A business plan for the proposed network that includes details of the project including a description of any legal challenges that must be addressed prior to or during the project in question, such as local zoning, right of way, and permitting processes, and demonstrates capacity to maintain the network over the long run. The plan should also include a financial analysis for the project, including a description of how project costs and expected revenue will result in financial viability of the project over the expected useful life of the facilities.

The business approach ALLO intends to use for the project will mirror the approach used in our other markets. The business model includes all stages of the project, from design through construction to sales, installation, and ongoing support. ALLO's process often reduces the overall cost of construction by more than 30%.

A Full Service Solution

Design & Feasibility – ALLO will design the network using our playbook, auto-design programs, and available GIS information for the community and existing utilities to provide an optimized plan for ubiquitous fiber coverage in the project area with a specific focus on utilizing the City's current infrastructure.

An integral part of this process includes collaboration with community officials to harvest local knowledge and expertise, including a detailed knowledge of town-owned assets, construction requirements, upcoming capital projects, and permitting processes.

Utilizing this efficient process, the network construction cost will be refined with an estimated build interval. ALLO's proven design and construction management processes will be utilized in order to minimize construction and operational risk as well as reduce overall costs.

ALLO will utilize our "playbook" as the foundation to create the unique design criteria for the area. As unique criteria are understood or known, including utility pole make ready, pole availability, availability of public space for certain structures, etc. additional design iterations will be run using mathematical optimization.

These iterations are combined with inputs from ALLO design, local experts, and ALLO construction experts, resulting in a final proposed comprehensive design passing each entity in the defined area.

All required municipal, city, township, county, and state approvals necessary for this project to begin construction (e.g. area planning commission, railroad crossing entity, etc.) have been identified. The approvals are normal and consistent with ALLO's 21 other communities. ALLO will work with the City and State DOT on ROW permitting, the City on pole permitting/attachments, and the railroads on permitting crossings. ALLO will enter into a local franchise agreement.

Construction Process – The construction process will be managed by ALLO. Quality will be reviewed by the City, ALLO, and others to verify appropriate construction standards, meet budget expectations, and ensure completion timeliness. Contractors and ALLO construction and splicing teams may be used in the process. The construction of a highly dependable network in a cost and time-efficient manner is the initial goal for all involved. Safety is a focus throughout the project.

Connection to ALLO's Service Platform and Network Operations Center – Concurrent with the construction effort to pass all entities, redundant connections to ALLO's service platform and

NOC will be completed. The connections will enable ALLO's Network Operations Center (NOC) and service platform for the City.

Marketing – For our marketing approach, ALLO will use various communication channels to reach customers, including website, direct sales, referrals, newspaper, radio, television, social media, and sponsorships. These marketing channels have been used successfully in our existing Fiber-to-the-Premise (FTTP) communities.

During the construction phase, our marketing strategy includes frequent communication to residents and businesses informing customers of the construction process, our core services, and the value of gigabit service. A combination of door-to-door community engagement representatives, direct mail, and signage is used during this phase.

Service Launch – Approximately 4-6 months after the start of construction, customers located in the initial service areas will be connected to the network. ALLO can provide a full suite of products and services using our existing service model.

Customer Connections – Connections from the easement to the home or building will be powered using a common GPON solution. A homogenous network ensures a cost-efficient design with network dependability and security. ALLO utilizes a Calix GPON solution from central office to Wi-Fi6 router.

Connectivity for large businesses and large governmental entities will be provided with individualized solutions (such as Calix, Adtran, and Cisco), including active Ethernet connections and fully-redundant paths and entrances, when required. The standard network design will accommodate both GPON and active solutions.

Proven Vendor Partners – ALLO works with our current vendor partners for a dependable and cost-efficient network. OFS fiber has been ALLO's preferred choice for several years. ALLO has also utilized OFS' multiple dwelling unit (MDU) installation team. Calix is a preferred vendor partner for ALLO including OLT's, ONT's, and cloud-based support and marketing tools. These vendors will help ensure that the project has low operational risk.

Network Operations

ALLO operates all of our network with the same professionalism by utilizing consistent technology, equipment, processes, and systems. ALLO will provide incremental personnel, systems, etc. to ensure a successfully operated network.

ALLO will utilize our proven products and service model to support customers. With an experienced team of more than 700 customer support personnel, ALLO's solution provides customer service excellence and is extremely scalable. Technicians, customer service representatives, sales engineers, and sales personnel hired and located in the area will be supported by ALLO's 24/7/365 NOC and existing customer service representatives to ensure the network is performing for all customers.

Customers can contact customer service via phone, email, text, social media, or our app and communicate with live representatives located in Nebraska. We pride ourselves on our consistent customer service process which includes very short wait times, minimal transfers, and a goal of issue resolution on the first call.

ALLO's scalable Operations Support Systems and Billing Support Systems, along with other technical and analytical tools, work together to provide the efficient operation of the world-class network.

Network Management

ALLO has proven processes for managing the local network, including evaluating data to verify bandwidth sufficiency, evaluating alarms, monitoring overall performance, and escalating issues.

ALLO maintains sparing protocols, disaster plans and recovery testing, appropriate employee staffing, and other business processes to ensure uninterrupted service. ALLO's network management provides 24/7/365 service and support.

Additionally, ALLO will support in-home or in-building services primarily with future ALLO employees located in the area. The network will be managed and operated using traditional service and support methods, which has been standard at ALLO for more than a decade. ALLO will control upgrades, releases, and other impacts to the overall network.

ALLO maintains the appropriate systems for network deployment and maintenance to operate a 24/7/365 network and support including 99.999% service up-time. The programs utilized are substantial and appropriate for ALLO's network.

Financial Analysis

ALLO has proven financial results. While the markets applied for under this program require financial support, most financial items are consistent even on a unit basis with ALLO's other markets.

In general, costs to construct and connect are considerably higher than in ALLO's existing markets. However, the support in this program mitigates those costs.

Additionally, the proximity of this market to ALLO's other markets provides operational efficiencies as ALLO's service, product, billing, connectivity and more can be provided on an incremental basis. With more than 100,000 lines, ALLO's scale also provides operational efficiencies.

See the financial estimates in **Attachment H**.