

1. Lower Bandwidth Options

Would it be possible to get a price schedule for bandwidth packages below 100mb? Note that both BTC and CBL offerings start at 100mb. Particularly now with the rebuilding of the Coakster Wireless network and client base (i.e. Hurricane Dorian Impact), we would need to start at much lower bandwidth rates at our input and grow accordingly.

2. Overall Thoughts on Pricing

Though the proposed pricing has come down a bit, we still feel that it can be even lower. This of course could be seen as a biased view so we will rely on URCA in this process to review markup pricing even closer.

Here is a point to consider: Attached is the BTC Broadband Resale Offer (BRO) which to my understanding did not get much traction. See below extract:

A.9 BTC is responsible for the delivery and maintenance of the service, for the provision of equipment on Customer's premises necessary to connect Customers to the service (broadband modem and filter), for the allocation of user names, passwords and IP addresses, and for fault repairs to the Broadband Resale Service. BTC shall not be responsible for testing, provisioning, supplying, purchasing, installing or maintaining any equipment to be installed on the Customer's premises other than the broadband modem and filter. BTC's responsibilities for the maintenance of Customer Equipment shall be as set out in Clause C.5.

You will note the BRO arrangement has more overhead on the part of BTC as their demarcation point reaches much farther into the homes of the end user. The current Wholesale Dedicated Internet Access (WDIA) document speaks to an arrangement where the upstream provider delivers services to a single point of presence location and it is on the operator to externalize the network and carry out all of the aforementioned tasks (underlined above). Despite this, the BRO price tag is significantly lower than that of the WDIA.

As an operator, the BRO price tag of \$187.44 for "Turbo Charged 300 Mbps / 100 Mbps" has much more value than the WDIA price tag of \$3,693.00 for a symmetrical 100Mbps connection as an input. We would be willing to use the BRO service at this price even if it only delivered half of the promised bandwidth.

Regards,
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