

Broadband Technology Opportunities Program,  
Comprehensive Community Infrastructure  
Application

The San Francisco Bay Area  
Wireless Enhanced  
Broadband Project  
(BayWEB)

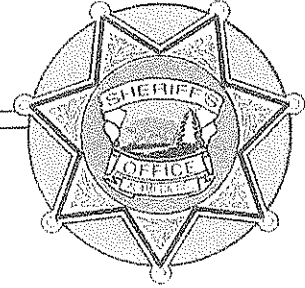
ATTACHMENT:  
Government and Key Partnerships

## **GOVERNMENT AND KEY PARTNERSHIPS**

1. Sheriff Gregory J. Ahern, Alameda County Sheriff's Office, Executive Sponsor of the Policy Board of the Bay Area Interoperability Communications System
2. Northern California Regional Intelligence Center (Fusion Center)
3. 101Netlink
4. airCloud Communications
5. Cal DSL
6. Internet Free Planet, Inc.
7. JAB Wireless Inc.
8. Skyline Broadband Service
9. Surfnet Communications

Alameda County Sheriff's Office

LAKESIDE PLAZA, 1801 LAKESIDE DRIVE, 126TH FLOOR, OAKLAND, CA 94612-4305



Gregory J. Ahern, Sheriff  
Coroner - Public Administrator - Marshal  
Director of Emergency Services

March 3, 2010

The Honorable Lawrence Strickling  
Assistant Secretary and Administrator  
National Telecommunications and Information Administration  
United States Department of Commerce  
1401 Constitution Avenue, NW  
Washington, D.C. 20230

Re: Bay Area Wireless Enhanced Broadband (BAYWEB)

Dear Honorable Strickling:

As the Regional Law Enforcement Mutual Aid Coordinator for sixteen (CA Region II) San Francisco Bay Area Counties and the Executive Sponsor of the Bay Area Regional Interoperable Communications Systems (BAYRICS) Initiative, which is the ten Bay Area Counties public safety communications initiative, I have witnessed how vital it is to be able to communicate between agencies in response to a critical incident or disaster. Our San Francisco Bay Area is larger than thirty eight states in our country and experiences the challenges of vast and significant rural areas punctuated by dense, heavily populated areas.

**Bay Area Regional Interoperable Communications Systems: BAYRICS**

The ten Bay Area counties of Alameda, Contra Costa, San Francisco, San Mateo, Santa Clara, Marin, Sonoma, Solano, Napa and Santa Cruz have joined our efforts towards effective communications through the Bay Area Regional Interoperable Communications Systems (BAYRICS) Initiative. This multi-year collaborative effort has been funded through general funds, Homeland Security Grant Funds (SHSGP/UASI), Public Safety Interoperable Communications Grant Funds (PSIC), Justice Grant Funds (COPS TECH) and Interoperable Emergency Communications Grant Program funds. BAYRICS is a "system of systems" that will provide robust, resilient, voice and data communications for public safety and transportation within the Bay Area. A subsystem of our BAYRICS network, Bay Area Wireless Enhanced Broadband (**BAYWEB**) will build a robust and resilient (4G, LTE) broadband network through a public-private partnership. BAYWEB will provide high speed broadband services and enhanced interoperable communications and information sharing capability throughout the region. This project will have the most significant impact on public safety emergency communications within this decade and into the next.

I am proud to be the Executive Sponsor for this exciting initiative and ask for your support of our BTOP application. Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Gregory J. Ahern". The signature is fluid and cursive, written over a horizontal line.

Gregory J. Ahern  
Sheriff-Coroner  
Law Enforcement Mutual Aid Coordinator, Region II

GJA/RTL/daw



***NORTHERN CALIFORNIA Regional Intelligence Center***

---

*All Threats - All Crimes*

Ronald E. Brooks  
Director

March 10, 2010

The Honorable Lawrence Strickling  
Assistant Secretary and Administrator  
National Telecommunications and Information Administration  
U.S. Department of Commerce  
1401 Constitution Avenue, NW  
HCHB, Room 4887  
Washington, DC 20230

Dear Honorable Strickling,

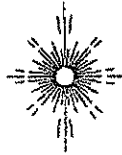
This shall serve as my endorsement of the proposed Broadband Technology Opportunities Program (BTOP) grant application submitted on behalf of public safety organizations within the San Francisco Bay Area. From the lessons learned from September 11, 2001 reliable communications and information sharing plays a vital role in the response and prevention of a terrorist attack. BayWEB (Bay Area Wireless Enhanced Broadband), a regional public safety broadband network will provide 4G LTE mobile data communications and information sharing capabilities with the capacity and reliability required by our first responders when responding to a regional disaster.

