The background features a dark purple gradient with a central graphic of several hands in various shades of purple and black. The hands are arranged in a circular pattern, with some holding tools like a wrench, a screwdriver, and a pencil. The overall theme suggests collaboration, craftsmanship, and support.

Crocker Communications Proposal For MBI Flexible Grant Program

DEPENDABILITY

INTEGRITY

INGENUITY



crocker
communications

FAMILY

SPIRITED FUN

PERSEVERANCE

Flexible Grant Program Overview

- FGP aimed at Towns with no clear Broadband path forward
- FGP aimed at Towns with limited or no borrowing capacity
- FGP Allows Towns to receive grant allocation without requirement For 96% coverage
- FGP seeks to foster partnerships between Towns and Interested Private sector companies

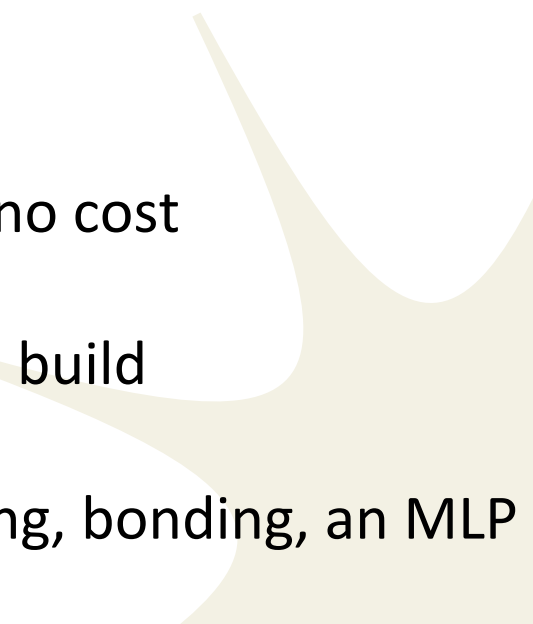


*It's how we're
wired.*

Crocker's FGP Approach

- Design and Engineering establishes coverage percentage
- Pre-subscription establishes target neighborhoods
- D&E and Make Ready is covered with Grant funds
- Remaining Grant funds used to build out distribution fiber to as much of the town as possible
- Subscriber pays for driveway fiber – flexible financing offered
- Crocker provides Core electronics; Subscriber buys or leases ONT
- Crocker seeks supplemental funding: Town, CAF II, State, etc.

Town Responsibility

- Start now! Request MBI Approval of Crocker FGP Approach
 - Approve Crocker FGP Plan Via Selectboard Vote
 - Allocate Town Hall or Public Safety building Space for POP
 - Provide Generator Power back-up for POP
 - Facilitate Police Road Details, if needed, at no cost
 - Facilitate any Rights-of-Way needed for the build
 - The Town has no responsibility for borrowing, bonding, an MLP or any other operational cost
- 

Crocker Company Overview

- **Crocker Communications Established in 1963**
- **Largest Regional ISP, Established 1994; Certified CLEC since 2000**
- **Earliest MBI 123 Adaptor with over 300 Lit CAI's**
- **Most Robust, Fault Tolerant MBI 123 SP Network**
- **State of the Art, Recently Refreshed Network Technology**
- **Fiber-to-the-Home ISP Pioneer in Leverett**

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wired.*

Crocker Hilltown ISP History

- Crocker Dial Up starts in 1994, DSL in 1998. Both continue to be supported today.
- Crocker First ISP in Leverett. 75% Take rate 6 Months before Go-live. 95% Customer satisfaction.
- Crocker's role in Mt Washington: Network Operator And ISP. Network goes live on November 3 without a hitch. The Town offers enthusiastic reference.
- Crocker's Core Strengths and Experience: Residential Help Desk Support, Advice on Inside Wiring, Number Porting, E-911, Key Content Site Peering (Netflix, Amazon, Google, Apple, etc.), Network Optimization.



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*It's how we're
wired.*