Winncom Technologies
Premier Global Distribution

BEAD

Breaking: BEAD 2.0

Ready, Set, Grant: BEAD's New Rules & Winncom's Reimbursable Grant Writing Program

Tuesday, July 1st

2:00pm EST

PANEL DISCUSSION

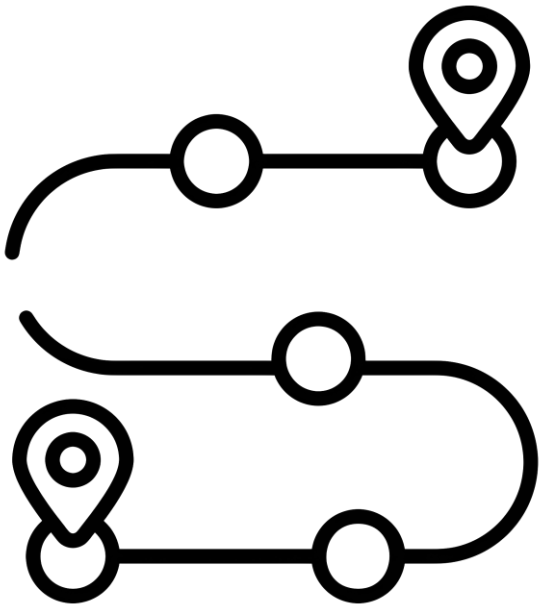
Winncom BEAD Restructure Overview

BEAD Restructure Overview

- Restructuring Key Changes
- Tech-Neutral Framework
- Benefits of the Bargain Round
- Timeline Overview
- ULFW Challenge – How to Prepare & Provide Evidence

Winncom Grant Writing Assistance Program

- Consultation
- Engineering & Design Services
- Grant Writing Assistance
- Supply Chain & Logistics
- Post Award Compliancy



BEAD Restructure Summary

NTIA restructured the BEAD Program on June 6 2025.

Shift from fiber-first to tech-neutral, cost-efficiency focus.

All previous awards, proposals, and rubrics voided.

States must reapply using the 'Benefit of the Bargain' model.

High-Level Overview of Changes

Fiber-first replaced with tech-neutral scoring.

Community/municipal preference removed.

Non-deployment funding eliminated.

Local coordination optional.

Scoring: cost-per-location only.

Custom waivers restricted to legal conflicts.

Mapping must reflect ULFW coverage.

Detailed Category Implications

All tech eligible if it meets performance benchmarks.

Only cost-per-location counts for scoring.

States cannot mandate pricing beyond one low-cost plan.

Labor, DEI, climate rules removed.

Stakeholder engagement not required.

Waivers allowed only for federal legal conflicts.

ULFW must be reflected in maps; no challenge process required.

Tech-Neutral Framework

Appendix A Requirements

Appendix A: Unlicensed Fixed Wireless Service Requirements

NTIA finds that concerns regarding the reliability of ULFW services could have been easily mitigated by implementing specialized technical requirements rather than by prohibiting their inclusion entirely in the BEAD Program. To ensure technology neutrality, increase competition, and drive down costs for taxpayers, NTIA determines that ULFW technology should be permitted to participate in the BEAD application process so long as it meets the technical criteria specified herein. Providers utilizing ULFW services must demonstrate that they have taken the steps necessary to resolve potential interference and capacity constraints associated with such technology. Specifically, ULFW applicants must demonstrate they have addressed the problems of interference from other Part 15 users[49] competing for the same spectrum and the difficulty of evaluating ULFW network capability. ULFW providers may adopt the following mitigation strategies to meet this burden.

Eligible Entities shall determine whether ULFW providers have presented sufficient evidence to address these concerns and are therefore qualified to apply for BEAD funds. This determination is separate from deciding whether a project application employing ULFW is a priority broadband project.

The following are examples of mitigation strategies that unlicensed fixed wireless providers may adopt to address the technical issues associated with ULFW deployments:

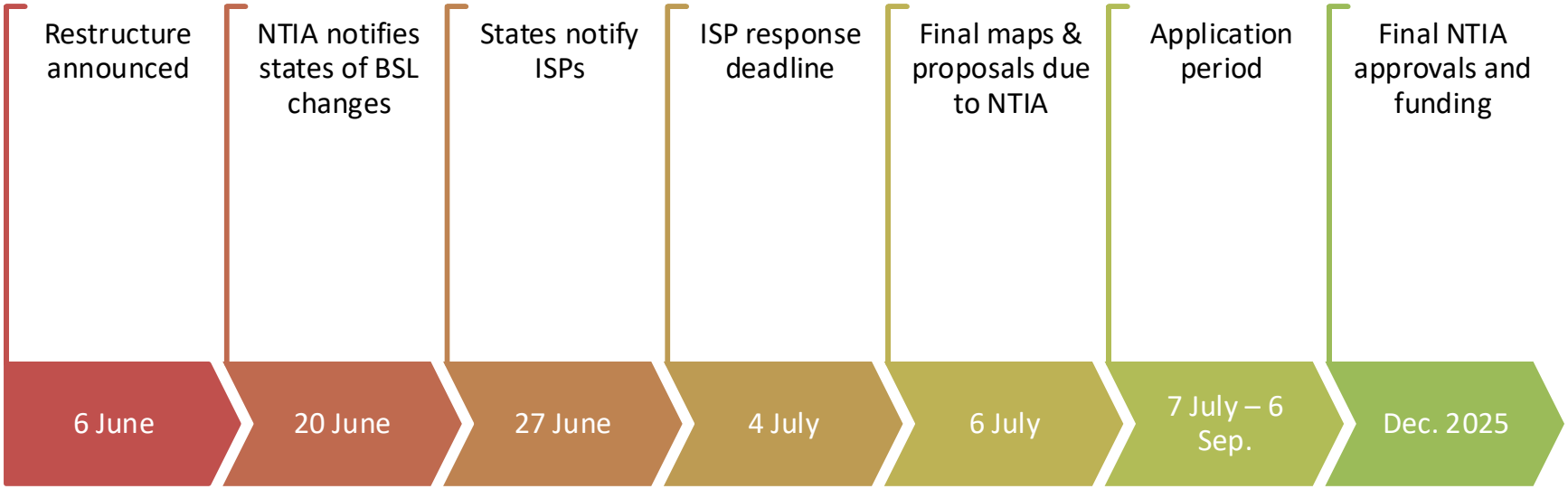
Mitigating Potential Interference:

- Beam forming and/or beam nulling antenna arrays at both base station and subscriber radios
- Interference mitigation (in addition to beam forming/nulling) technologies
- Advanced non-line-of-sight capabilities or design considerations
- Reserved base station capacity to account for periods of higher interference
- Conservative link budgets to account for potential interference/congestion losses
- Adherence with network equipment manufacturer best practices or guidance regarding items such as minimum signal strength necessary to meet speed and latency requirements

Evaluating Network Capability:

- To ensure that the ULFW provider will have sufficient capacity to meet the statutory speed requirement of 100 Mbps download and 20 Mbps upload, the network design for ULFW projects must demonstrate the ability to provide at least 5 Mbps (100Mbps downstream service - to be scaled for higher speed commitments) of simultaneous capacity to each BSL in the project area
- Reserved base station capacity to account for periods of higher interference
- Adherence with network equipment manufacturer best practices or guidance regarding items such as:
    - Capacity/loading of base station radios with respect to number of, and provisioned bandwidth of, subscribers

Implementation Timeline



STATE:	APPLICATION OPENING	APPLICATION CLOSE DATE
Kentucky	July 7, 2025	July 28, 2025
Indiana	July 10, 2025	July 21, 2025
Illinois	Early July	TBD
Louisiana	July 1, 2025	July 9, 2025
Massachusetts	TBD	Early July
Virginia	June 27, 2027	July 3, 2025

UPDATE: New State Timelines

brand_name	location_id	technology	max_advertised_download_speed	max_advertised_upload_speed	low_latency	business_residential_code	Radio MFG	Frequency	Model Number	BS / SM Beam Forming	Interference Mitigation	Advanced NLOS	Ability to Achieve 100/20Mbps

<WISP Name> is submitting this notice of intent to provide evidence under the NTIA's June 6, 2025 *BEAD Program Restructuring Policy Notice*, confirming that we offer Unlicensed Fixed Wireless (ULFW) service to a number of BEAD-eligible Broadband Serviceable Locations (BSLs) in Ohio.

We have identified and matched these locations using the most recent FCC Broadband Data Collection (BDC) submission, under Technology Code 70. For each BSL, we have documented the radio manufacturer, model, and technical capabilities of our deployed equipment, which includes beamforming and interference mitigation technologies, advanced non-line-of-sight (NLOS) support, and consistent delivery of minimum performance standards of at least 100/20 Mbps and latency under 100ms.

In accordance with Appendix A of the Policy Notice, our the attached evidence demonstrates:

1. The complete list of BSL Location IDs currently served via ULFW.
2. Detailed network design documentation and equipment specifications.
3. Existing products capabilities for interference mitigation and network capacity management.

Please confirm receipt of this intent notification. We appreciate your time and look forward to your continued guidance throughout this process.

