

Attachment A

RESPONSE FORM AND INSTRUCTIONS

In order for your response to be reviewed and considered, the "Solution" must contain, at minimum, the following:

- Completed Cover Sheet (all questions answered)
- "Solution" Articulation

Delivery Requirements:

Please submit:

- 2 Printed copies or on CD to:

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

AND

- 1 Electronic version
 - o emailed to broadband@masstech.org

By:

December 19, 2008

REMINDER:

Any information or materials submitted to MTC in response to this Call for Solutions will be made publicly available through the MTC website (www.masstech.org).

Solution Cover Sheet

Name of Respondent Organization Southern Berkshire Technology Committee					
Mailing Address P.O. Box 368 171 Egremont Plain Road	City/Town So. Egremont	State MA	Zip Code 01258		
Telephone 413-394-0298	Fax 412-243-8216	Respondent Web Address http://southberkshiretech.org/			
Name of Primary Contact (Individual) Charles B. Flynn					
Primary Contact Title Chairman	Contact e-mail address cbflynn@lee.k12.ma.us	Direct Telephone # 413-394-0298			
Which of the following best describes the respondent: (You must select at least one)					
<table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> Broadband Service Provider <input checked="" type="checkbox"/> Government Organization <input type="checkbox"/> Equipment Manufacturer <input type="checkbox"/> Non-profit Organization <input type="checkbox"/> Equipment Vendor <input type="checkbox"/> Owner of Physical Assets (please specify Asset: _____ _____) </td> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> Network or Systems Integrator <input type="checkbox"/> Interested Individual <input type="checkbox"/> Investor/Venture Capital <input type="checkbox"/> Consultant <input type="checkbox"/> Advocacy Group <input checked="" type="checkbox"/> Other (please specify Other: <u>Regional Government</u> <u>sponsored advocacy committee.</u>) </td> </tr> </table>				<input type="checkbox"/> Broadband Service Provider <input checked="" type="checkbox"/> Government Organization <input type="checkbox"/> Equipment Manufacturer <input type="checkbox"/> Non-profit Organization <input type="checkbox"/> Equipment Vendor <input type="checkbox"/> Owner of Physical Assets (please specify Asset: _____ _____)	<input type="checkbox"/> Network or Systems Integrator <input type="checkbox"/> Interested Individual <input type="checkbox"/> Investor/Venture Capital <input type="checkbox"/> Consultant <input type="checkbox"/> Advocacy Group <input checked="" type="checkbox"/> Other (please specify Other: <u>Regional Government</u> <u>sponsored advocacy committee.</u>)
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Brief Description of Organization (please outline previous experience with broadband deployment and/or provision of broadband services)					
<p>The Southern Berkshire Technology Committee is a community-led initiative in which residents, with the official endorsement of the town Select Boards, have joined forces to work toward a common goal: To expedite the expansion of modern broadband infrastructure and services to the rural communities of our region, as soon as possible. Reliable broadband access is an absolute requirement for the viability of economic development, education, communications, health and safety, and quality of life in our towns. Delivering that service is the contemporary equivalent of the rural electrification and telephone initiatives of the past. We pledge to mobilize support for the officials and organizations that join with us in this effort. We also pledge to do all we can to expedite our towns' processes with regard to permitting, zoning, and any other necessary approvals. The Southern Berkshire Technology Committee is comprised of representatives of the broadband committees that were formed in towns across our region to address the discrimination against rural communities with regard to high-speed Internet access.</p>					
List of anticipated partner organizations Towns currently represented include Great Barrington, Alford, Egremont, Monterey, Mt. Washington, New Marlborough, Otis, Sandisfield, Sheffield, Tyringham, and Becket. The members of our Committee represent a cross-section of our communities: technology experts, professionals, students, small business owners, working people, parents, educators, Chamber of Commerce representatives, seniors, and concerned citizens.					



