



**FIBER UTILITIES**

Innovative. Professional. Progressive.



**FCC Workshop**  
*FiberUtilities Overview*  
*09/15/09*

*Connect Yourself... Connect to Others... Connect to the World*

Fiberutilities Group is a full service technology management company that helps clients transition to privately controlled Next Generation connections

- We work on behalf of our client's agenda
- We are technology, vendor, and carrier neutral
- We are an experienced team of telecommunications industry professionals
- We manage and operate over 8,000 network miles of privately held facilities
- We championed two successful RHCPP initiatives valued in excess of \$30M

## *Investments in broadband infrastructure can change the way healthcare is delivered*

*“High speed broadband is absolutely critical to the survival of healthcare delivery systems”*

*- Dr. Todd S. Sorensen, MD, MS, President and CEO, Regional West Health Services*

- New Technologies are driving Bandwidth Requirements
  - Picture Archiving and Communication Systems (PACS)/Cardiology PACS
- Physician Shortages in Rural Geographies Require a New Approach
  - Telemedicine & Remote Diagnostic Imaging/Remote ICU Monitoring & Care
- Electronic Health Records and other HIT Initiatives

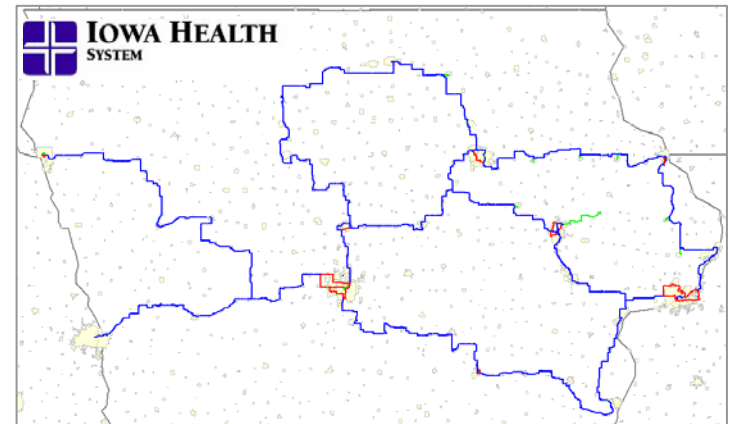
### **These Healthcare drivers translate into Broadband Drivers:**

- **Limited Capacity in Existing Infrastructure**
- **Cost Pressure with Bandwidth Increases**
- **Increasing Information Security & Availability Demands**

*“Best Outcome for Every Patient Every Time”*

## *Iowa Health System: A Private Network Solution*

- Iowa’s first and largest integrated health system with > 2.5 Million patient visits annually
- 11 Senior Affiliate hospitals; 4 Data Centers (Core Network)
- 26 Community hospitals in metro and rural communities; 140 group practices of physicians and clinics (Access Network)
- Core network lit with 2-10Gbps of Ethernet capacity using private fiber & equipment; Access network connected by carrier circuits up to 100Mbps Ethernet
  - ✓ **Increased overall network capacity, reliability & uptime**
  - ✓ **Compelling economics of owning vs. renting**
  - ✓ **Changed the way healthcare is delivered in Iowa**
  - ✓ **Enabling information at the right place at the right time**

