Solution Cover Sheet

Name of Respondent Organization			
Nortel			
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Telephone 978-288-7004	Fax 978-288-7508	Respondent Web Address www.Nortel.com	
Name of Primary Contact (Individual) John Adee			
Primary Contact Title Regional Manager, Northeast Sales	Contact e-mail address adee@nortel.com	Direct Telephone # 978-288-7004	

Which of the following best describes the respondent: (You must select at least one)

- ☐ Broadband Service Provider
- ☐ Government Organization
- ☒ Equipment Manufacturer
- ☐ Non-profit Organization
- ☒ Equipment Vendor
- ☐ Owner of Physical Assets (please specify Asset:_____)
- ☐ Network or Systems
- ☐ Interested Individual
- ☐ Investor/Venture Capital
- ☐ Consultant
- ☐ Advocacy Group
- ☐ Other (please specify Other:_____)

Brief Description of Organization
(please outline previous experience with broadband deployment and/or provision of broadband services)

Nortel has shaped the evolution of communications for more than a century. With customers in more than 150 countries, Nortel solutions power the globe's top 25 service provider networks, serve as the foundations of world economies and financial centers, and drive communications that enrich rural and underdeveloped regions across the globe. From design, installation and launch of new networks, to the upgrade, support and management of existing systems, Nortel's portfolio of solutions is one of the most comprehensive in the industry. Customers around the world trust their communications to Nortel because of our experienced team, our focus on **Business Made Simple**, and our ability to reduce the complexity of communications for our customers.

Nortel continues to demonstrate its leadership in WiMAX, by combining leading-edge technology with the highest quality of applications and services to create the right end-to-end solution for any operator. FairPoint's Fixed WiMAX deployment is the largest announced to date in the US and is being deployed in Q4 2008. The company's fixed WiMAX network will save costs by using a cost-effective spectrum for transmitting its wireless services, eliminating the need to purchase or lease specially licensed spectrum for its network. The WiMAX network will provide subscribers, some of whom live in rural areas and have never before been served by broadband, with the speedy connectivity needed for bandwidth-intense applications like VoIP, streaming video and online gaming. Therefore, Nortel helps to bridge the 'Digital Divide' for these rural areas in Northern New England, which are currently underserved or served by dial up only.

List of anticipated partner organizations

At this time, we do not have a list of anticipated partner organizations to document with this response. However, if we are fortunate enough to be considered as a viable solution provider for the MBI based upon this response, Nortel will work closely with the MBI to select and work with the most qualified Service Provider(s) to respond to the next round of solicitation by the MBI.