Southern Berkshire Technology Committee

**P.O. Box 368
171 Egremont Plain Road
So. Egremont, MA 01258**

CALL FOR SOLUTIONS - Response

The Southern Berkshire Technology Committee, which was created to represent the region of Southern Berkshire County that includes the towns of Mt. Washington, Alford, Egremont, Sheffield, New Marlborough, Sandisfield, Otis, Becket, Great Barrington, Tyringham, and Monterey, is honored to offer this response to the MBI's call for solutions.

Whereas your questionnaire is primarily designed for potential suppliers of broadband services under the terms of the enabling legislation, the SBTC – as a citizen's group - represents the *demand* side. Thus, our reply addresses the kinds of services and customer usage we envision will be essential to the transformation of our citizens into full and active participants in the 21st century information economy. With this in mind, the SBTC has identified a level of expectation for broadband in our region that is defined both by the bandwidth demands *and* the variety of products and services available to the residents of our towns, to local governments and first responders, and to current business owners as well as the entrepreneurs we hope to attract through business development initiatives. These products, services and types of use include:

- ULTRA-HIGH-SPEED DATA DOWNLOADING/UPLOADING
- INTERNET TELEPHONY
- SIGNIFICANTLY ENHANCED PRODUCTIVITY FOR EXISTING BUSINESSES IN OUR REGION AND FOR SECOND HOME OWNERS DESIRING THE ABILITY TO WORK FROM THE BERKSHIRES AS THEIR PRIMARY RESIDENCE
- OPPORTUNITIES FOR BANDWIDTH-INTENSIVE BUSINESSES TO LOCATE IN THE SOUTHERN BERKSHIRES, INCLUDING:
 - TECHNOLOGY COMPANIES
 - CREATIVE ECONOMY COMPANIES
 - TELEMEDICINE
- EDUCATION & ADULT DISTANCE LEARNING.
- ONLINE WORKER TRAINING.
- E-GOVERNMENT & CIVIC PARTICIPATION.
- PUBLIC SAFETY & FIRST RESPONDERS CONNECTIVITY

- INDEPENDENT ELDER LIVING.
- RURAL DEVELOPMENT.
- STREAMING HD FILMS AND ENTERTAINMENT
- CLOUD COMPUTING AND PEER-TO-PEER NETWORKS

The Southern Berkshire Technology Committee fully supports, and will assist in any way it can, negotiations between the MBI and service providers that agree with this strategic objective. Although we may not be fully cognizant of all the broadband delivery technologies currently available, or soon to come online, the only solution that we are aware of that meets the criteria discussed above, is one in which a service provider would extend the MBI-built fiber backbone all the way to the door (FTTH).

We ask that the following be integral to the network:

- DEPLOYMENT OF A STATE-OF-THE-ART FIBER-ONLY BROADBAND BACKBONE INFRASTRUCTURE TO ALL THE TOWNS IN OUR REGION.
- A WHOLESALE ONLY NETWORK. LARGE RETAIL CUSTOMERS (HOSPITALS, MUNICIPALITIES, ETC.) WOULD NOT BE ABLE TO CIRCUMVENT THE SERVICE PROVIDER AND BUY DIRECTLY FROM THE MBI AT SPECIAL RATES; RETAIL CUSTOMERS OF ALL SIZES WOULD HAVE TO NEGOTIATE WITH THE MBI CONTRACTED SERVICE PROVIDER (THE QUESTION OF SPECIAL RATES FOR LARGE RETAIL CUSTOMERS NEEDS TO BE ADDRESSED).
- A VENDOR NEUTRAL NETWORK. OVERALL MANAGEMENT OF THE NETWORK SHOULD BE VENDOR NEUTRAL.

We are aware that the monies allocated by the broadband legislation will not be sufficient to build out the network described above. A private sector partner would need to make substantial additional capital investment for the FTTH build out we desire – a commitment that will likely require either that firm, or the towns in question, or both in a public private partnership to seek additional long term funding from government sources such as the USDA. We would like the MBI to know that we look forward to the opportunity to discuss this proposal further and to work diligently with the MBI and any service providers designated to achieve this goal.

Thank you for including the SBTC in this process. We look forward to continuing our collaboration and support of the MBI.

Respectfully,
