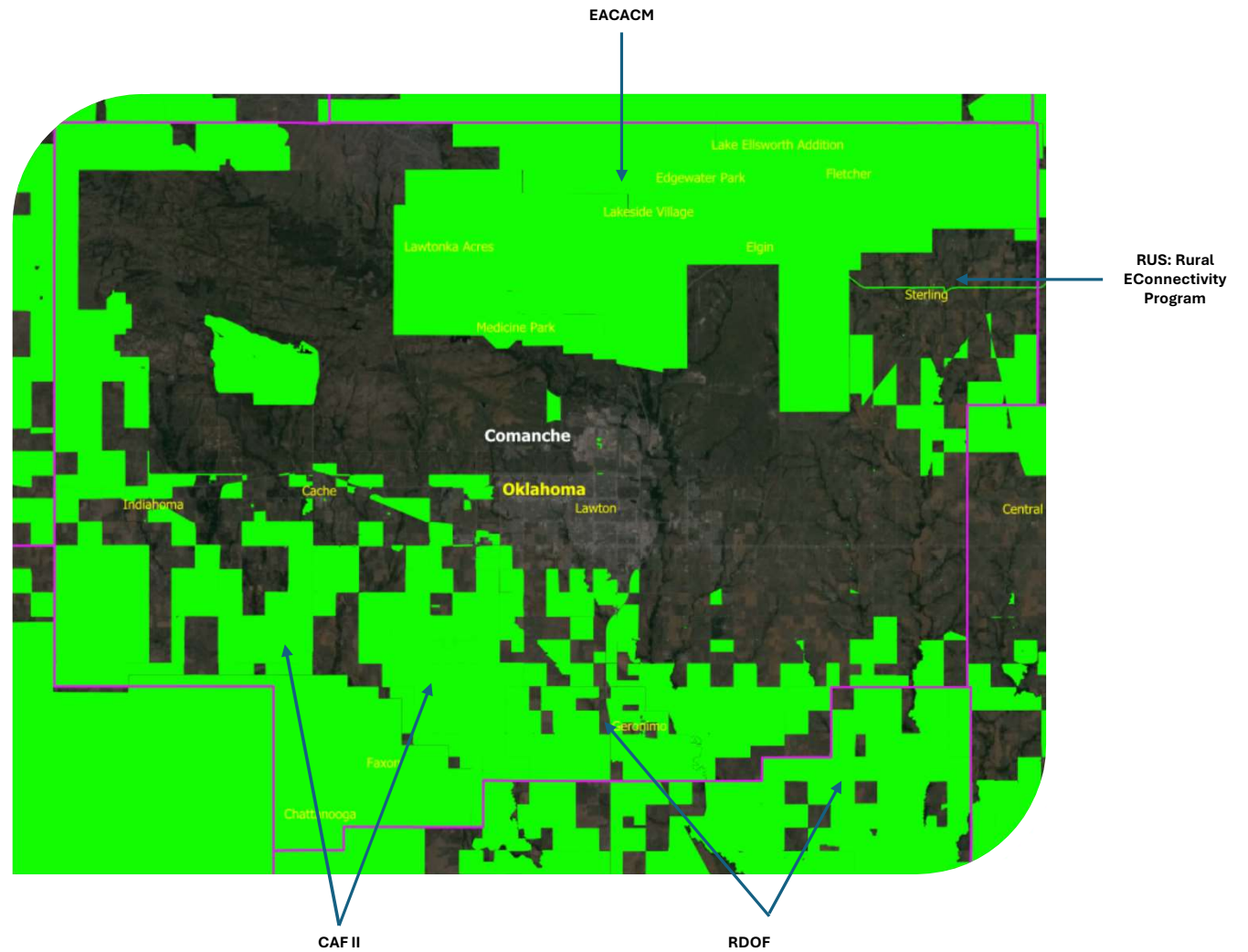
Exist Technology

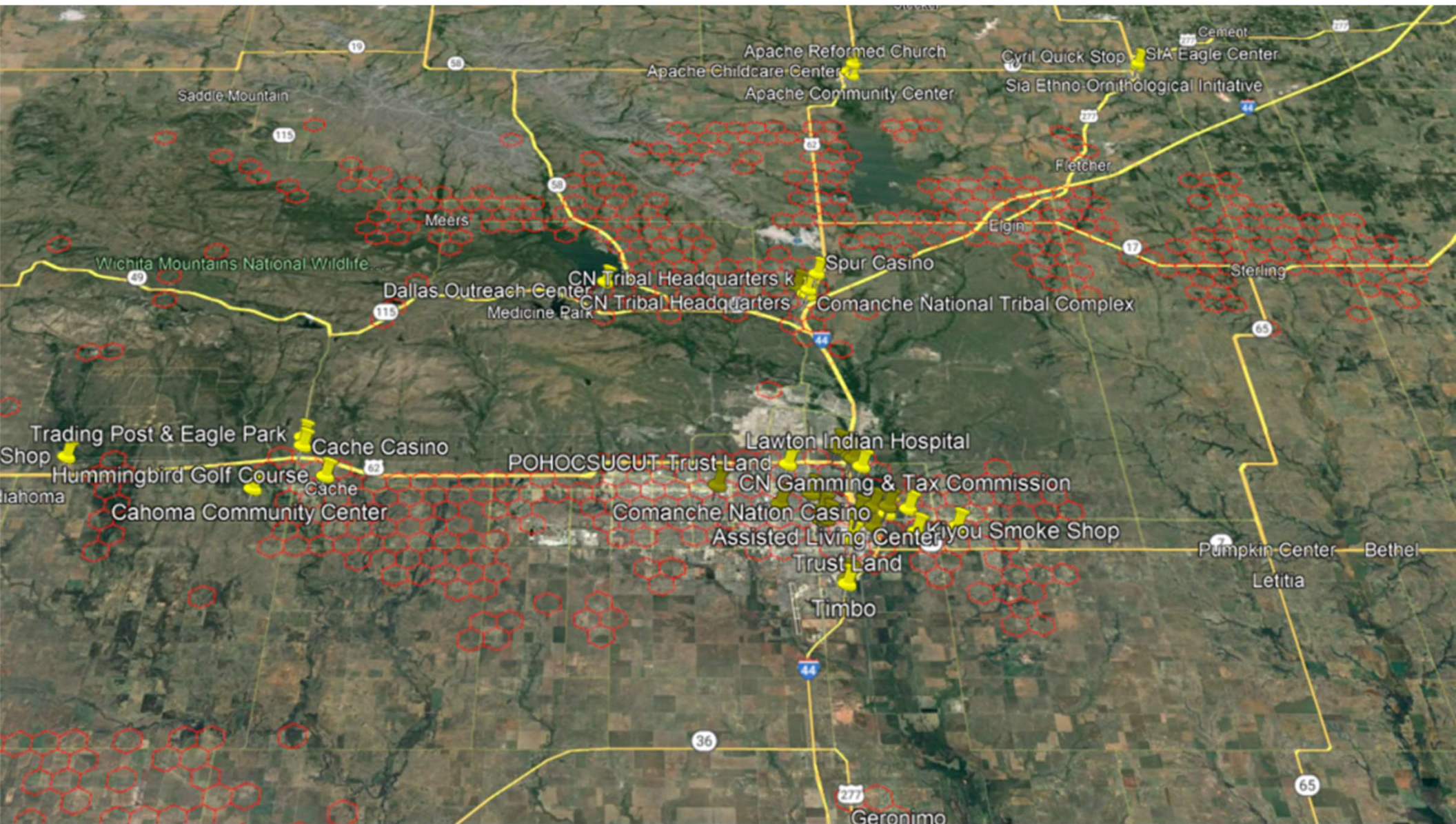


Ookla Qualifying Broadband Speeds



Previous Government Funding

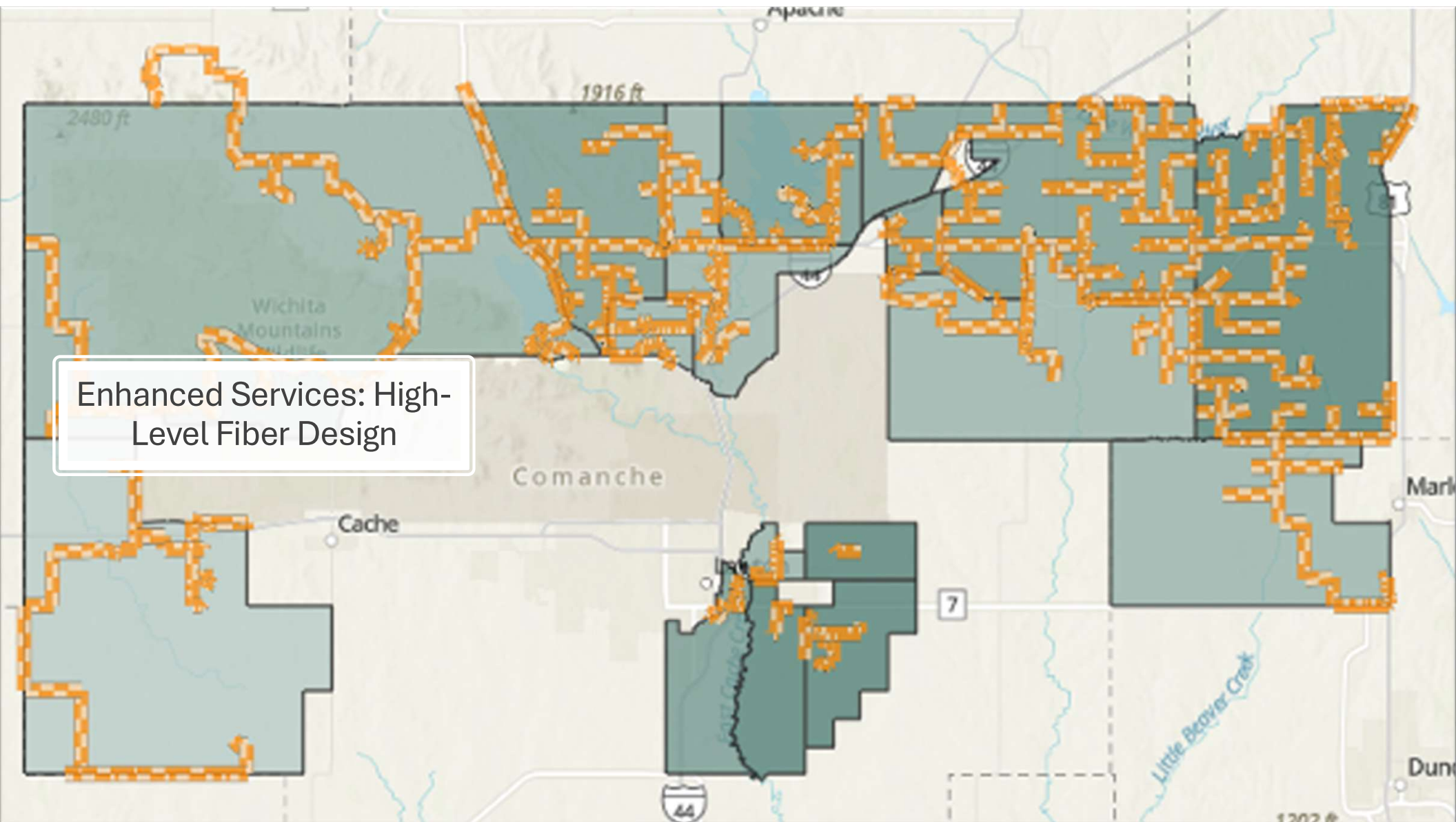






Winncom Enhanced Services

High Level Fiber Design



WHERE, WHAT and HOW MUCH To Bid?

You provide us a few parameters...and we will provide the **WHERE** to bid, the recommended network structure (**WHAT**) with the costs and ROI (**HOW MUCH**)

THE WHERE

- Comparative ROI Ranking
- Identified Unserved/Underserved (Housetop)
- Competitive Breakdown
- Historical Federal Grant Winning Locations
- Demographics of Project Bid Area