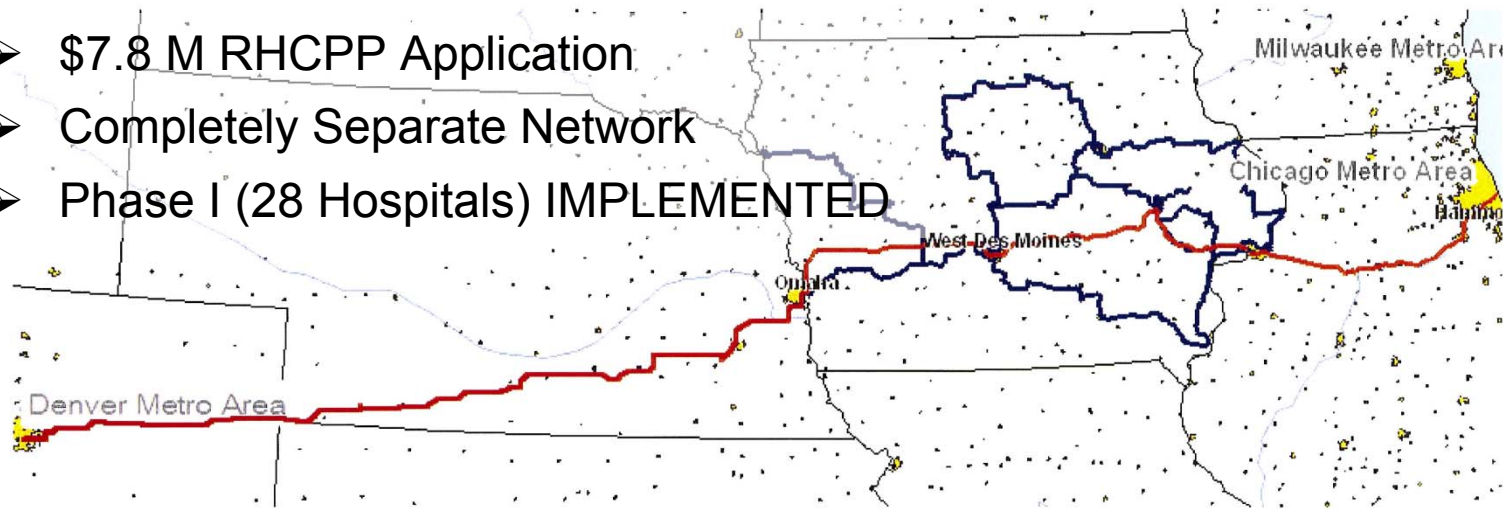


Approximately 2,200 fiber route miles

## *A RHCPP Application that created a Regional Health Information Organization*



- \$7.8 M RHCPP Application
- Completely Separate Network
- Phase I (28 Hospitals) IMPLEMENTED



- ✓ Private Multi-Gigabit Middle Mile Backbone
- ✓ Engaged Carriers for Last Mile Connections (100Mbps Ethernet)
- ✓ 15 Year Pre-Paid IRU to the Carriers
- ✓ Carriers created Infrastructure that didn't exist

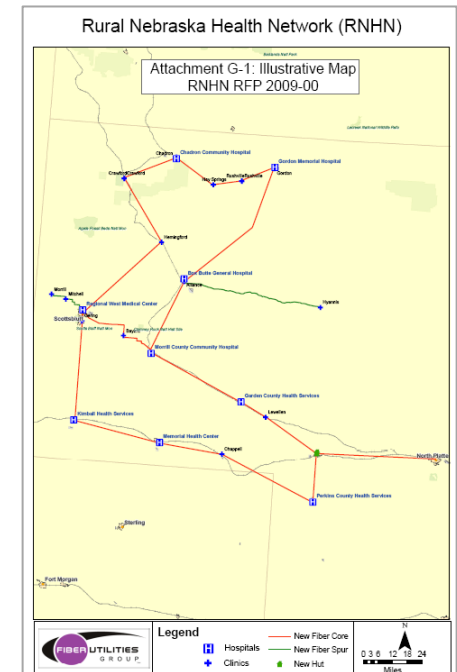


## *A RHCPP Application that is creating Infrastructure where none exists today*

### Community HEALTH Connection

*Complete Care, Right Here, Right Now*

- The Rural Nebraska Healthcare Network (RNHN) is 9 hospitals and 29 clinics in the Western Panhandle
  - 14,000 sq. miles with an average of 6.5 people per sq. mile
  - \$22.3 Million funded through the FCC RHCPP
  - 650 route miles of “Greenfield” fiber optic network build
  - Second cable installed to support dark fiber IRU sales for commercial use and program sustainability
- 
- ✓ **Creating new infrastructure where none exists today**
  - ✓ **A second cable implemented for commercial use and sustainability**



## *Investments in Broadband Infrastructure can change the way Healthcare is delivered*

*Future Funding Goals Should Focus on:*

- ✓ **BIG Broadband (Next Gen Connections)** are Essential in the Future Healthcare Delivery System (  $\geq$  100Mbps First Mile/ Multi-Gigabit Middle Mile)
- ✓ **Multi-purpose** networks (healthcare, commercial) should be open, inclusive and can provide greater justification (and return) for public investment.
- ✓ **Carrier Involvement** in the solution can create win/win scenarios where funding incents carriers to create BIG Broadband infrastructure where none exists today



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