Winncom Technologies

Premier Global Distribution

Comprehensive Support for BEAD and Government-Funded Projects

WINNCOM BEAD CUSTOMER ASSISTANCE PROGRAM

Consultation

Identify Your Target Counties:
Determine which counties in your state you plan to include in your BEAD application.

Assess Your Existing Technology Footprint:

Review and document the current technologies deployed in your network.

Select Your Preferred Technology Solutions and Vendor:

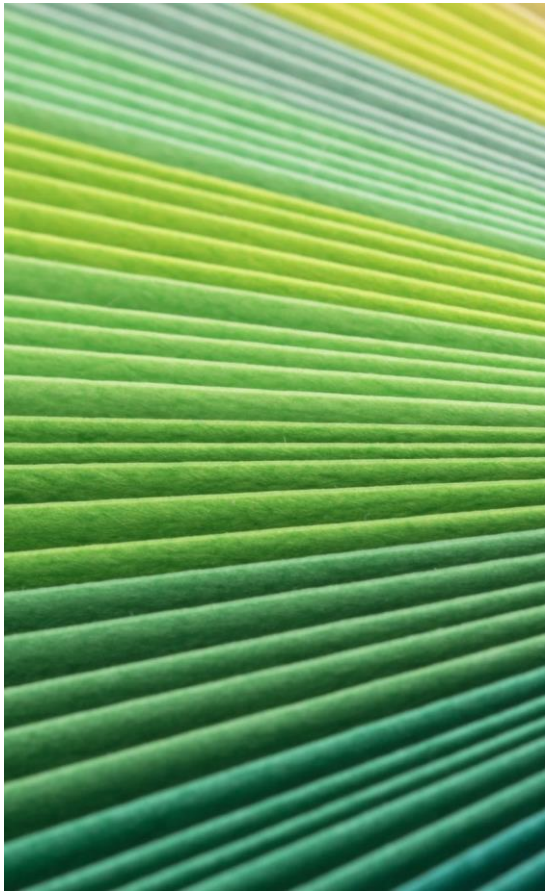
Evaluate and identify the optimal technology and vendor that align with your BEAD application strategy.

Understand Your States's BEAD Timelines:

Familiarize ourselves with key deadlines and submission windows specific to your States BEAD program.

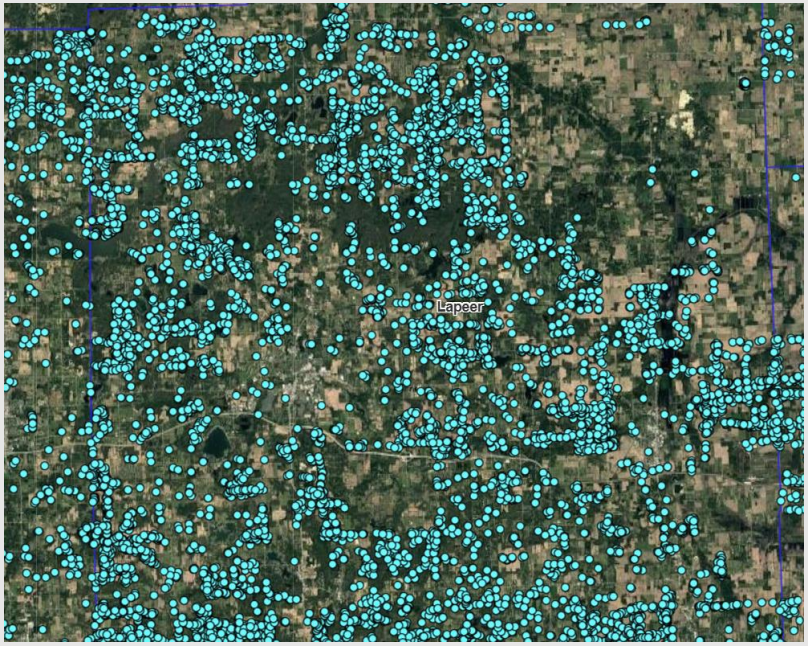
Review Letter of Credit (LOC) Requirements:

Ensure you understand and can meet the LOC requirements outlined by your State for BEAD participation.

