



A Service Provider's View of Municipal Partnerships

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Ting

About Ting

- A division of **Tucows** (Nasdaq: TCX)
- Established 2012
- ~150,000 active mobile devices
- Now branching out into FTTH services
 - Ting Internet: <http://ting.com/internet>



CUSTOMER SERVICE

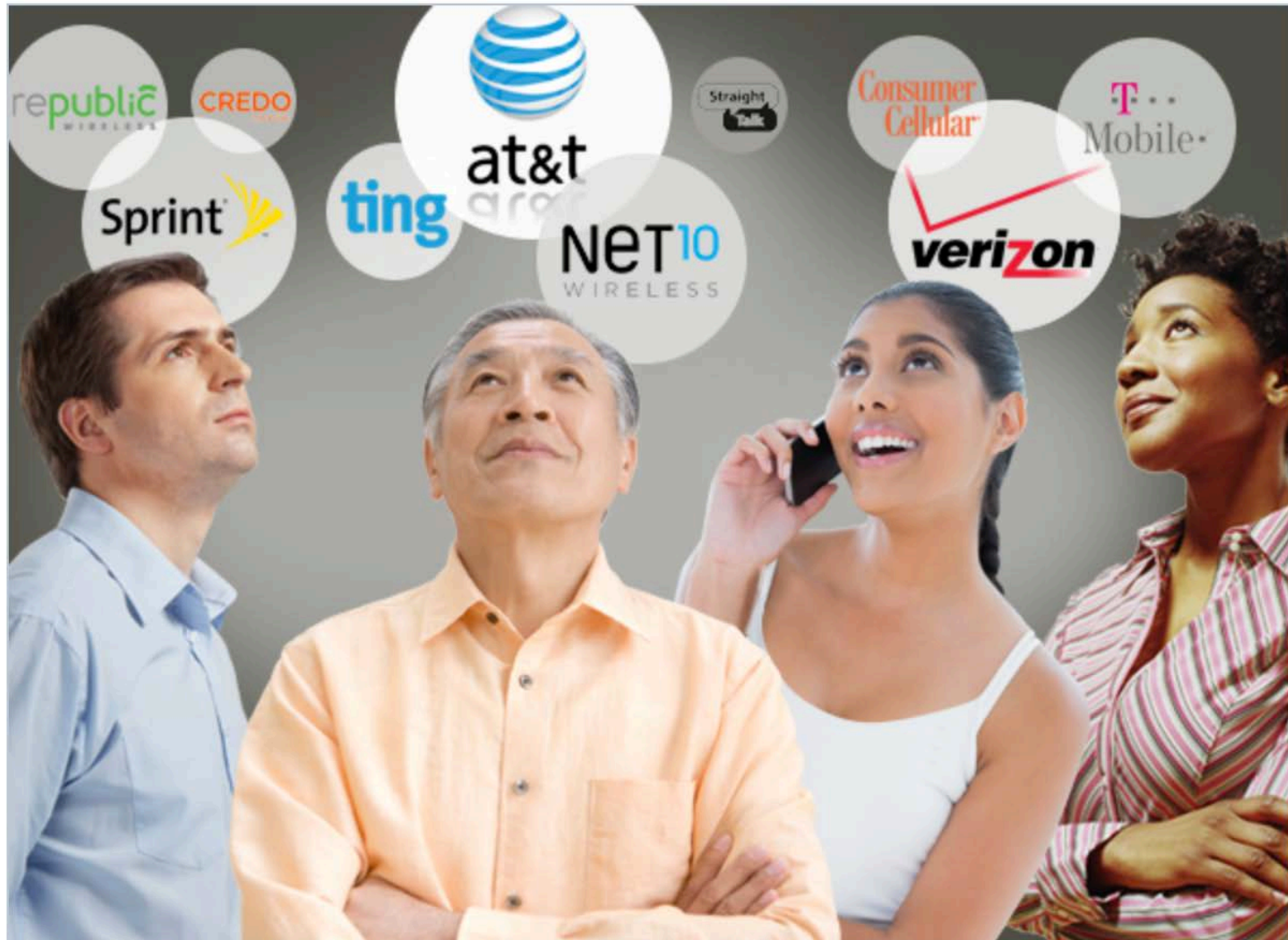


**HOW CAN I "HELP"
YOU?**

Small carriers outrank the big ones in Consumer Reports' latest cell phone service survey

AT&T? Verizon? Ting? Consumer Cellular? Our annual reader poll finds the best—and worst—cell phone carriers.

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We're already getting started.

Follow along as we break ground to bring Ting gigabit fiber access to homes and businesses in Ting communities across the country. If you live in [Charlottesville, VA](#) or [Westminster, MD](#), your wait is over!



Charlottesville, VA

Charlottesville is home to the University of Virginia, which itself has a long history of helping shape generations of thinkers and leaders. Ting Internet, with Blue Ridge InternetWorks, is excited to help in the quest to power the next generation.

[Sign up for updates](#)



Westminster, MD

Many Westminster residents commute to metropolitan Baltimore, MD and Washington, DC each day. Ting Fiber will power the town's local businesses, the next generation of ideas and the blistering fast access to make telecommuting to work ... work.

[Sign up for updates](#)

What Makes A Municipality Attractive?

- Everything Joanne Hovis says
 - <http://googlefiberblog.blogspot.ca/2014/02/how-communities-can-facilitate-fiber.html>
- Relatively underserved by competitors
- Predictable roles re: build, installation and equipment
- Realistic view of business landscape and challenges

Additional Key Questions

- **What is the lead time?**
 - It's never too early to talk to providers
- **What's the up-front investment?**
 - Establishing a presence is costly
- **When might we recoup the investment?**
 - Looking for realistic answers
- **What is the risk arrangement?**
 - An ideal arrangement **shares** in it

Technology and Product Considerations

Internet

Backhaul/
Network providers

Network
Core

Routers
Switches
Power/UPS
Security

Distribution

Field equipment
Splicing
OLTs

Premises

ONTs
Battery backup
Internal/external
CPE

Customer

Website
Billing
Installation
FAQ
Contracts

Westminster, MD

- Population: 18,590 (2010)
- Unique public-private partnership
 - Ting: network operator, service provider on open network
- City building to outside premises
 - Network operator responsible for rest
- Shared risk and reward



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Thank you!

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<http://www.ting.com/internet>