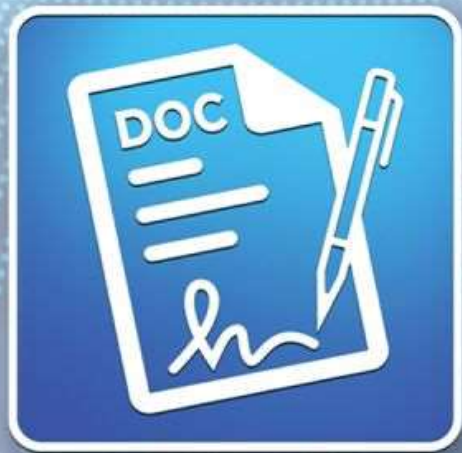


Winncom Grant Writing Services FAQ Webinar



July 25, 2024
2:00 PM EST



Presented by:

Alex Cernik, Product Manager - Winncom Technologies

Joe Henson, Senior Manager: Programs Division - Widelity Inc

WEBINAR'S AGENDA

WINNCOM

- **BEAD Product Strategy Overview**
 - **Products / Services**
- **BEAD Eligible Product Eco-Center**
- **Winncom Enhanced Capabilities**

WIDELITY

- **Letter of Credit (LOC)**
- **25% Grant Match Requirements**
- **Grant Writing Service Overview**



Winncom Technologies
Premier Global Distribution



IDENTIFY



PLAN



APPLY



RECEIVE



PROCURE



CONSTRUCT



OPERATE

Winncom Customer Strategy



PRODUCTS



SERVICES



FINANCING



Winncom Technologies
Premier Global Distribution



- 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



Grant Writing Overview

Letter of Credit (LOC)

All BEAD awardees will be required to obtain an Irrevocable Letter of Credit (LOC). This is a guarantee from a credible bank. If the applicant fails to cover the cost of the project, the bank will cover the project amount.

Requirements

- Must be for 25% of the grant amount
- From a bank with a B- or better Weiss Rating

Timing

- **Prequalification:** The applicant must show a plan to acquire
- **Application:** The applicant must have a letter from the bank committing to the LOC
- **Award:** The applicant must have the Letter of Credit in hand before the award agreement is signed

Banks will generally need documentation assuring that the applicant is financially sound before granting the LOC.

Letter of Credit (LOC)

The NTIA has provided a waiver specific to BEAD that allows exceptions to the LOC requirement. Each state makes its own decision on whether to use the waiver and which options to include.

Waiver Options

1. Option to use a credit union instead of a bank

- a. Insured by National Credit Union Administration
- b. Has a Weiss rating of B- or better

2. Option to use performance bonds

- a. Bonding company must hold a certificate of authority as an acceptable surety on federal bonds.
- b. Value must be at least 100% of subaward amount.

3. Reduction of LOC/performance bonds on completion of milestones

- a. The milestones are determined by the state

4. Option for alternative LOC or performance bond percentage

If using a reimbursement program with periods of no more than 6 months, the state may set:

- a. The initial amount of performance bond to lower than 100%
- b. The LOC to lower than 25%
- c. The applicant must maintain the LOC or performance bond at least 10% of the subaward until project completion.

Match Requirement

The NTIA has set a 25% minimum Grant Match Requirement. This means that 25% of the total project cost must be paid for by the applicant.

- States may opt to set the percentage higher than 25%
- Projects bringing a higher applicant match will score higher on the program rubric
- The match must be cash or in-kind

Definition of In-Kind Match

Non-cash contributions that can be counted toward the 25% requirement, ie, labor costs, equipment, etc. To count as a match, the expense must be BEAD eligible.

What is eligible?

Examples: Administrative services, installation/engineering services, equipment.

What is not eligible?

Examples: Loan fees or interest rates, administrative services not directly related to the BEAD project.



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?

Grant Writing Service Overview

This service guides you through the grant application process, from eligibility assessment to the extensive documentation required to writing a strong bid for grant funding and the submission itself.

First Steps

- Application checklist
- Eligibility review

Overall Project Deadlines

- Standard required time: **6-8 weeks**
- Absolute minimum time: **30 days**

Widely Estimated Times

- Onboarding: 3-5 business days
- Processing application materials (once all documents are in): 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



