

# **PINPOINT COMMUNICATIONS, INC.\_GOTHENBURG EAST\_ATTACHMENT G\_1**

## **BUSINESS PLAN**

The proposed network is situated to the east of Gothenburg, Nebraska, contiguous to Pinpoint's existing network in the city of Gothenburg.

We do not foresee any legal challenges that must be addressed prior to the project. During the project we will be filing applications for rights of way, railroad crossings, and other permitting activities as needed by fiber route design. We have experience working with all appropriate right-of-way and permitting authorities such as counties, local municipalities, power utility companies, NE Department of Transportation, railroads, federal agencies, etc. We don't anticipate any major legal challenges during the project.

Pinpoint has owned and operated fiber-to-the-home systems for 20 years and in a variety of different market types – urban markets, small communities, and rural areas. We have the technical expertise and staffing to maintain and operate outside plant (both underground and aerial plant), central office and network systems (including NOC) and to provide end-user customer service to the residents of these communities. We perform locating for our fiber plant utilizing combination of in-house labor and USIC outsourced services. We also have standing long-term agreements with number of fiber contractors, equipment vendors and network consultants to assist Pinpoint with FTTH operations as needed. Our long history in managing networks allows us to be efficient in our maintenance of the network while holding it to a high standard of performance.

Pinpoint offers competitive rates for broadband and voice services which will help to drive market penetration in these un- and under-served areas in order to achieve and maintain financial viability. With nearby existing operations, we expect this project should reach financial stability relatively quickly and be sustainable long-term with our focus on customer service and a quality product. This project is adjacent to Pinpoint's existing network and its additional expenses to our current operations are fairly limited. The major incremental cost items will be additional labor for technicians and CSRs, growth of our core network to handle the additional capacity and property tax related to this project's plant additions. Pinpoint has a number of strategic third-party vendor relationships that will help to minimize outside costs such as any required backhaul expense or additional dedicated internet access.

The financial analysis included with this business plan will provide more detail and financial information.