

Solution Brief for Municipalities



SKYFIBER™

Optical Wireless Broadband To Connect The World

It's a bold new world for Municipalities. In today's economy, making Broadband Access available to as many consumers and businesses as possible is absolutely critical for a community's success and long term growth. Investing in Broadband offers undisputable job creation benefits by enabling new consumer and business behaviors, functionalities, and downstream industries. In fact, the Information Technology & Innovation Foundation (ITIF) estimates that 500,000 new jobs are generated for every \$10 billion a state invests in Broadband infrastructure. Broadband provides the foundation for a multitude of new innovative products, applications, and services — often generated in entirely new industries or firms.

The challenge for Municipalities and other local government entities is how to ensure delivery of this Broadband access for their citizens at low cost and in a timely manner. SKYFIBER™ Optical Wireless Broadband (OWB) products deliver on this critical need by delivering high bandwidth at low cost, with high reliability and rapid deployment, so Municipalities can start immediately providing service and/or generating revenue. Alternative solutions such as fiber or microwave RF are far more expensive, capital intensive, environmentally invasive, and fraught with red tape due to FCC licensing, right-of-way issues for trenching, and other time consuming obstacles.

SKYFIBER Optical Wireless Broadband solution is the lowest cost, highest capacity offering in the industry, enabling municipalities to easily deploy high-performance citywide networks that are cost-effective and flexible, and that deliver mission-critical reliability for vital public services and all other aspects of local government and municipal operations. Broadband availability allows municipalities to attract new business, increase tourism, improve public safety, provide new services to residents, and can also be a revenue generator. SKYFIBER's product portfolio empowers municipalities to address these important strategic initiatives.

Support for Public Services

Citywide private networks provide reliable communications among government departments, public service entities such as utilities, hospital systems, and other public facilities such as parks and libraries. Municipalities can leverage broadband-enabled "Smart Grid" applications to increase operational efficiency in usage-sensitive areas such as energy management and utility maintenance. Hospital systems and other public service entities can automate workflows, better manage data access and storage, and securely share a variety of records and applications that help enhance community services. With high-capacity, high-availability networks connecting critical agencies, new city services can be offered and citizens can also benefit from easier access to existing information and services. Additionally, the convenience of public Internet access enhances the livability quotient of the municipality or city and aids in attracting new residents and businesses.

By deploying citywide mesh networks from SKYFIBER, municipalities not only leverage the cost of infrastructure across multiple departments, they are assured they are receiving the most scalable and cost-effective communication network available:

- Combination of *patented mesh network* architecture and ability to interoperate with existing infrastructure offers ultimate flexibility for citywide coverage
- Fully deployed in a fraction of the time and at up to *1/10th the cost* of fiber or microwave
- *Upgradeable 100Mb to 1Gb* capacity and up to 99.999% availability
- Highest level of *network transmission security* available to address HIPAA certification pressures
- *No risk of equipment obsolescence* with ease of upgrade or relocation
- Unique '*On-Demand*' licensing model provides adaptability for changing agency needs

"Mesh networking in various applications is becoming a low-cost alternative for municipalities. Cities and towns should evaluate mesh technologies to enhance data communications and improve public safety interoperability. Behind such deployments are productivity gains, ease of deployment, and the ability to deliver first responder interoperability at a fraction of the cost of a land mobile radio system."

Gartner Research

Emergency Response Systems

Whether it's a hurricane, a chemical fire, or a homeland security alert, the value of reliable communication is inestimable during catastrophic events. In these situations it is not just dollars but human safety that's at stake, and the cost of response delays or failures becomes incalculable. Without an effective communications network, first responders, citizens and emergency operations centers are severely hindered in their ability to take action, jeopardizing life-saving efforts as well as attempts to minimize business continuity impacts. Progressive municipalities are implementing communications networks to facilitate their overall disaster response planning and ensure continuity during emergencies that disrupt vital services. Other broadband solutions typically prove to be impractical, unreliable, or too costly to implement. SKYFIBER's Optical Wireless Broadband communication networks delivers reliable, low-cost high-bandwidth Broadband with fast deployment, and offers:

- A cost-effective *continuity plan for backup network access* and redundant points of connectivity that can withstand disaster damage or other unexpected outages
- Highly portable, flexible and *rapidly deployable* networks are operational in days, versus months required for fiber or microwave
- Low cost of entry with on-demand broadband licensing
- Significant time and money savings through *elimination of spectrum licensing, right of way and construction permits*
- High-capacity, mission-critical performance, offering up to 99.999% availability even in adverse conditions

Revenue Generation

Many municipalities and cities are realizing the monetary benefits of extending broadband connectivity to underserved areas. Leading edge bandwidth delivery helps attract new residents and new businesses, encouraging community growth. By expanding the services available in existing areas, by offering 'last mile' Triple Play delivery or more affordable bandwidth, home values rise and local businesses are more sustainable. All of these factors result in an increased tax base and new revenue opportunities for municipalities and cities.

SKYFIBER accelerates the ability for municipalities to recognize gains by providing:

- Highly-scalable and flexible, and *patented, citywide mesh network architecture*
- Lower total cost of ownership realized through reduced cost of entry, time to market, and minimal on-going maintenance and manageability
- An ideal *solution for existing developments* where construction (trenching) is not an option
- On-Demand licensing model means *no capital expenditure* and no equipment obsolescence
- Ability to interoperate with and *augment existing infrastructure*
- *No FCC spectrum licensing* or on-going license maintenance
- Tremendous *installation density*, allowing multiple devices to be deployed in a single location without loss of security
- Eco-friendly 'green' solution using *up to 66% less power* and generating no microwave smog

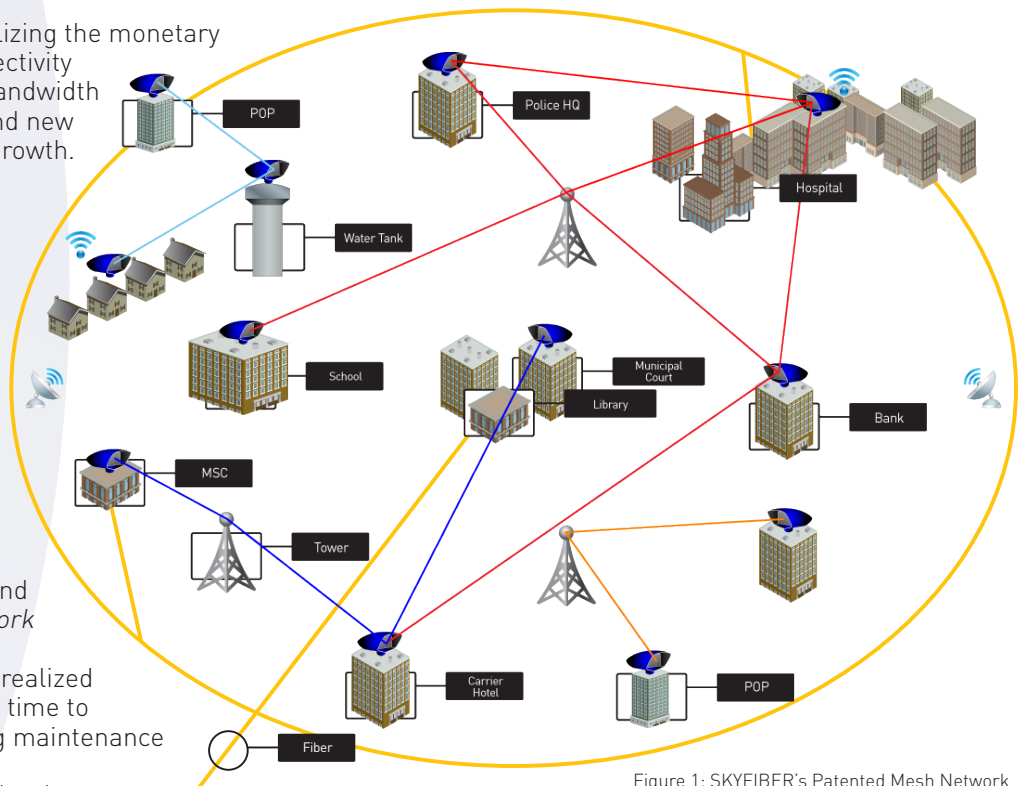


Figure 1: SKYFIBER's Patented Mesh Network

Contact Us

For further information on SKYFIBER™ products and solutions, please contact sales@skyfiber.com Or visit us on the web at www.skyfiber.com.