



Thought-Starters for Municipalities Considering Broadband Projects

New vs. Existing Infrastructure

- What are the existing fiber routes and network access points in your town? How many businesses and residents could they serve?
- Does the existing network have capacity to support additional subscribers and additional bandwidth?
- Does the ILEC already have broadband expansion plans in your area?

Speed vs. Access

- What is more important – speed or access?
- Do you want to provide lightning-fast speeds for a few or access for many?
- Are you trying to attract a few businesses to Main Street or provide new access to many businesses and residents across a broader area?

Bandwidth Needs Assessment

- What speeds are essential for your community? 1 Gig may be desirable for enterprise-level customers, but is it truly necessary for residents? Why pay for more than you need?
- Do you need symmetrical bandwidth for certain business users or applications?
- Can some or all of your needs be met with advanced copper technologies?

Types of Customers Served

- Does your plan need to address residents, as well as businesses? If so, will your ability to serve residents depend on how many businesses get connected?

One-Time Costs and End-User Pricing

- Are there federal subsidies available to the town or residents as part of a broadband expansion?
- Is there demonstrated community support? Could you gather commitments to purchase service prior to build-out to harden your business case?
- What creative pricing/plans for end users could subsidize the expansion together with the town? Would end-users in hard-to-reach locations be willing to pay a premium for faster speeds? Would end users be willing to commit to longer terms? Could you charge a one-time, up-front fee to lower monthly pricing options or would you rather avoid a non-recurring charge in favor of a slightly higher monthly price?

Maintenance and Customer Support

- Do we have the resources – financial and manpower - to maintain and upgrade a network long term? How will we handle customer service issues?

Explore the possibilities with FairPoint.

Contact Elizabeth McCarthy, Senior Account Manager, Government and Education, at 207.797.1269 or send an email to fiber4towns@fairpoint.com to discuss your plans, or to set up a broadband technology evaluation for your town.