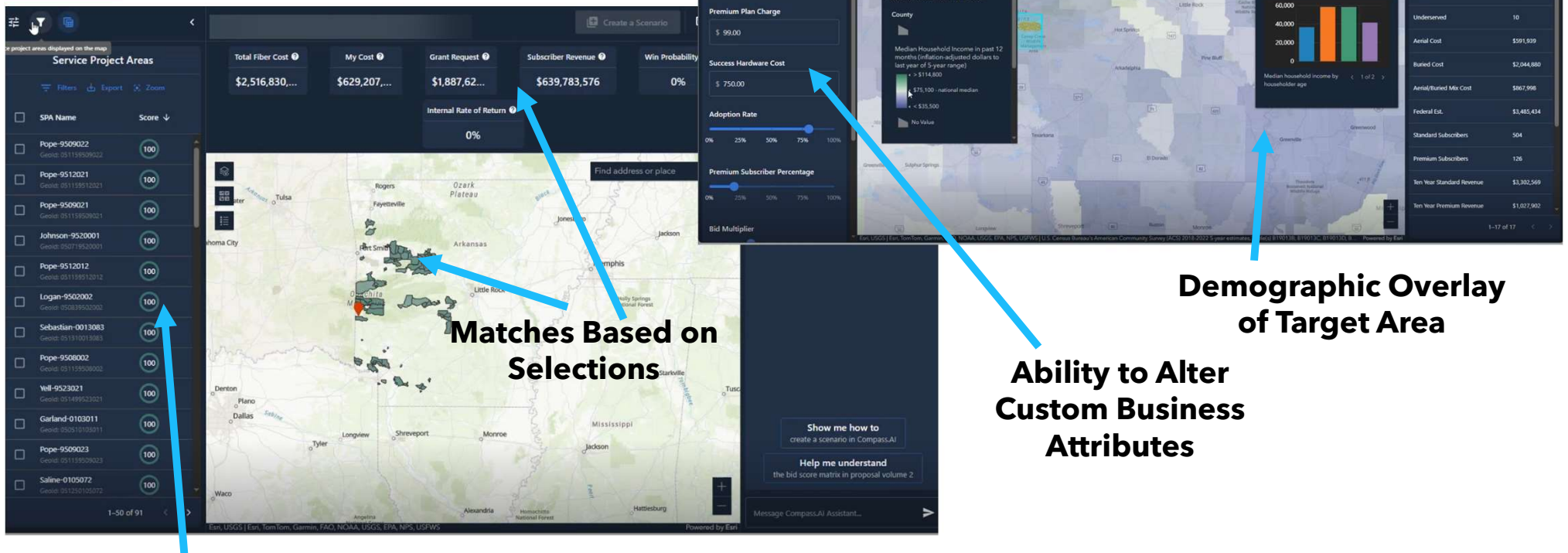
THE NETWORK

- AI Generated Fiber Spine
- Customized Buried/Aerial costs
- Soil/Terrain Complexity
- Number and Cost for High-Cost Locations