With the high speed capabilities of a LTE 4G Broadband system we will be able to provide a wide array of media to our first responders, such as real-time video, building blue prints, mapping information as well as information sharing capabilities critical to the prevention of a terrorist attack. This Regional solution is a collaboration of the Bay Area's 10 counties and over 100 cities.

The need for regional broadband communications has never been more essential. The Bay Area Fusion Center, NCRIC (Northern California Regional Intelligence Center) supports funding towards this objective. We appreciate your consideration for this multi-jurisdictional and multi-disciplinary broadband communications project.

Sincerely,

Ronald Brooks  
Director  
Northern California Regional Intelligence Center  
(Fusion Center)



101NETLINK

PO Box 101 • Whitethorn, CA 95589

Main (707) 923-4000 • Fax (707) 383-4301

Email: [inquiries@101netlink.com](mailto:inquiries@101netlink.com)

[www.101netlink.com](http://www.101netlink.com)

March 19, 2010

Derek Phipps  
MSSI Vice President  
Motorola's Inc.  
927 W 18th Ave  
Spokane, WA. 99203

Re: The San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) Project

Dear Derek:

I am writing on behalf of 101Netlink and Partners in support of the Comprehensive Community Infrastructure application of Motorola, Inc. (Motorola) for funding under the Broadband Technology Opportunities Program (BTOP).

Motorola seeks funding for the San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) project, which is a public-private partnership between Motorola and the counties of Alameda, Contra Costa, Marin, Napa, Santa Clara, Santa Cruz, San Francisco, San Jose, San Mateo, and Solano, California. Leveraging an existing public safety network, it is our understanding that an important component of the project will be to facilitate expanded broadband Internet access to end user customers in ten counties and over 100 cities in the San Francisco Bay area.

101Netlink and Partners is committed to broadband in Northern California. 101Netlink currently owns/operates a wireless network spanning more than 300 miles along Highway 101. 101Netlink and Partners see this opportunity to work with the BayWEB project as an ideal relationship between the private and the public sectors. This will ensure that a healthy and reliable service is provided to both customers of the private sector and voters of the public sector. In our experience with these types of relationships all parties succeed.

The BayWEB project provides an important opportunity for all broadband providers to meet the increased broadband needs of customers throughout the San Francisco Bay area.

For 101Netlink and partners, the BayWEB project will increase broadband capacity and backhaul options to support more vibrant and diverse wireless broadband services offerings. In addition, the BayWEB project would facilitate increased broadband coverage to end users. For example, as we understand the network deployment plans, the project would allow 101Netlink and partners to begin offering wireless broadband services to end users in areas where we currently do not offer service today and where broadband is not currently available from any provider. 101Netlink and partners can draw upon its extensive experience with and portfolio of broadband services to support efforts to expand the availability of wireless broadband service to end users.

101Netlink and partners is eager to make use of the broadband facilities for which Motorola is seeking BTOP funding. We have begun negotiations with Motorola regarding mutually acceptable and commercially

reasonable rates, terms, and conditions for access to these facilities assuming Motorola's application is granted. 101Netlink and partners looks forward to successfully concluding these negotiations and to working closely with Motorola and its partners in the BayWEB project. We particularly support and endorse Motorola's effort to expand broadband services to end users throughout the San Francisco Bay area, and we believe the BayWEB project is exactly the type of project that BTOP funds were intended to support and further.

Feel free to include this letter in your application. Of course, in the event Motorola obtains a grant under BTOP, a separate agreement must be negotiated and executed between Motorola and 101Netlink and Partners for access to the broadband network for which BTOP funding is being requested, which 101Netlink and partners hopes to use to expand its wireless broadband service offerings to end users in the San Francisco Bay area.