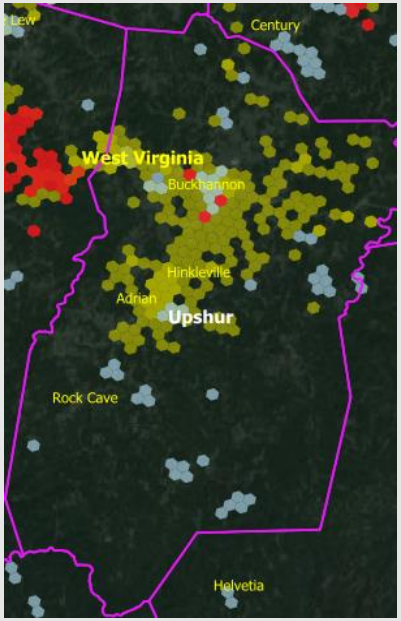


Winncom HEX Mapping Capabilities

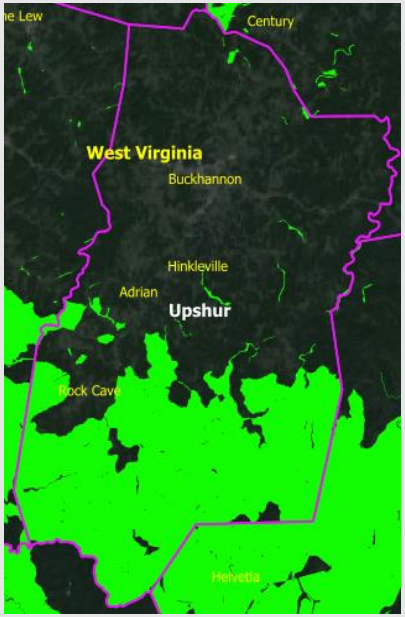
Unserved / Underserved Mapping



Existing Technology: Fiber, CBRS, DSL, Cable

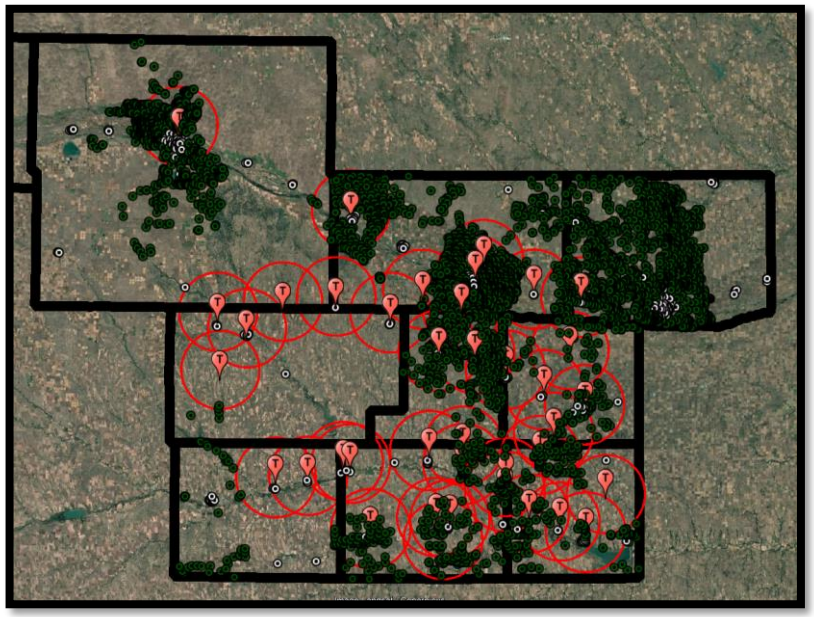


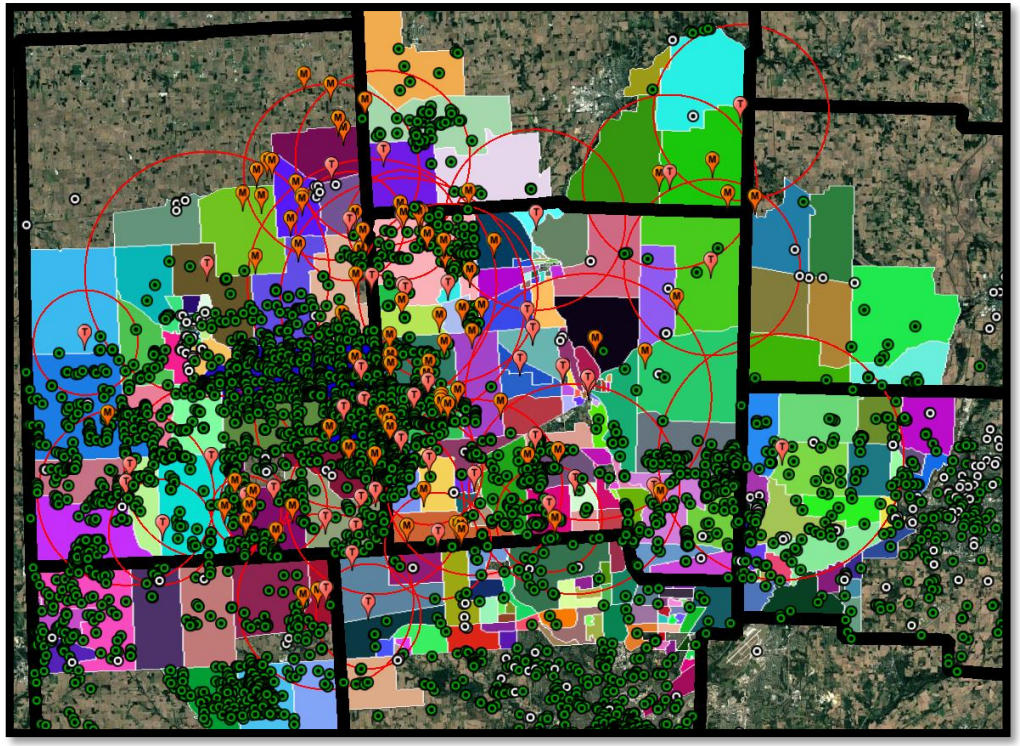
Previous RDOF Funding



Network Planning

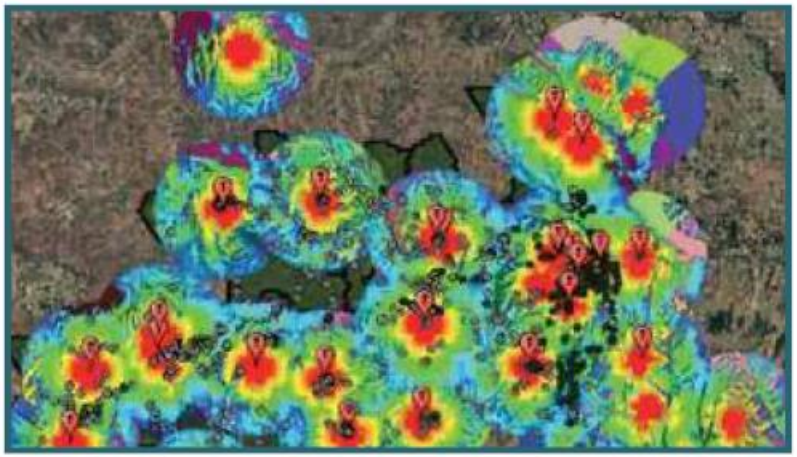
- ☐ Download State-Level GIS Data
  - ☐ County Lines
  - ☐ PAU (Project Area Units)
  - ☐ CAI (Community Anchor Institutions)
  - ☐ BSL (Broadband Service Locations)





Network Planning Continued

2. Network Design Support



Fixed Wireless Access (FWA)

- Customized heat maps and BSL overlays
- Coverage and throughput visuals
- Grant-ready block diagrams

Fiber High-Level Design (HLD)

- AI-driven designs using CommSoft tools
- Aerial and buried route planning
- Includes a 10-year financial pro forma

3. Engineering & Construction Support

- **Pre-Engineering Services:** OSP engineering, detailed LLDs, pole audits, ROW/permitting, PE-stamped drawings
- **Construction Services:** Access to vetted fiber contractors with pass-through quoting options

