

## BTOP Comprehensive Community Infrastructure Detailed Budget

Please complete the General Budget Overview and Detailed Project Costs worksheets.

**Please refer to the Comprehensive Community Infrastructure Grant Guidance for detailed instructions on the completing this upload.**

Applicants are required to provide this upload as an Excel file, and not to convert it to a PDF prior to upload. Applicants should not alter the layout of the provided templates, except to insert additional line-items as needed in the Detailed Project Costs worksheet.

**Important Update - 3/19/2010:** This template has been updated with the addition of a new column in the Detailed Project Costs worksheet. The new column, titled "Cash Match Percentage" allows Applicants to specify the percentage of the line item cost that will be provided by the cash match. This column is only relevant if "Cash Match" is selected in column C (the "Match" column). If "Cash Match" is selected in column C, Applicants should specify a percentage in the Cash Match Percentage field--100% means that the line item will be paid for entirely from the cash match, 0% means that it is paid for entirely from the federal request, any other amount will allocate the costs between the federal request and the cash match.

Note that it is not required for Applicants to use this updated template. Applicants that submit their detailed budget using the previously available template will not be penalized. In the previous version of this template, selecting "Cash Match" in column C indicates that 100% of the line item cost will be paid from the cash match.

## General Budget Overview

Budget	Federal Funding Request	Matching Funds (Cash)	Matching Funds (In-Kind)	Budget TOTAL	Last Mile Allocation	Middle Mile Allocation	Allocated TOTAL
Network & Access Equipment (switching, routing, transport, access)	\$1,141,190	\$285,297		\$1,426,487		\$1,426,487.36	\$1,426,487
Outside Plant (cables, conduits, ducts, poles, towers, repeaters, etc.)	\$8,784,452	\$2,196,113	\$0	\$10,980,565		\$10,980,565.00	\$10,980,565
Buildings and Land – (new construction, improvements, renovations, lease)	\$307,200	\$76,800		\$384,000		\$384,000.00	\$384,000
Customer Premise Equipment (modems, set-top boxes, inside wiring, etc.)	\$278,296	\$69,574		\$347,869		\$347,869.48	\$347,869
Billing and Operational Support Systems (IT systems, software, etc.)	\$56,644	\$14,161		\$70,805		\$70,805.00	\$70,805
Operating Equipment (vehicles, office equipment, other)	\$184,880	\$46,220		\$231,100		\$231,100.00	\$231,100
Engineering/Professional Services (engineering design, project management, consulting, etc.)	\$740,479	\$185,120		\$925,598		\$925,598.40	\$925,598
Testing (network elements, IT system elements, user devices, test generators, lab furnishings, servers/computers, etc.)	\$91,327	\$22,832		\$114,159		\$114,159.17	\$114,159
Site Preparation				\$0		\$0.00	\$0
Other				\$0		\$0.00	\$0
<b>TOTAL BROADBAND SYSTEM:</b>	<b>\$11,584,468</b>	<b>\$2,896,117</b>	<b>\$0</b>	<b>\$14,480,584</b>	<b>\$0</b>	<b>\$14,480,584</b>	<b>\$14,480,584</b>
<b>Cost Share Percentage:</b>	<b>80.00%</b>	<b>20.00%</b>	<b>0.00%</b>				

**DETAIL OF PROJECT COSTS**

PLEASE COMPLETE THE TABLE BELOW FOR THE DIFFERENT CATEGORIES OF EQUIPMENT THAT WILL BE REQUIRED FOR COMPLETING THE PROJECT. EACH CATEGORY SHOULD BE BROKEN DOWN TO THE APPROPRIATE LEVEL FOR IDENTIFYING UNIT COST

	Match (Cash/In-kind)	Cash Match Percentage	Unit Cost	No. of Units	Total Cost	Last Mile Allocation	Middle Mile Allocation	Allocated Total	SF-424C Budget Category	Support of Reasonableness
NETWORK & ACCESS EQUIPMENT					\$1,426,487	\$0	\$1,426,487	\$1,426,487		
OUTSIDE PLANT					\$10,980,565	\$0	\$10,980,565	\$10,980,565		

		Match (Cash/In-kind)	Cash Match Percentage	Unit Cost	No. of Units	Total Cost	Last Mile Allocation	Middle Mile Allocation	Allocated Total	SF-424C Budget Category	Support of Reasonableness
<b>BUILDINGS</b>											
						\$384,000	\$0	\$384,000	\$384,000		
<b>Improvements &amp;</b>											
						\$0			\$0		
						\$0			\$0		
						\$0			\$0		
<b>Other</b>											
						\$0			\$0		
						\$0			\$0		
						\$0			\$0		
<b>CUSTOMER PREMISE EQUIPMENT</b>											
						\$347,869	\$0	\$347,869	\$347,869		
<b>Other</b>											
						\$0			\$0		
						\$0			\$0		
						\$0			\$0		
<b>BILLING SUPPORT AND OPERATIONS SUPPORT SYSTEMS</b>											
						\$70,805	\$0	\$70,805	\$70,805		
<b>Billing Support</b>											
						\$0			\$0		
						\$0			\$0		
						\$0			\$0		
<b>Other Support</b>											
						\$0			\$0		
						\$0			\$0		
						\$0			\$0		



		Match (Cash/In-kind)	Cash Match Percentage	Unit Cost	No. of Units	Total Cost	Last Mile Allocation	Middle Mile Allocation	Allocated Total	SF-424C Budget Category	Support of Reasonableness
OPERATING EQUIPMENT						\$231,100	\$0	\$231,100	\$231,100		
PROFESSIONAL SERVICES						\$925,598	\$0	\$0	\$925,598		
TESTING						\$114,159	\$0	\$114,159	\$114,159		
Network						\$0		\$0.00	\$0		
						\$0		\$0.00	\$0		
						\$0		\$0.00	\$0		
IT System						\$0		\$0.00	\$0		
						\$0		\$0.00	\$0		
						\$0		\$0.00	\$0		
User Devices						\$0		\$0.00	\$0		
						\$0		\$0.00	\$0		
						\$0		\$0.00	\$0		