We are enthusiastic about the BayWEB project and look forward to working with you on this project. If you have any questions please contact me by telephone (cell) at 707-223-0790 or by e-mail at [seth@101netlink.com](mailto:seth@101netlink.com).

Sincerely,



Seth Johannesen  
Network Manager/Partner  
101Netlink  
P.O. Box 101  
Whitethorn, CA 95589  
[seth@101netlink.com](mailto:seth@101netlink.com)  
[www.101netlink.com](http://www.101netlink.com)  
707-923-4000 (Main)  
707-223-0790 (Cell)



March 12, 2010

Brent A. Schnell Motorola, Inc.

Re: The San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) Project

Dear Mr. Schnell

I am writing on behalf of airCloud Communications in support of the Comprehensive Community Infrastructure application of Motorola, Inc. (Motorola) for funding under the Broadband Technology Opportunities Program (BTOP).

Motorola seeks funding for the San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) project, which is a public-private partnership between Motorola and the counties of Alameda, Contra Costa, Marin, Napa, Santa Clara, Santa Cruz, San Francisco, San Jose, San Mateo, and Solano, California. Leveraging an existing public safety network, it is our understanding that an important component of the project will be to facilitate expanded broadband Internet access to end user customers in ten counties and over 100 cities in the San Francisco Bay area.

airCloud Communications is committed to broadband in the San Francisco Bay area. Our company provides voice and Internet services to businesses and residents in Contra Costa and Alameda Counties. The BayWEB project provides an important opportunity for all broadband providers to meet the increased broadband needs of customers throughout the San Francisco Bay area.

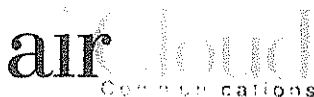
For airCloud Communications, the BayWEB project will increase broadband capacity and backhaul options to support more vibrant and diverse wireless broadband services offerings. In addition, the BayWEB project would facilitate increased broadband coverage to end users. For example, as we understand the network deployment plans, the project would allow airCloud Communications to begin offering wireless broadband services to end users in areas where we currently do not offer service today and where broadband is not currently available from any provider. airCloud Communications can draw upon its extensive experience with and portfolio of broadband services to support efforts to expand the availability of wireless broadband service to end users.

airCloud Communications is eager to make use of the broadband facilities for which Motorola is seeking BTOP funding. We have begun negotiations with Motorola regarding mutually acceptable and commercially reasonable rates, terms, and conditions for access to these facilities assuming Motorola's application is granted. airCloud Communications looks forward to successfully concluding these negotiations and to working closely with Motorola and its partners in the BayWEB project. We particularly support and endorse Motorola's effort to expand broadband services to end users throughout the San Francisco Bay area, and we believe the BayWEB project is exactly the type of project that BTOP funds were intended to support and further.

---

3478 buskirk avenue, suite 1000 • pleasant hill, ca 94521

office: (925) 260-4119 • fax: (425) 996-0648



Feel free to include this letter in your application. Of course, in the event Motorola obtains a grant under BTOP, a separate agreement must be negotiated and executed between Motorola and airCloud Communications for access to the broadband network for which BTOP funding is being requested, which airCloud Communications hopes to use to expand its wireless broadband service offerings to end users in the San Francisco Bay area.

We are enthusiastic about the BayWEB project and look forward to working with you on this project. If you have any questions please contact me by telephone at 425-577-1170 or by e-mail at [dwilson@aircloud.com](mailto:dwilson@aircloud.com)

Sincerely,

A handwritten signature in black ink, appearing to read "Dan J. Wilson", is written over a horizontal line. The signature is stylized and includes a large, sweeping flourish that extends to the right.

Dan J. Wilson  
President





March 18, 2010

Derek Phipps  
MSSI Vice President  
Motorola Inc.  
927 West 18th Ave  
Spokane WA 99203

Re: The San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) Project

Dear Mr. Phipps,

I am writing on behalf of Zinnia Networks Inc dba CalDSL in support of the Comprehensive Community Infrastructure application of Motorola, Inc. (Motorola) for funding under the Broadband Technology Opportunities Program (BTOP).

