

Go the Extra Mile for the Connect America Fund

We would like to have the opportunity to show you how to use your CAF funding to provide broadband service to areas with as few as seven subscribers per square mile.

Recently a number of rural telephone companies have challenged the adequacy of the CAF \$775.00 subsidy to cover the cost of DSLAM deployment in remote areas. Their cost analysis included DSLAMs and pair bonding as an augmenting technology but noticeable by its absence was any mention of less costly, more easily deployed ADSL2+ Loop Extenders.

ADSL Loop Extenders are already used extensively in rural telephone companies to reach otherwise unreachable customers. An ADSL Loop extender is deployed half way between the DSLAM and the subscriber. Once installed, it amplifies the ADSL signal and increases its reach by 40%. The installation procedure is very simple and requires only a few extra minutes during the installation to stop by a random pedestal and insert the product into the loop. They are simple to install and cost less than \$300 (installed) per subscriber.

ADSL Loop Extenders double or even triple a DSLAM serving area at minimal additional cost thus increasing the number of subscribers within reach of your investment. The chart below plots the cost per subscriber per square mile for normal DSLAM deployments vs. DSLAMs augmented with Loop Extenders. By increasing the subscriber count per DSLAM, an ADSL Loop Extender improves the economics

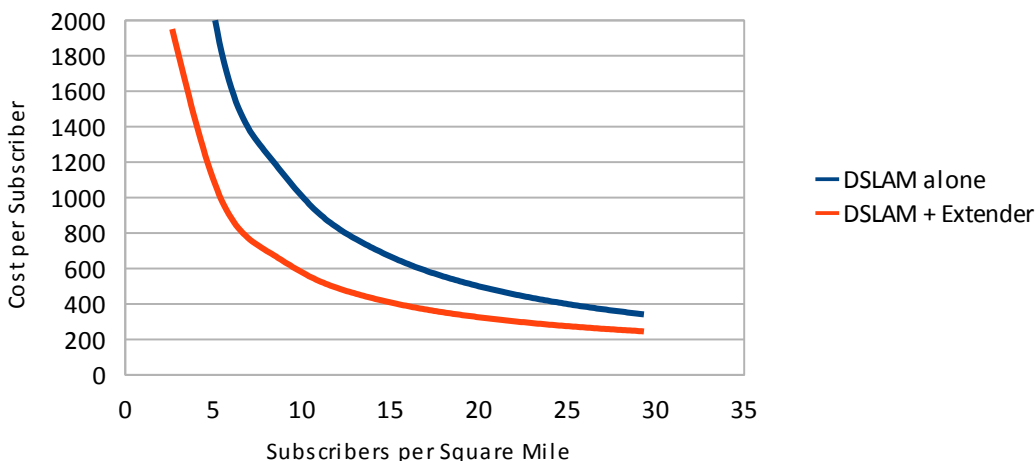
and makes it possible to provide the CAF required speeds with as few as 7 subscribers per square mile. This can make it possible to pursue CAF funded expansions in very remote places.

Market savvy managers in rural telephone companies already acknowledge and deploy ADSL2+ loop extenders to provide broadband services to their "outer reach areas" on a special case basis. Often "under the radar" technicians have taken the initiative installing loop extenders to bring stranded subscribers onto the broadband highway. In other companies, this is an integral part of their ADSL deployment strategy. This technology is widely accepted and embraced in the field and its deployment is only inhibited by the corporate bias toward pure DSLAM deployment. We feel this bias is not based on any engineering economic analysis, but on a false belief that DSLAMs get more bang for the buck.

ADSL loop extenders don't compete with DSLAMs, but are an augmenting technology allowing you to spread your DSLAM investment across more subscribers and payback the investment sooner. Telcos that include this technology as a core part of their deployment plans will be in a much better position to profit from the CAF subsidy.

If you would like to know more about this technology, please check our web site at www.widearea.us. Please Join us any Friday for a webinar.

Cost by Subscriber Density



The DSLAM + Extender line assumes you have doubled your serving area and the number of subscribers that you can reach from the DSLAM. Half the subscribers are reached by loop extenders doubling the fill rate on the DSLAM with a moderate impact on the overall project cost.