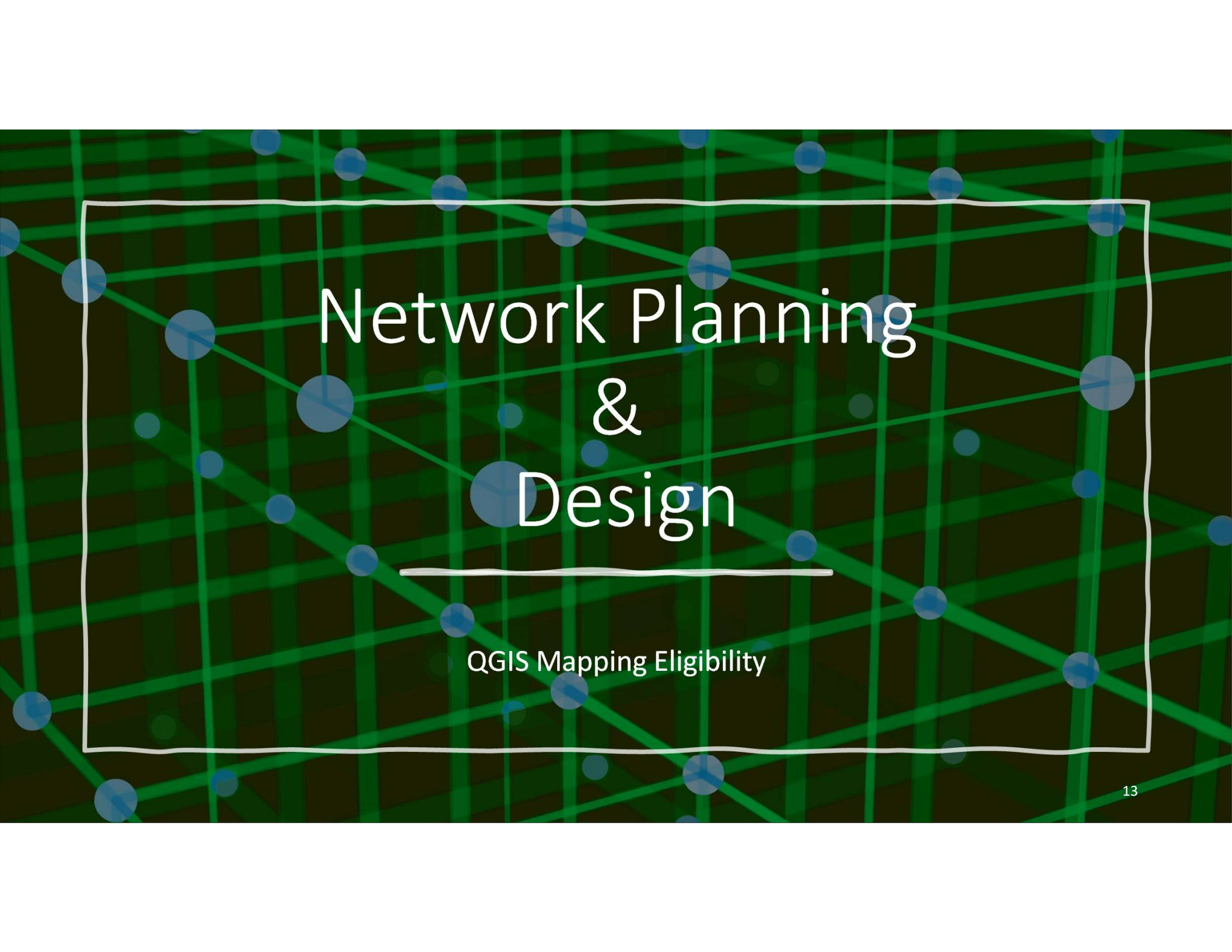


BROADBAND EQUITY ACCESS & DEPOLYMENT PROGRAM



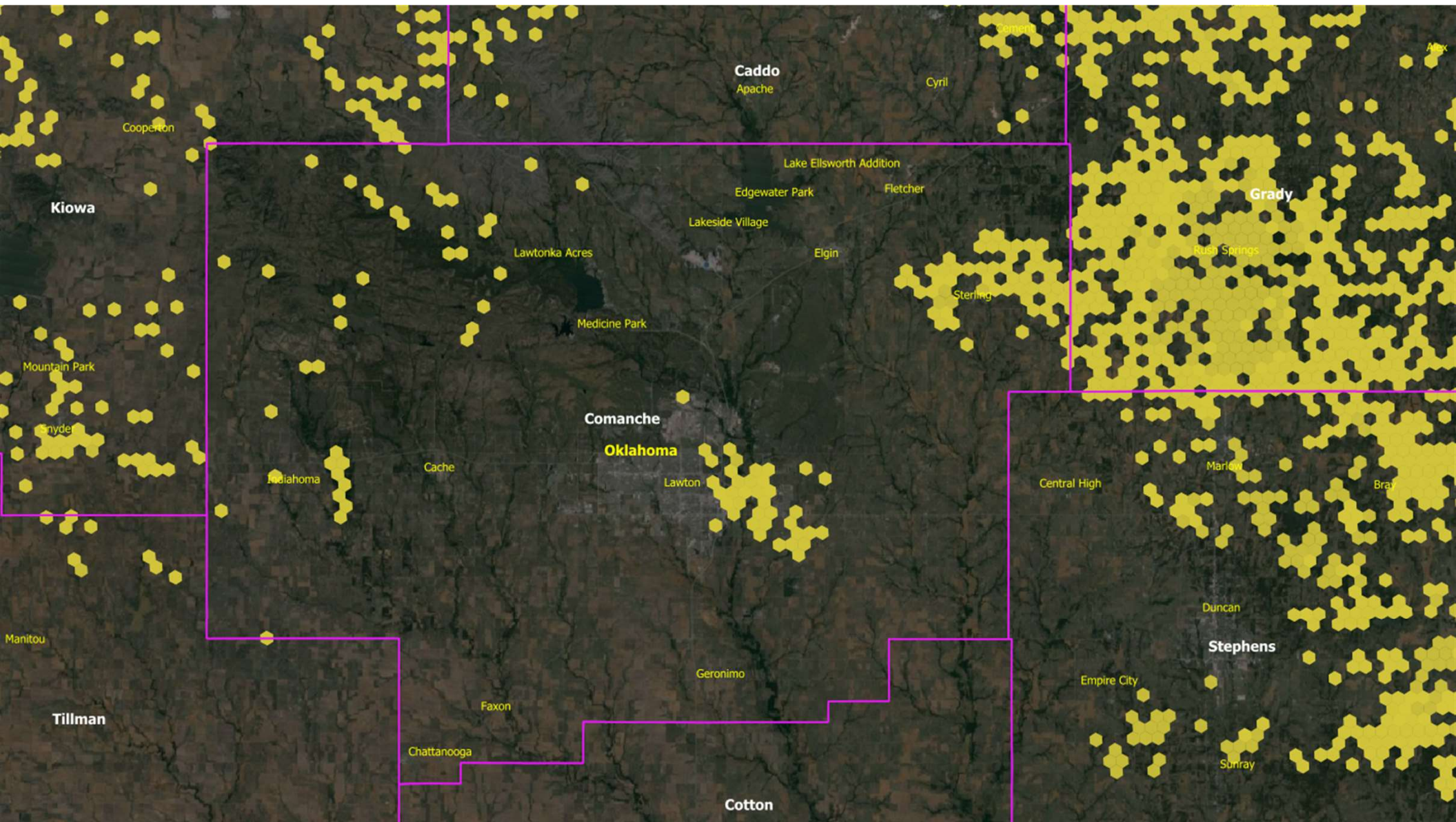
Winncom Enhanced BEAD Capabilities



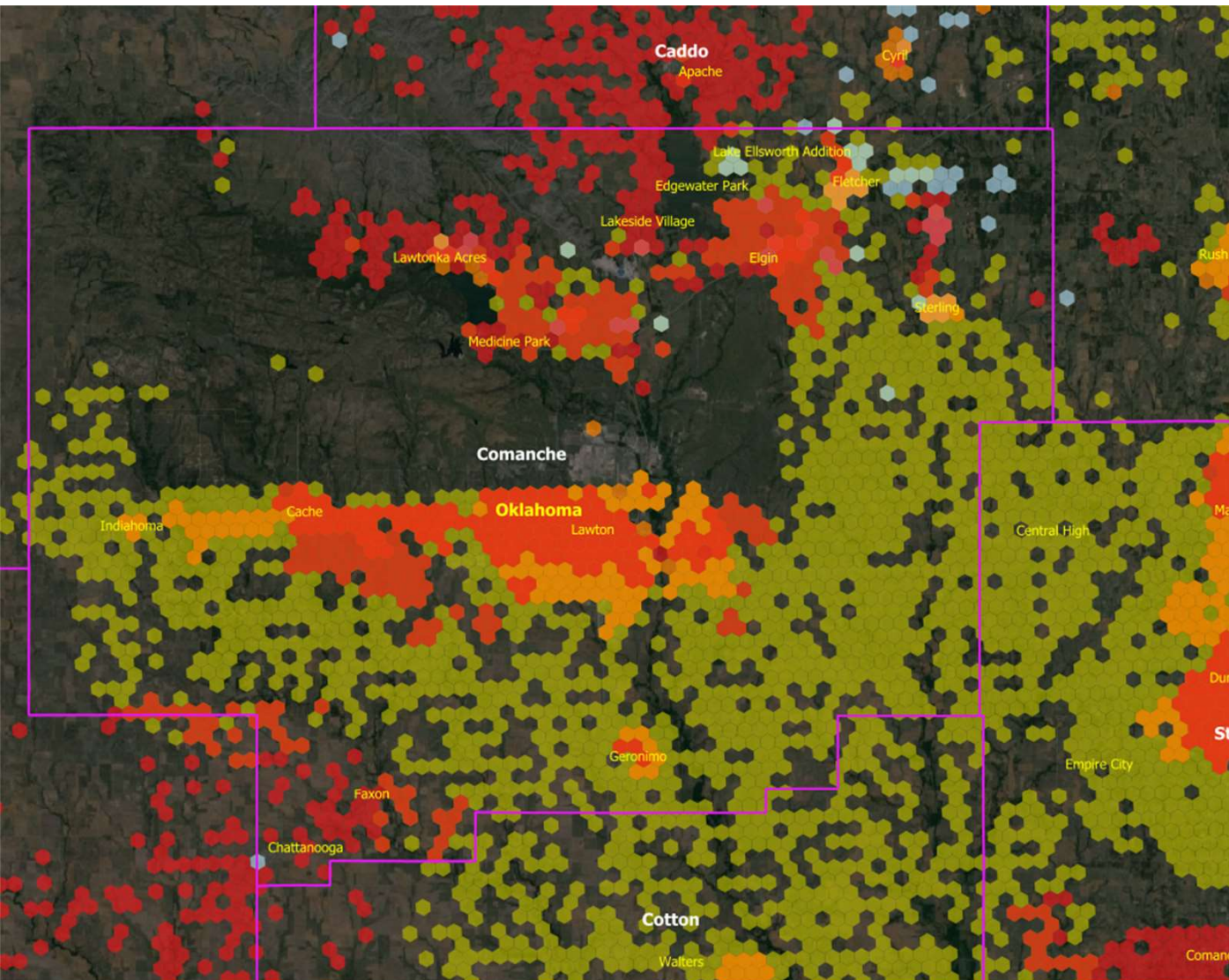
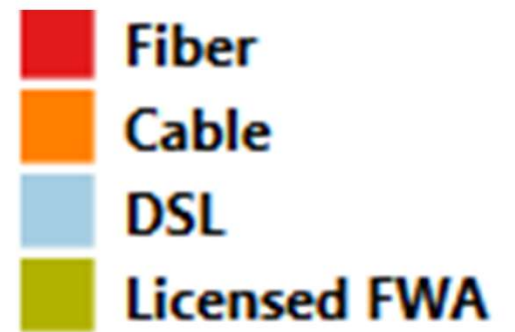
The background of the slide is a dark green field filled with a complex network of bright green lines and semi-transparent blue circles of various sizes, representing a network structure. A white, hand-drawn style rectangular border frames the central text.