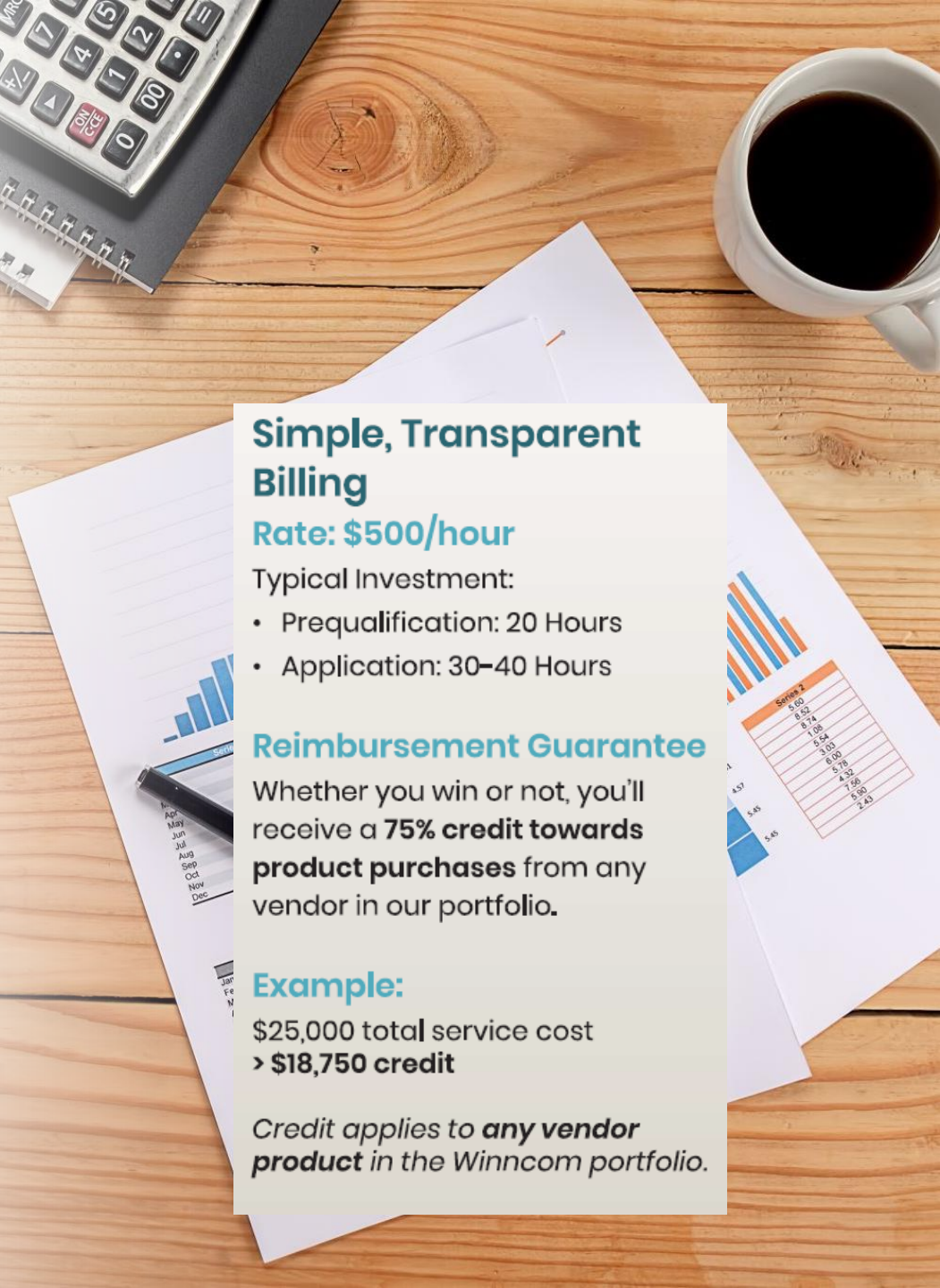
Budget Creation

FIXED WIRELESS ACCESS SOLUTION OVERVIEW		
TAB	**SECTION**	**DESCRIPTION**
FWA Pricing		
FWA Pricing	1	Tarana Base Node / Accessories
FWA Pricing	2	Tarana Remote Nodes / WIFI
FWA Pricing	3	RN Software Upgrades, TCS Access, TAC Support
FWA Pricing	4	Breakout Box
FWA Pricing	5	Power Systems / Battery Backup
FWA Pricing	6	Site Router
FWA Pricing	7	Cabinet Enclosure
FWA Pricing	8	Professional Services
FWA Installation		
FWA Installation	1	FWA Labor, Permitting Costs (BN/RN)
New Towers Installation + Existing Tower Site Management		
Towers + Installation	1	Tower + Labor + Permits
Site Operation Costs	1	4 New Sites + 16 Existing Opportations Cost (5-YR)
Middle Mile Connectivity: mmWave		
E-Band Radio	1	mmWave Radio (TX HI / TX LO)
mmWave Antenna	2	80GHz Direct Connect Antennas
mmWave Ancillaries	3	Power, Cabling, Connectors, Alignment
Middle Mile Connectivity: License Microwave		
2+0 Radio	1	11GHz Dual-Carrier 2+0 Radio
4+0 Transceivers	2	11GHz ODU Transceivers
Software Upgrades	3	Capacity & Feature Keys
Antennas & Accessories	4	Direct Connect Antennas & Installation Accessories
Extended Warranty	5	3-Year Warranty w/ Emergency Replacement
FIXED WIRELESS TOTAL BUDGET		
		Total