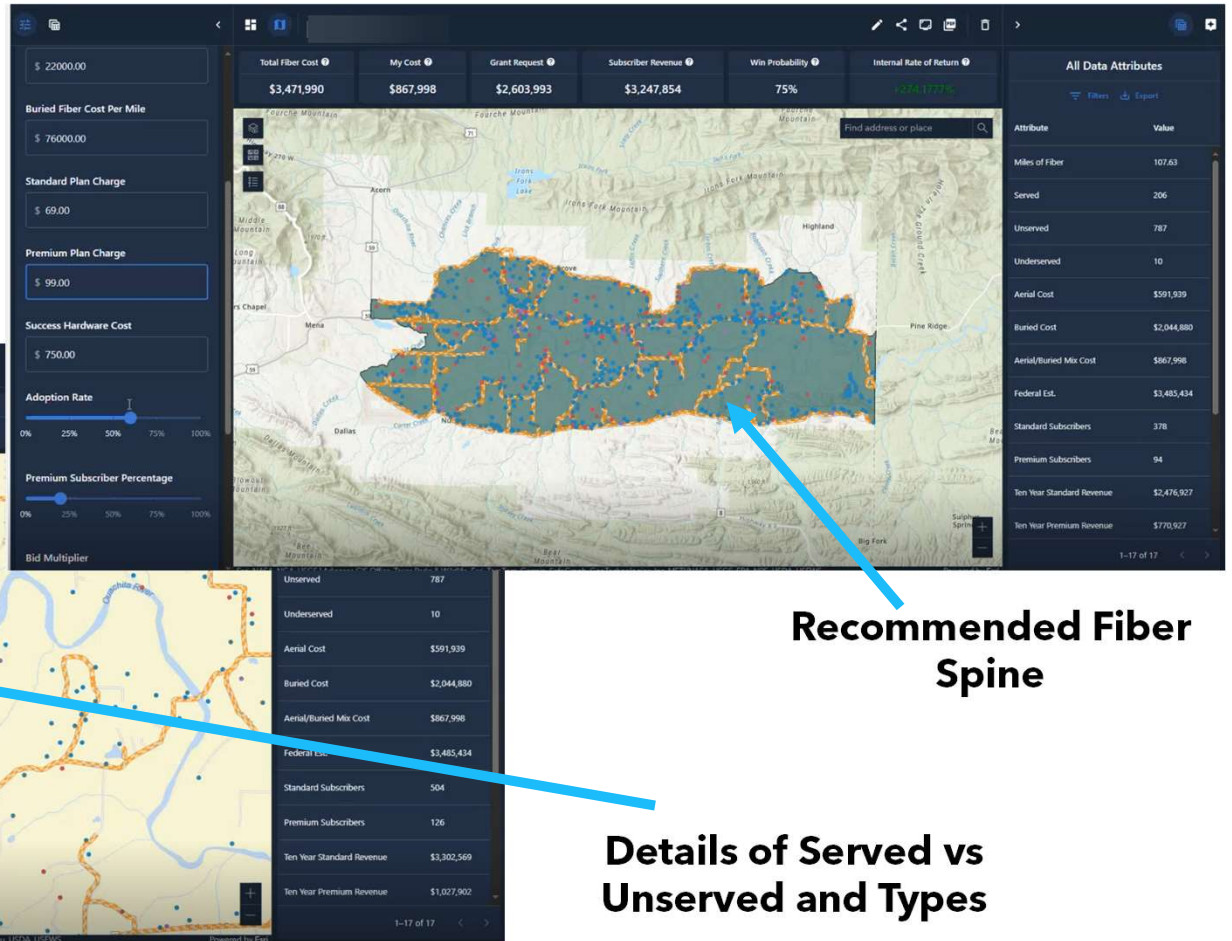
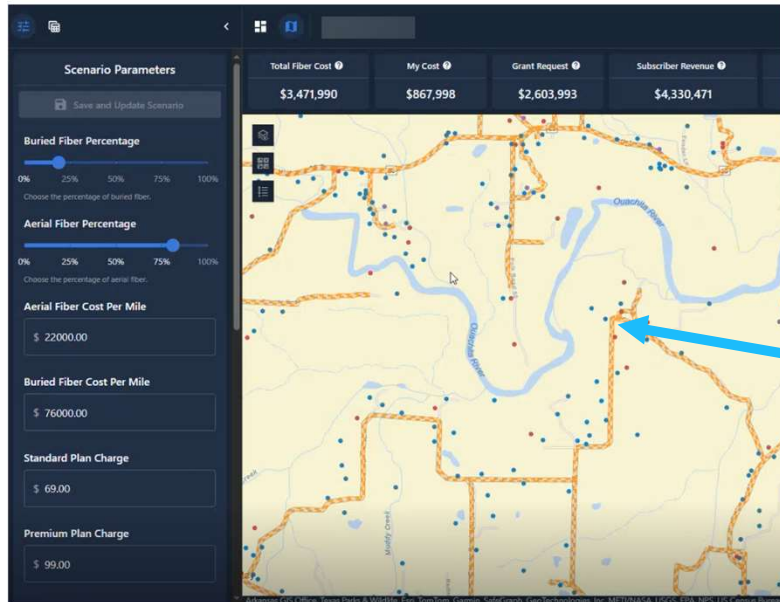
THE MONEY

- Winning Bid Recommendation
- 10 Year Pro-Forma:
 - *Build Phases*
 - *OPEX/CAPEX*
 - *Adoption Rate & Build by Phase Revenue*
 - *Stage Grant Funds*