Motorola seeks funding for the San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) project, which is a public-private partnership between Motorola and the counties of Alameda, Contra Costa, Marin, Napa, Santa Clara, Santa Cruz, San Francisco, San Jose, San Mateo, and Solano, California. Leveraging an existing public safety network, it is our understanding that an important component of the project will be to facilitate expanded broadband Internet access to end user customers in ten counties and over 100 cities in the San Francisco Bay area.

CalDSL is committed to broadband in the San Francisco Bay area. The BayWEB project provides an important opportunity for all broadband providers to meet the increased broadband needs of customers throughout the San Francisco Bay area.

For CalDSL, the BayWEB project will increase broadband capacity and backhaul options to support more vibrant and diverse wireless broadband services offerings. In addition, the BayWEB project would facilitate increased broadband coverage to end users. For example, as we understand the network deployment plans, the project would allow CalDSL to begin offering wireless broadband services to end users in areas where we currently do not offer service today and where broadband is not currently available from any provider. CalDSL can draw upon its extensive experience with and portfolio of broadband services to support efforts to expand the availability of wireless broadband service to end users.

CalDSL is eager to make use of the broadband facilities for which Motorola is seeking BTOP funding. We have begun negotiations with Motorola regarding mutually acceptable and commercially reasonable rates, terms, and conditions for access to these facilities assuming Motorola's application is granted. CalDSL looks forward to successfully concluding these negotiations and to working closely with Motorola and its partners in the BayWEB project. We particularly support and endorse Motorola's effort to expand broadband services to end users throughout the San Francisco Bay area, and we believe the BayWEB project is exactly the type of project that BTOP funds were intended to support and further.

Feel free to include this letter in your application. Of course, in the event Motorola obtains a grant under BTOP, a separate agreement must be negotiated and executed between



Motorola and CalDSL for access to the broadband network for which B TOP funding is being requested, which CalDSL hopes to use to expand its wireless broadband service offerings to end users in the San Francisco Bay area.

We are enthusiastic about the BayWEB project and look forward to working with you on this project. If you have any questions please contact me by telephone at (209) 832 4420 or by e-mail at [chau@caldsl.com](mailto:chau@caldsl.com). Thank you.

Sincerely,

Chau Jasty  
President



March 10, 2010

Derek Phipps  
MSSI Vice President  
Motorola Inc.  
927 West 18th Ave  
Spokane WA 99203

Re: The San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) Project

Dear Mr. Phipps:

This commitment letter is being submitted on behalf of Internet Free Planet, Inc. (IFP), which is partnering with Motorola, Inc. (Motorola) in connection with its application under the Broadband Technology Opportunities Program (BTOP) for funding of the San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) project.

IFP owns and operates wireless broadband networks throughout the United States. Some of our larger projects include the 2200 store roll-out of K-Mart's network upgrade and wireless enhancements in all 50 states; and the Corporate data center relocation for Gap, Inc. We are an experienced wireless broadband network operator, and the BayWEB project provides an important opportunity for IFP to expand its operations in California.

BayWEB is a public-private partnership between Motorola and the counties of Alameda, Contra Costa, Marin, Napa, Santa Clara, Santa Cruz, San Francisco, San Jose, San Mateo, and Solano, California. The project will leverage an existing public safety network in order to accomplish two distinct purposes; first, enlarge the interoperability of public safety communications across the region and enable emergency responders to have broadband access to mission critical information utilizing 700 MHz spectrum and 4G LTE broadband technology; and, second, expand broadband Internet access to community anchor institutions and end user customers in ten counties and over 100 cities in the San Francisco Bay area. IFP is committed to working with Motorola and its other partners to accomplish this second project purpose.

Specifically, as part of the BayWEB project, Motorola intends to deploy a public Internet access network through the San Francisco Bay area. This broadband network will utilize the same towers and support facilities that Motorola plans to use in deploying the expanded public safety network – an approach designed to achieve efficiencies and economies in implementation of the project. The public Internet access network will utilize Motorola's point-to-multi-point wireless broadband technology, which is a proven system ideally suited for expanding the availability of wireless broadband services in an efficient and economic manner. Assuming Motorola's application is granted and the public Internet access network is deployed, IFP has agreed to operate the public Internet access network in order to promote greater broadband availability in the San Francisco Bay area.