FIBER SOLUTION OVERVIEW		
TAB	**SECTION**	**DESCRIPTION**
BEAD FN		
Wave - BEAD - FN	1	Optical Line Terminals (MF Series)
Wave - BEAD - FN	2	XGS PON ONTs
Wave - BEAD - FN	4	Element Management Software (EMS)
Wave - BEAD - FN	5	Cortect Home Controller
Wave - BEAD - FN	6	Maintenance
Wave - BEAD - FN	7	Professional Services
BEAD IP		
Wave - BEAD - IP	1	Core/Peering Router
Wave - BEAD - IP	2	OLT Routers
Wave - BEAD - IP	3	NSP Appliance and License Point
Wave - BEAD - IP	4	Professional Services
Wave - BEAD - IP	5	Maintenance Services
FIBER OPTIC CABLE		
OSP FIBER	1	Direct Burial Cable
OSP FIBER	2	Conduit
OSP FIBER	3	Drop Cables
OSP FIBER	4	Cable Management
OSP FIBER	5	Fiber Accessories
OSP FIBER PRE-ENGINEERING		
Pre-Engineering	1	OSP Fielding
Pre-Engineering	2	Desktop Route Analysis & Planning
Pre-Engineering	3	Low-Level Design (LLD)
Pre-Engineering	4	Right of Way (ROW) & PUE
Pre-Engineering	5	Permitting - Per Foot
Pre-Engineering	6	Splicing Matrix
Pre-Engineering	7	PE Stamped Drawing
FIBER CONSTRUCTION		
Fiber Construction	1	County 1: Burial /Aerial / Splicing / Drop
Fiber Construction	2	County 2: Burial /Aerial / Splicing / Drop
Fiber Construction	3	County 3: Burial /Aerial / Splicing / Drop
Fiber Construction	4	County 4: Burial /Aerial / Splicing / Drop
		Materials / Services Totals
		Total

Grant Writing Assistance

- Pre-qualification & Application Support:
  - Complete narrative development
  - Budgeting & cost analysis
  - Technology overview & performance justification
- Reimbursement Guarantee:
  - 75% credit on future purchases, win or not



Priority Broadband Project - Fiber

- **Product Categories: Nokia**
  - XGS-PON OLT / ONT
  - Core / Peering Routers
  - Professional Services / Maintenance Services
- **Product Categories: LiteLinx**
  - OSP Cables: Aerial / Burial
  - Drop Cables
  - Handholds / Vaults
  - Splice Closures / Trays
  - Fiber Distribution Hubs (FDH)
  - NID Termination Boxes
  - Conduit
  - Testing Equipment / Fusion Splicers
  - Fiber Accessories
- **Product Categories: Pre-Engineering**
  - OSP Fielding
  - Desktop Route Analysis & Planning
  - High-Level Design (HLD)
  - Low-Level Design (LLD)
  - Right of way (ROW)
  - Permitting
  - Splicing Matrix
  - PE Stamp & Review
- **Product Categories: Fiber Contractor**
  - Underground / aerial fiber installation
  - Project Management & Field Supervision
  - Logistics & Material handling
  - Fiber Deployment & Testing

Non-Priority Broadband Project – FWA

- **Product Categories: Middle Mile**
  - License Microwave (6,11,18,23GHz)
    - Single Core / Dual Core Radios
    - Software / Feature Upgrades
    - Direct Connect Antennas
    - Warranties
  - MmWave (80GHz)
    - E-Band Radio
    - Direct Connect Antennas
    - Power, Cabling, Connectors, Alignment
- **Product Categories: Last Mile CBRS**
  - Tarana Base Nodes & Accessories
  - Tarana Remote Nodes
  - TCS Access / TAC Support

- **Product Categories: CBRS Supporting Accessories**
  - Breakout Boxes w/ SPD's
  - Hybrid Fiber Trunk Cables
  - Power Systems / Battery Backups
  - Site Routers
  - Cabinet Enclosures
  - Professional Services

- **Product Categories: Last Mile LMDS**
  - Base Station Hub
  - Terminal Station
  - Power / Connectors
  - Warranties

BEAD Restructuring Policy Notice

June 06, 2025

The Infrastructure Investment and Jobs Act (IIJA) provides funding for robust investment in American infrastructure projects. IIJA established the Broadband Equity, Access, and Deployment (BEAD) Program, which provides $42.45 billion of funding to achieve high-speed broadband access throughout the United States. See Infrastructure Investment and Jobs Act of 2021, Division F, Title I, Section 60101, Public Law 117-58, 135 Stat. 429 (November 15, 2021) (codified at 47 U.S.C. § 1701 et seq.).

The National Telecommunications and Information Administration (NTIA), as the agency responsible for administering the BEAD Program, provides herein guidance for Eligible Entities (States, Territories, and the District of Columbia) to ensure American taxpayers obtain the greatest value for their broadband investment or "Benefit of the Bargain" under the BEAD Program.

