## WestNGN RFN

## Frequently Asked Questions (FAQ)

Q: Do you happen to have the service addresses where we would deliver? What would be the business name that would be on the potential bill for this inquiry?

A: West NGN is looking for strategic partner(s) to focus on widespread retail broadband. While WestNGN's goal is ultimately gigabit service and fiber-to-the-home infrastructure, we recognize there are challenging market conditions to make this a reality in our region. In order to take a realistic and incremental approach toward this goal, WestNGN has evaluated a wide range of deployment, governance, and operational models for Next Generation Networks. Given current state law limiting municipalities' ability to provide direct services and the vitality of the private sector, the WestNGN Steering Committee is proposing a public/private partnership.

Accordingly, WestNGN's Municipal Members are taking action to make investment by service providers more attractive by (a) reducing the cost of providing services, (b) streamlining bureaucratic requirements, (c) offering access to public resources where possible, and (d) offering help in promoting broadband adoption. The partnership can lead to the purchase of new broadband services and applications by the municipalities such as Smart Cities services.

We intend to find a partner or partners with whom the six communities can attain their identified priorities, build capability for future growth, maximize the strength and creativity of the private sector and be cost efficient with public funds.

Q: Does the internet service provider have to be able to serve all areas mentioned or is there an opportunity for multiple providers to serve different areas? For example, one might service Waynesville, while a different one services Hendersonville.

A: Proposals for specific sub-projects will be considered.

Q: If a respondent proposes a cost-effective solution substantially less expensive than fiber that delivers similar speeds will it be considered?

A: All cost effective solutions that meet the goals outlined within the RFN will be considered.

Q: Is there a budget for the project?

A: No

Q: Is the organizer will to look at newly established ISP platforms that surpass the norm of current ISPs?

A: Yes

Q: Is there going to be any credit, and or consideration given to solutions encompassing NG-911?

A: No

Q: What if the solution encompasses a platform and solution that is able to inter-operate seamlessly with AT&T FirstNet network?

A: All cost effective solutions that meet the goals outlined within the RFN will be considered. New last mile providers are encouraged to work with existing middle mile providers.

Q: Does the organization seek to have Wi-Fi everywhere in these areas delivering a full coverage area to seamlessly deliver high bandwidth broadband much like a mobile network?

A: All cost effective solutions that meet the goals outlined within the RFN will be considered. The plan for continued evolution to higher speeds AND more capacity is a very important part of the evaluation.

Q: Would the organization consider a solution that delivers high bandwidth everywhere and use revenues from this network to buildout the fiber network over a specified period?

A: All cost effective solutions that meet the goals outlined within the RFN will be considered.

Q: Is there any consideration being given to provide tax credits to company/ies selected?

A: Tax credits have not been considered, but if such programs become available for individual municipalities, consideration would be given at that time.

Q: Will the project entertain companies who have a partial interest in some of the areas outlined in the project?

A: Proposals for specific sub-projects will be considered.