



Solution Cover Sheet

Name of Respondent Organization Steeplechase Networks, Inc.			
Mailing Address P.O. Box 222	City/Town Southfield	State MA	Zip Code 01259
Telephone 413 229 0030	Fax 413 229 7909	Respondent Web Address: www.scnets.com	
Name of Primary Contact (Individual) Neil Olshansky			
Primary Contact Title Content & Technology Executive	Contact e-mail address neilo@scnets.com	Direct Telephone # 413 232 3508	
Which of the following best describes the respondent: (You must select at least one) <input checked="" type="checkbox"/> Broadband Service Provider <input 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: _____) _____)		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 type="checkbox"/> Other (please specify Other: _____) _____ _____)	
Brief Description of Organization Currently serving broadband applications and content on networks scattered across the US.			
List of anticipated partner organizations: Application providers.			



December 18, 2008

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

Greetings,

On behalf of Steeplechase Networks, we are pleased to include a selective response to your "Call for Solutions" to achieve the deployment of ubiquitous, affordable broadband throughout Western Massachusetts.

Our firm provides Web 2.0 internet applications to consumers and small businesses in select municipalities, over broadband facilities. Since our primary business is not in the provision of infrastructure, we have not formally responded to the bulk of the "Key Questions for Respondents" included in the Call for Solutions. However, we would like to address 2 critical issues:

TECHNICAL MODEL AND APPROACH

What specific services and product offerings will be available beyond entry level, commercial Internet access (e.g. video, telephony)?

Please see the attached document for a list of the types of applications that we believe are essential to financially justify the construction and encourage the adoption of any successful broadband network. These extend beyond typical "triple play" services and encompass services that are of vital importance to citizens and municipalities, such as healthcare, security, and energy conservation.

BUSINESS MODEL AND APPROACH

What business models should be used or considered in the deployment of broadband?

We believe strongly that only a horizontal, structurally separate business model will deliver the service innovation and pricing that are consistent with serving all of Western Massachusetts citizens. This means that the owner and operator of the basic network facilities should be separate (both legally and financially) from any and all businesses that supply services over that network.

Since we are headquartered in Western Massachusetts, we take a keen interest in the successful deployment of broadband here. Steeplechase Networks is comprised of experts from many disciplines relevant to your efforts, including technology evaluation, operations, finance, business model development, and service delivery. As such we would be pleased to offer our expertise to you on any and all aspects of the contemplated Western Massachusetts Broadband initiative, and look forward to helping you however we can, as you progress on this important work.

Sincerely,

Edward Zyszkowski
Chairman and CEO

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413 229 0030
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Table of Sample Applications by Type

Basic	Small Office/Home Office
Internet	Enhanced Email
Basic Email	Data Backup and Archive
Voice Serviced (VoIP)	Multi-Line Voice Services
Computer Data Backup	File Sharing
Computer Support	Business Applications Suite
	Video Conferencing

Entertainment/Media	Security
Television (IPTV)	Motion and Entry Sensors
Movies on Demand	Video Cameras
Home Video	Fire Alarms
Private/Community Video Channels	Personal Emergency Response
Education/Training	Activities of Daily Living
Music Services	

Energy/Conservation	Telemedicine
HVAC Controls	In-Home Health Consultation
Water Metering & Control	Home Dialysis Monitoring
Lighting/Misc Automation	EKG/Pacemaker
	Diabetes Monitoring