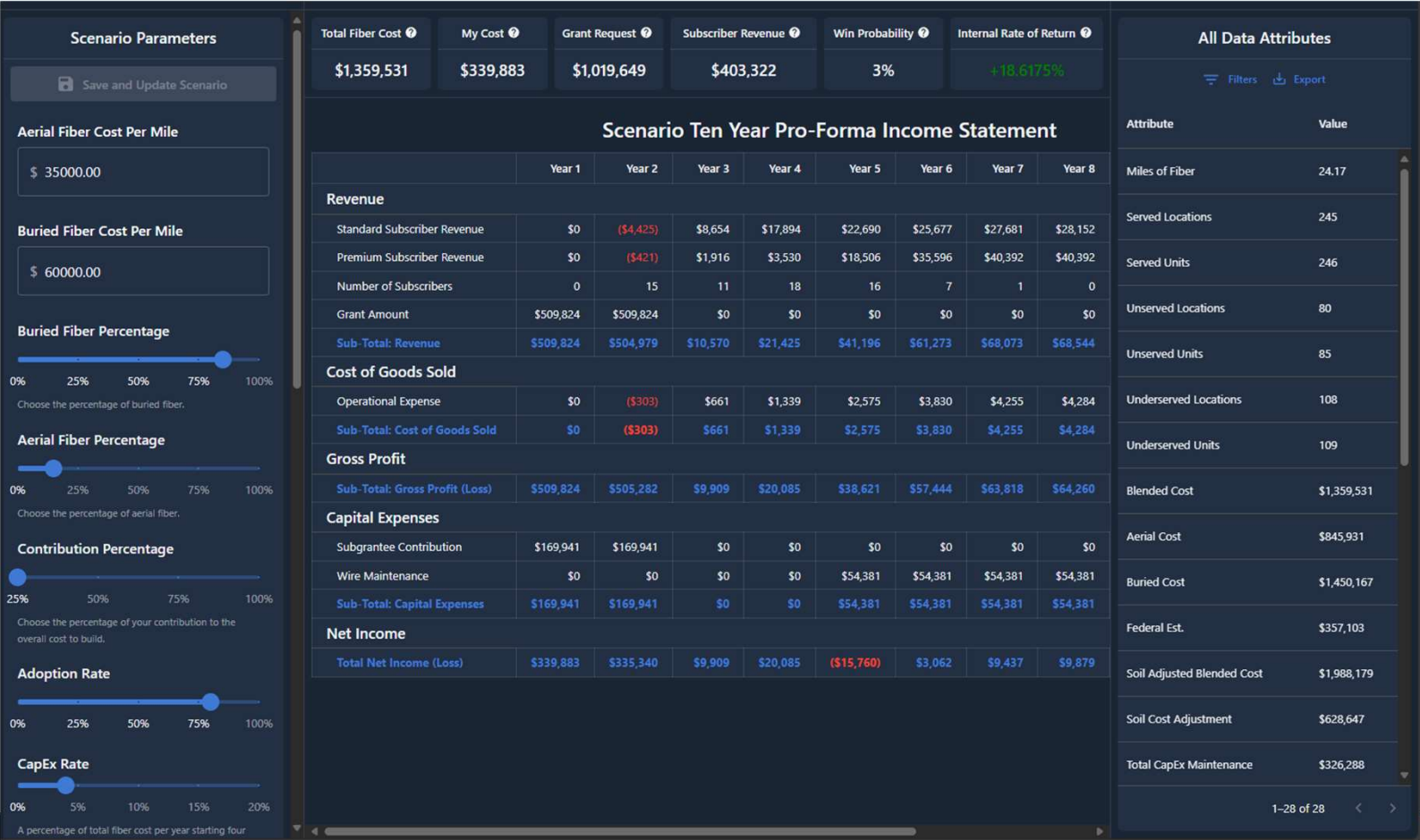
The WHERE



The NETWORK



The MONEY (Pro Forma)



Supporting Analytics



HOW Can We Do This?

- **Dozens of curated data sources for in-depth cost evaluations and revenue projections including:**
 - CostQuest Associates Broadband Serviceable Location Fabric dataset
 - ESRI's GIS data
 - Population Density, Terrain, and network capacity.
 - Costing for buried and aerial fiber installations
- **Advanced AI analytic engine to optimize data sources for actionable insights.**
- **Intuitive interface for easy navigation.**
- **Powerful visualizations to enable quick decisions.**
- **Create multiple scenarios for comparison and ability to adapt as the landscape changes.**

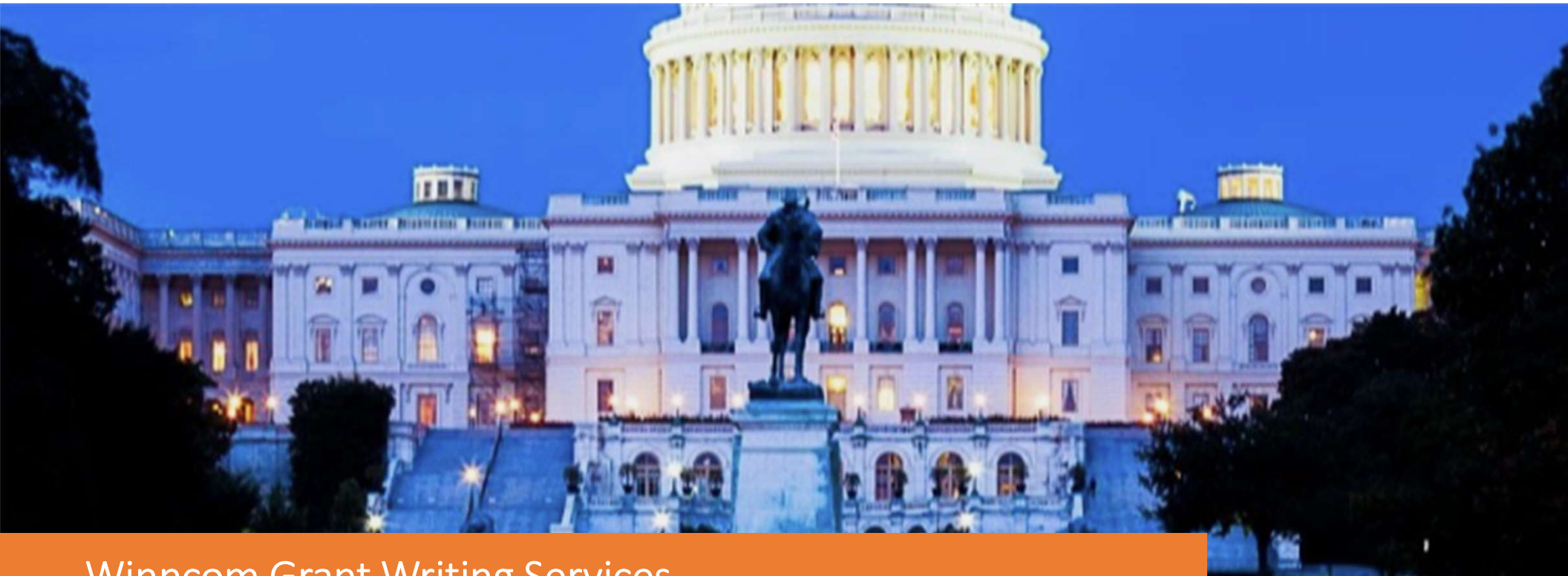
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THE WHERE, THE WHAT AND HOW MUCH TO BID