Network Planning & Design

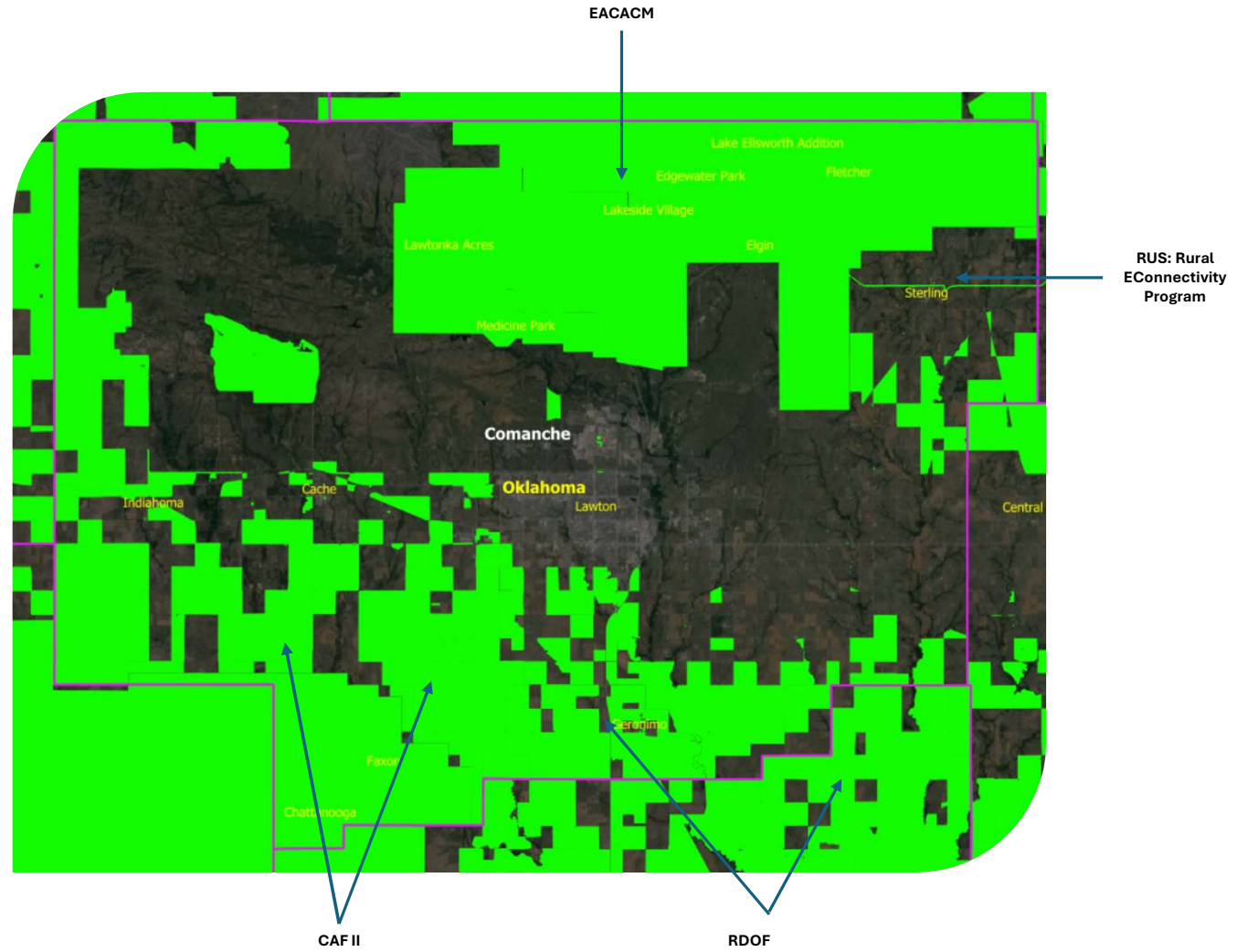
QGIS Mapping Eligibility

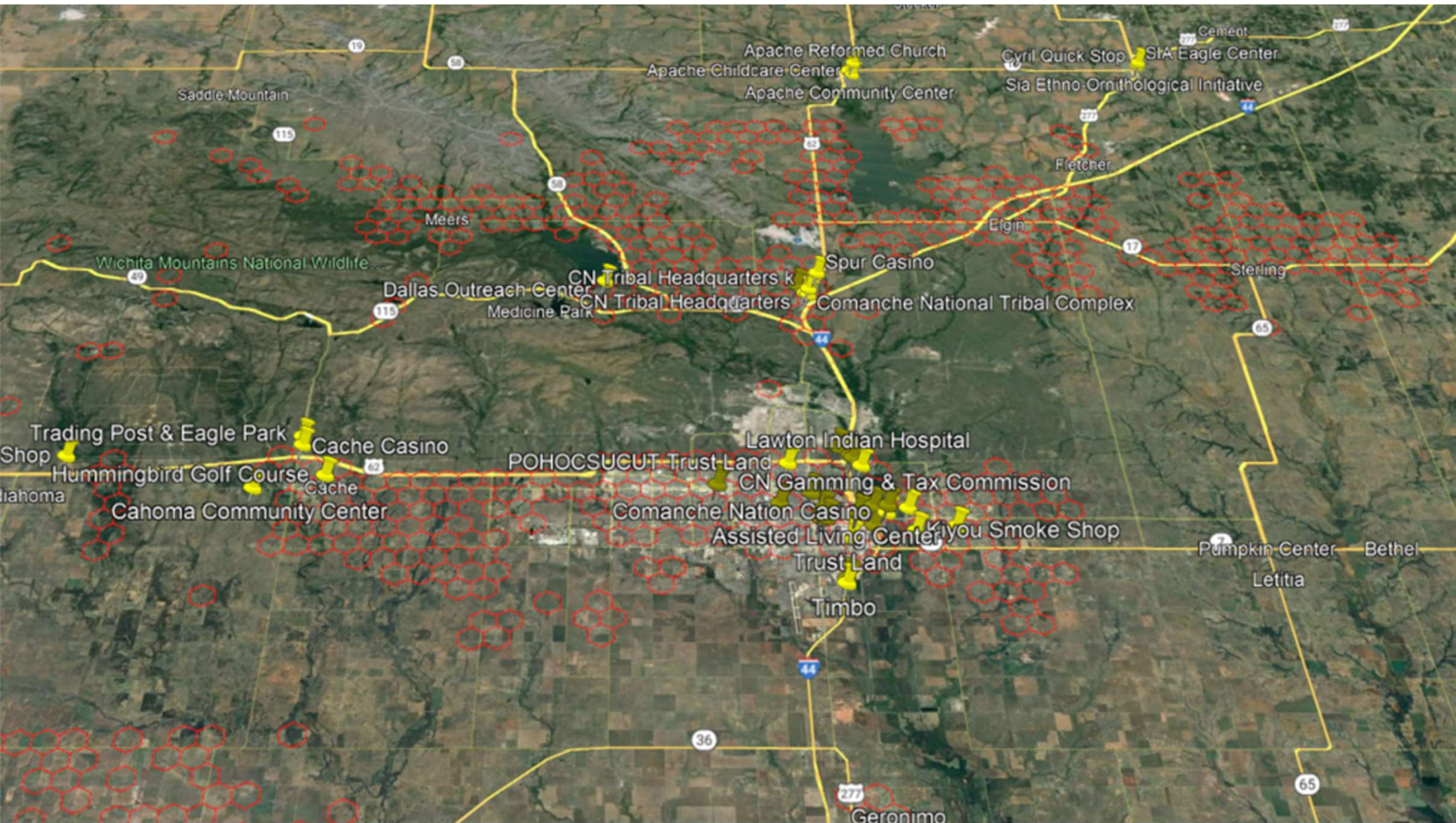


Exist Technology



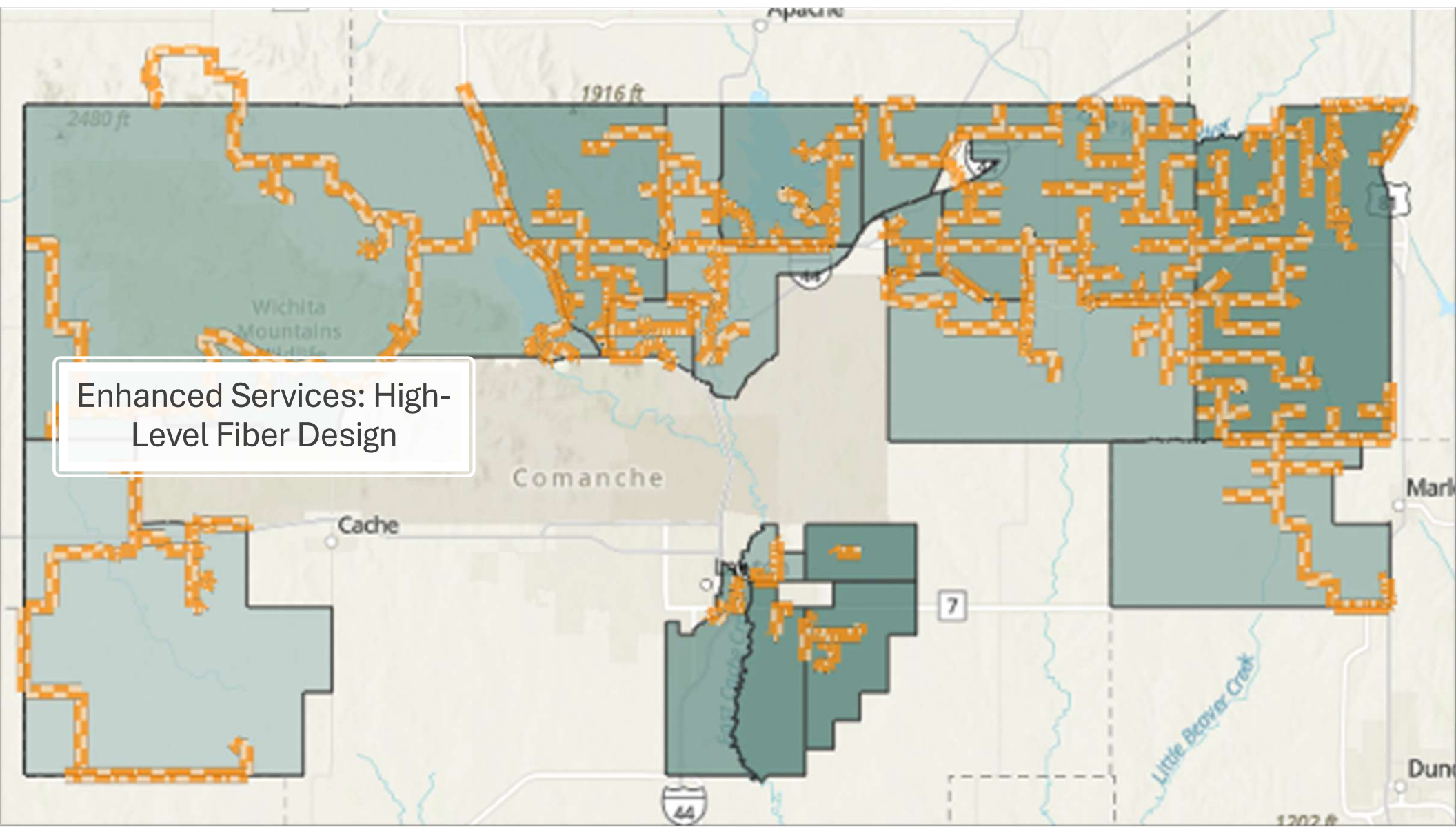
Previous Government Funding





Winncom Enhanced Services

High Level Fiber Design
Professional Engineering Services
Financial Services



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 screenshot shows a 'Service Project Areas' interface. On the left is a list of SPAs with their names and scores. The main area features a map of Arkansas with a fiber network overlay. A blue arrow points from the 'Internal Rate of Return' field in the top summary to the map area.

