An internet provider that customers *actually love!*

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The Problem

Internet in the US is slow and expensive, with low customer satisfaction levels and few provider options.
Old and outdated telecom infrastructure

Fiber is Great!... Where Available

‘Last Mile’ still a problem

Digital Divide affecting millions

“the prices Americans pay for broadband are still “among the worst in the developed world,”” –2018 FCC International Broadband Data Report
Enter... Fixed Wireless Technology

- Fixed Wireless uses RF Spectrum
- Fiber Caliber Internet Speeds
- Fraction of the cost and time to implement
- Radios / Antennas are very, very low power = WiFi Router
- Line of Sight dependent
Low-cost, Fixed Wireless Equipment

Residential Customer

Hub Home

Hub Equipment
Fiber + Fixed Wireless = Internet Accessibility

- A Powerful Solution:
  - Fiber
  - Qualified Buildings and Rooftops
  - Fixed Wireless Technology

- Challenge
  - Access to available fiber
  - Access to qualified rooftops will enable access to internet for many
  - Internet access is now a ‘Landlord’ problem
Policy Initiatives

- **FCC OTARD Rule**
  - Over-the-air-reception-device Rule
  - Protects consumer right to install dish for TV or Broadband
  - Supported by State of California law as well
  - Limits or eliminates most restrictions

- **Protection from ‘Whom’?**
  - State and Local government rules that prevent access
  - HOA CC&R rules that prevent access
  - Unnecessary rules that prohibit a consumer from having TV or Internet service of choice
Recent Digital Divide Successes

- **Hilltop Manor – San Jose**
  - Retirement community with poor internet and even poorer options
  - Barely 1mbps speeds; not acceptable for streaming
  - With Sail: 300Mbps+ downstream / 200Mbps+ upstream
  - ‘Grandkids now love visiting Grandma’ because of her internet

- **Summerset Mobile Home Park - Alviso**
  - DSL only affordable option; Poor internet
  - Partnered with Gardner Family Health (Rooftop) in Alviso
  - Brought fiber to GFH’s clinic; Installed Fixed Wireless node on Rooftop
  - Summerset MHP now has 200Mbps downstream / 100Mbps upstream

- **Looking for partnerships! Any other Healthcare facilities interested?**