THE WHERE, THE WHAT AND HOW MUCH TO BID



Grant Writing Service



Winncom Grant Writing Services

- Document verification
- Application writing
- Ensuring document compliance
- Use-case analysis and technology alignment
- Pre-award educational support
- Post-award compliance support
- Invoice Reimbursement
- Compliance Documentation Reporting



Baseline Information

This information is required from the client **before** onboarding, answering all the questions and affirming they can provide the necessary documentation. Please note that we will sign a non-disclosure agreement on request to protect proprietary information.

Project Information

Project Scope

- How many applications do you plan to submit?
- What affiliates and/or partners (not including contractors) will be involved with the buildout or operation of the network?
 - Are you applying as part of a consortium?
- Do you have an active UEI from SAM.gov?

Service Area:

- Do you have a defined project area?
 - Are the locations in your proposed project area(s) unserved or underserved?
 - What proportion of each?
 - What percentage of these locations will your project commit to serve?
- Are there existing public funding commitments in the area? (i.e. RDOF, CPF, state programs)

Business and Operational Planning:

- What is your preliminary overall budget for the project?

Application Overview

- **Executive Summary**

A top-down summary of the project.

- **Project Narrative**

A more detailed, step by step project plan.

- **Budget Narrative**

A breakdown of project costs, where & when.

- **Detailed Budget Spreadsheet**

The budget presented in an orderly sheet.

- **Government Forms**

Proprietary forms depending on the grant.

- **Maps**

Detailing the proposed broadband location.

- **Data Compiling**

Information on the applicant, location, etc.

- **Digital Application Submission**

Most programs only accept online applications.

Timeline Estimates

Overall Project Deadlines:

- Standard minimal time: 6-8 weeks.
- Expedited minimal time: 30-days

Estimated Project Timelines:

- Onboarding: 3-5 business days
- Processing application materials: 2-6 weeks
- Quality control: 1-2 weeks
- Application submission: 1-3 days
- RFI support: 2-4 weeks (Optional Service)
- Post-award compliance services: From 2-3 weeks up to several years (Optional Service)