*...Join the revolution*

IFP is delighted about the opportunity to partner with Motorola on the BayWEB project. Doing so will combine Motorola's cutting-edge technology with IFP's proven track record in operating wireless broadband networks. Consistent with the interconnection and nondiscrimination requirements of the program, Motorola and IFP will deploy, operate, and maintain the public Internet access network funded by BTOP in a manner designed to maximize customer choice. In particular, these network facilities will be available for use at reasonable rates and terms by any broadband provider that may need broadband capacity or additional backhaul options in offering broadband services to customers in the San Francisco Bay area.

Motorola, Solano Ultraband, Solano Wireless, Castles Internet, and several other small WISP's have reached an agreement in principle regarding our involvement in the BayWEB project. However, we are continuing to negotiate the specific terms of the parties' relationship – negotiations that we have every reason to believe will be concluded well before any action is taken on Motorola's application.

We are excited about the BayWEB project, which we believe represents an important step in satisfying the requirements of BTOP and meeting our nation's broadband goals. If you have any questions, please contact me by telephone at 707-469-7930 or by e-mail at [george@myifp.com](mailto:george@myifp.com).

Sincerely,

**George Abernathy**  
CEO/President  
Internet Free Planet, Inc.  
3069 Alamo Dr.  
Suite 313  
Vacaville, CA 95687  
Office: 707-469-7930  
FAX: 707-667-2023  
Cell: 707-330-3872



March 18, 2010

Derek Phipps  
MSSI Vice President Motorola Inc.  
927 West 18th Ave  
Spokane WA 99203

Re: The San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) Project

Dear Mr. Phipps

I am writing on behalf of JAB Wireless, Inc. in support of the Comprehensive Community Infrastructure application of Motorola, Inc. (Motorola) for funding under the Broadband Technology Opportunities Program (BTOP).

Motorola seeks funding for the San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) project, which is a public-private partnership between Motorola and the counties of Alameda, Contra Costa, Marin, Napa, Santa Clara, Santa Cruz, San Francisco, San Jose, San Mateo, and Solano, California. Leveraging an existing public safety network, it is our understanding that an important component of the project will be to facilitate expanded broadband Internet access to end user customers in ten counties and over 100 cities in the San Francisco Bay area.

JAB Wireless, Inc. is committed to evaluating broadband in the San Francisco Bay area. JAB currently provides a last mile wireless Internet service in five states and is looking to expand. The BayWEB project provides an important opportunity for all broadband providers to meet the increased broadband needs of customers throughout the San Francisco Bay area.

For JAB, the BayWEB project would increase broadband capacity and backhaul options to support more vibrant and diverse wireless broadband services offerings. In addition, the BayWEB project would facilitate increased broadband coverage to end users. For example, as we understand the network deployment plans, the project would allow JAB to begin offering wireless broadband services to end users in areas where we currently do not offer service today and where broadband is not currently available from any provider. JAB could draw upon its extensive experience with and portfolio of broadband services to support efforts to expand the availability of wireless broadband service to end users.

JAB is eager to evaluate and potentially make use of the broadband facilities for which Motorola is seeking BTOP funding. We have begun discussions with Motorola regarding mutually acceptable and commercially reasonable rates, terms, and conditions for access to these facilities assuming Motorola's application is granted. JAB looks forward to

continuing these discussions and to working closely with Motorola and its partners in the BayWEB project if mutually acceptable terms are reached. We particularly support and endorse Motorola's effort to expand broadband services to end users throughout the San Francisco Bay area, and we believe the BayWEB project is exactly the type of project that BTOP funds were intended to support and further.

Feel free to include this letter in your application. Of course, in the event Motorola obtains a grant under BTOP, a separate agreement must be negotiated and executed that is mutually acceptable to both Motorola and JAB for access to the broadband network for which BTOP funding is being requested, which JAB hopes to use to expand its wireless broadband service offerings to end users in the San Francisco Bay area.