Service Project Area	Score
Pope-9509022	100
Pope-9512021	100
Pope-9509021	100
Johnson-9520001	100
Pope-9512012	100
Logan-9502002	100
Sebastian-0013083	100
Pope-9508002	100
Will-9523021	100
Garland-0103011	100
Pope-9509023	100
Saline-0105072	100

Summary Metrics:

- Total Fiber Cost: \$2,516,830,000
- My Cost: \$629,207,000
- Grant Request: \$1,887,620,000
- Subscriber Revenue: \$639,783,576
- Win Probability: 0%
- Internal Rate of Return: 0%

Ranking Score

Matches Based on Selections

This screenshot shows the business attributes and demographic overlay. The top section lists various attributes with their values. The middle section features a map of Polk County, Arkansas, with a demographic overlay showing median household income. The bottom section contains sliders for 'Adoption Rate' and 'Premium Subscriber Percentage'.

Attribute	Value
Total Fiber Cost	\$3,471,990
My Cost	\$867,998
Grant Request	\$2,603,993
Subscriber Revenue	\$4,330,471
Win Probability	75%
Internal Rate of Return	+589,3024%

Demographic Overlay (Polk County, Arkansas):

- Median Household Income in past 12 months (inflation-adjusted dollars to last year of 8-year range): \$78,100 (national median: < \$35,500)
- Median household income by household age: 1 of 2

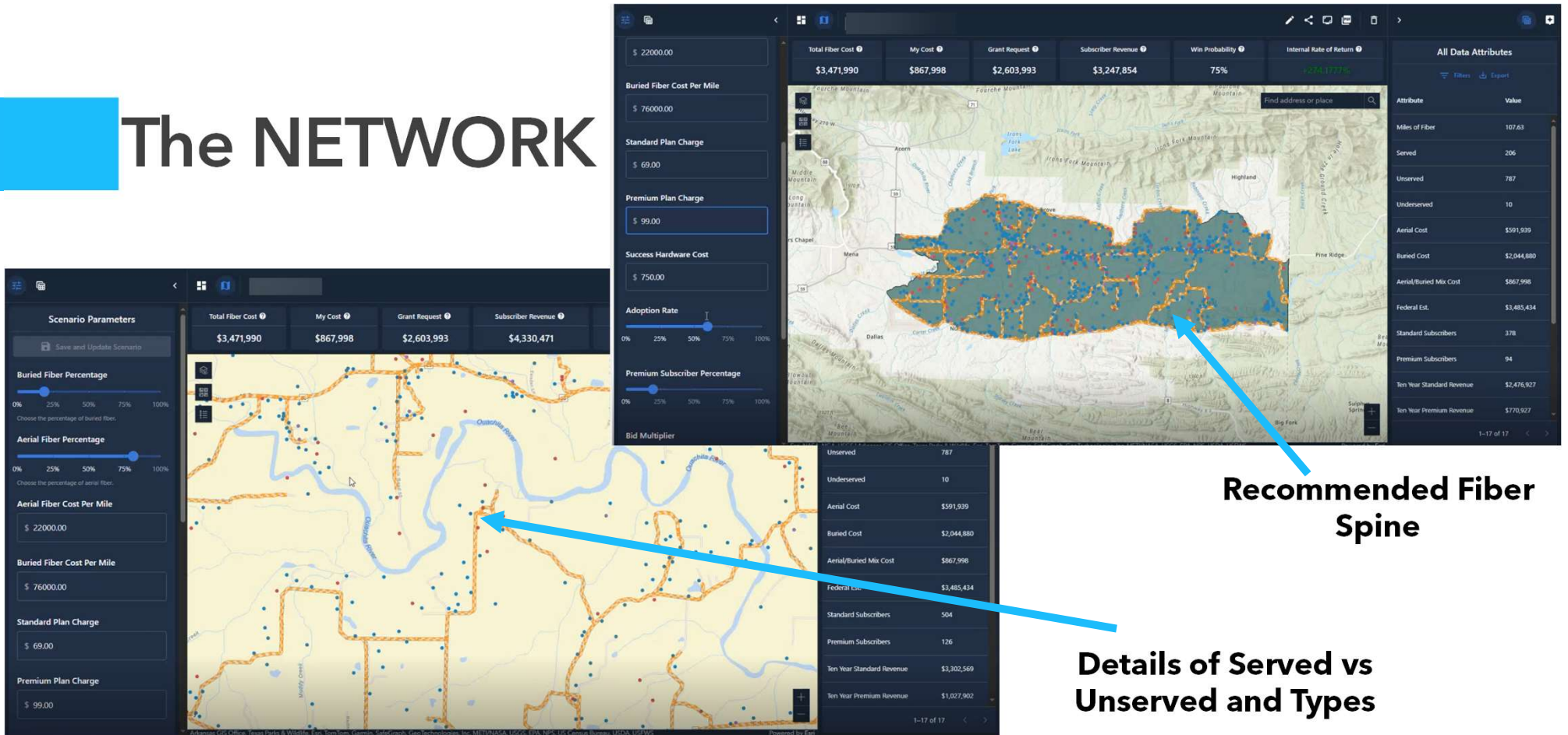
Business Attributes:

- Buried Fiber Cost Per Mile: \$76,000.00
- Standard Plan Charge: \$69.00
- Premium Plan Charge: \$99.00
- Success Hardware Cost: \$750.00
- Adoption Rate: 0% to 100%
- Premium Subscriber Percentage: 0% to 100%
- Bid Multiplier: 0% to 100%

Demographic Overlay of Target Area

Ability to Alter Custom Business Attributes

The NETWORK



Recommended Fiber Spine

Details of Served vs Unserved and Types

The MONEY (Pro Forma)

Scenario Parameters

Save and Update Scenario

Aerial Fiber Cost Per Mile
\$ 35000.00

Buried Fiber Cost Per Mile
\$ 60000.00

Buried Fiber Percentage
0% 25% 50% 75% 100%
Choose the percentage of buried fiber.

Aerial Fiber Percentage
0% 25% 50% 75% 100%
Choose the percentage of aerial fiber.

Contribution Percentage
25% 50% 75% 100%
Choose the percentage of your contribution to the overall cost to build.

Adoption Rate
0% 25% 50% 75% 100%

CapEx Rate
0% 5% 10% 15% 20%
A percentage of total fiber cost per year starting four

Total Fiber Cost My Cost Grant Request Subscriber Revenue Win Probability Internal Rate of Return

\$1,359,531 \$339,883 \$1,019,649 \$403,322 3% +18.6175%

Scenario Ten Year Pro-Forma Income Statement

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Revenue								
Standard Subscriber Revenue	\$0	(\$4,425)	\$8,654	\$17,894	\$22,690	\$25,677	\$27,681	\$28,152
Premium Subscriber Revenue	\$0	(\$421)	\$1,916	\$3,530	\$18,506	\$35,596	\$40,392	\$40,392
Number of Subscribers	0	15	11	18	16	7	1	0
Grant Amount	\$509,824	\$509,824	\$0	\$0	\$0	\$0	\$0	\$0
Sub-Total: Revenue	\$509,824	\$504,979	\$10,570	\$21,425	\$41,196	\$61,273	\$68,073	\$68,544
Cost of Goods Sold								
Operational Expense	\$0	(\$303)	\$661	\$1,339	\$2,575	\$3,830	\$4,255	\$4,284
Sub-Total: Cost of Goods Sold	\$0	(\$303)	\$661	\$1,339	\$2,575	\$3,830	\$4,255	\$4,284
Gross Profit								
Sub-Total: Gross Profit (Loss)	\$509,824	\$505,282	\$9,909	\$20,085	\$38,621	\$57,444	\$63,818	\$64,260
Capital Expenses								
Subgrantee Contribution	\$169,941	\$169,941	\$0	\$0	\$0	\$0	\$0	\$0
Wire Maintenance	\$0	\$0	\$0	\$0	\$54,381	\$54,381	\$54,381	\$54,381
Sub-Total: Capital Expenses	\$169,941	\$169,941	\$0	\$0	\$54,381	\$54,381	\$54,381	\$54,381
Net Income								
Total Net Income (Loss)	\$339,883	\$335,340	\$9,909	\$20,085	(\$15,760)	\$3,062	\$9,437	\$9,879

