

STARS Broadband Champion Program

Free Enterprise Internet Service for Community Champions

“Be A Broadband Hero”



The reason most underserved and unserved communities don't have broadband is that there are no enterprise-size customers in the service area or target market. The investment costs or business cases for the providers are very hard to justify in low-density, low-income, and/or rural and remote areas.

Many small businesses cannot afford high-speed dedicated Internet access that is superior to shared broadband access which is the most common small business or consumer offering with fluctuation in speeds and reliability challenges. **Dedicated fiber Internet and shared broadband Internet are not the same.** However, broadband is the common term for high-speed-Internet access.

The STARS Broadband Champion program allows any community stakeholder to get dedicated fiber Internet for their organization and use it as a gateway project for getting connectivity to the community. The champion and gateway customer will have 50%-100% of the recurring cost for the circuit offset by a bandwidth shared-use and rental agreement. They will also have recurring income by sharing the revenues generated by the platform and program. (See the LOI template on the following page for details.)

Best Candidates

- Commercial customers needing superior dedicated fiber access from a major carrier
- Industrial operations in rural or remote areas with automated and connected equipment
- Rural Economic and/or Community Development Corporations (EDC/CDC)
- Intermittent or occasional high-density/high-traffic sites such as civil centers, farmers' markets, etc.
- Nonprofits in need of technology and/or new revenue streams

Unique Value Propositions

- Potentially no installation or upfront costs with only a 24-month contract for the circuit
- Technology expense savings with non-intrusive, non-integrating resource and revenue sharing
- Community-wide benefits to all stakeholders and community members
- Community development with local employment and entrepreneurial opportunities
- Improve public relations and community goodwill

Next Steps

- Request a free preliminary assessment for the potential champion, the First Steps (Firm Quote, Business Case Review, Technical Review, and Firm Order), or more information:
 - o Assessments, Questions, or First Steps contact:
 - Ed Hudson, Solution Development
 - edhudson@atg4u.com, 205-601-4576

Consulting fees are contingent on acceptance of the firm quote and order for the circuit.

Circuit Sharing and Revenue Sharing Agreement Letter of Intent Template



Letter of Intent Purpose

This Letter of Intent (LOI) is the next step in a contingent consulting engagement. The LOI is to inform and direct the development of circuit and revenue sharing agreements for services that were provided by Advanced Technology Group LLC for the procurement or provisioning of enterprise-class dedicated Internet access. (Commonly referred to as broadband.)

Parties: Advanced Technology Group LLC and [Client Name]

Advanced Technology Group LLC (ATG), an Alabama corporation, is the sole source provider of the STARS (Shared Technology and Resources Solutions) Services Delivery Platform and Program. The proprietary methodology facilitates an enterprise-class information and communication technology (ICT) solutions for financially-challenging and/or hard-to-serve areas and clients at minimum costs and with sustainability to attract private and public investment and support of the project.

[Client Name] is the owner of the circuit or service and located in [location] provided by [provider]. The owner desires to use ATG's platform and program to passively share the bandwidth of the circuit for commercial and community reasons.

Terms of Agreement

The term of the circuit sharing agreement will be 50%-100% offsetting rent for surplus bandwidth and/or non-intrusive sharing of full bandwidth. ATG will provide technical support for ordering, delivery, and integration of the circuit at the quoted contingent fees.

The terms of the revenue sharing agreement will be the lesser of 5% or net revenues or the rounded monthly cost of circuit to the client or its designee. Monthly gross revenues at full ramp are projected to be at least [preliminary projection amount \$\$] and revenue sharing is calculated on a minimum of 25% of gross revenues.

Target Community or Coverage Area

The host community and surrounding areas will benefit from the client's sharing the bandwidth for public good to commercial and private stakeholders. The program will incrementally increase both the bandwidth and coverage areas to avoid performance or contention issues for the client or the community. Additional new circuits will also be added at the expense of the program and will be owned by the program but will be included in revenue sharing.

Research indicates there is a sufficient base of community stakeholders to attain the financial projections and meet performance goals. Any financial shortfalls or performance issues will be the responsibility of the program.

Other Elements and Parameters

- The client will have no responsibility for unforeseen or unquote costs or other financial liabilities.
- ATG will have no responsibility for undisclosed information by any party except as a direct result from actions by ATG and/or its contracted partners.
- The Program will invest in needed upgrades, maintain the platform, be accountable for billing, customer service, and all regulatory compliance responsibilities.