We are enthusiastic about the BayWEB project and look forward to working with you on this project. If you have any questions please contact me by telephone at 801-437-0747 or by e-mail at [bwestwood@jabbroadband.com](mailto:bwestwood@jabbroadband.com).

Sincerely,

A handwritten signature in black ink, appearing to read "Bret Westwood", with a stylized flourish at the end.

Bret Westwood  
Vice President Technical Operations  
Jab Broadband

Coastal Sierra, Inc. dba  
((( )))  
Skyline Broadband Service  
Locally Owned & Operated Since 2004

---

March 15, 2010

Derek Phipps  
MSSI Vice President  
Motorola Inc.  
927 West 18th Ave  
Spokane WA 99203

Re: The San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) Project

Dear Derek Phipps:

I am writing on behalf of Coastal Sierra, Inc dba Skyline Broadband Service (SBS) in support of the Comprehensive Community Infrastructure application of Motorola, Inc. (Motorola) for funding under the Broadband Technology Opportunities Program (BTOP).

Motorola seeks funding for the San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) project, which is a public-private partnership between Motorola and the counties of Alameda, Contra Costa, Marin, Napa, Santa Clara, Santa Cruz, San Francisco, San Jose, San Mateo, and Solano, California. Leveraging an existing public safety network, it is our understanding that an important component of the project will be to facilitate expanded broadband Internet access to end user customers in ten counties and over 100 cities in the San Francisco Bay area.

Skyline Broadband Service is committed to broadband in the San Francisco Bay area and has been providing broadband services to the unserved areas of San Mateo, Santa Clara, and Santa Cruz counties since 2004. We started SBS because of our own need for high speed Internet access here in the mountains. There are challenges for metropolitan services to operate up here, because of the unattractive economics of running wires to homes that are spread over a very wide area. The BayWEB project provides an important opportunity for all broadband providers to meet the increased broadband needs of customers throughout the San Francisco Bay area.

For Skyline Broadband Service, the BayWEB project will increase broadband capacity and backhaul options to support more vibrant and diverse wireless broadband services offerings. In addition, the BayWEB project would facilitate increased broadband coverage to end users.

(continued page two)

---

17287 Skyline Blvd PMB 102, Woodside CA 94062-3780

E-mail: [info@skylinebroadbandservice.com](mailto:info@skylinebroadbandservice.com)

Phone: 650-917-9279

Skyline Broadband Service

March 15, 2010

To Derek Phipps/Motorola Inc.

Page 2 of 2

For example, as we understand the network deployment plans, the project would allow Skyline Broadband Service to begin offering wireless broadband services to end users in areas where we currently do not offer service and where broadband is not currently available from any provider. Skyline Broadband Service can draw upon its extensive experience with and portfolio of broadband services to support efforts to expand the availability of wireless broadband service to end users.

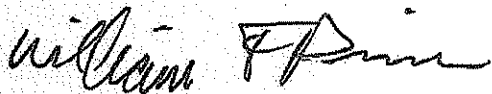
Skyline Broadband Service is eager to make use of the broadband facilities for which Motorola is seeking BTOP funding. We have begun negotiations with Motorola regarding mutually acceptable and commercially reasonable rates, terms, and conditions for access to these facilities assuming Motorola's application is granted.

Skyline Broadband Service looks forward to successfully concluding these negotiations and to working closely with Motorola and its partners in the BayWEB project. We particularly support and endorse Motorola's effort to expand broadband services to end users throughout the San Francisco Bay area, and we believe the BayWEB project is exactly the type of project that BTOP funds were intended to support and further.

Feel free to include this letter in your application. Of course, in the event Motorola obtains a grant under BTOP, a separate agreement must be negotiated and executed between Motorola and Coastal Sierra Inc. dba Skyline Broadband Service for access to the broadband network for which BTOP funding is being requested, which Skyline Broadband Service hopes to use to expand its wireless broadband service offerings to end users in the San Francisco Bay area.

We are enthusiastic about the BayWEB project and look forward to working with you on this project. If you have any questions please contact us by telephone or e-mail as shown below.

