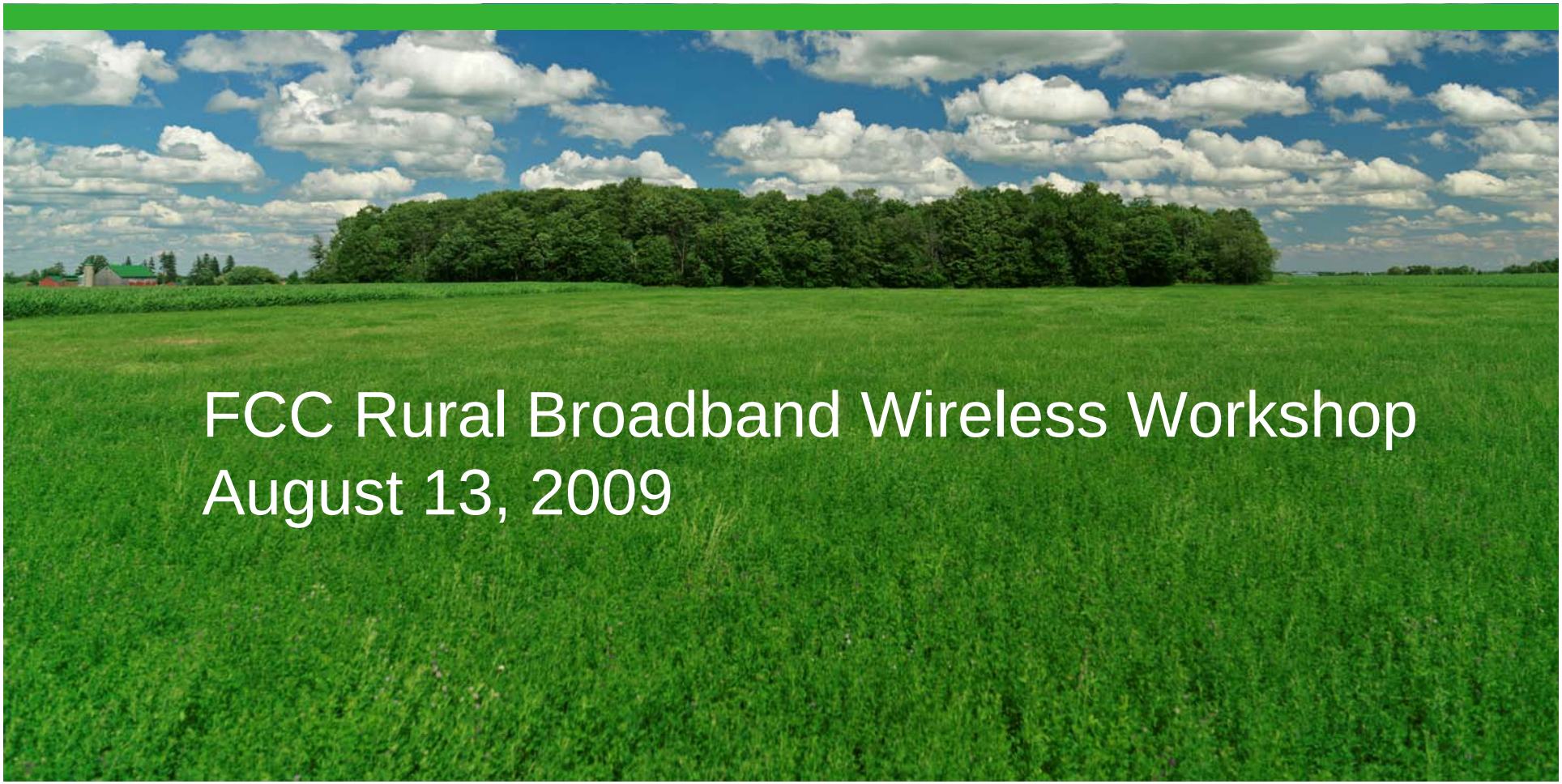
openrange

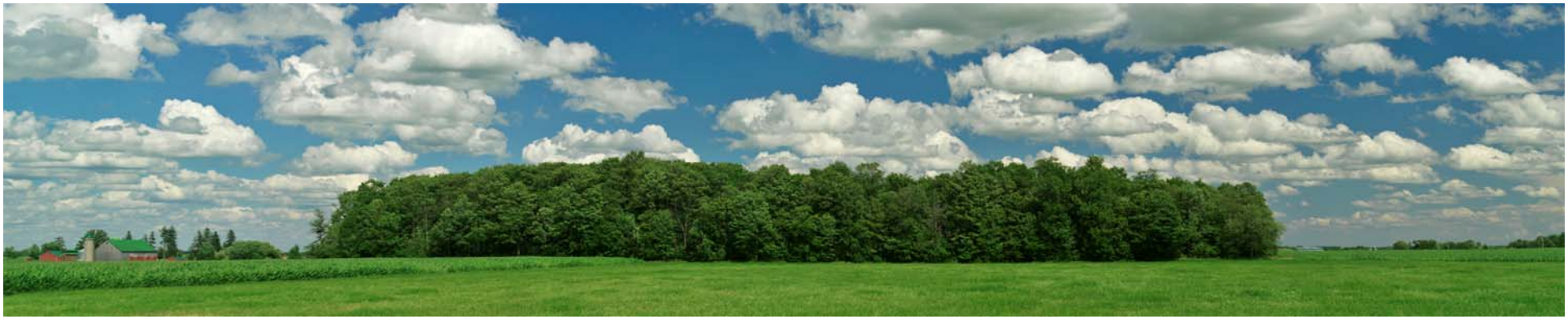
perfectly simple…
wireless broadband



FCC Rural Broadband Wireless Workshop
August 13, 2009

Open Range Communications

- $367 million funding (One Equity Partners, Dept of Agriculture RDUP)
- Over 500 markets in 17 states to be deployed over 5 years
- Licensed spectrum
- WiMax technology
- Self-installation fixed indoor CPE (data + voice)
- Currently building out first markets for launch in 2009



Rural Broadband Deployment Challenges

- Site acquisition is not easier or faster than in urban areas
  - Rural zoning approval cycle often very slow
  - Some municipalities have restrictive tower height covenants
- Access to backhaul network often practical only with microwave radio
  - Not all markets can be connected with a single hop, even at 6 GHz.
- Indoor CPE with self installation is a requirement for mass market consumer
  - Allows phone and internet portal ordering process
  - Product must be simple to install and use
  - Truck roll is not an option due to cost
- CPE performance, cost, functionality, reliability must be superior

Commentary on FCC questions

•Licensed spectrum required to provide contracted QoS to customer, and to ensure operating environment is under our control.

•CPE cost factor limits the practicality of integrating additional bands or air interfaces into one device, but over time technology continues to make this easier.

•Unlicensed spectrum helpful for in-home distribution of the broadband pipe provided by the licensed service, but 3650 MHz-style spectrum not suitable for primary service delivery in rural areas.

•WiMax is suitable for rural deployments. WiMax cost curve and technology roadmap benefit from widespread deployments worldwide and large ecosystem.

•Additional sub-10 GHz microwave spectrum useful for connecting broadband wireless cell sites to backhaul.