This Policy Notice modifies and replaces certain requirements outlined in the BEAD Notice of Funding Opportunity (NOFO). Each Eligible Entity must comply with this Policy Notice to gain approval of its Final Proposal from the Assistant Secretary of Commerce for Communications and Information.

Appendix A: Unlicensed Fixed Wireless Service Requirements

Mitigating Potential Interference:

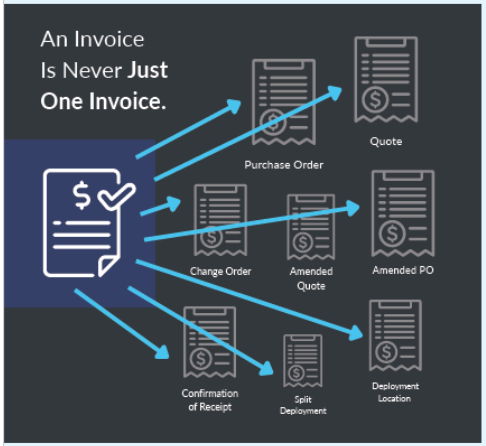
- Beam forming and/or beam nulling antenna arrays at both base station and subscriber radios
- Interference mitigation (in addition to beam forming/nulling) technologies
- Advanced non-line-of-sight capabilities or design considerations
- Reserved base station capacity to account for periods of higher interference
- Conservative link budgets to account for potential interference/congestion losses
- Adherence with network equipment manufacturer best practices or guidance regarding items such as minimum signal strength necessary to meet speed and latency requirements

Post Award Compliancy

Post-Award in BEAD

BEAD Awardees will be required to keep meticulous records tracking all expenses, documenting compliance with program guidelines along with state and federal law, submitting regular reporting, and maintaining those records for audit purposes even past the period of performance.

- Eligible expenditures
- Match fund tracking
- Permitting procedures
- Construction progress
- Milestones reached
- Locations served to date



Post-Award Requires:

- Detailed record-keeping and reporting
- Document standardization to agency-preferred formats
- Invoice preparation and reimbursement claims
- Thorough supporting documentation for all expenses
- Prompt responses to any RFIs (Requests for Information) from administrators
- Ongoing compliance review and management

WIDELITY
Service • Ethics • Commitment

The Consequences of Neglecting Post-Award:

- Reimbursement delays
- Penalties and fines
- Clawback of funds already disbursed
- Stalled cashflow
- Higher scrutiny/more reporting requirements
- Reputational risk
- Losing out on future funding opportunities

An ISP with no post-award plan may have to to **self-fund millions of dollars** in construction costs for months due to delayed reimbursements.

While the June 6 NTIA Policy Notice reduced some reporting requirements, all statutory, technical, and financial standards remain, including BABA, NIST Cybersecurity & SCRM, NEPA, 2 CFR Part 200, & statutory labor laws.

Supply Chain & Logistics

- Support for BABA-compliant or waiver-exempt products
- Streamlined procurement aligned with federal compliance

INTRACOM TELECOM

Manufacturer Notice of BABA waiver for BEAD program

To Whom it may concern

I, Ioannis Tenidis, hereby notify that the following products and/or materials are subject to waiver from the Build America Buy America (BABA) requirements when used for the Broadband Equity Access and Deployment Program (BEAD), in accordance with US Department of Commerce decision, posted on https://www.commerce.gov/oam/build-america-buy-america

DEPARTMENT OF COMMERCE
Limited General Applicability Nonavailability Waiver of the Buy America Domestic Content Procurement Preference as Applied to Recipients of Broadband Equity, Access, and Deployment Program
ACTION: Notice of Final Waiver

Construction Materials and/or Manufactured Products:

Model part numbers /Product identifier	Category of electronic product	Description	HS code	C.O.O.	Name of Manufacturer
UL5GX-H or UGX80-UL5GX-H	Radio	UltraLink-GX80, Fully Outdoor FDD Radio,71-76 GHz / 81-86 GHz, without antenna. H (High) unit.	8517699000	ROMANIA	INTRAROM S.A., (17 Fabrica de Glucoza Str, Bucharest 2, Romania, 020331)
UL5GX-L or UGX80-UL5GX-L	Radio	UltraLink-GX80, Fully Outdoor FDD Radio,71-76 GHz / 81-86 GHz, without antenna. L (Low) unit.	8517699000	ROMANIA	INTRAROM S.A., (17 Fabrica de Glucoza Str, Bucharest 2, Romania, 020331)

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Winncom BEAD Portal

www.winncomus.com/bead/

Winncom Technologies
Premier Global Distribution

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 & a.cernik@winncom.com

Winncom Portal Links

BEAD Portal**: www.winncomus.com/bead/**