December 16, 2008

Massachusetts Broadband Institute
C/o Massachusetts Technology Collaborative
75 North Drive
Westborough, MA 01581

RE: The Massachusetts Broadband Institute's "Call For Solutions" Request For Information

Nortel is pleased to submit the accompanying proposal in response to the MBI's request for information. Our intent with this response is demonstrate to the MBI that Nortel is well positioned to provide sustainable solutions to meet your future needs by leveraging a partnership with a mutually acceptable Service Provider.

With this proposal and follow-on discussions, Nortel hopes to demonstrate its commitment to the MBI's priority to assess and improve conditions in the commonwealth's communities that have no broadband access.

We appreciate the opportunity you've extended us and your willingness to consider Nortel as a vendor partner. We want to assure the MBI of Nortel's desire to assist in the successful implementation of this important project. If you need further assistance, please don't hesitate to call me at my office or on my mobile. Those numbers are 978-288-7004 and 508-259-9080, respectively. I can also be reached via email at adee@nortel.com .

We look forward to speaking with you again, soon.

Best regards,

John H. Adee Jr.

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