

MIDDLE-MILE CONSTRUCTION CONTRACT AWARDED



New Hampshire Optical Systems

Network New Hampshire Now (NNHN) has awarded Nashua, N.H.-based New Hampshire Optical Systems (NHOS) a sub-award contract to construct a

middle-mile fiber-optic network, the first phase of an effort to bring affordable broadband access to the state's under-served citizens, schools and businesses.

New Hampshire Optical Systems was chosen from among five N.H.-based finalists following an intensive, five month bidding and evaluation process.

"It was a highly competitive process with tough federal grant requirements. NHOS met or exceeded all the NTIA requirements soundly, while also submitting the lowest cost bid," said Scott Valcourt, who leads New Hampshire's BTOP grant for NNHN. "We believe NHOS will be a strong partner who will complete the project on time and on budget."

A for-profit fiber communications firm, NHOS has a strong track record in engineering, management, construction and maintenance of fiber optic networks across NH and the northeastern U.S.

"We are proud to be part of the effort to expand broadband throughout the state and the country," said Dave Reusch, general manager of New Hampshire Optical Systems. "We believe NHOS is uniquely qualified to develop and manage the middle-mile network."

The middle-mile build out is the largest piece of a three-phase project primarily funded by a federal grant awarded to NNHN by the National Telecommunications and Information Administration (NTIA) *Broadband Technology Opportunities Program* (BTOP). Other phases will include a wireless point-to-point public safety network, connectivity to expand New Hampshire's Intelligent Transportation System (ITS), and last-mile "fiber to the home" in two communities.

NHOS is investing a large amount of its own capital into the project and also plans to establish an apprenticeship program to aid students across the state to gain high-tech training and career development in advanced networking technologies.

MIDDLE-MILE: WHAT IT MEANS TO YOU



In simplest terms, the "middle-mile" network links a network operator's core network to a local network – much like Interstate 93 is a connection point for the local network of roads in a particular city or town. Building new sections of

fiber optic "Interstate" through underserved areas puts dramatically faster Internet service within reach of more businesses, schools, government facilities and households.

When complete, the middle-mile network will, among other benefits, provide a platform for economic development in NH communities. But to deliver those benefits, the middle-mile needs to connect with end users. This is where another feature of the NNHN middle-mile network will come into play – open access.

Once built, New Hampshire Optical Systems (NHOS) will take ownership of the new fiber optic middle-mile network. In addition to managing and maintaining the physical network, NHOS will also sell wholesale connectivity to the network.

As mandated by the grant requirements, this wholesale connectivity will be open to any organization that wants to provide Internet services to end-users, including homes, schools, healthcare facilities, businesses and other enterprises.

For you, this will likely mean a choice in providers offering high speed Internet access and the affordability of services typically found in a competitive market.

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