Sincerely,



Bill Prince and Georgia Stigall  
Owners/Operators

---

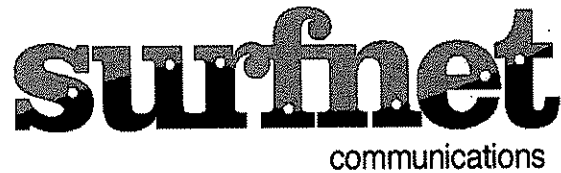
17287 Skyline Blvd PMB 102, Woodside CA 94062-3780

E-mail: [info@skylinebroadbandservice.com](mailto:info@skylinebroadbandservice.com)

Phone: 650-917-9279



FORM NON-BINDING LETTER OF INTENT FROM LAST MILE PROVIDER



March 12, 2010

Derek Phipps  
MSSI Vice President  
Motorola Inc.  
927 West 18th Ave  
Spokane WA 99203

Re: The San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) Project

Dear Derek:

I am writing on behalf of Surfnet Communications in support of the Comprehensive Community Infrastructure application of Motorola, Inc. (Motorola) for funding under the Broadband Technology Opportunities Program (BTOP).

Motorola seeks funding for the San Francisco Bay Area Wireless Enhanced Broadband (BayWEB) project, which is a public-private partnership between Motorola and the counties of Alameda, Contra Costa, Marin, Napa, Santa Clara, Santa Cruz, San Francisco, San Jose, San Mateo, and Solano, California. Leveraging an existing public safety network, it is our understanding that an important component of the project will be to facilitate expanded broadband Internet access to end user customers in ten counties and over 100 cities in the San Francisco Bay area.

Surfnet Communications is committed to broadband in the San Francisco Bay area. Surfnet is a wireless broadband internet service provider that has built its reputation on mastering the capabilities of wireless communications in a topologically difficult environment. While we provide a complete line of internet access including dial-up, and DSL, our emphasis is on broadband wireless access for mountain and coastal communities that are un-served or under-served.

In March of 2008, Surfnet acquired CIC Wireless expanding its coverage region into San Luis Obispo County. This acquisition was enabled by the reputation we had achieved for reliability and customer support. In a few short months, we were able to re-engineer, re-tool and revive this company - finally providing good service to its frustrated (but now grateful) customers.

FORM NON-BINDING LETTER OF INTENT FROM LAST MILE PROVIDER

The BayWEB project provides an important opportunity for all broadband providers to meet the increased broadband needs of customers throughout the San Francisco Bay area.

For Surfnet Communications, the BayWEB project will increase broadband capacity and backhaul options to support more vibrant and diverse wireless broadband services offerings. In addition, the BayWEB project would facilitate increased broadband coverage to end users. For example, as we understand the network deployment plans, the project would allow Surfnet Communications to begin offering wireless broadband services to end users in areas where we currently do not offer service today and where broadband is not currently available from any provider. Surfnet Communications can draw upon its extensive experience with and portfolio of broadband services to support efforts to expand the availability of wireless broadband service to end users.

Surfnet Communications is eager to make use of the broadband facilities for which Motorola is seeking BTOP funding. We have begun negotiations with Motorola regarding mutually acceptable and commercially reasonable rates, terms, and conditions for access to these facilities assuming Motorola's application is granted. Surfnet Communications looks forward to successfully concluding these negotiations and to working closely with Motorola and its partners in the BayWEB project. We particularly support and endorse Motorola's effort to expand broadband services to end users throughout the San Francisco Bay area, and we believe the BayWEB project is exactly the type of project that BTOP funds were intended to support and further.

Feel free to include this letter in your application. Of course, in the event Motorola obtains a grant under BTOP, a separate agreement must be negotiated and executed between Motorola and Surfnet Communications for access to the broadband network for which BTOP funding is being requested, which Surfnet Communications hopes to use to expand its wireless broadband service offerings to end users in the San Francisco Bay area.

We are enthusiastic about the BayWEB project and look forward to working with you on this project. If you have any questions please contact me by telephone at 408-353-1386 or by e-mail at [mark@SurfnetUSA.com](mailto:mark@SurfnetUSA.com).

Sincerely,



Mark Morgenthaler  
CEO, Surfnet Communications, Inc.  
25600 Hillside Road  
Los Gatos, CA 95033  
408-353-1386