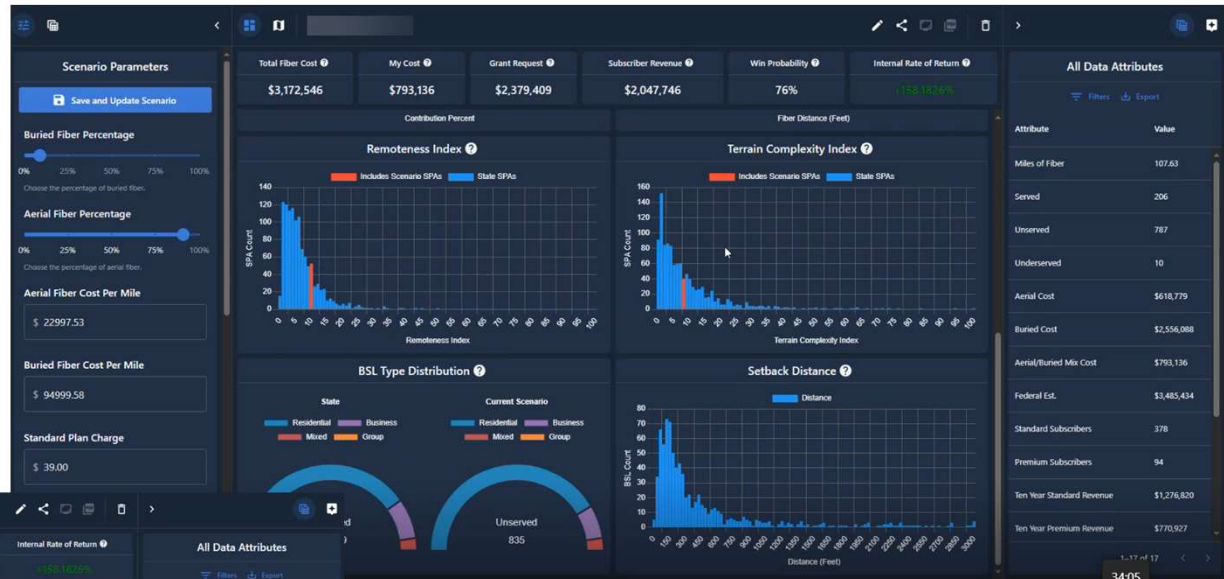
All Data Attributes

Filters Export

Attribute	Value
Miles of Fiber	24.17
Served Locations	245
Served Units	246
Unserved Locations	80
Unserved Units	85
Underserved Locations	108
Underserved Units	109
Blended Cost	\$1,359,531
Aerial Cost	\$845,931
Buried Cost	\$1,450,167
Federal Est.	\$357,103
Soil Adjusted Blended Cost	\$1,988,179
Soil Cost Adjustment	\$628,647
Total CapEx Maintenance	\$326,288

1-28 of 28

Supporting Analytics



HOW Can We Do This?

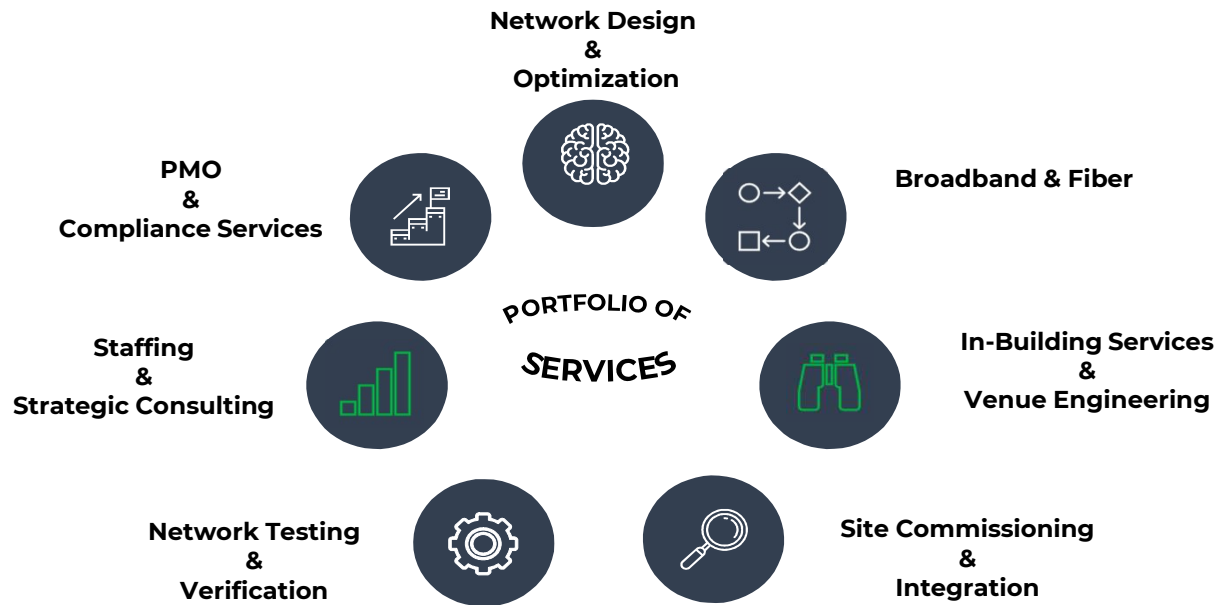
- **Dozens of curated data sources for in-depth cost evaluations and revenue projections including:**
 - CostQuest Associates Broadband Serviceable Location Fabric dataset
 - ESRI's GIS data
 - Population Density, Terrain, and network capacity.
 - Costing for buried and aerial fiber installations
- **Advanced 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.**



Professional Engineering Services

Onsite Support / PE Stamped Drawings

WINNCOM PROFESSIONAL ENGINEERING SERVICE



115+ Design Engineers	<p>Strong understanding of Outside Plant design, Including GIS programs</p> <p>PLA/MRE Technicians with O'Calc & Spida experience</p> <p>Experienced Autocad Drafters in OSP ROW, SBU & MTU projects</p> <p>Demonstrated success managing large-scale engineering projects</p>
50+ Pole Tech's	
200+ OSP & Node Design Drafters	
75+ Project Managers	



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WINNCOM SEARCH 1

Showing 1-3 of 3 (0.046 sec) Sort by **Best Match** Products per page **20**

PART #	PRODUCT DESCRIPTION	CATEGORY NAME	QTY ON SHELF/ QTY ON ORDER	LIST PRICE/ YOUR PRICE
 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



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Premier Global Distribution



- **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.



Broadband Equity Access & Deployment Program

RESOURCES

SERVICES

STATE FUNDING OVERVIEW

SUPPLIERS & PRODUCTS

WINNCOM BEAD OVERVIEW



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

"Helping You Broadband Mapping Tools"
A Portal for Broadband Offices

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



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Action Items:

1. Schedule a consultation to strategize on positioning your company for a successful BEAD application in your state
2. Schedule a call to learn more about **Winncom BEAD Programs**

Contact Information

Winncom Bead Consultation: bead@winncom.com

Winncom BEAD Portal

Registration Link: www.winncomus.com/bead/





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