Steps to Funding

Onboarding

Processing Materials

Quality Control

Submission

RFIs

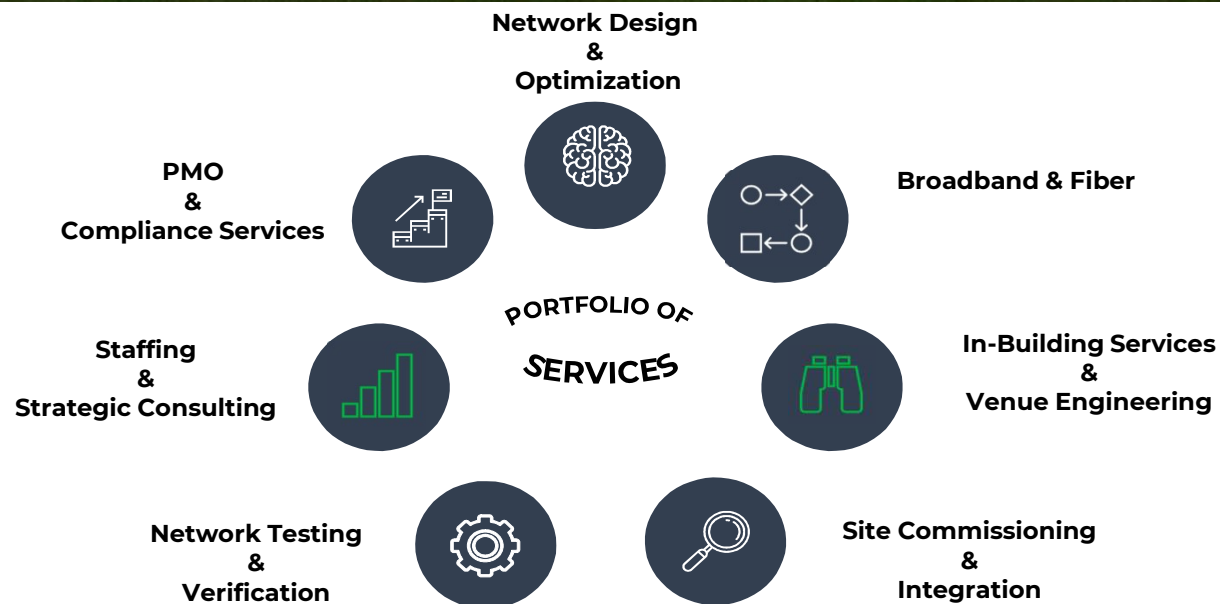
Post-Award



Professional Engineering Services

Onsite Support / PE Stamped Drawings

WINNCOM PROFESSIONAL ENGINEERING SERVICE



115+ Design Engineers

50+ Pole Tech's

200+ OSP & Node Design Drafters

75+ Project Managers

Strong understanding of Outside Plant design, Including GIS programs

PLA/MRE Technicians with O'Calc & Spida experience

Experienced Autocad Drafters in OSP ROW, SBU & MTU projects

Demonstrated success managing large-scale engineering projects



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pe stamp

Search

Showing 1-3 of 3 (0.046 sec)

Sort by Best Match

Products per page 20

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 PE-STAMP-PACKAGE	Winncom Professional BEAD Services Package, PE Review and Stamp (up to first 5 pages). The layout drawing provides comprehensive product and connection details, along with notes on installation, inspection, certification, and re-certification	Winncom Professional Services	Login	Login Sale Price: Login
 PE-STAMP-PAGE-11+	Winncom Professional BEAD Service Charge for PE Review and Stamp. One Required per page (11+). PE-STAMP-PACKAGE and PE-STAMP-PAGE-6-10 must be purchased with this SKU	Winncom Professional Services	Login	Login Sale Price: Login
 PE-STAMP-PAGE-6-10	Winncom Professional BEAD Service Charge for PE Review and Stamp. One Required per page (6-10). PE-STAMP-PACKAGE must be purchased with this SKU	Winncom Professional Services	Login	Login Sale Price: Login

1



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- **Financing Solutions:** Tailored financing options for both **services** and **equipment**, enabling project execution without upfront capital constraints.
- **Comprehensive Support:** From project inception to completion, our financial services are designed to empower applicants, ensuring compliance and enhancing project viability.



- RESOURCES
- SERVICES
- STATE FUNDING OVERVIEW
- SUPPLIERS & PRODUCTS
- WINNCOM BEAD OVERVIEW
- SEARCH
- LOGOUT



RESOURCES

Winncom / Nokia First Movers Webinar Series: West Virginia & Kansas: →

Winncom & Nokia First Movers Webinar Series. Highlights West Virginia & Kansas BEAD Applications next steps

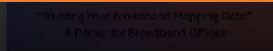


RESOURCES

WISP Friendly Fiber: Aerial over Burial →

Panel Discussion Recap: . The decision between aerial and buried fiber deployments hinges on understanding fiber optic networks and protecting broadband investments. Aerial fiber, hung above ground, is cheaper and quicker to install but prone to environmental damage. Buried fiber, placed underground, offers better protection and durability but at a higher cost. The choice depends on specific needs such as local environmental factors, and maintenance. Click to learn more.

Winncom BEAD Portal



tech, and architectures. We'll highlight our active fiber products and extensive solutions. I'll delve into our fiber ecosystem, covering bulk fiber, cable assemblies, connectivity, and more. Lastly, I'll discuss