

Coakster Wireless Response to ECS 04/2020 Document

URCA Team,

My response is not to a particular section of your ECS 04/2020 document, but rather to the principle of the document as a whole.

The main mission of Coakster Wireless is "to provide Affordable, Reliable and Secure wireless internet services to homes, businesses and public common areas where there is no access to traditional communications infrastructure". We have managed to accomplish two thirds of our goals: Reliable and Secure Internet Services. The Affordability aspect has always been questioned.

Granted, our services are, as your documented noted, part of a niche market where a premium can be expected (i.e. locations off-grid). The problem being presented here does not only affect Other Licensed Operators, the real victims are the end users of the service; there is currently no consideration being made for consumers that would otherwise be disconnected from the World Wide Web.

Coakster Wireless operates mainly in the Residential Internet Services space; 99% of our clientele are services being delivered to a home. As such, I will present a snapshot of what off-grid, consumers are presented with today in comparison to consumers on the traditional fiber/copper grid:

	BTC	CBL	OLO
Average Cost Per Mb	\$1.58	\$1.45	\$16.36*
Offering Range	100-600Mb/s	30-105Mb/s	3-7Mb/s

*Coakster Wireless price reference used (lowest price in FWA Market).

Sources:

<https://www.coakster.com/products-services>

<http://www.btcbahamas.com/explore/internet>

<https://www.cablebahamas.com/revon/packages/>

A document created by the FCC on Broadband requirements today paints the picture of the limitations created by this issue: <https://www.fcc.gov/consumers/guides/broadband-speed-guide>

It should be noted that the OLO FWA offering range is much lower, not because of limitations with wireless technology, but because of the margin squeeze which forces a much higher premium on the consumer. Operators depending on BTC and CBL are forced to pay a hefty price tag on bandwidth and oversubscribe significantly making it hard to strike a balance between Business Feasibility and Quality of Service.

Previously viewed as a luxury, Internet Service has grown to be an essential service today. Particularly as of late with the COVID-19 pandemic; there is more of a need today than ever before. It is our hope that the Utilities Regulation and Competition Authority can assist in this unregulated space.