



May 5, 2014

Mr. Phillip Lindley
State of Maine, ConnectME Authority
3rd Floor Cross State Office Building
78 Statehouse Station
Augusta, Maine 04333-0078

Dear Mr. Lindley,

In reference to the April 7th, 2014 announcement of the 'ConnectME Ninth Grant Round', we are respectfully submitting our 'Pre-application' letter as requested.

Phoenix Wireless is a Maine based LLC funded by a Maine based private investment group committed to bringing wireless broadband services to both unserved and underserved markets. This commitment will require a significant amount of capital for not only the network infrastructure but the erection of new towers throughout the state. Phoenix Wireless has developed strategic business alliances with several national operators to support their respective subscribers that travel to Maine so they may utilize their 4G LTE devices as they would in their home markets. An immediate benefit from the partnership with the national operators is to offer fixed wireless services from the same network. With the ability to subsidize the fixed wireless network with the revenues from the national operators Phoenix is uniquely positioned to service both Maine constituents and those subscribers traveling to Maine. Subsequently, the operating results are more predictable, allowing Phoenix to bring necessary advanced broadband services to unserved and underserved Maine markets.

The networks that Phoenix Wireless will deploy are standards based LTE technology that will offer download speeds that will exceed 10MBps. Furthermore, since the Phoenix networks will utilize FCC licenses, it will allow for higher transmission power, maximizing coverage cost effectively offering broadband to the greatest amount of residents, business and institutions. Phoenix plans on a multi phased, multi market deployment throughout Maine. Initially, Phoenix is focused on deploying LTE in the unserved and underserved markets of Southeastern Hancock County and Southern, Central and Eastern Washington County. Although there may be some existing broadband services, based on all available data and the objective of providing a minimum of 10Mbps throughout Maine, these markets do not appear to have adequate equivalent services.

As a Maine-based company employing Maine residents, we are looking for funding assistance to offset the high-cost of deploying sophisticated cellular networks over low population density markets. The Grant money received will allow Phoenix to extend its service offering to more markets throughout Maine.

Phoenix intends on 'partnering' with existing community service providers that are currently offering unlicensed based services. We plan on offering the Phoenix fixed broadband services for resale through these 'market partners' throughout the state and have several interested parties to-date. In 'non-



partner markets' Phoenix will offer its services directly to unserved and underserved residences and businesses. These market partnerships will assist us in more effectively reaching the end-user while preserving the local operator's viability, which further strengthens the Maine economic environment. Additionally, we have a 'Buy Maine First' supply chain philosophy as we have already begun working with existing operators such as Oxford Networks and Maine FiberCO to better leverage their respective products and services.

In closing, we strongly recommend that your grant application process not only weigh new and enhanced broadband coverage for the residents of Maine but take into account broadband services that support Maine visitors who expect a minimum level of broadband service without having to acquire new devices to consume new Broadband services. The result will be more economically viable for the State, its residents, businesses and Maine operators. To do otherwise will perpetuate single-purpose networks with limited value that waste the valuable resources of ConnectME and the Maine taxpayer.

We look forward to participating in ConnectME in support of enhancing the quality of broadband services throughout the state. We look forward to working with existing members to minimize overlap and discover mutual opportunities.

Sincerely,

A handwritten signature in blue ink, appearing to read "R. Parsloe", is written over the typed name.

Robert J Parsloe

President and CEO