

Nebraska Capital Projects Fund

Technical Capability Statement on behalf of Joint Applicant Hartman Telephone Exchanges, Inc./BWTelcom Long Distance, Inc. (BWTelcom) Village of Lebanon Project Attachment E

Experience

Hartman Telephone Exchanges, Inc. has been a service provider operating in rural Southwest Nebraska since 1961. In 2004, the Raile family purchased Hartman Telephone, and the company began operating as Hartman Telephone Exchanges, Inc. (d.b.a. BWTelcom). The Raile family was not new to the telecommunications industry at the time of the acquisition—they possessed several decades worth of knowledge and hands-on experience through ownership and operation of Benkelman Telephone Co., Inc. and Wauneta Telephone Company (d.b.a. BWTelcom). Immediately after acquisition, much-needed network upgrades were implemented to improve service offerings to Hartman customers.

Hartman Telephone began deploying fiber technology to its customers in 2010 and has completed numerous fiber deployment projects since that time. Over the years Hartman has worked with RVW Engineering, as well as reputable contractors, to complete large-scale burials and installs. Hartman Telephone has also finished numerous projects using its own technicians. To-date, Hartman's entire exchange territory is served by fiber-to-the-home, with the exception of the Village of Lebanon.

Current Speed Offerings

Hartman Telephone actively markets and provides speeds of 100Mbps/100Mbps to all locations served by fiber (other speed options are available as well). Usage is unlimited.

Technology/Sustainability/Maintenance

Hartman Telephone will be burying fiber to service the Village of Lebanon. Currently, the Village of Lebanon is served with copper facilities utilizing VDSL technology. The buildout for this project will be completed by a licensed, insured contractor that will be chosen through a bidding process facilitated by RVW Engineering. Upon completion of this project, 5.75 miles of cable will be constructed (3.41 route miles) and 54 homes in the Village of Lebanon will have access to broadband speeds of up to 1 Gig.

The projected useful life of fiber is upwards of 25 years, making it one of the most reliable and sustainable technologies currently available. Hartman Telephone buries all deployed fiber at a minimum of 42" in roads and driveways and 18" in a manicured yard to ensure our investment is well-protected. This deployment method lowers the risk that the fiber is damaged, which

helps curb future maintenance costs and ensures reliability of the services provided for years beyond initial deployment.

Hartman Telephone employs 6 technical staff members—1 CTO, 1 IT Manager, and 4 technicians. These individuals have several years of combined experience in designing, implementing, and maintaining our fiber networks and facilities.

The above-mentioned staff members monitor our fiber networks and facilities at all times through various network management systems and processes to make sure it is operating securely and efficiently. Adequate routes and backups have been put in place to protect against any equipment failures—equipment alarms are monitored and promptly handled so that subscribers do not see interruptions in their services. Hartman Telephone also has a technician on-call at all times to offer service and support to our customers should the need arise outside of normal business hours.