		Match (Cash/In-kind)	Cash Match Percentage	Unit Cost	No. of Units	Total Cost	Last Mile Allocation	Middle Mile Allocation	Allocated Total	SF-424C Budget Category	Support of Reasonableness
<b>OTHER UPFRONT COSTS</b>											
Site						\$0	\$0	\$0	\$0		
						\$0			\$0		
						\$0			\$0		
Other						\$0			\$0		
						\$0			\$0		
						\$0			\$0		
<b>PROJECT TOTAL:</b>						<b>\$14,480,584</b>	<b>\$0</b>	<b>\$13,554,986</b>	<b>\$14,480,584</b>		

<b>SF-424C Cross-check Totals</b>	
1. Admin and Legal	\$93,905
2. Land, structures	\$384,000
3. Relocation expenses	\$0
4. Architectural and engr.	\$186,000
5. Other archit. and engr.	\$0
6. Inspection fees	\$0
7. Site work	\$359,299
8. Demolition/removal	\$0
9. Construction	\$11,339,864
10. Equipment	\$2,117,516
11. Misc.	\$0

<b>Matching Contribution Cross-check Totals</b>	
Federal Funding Request	\$11,584,468
Cash Match Contribution	\$2,896,117
In-kind Match Contribution	\$0

Approach to allocating Last Mile and Middle Mile costs:

## Comprehensive Community Infrastructure Key Metrics Dashboard

Please refer to the CCI Grant Guidelines for instructions on completing this form.

Applicant Profile	
Applicant Name	<b>InLine dba Contact Network</b>
Title	Mississippi Delta Broadband Infrastructure Project
Easygrants ID	4832
Headquarters	<b>Birmingham, AL</b>
Size (2009 Data) of Applicant Entity	<ul style="list-style-type: none"> <li>Current Year Revenues: \$20.8M (2009)</li> <li>Employees: 79</li> </ul>
Technology Type	<b>Fiber Buried, Fiber Aerial, Wireless</b>
Key Partners	<ul style="list-style-type: none"> <li>Community: <b>MDOT, SCMCEED, School Districts</b></li> <li>Vendor SBDs: <b>n/a</b></li> <li>Other Vendors: <b>Ervin Cable Construction, Mississippi Power Company, Entergy Mississippi</b></li> </ul> Network Partners: <b>IFN (ITC Deltacom), AT&amp;T, Telepak</b>

Project Economics			
Budget Information		Project Financials	
Project Budget	<b>\$14,480,584</b>	Project Revenues (Yr 8)	
Federal Contribution (%)	<b>\$11,584,467</b>	Net Income and Margin (Yr 8)	
Cash Match Amount (%)	<b>\$2,896,117</b>	EBITDA and Margin (Yr 8)	
In Kind Match Amount (%)	<b>\$00</b>	Rate of Return (w/o BTOP Funds)	
Middle Mile/Last Mile Budget Allocation		Rate of Return (w/ BTOP Funds)	
Middle Mile Percentage (%)	100%	Cost Efficiency	
Last Mile Percentage (%)	0%	Cost per Mile (MM)	
Rural Last Mile Percentage	0%	Cost per Household (LM)	

Market Territory	
Geographic Area(s)	<b>12 counties in the Mississippi Delta region, including Tunica, Coahoma, Bolivar, Sunflower, Tallahatchie, Grenada, Leflore, Carroll, Montgomery, Humphreys, Washington, and Yazoo counties.</b>
Middle Mile Network Composition	
Total Proposed Network Miles (MM only)	<ul style="list-style-type: none"> <li>Total Miles: 549</li> <li>Backbone Miles: 500</li> <li>Lateral Miles: 49</li> </ul>
New Construction Network Miles (MM only)	<ul style="list-style-type: none"> <li>Total Miles: 373</li> <li>Backbone Miles: 324</li> <li>Lateral Miles: 49</li> </ul>
Existing Applicant Network Miles Utilized (MM only)	<ul style="list-style-type: none"> <li>Total Miles: 0</li> <li>Backbone Miles: 0</li> <li>Lateral Miles: 0</li> </ul>

Comprehensive Community Infrastructure  
Key Metrics Dashboard

Leased Network Miles Utilized (MM only)	<ul style="list-style-type: none"> <li>Total Miles: 176</li> <li>Backbone Miles: 176</li> <li>Lateral Miles: 0</li> </ul>
Underserved/Unserved	<ul style="list-style-type: none"> <li>Percentage of Backbone Miles in Underserved/Unserved Areas: 100%</li> <li>Percentage of Lateral Miles in Underserved/Unserved Areas: 100%</li> </ul>
<b>Existing Customer Base</b>	
Existing Residential/Individual Customers within PFSA	<b>N/A</b>
Existing Business Customers within PFSA	<b>32</b>
Existing Community Anchor Institution Customers within PFSA	<ul style="list-style-type: none"> <li>Total CAI's: 58</li> <li>Community Colleges: 2</li> <li>Public Safety Entities: 18</li> </ul>
Existing Third Party Service Provider Customers within PFSA	<b>0</b>
<b>Potential Customer Base</b>	
Market Potential Households (within PFSA)	<ul style="list-style-type: none"> <li>Total HH's: n/a</li> <li>Located in Underserved/Unserved Areas: n/a</li> </ul>
Market Potential Businesses (within PFSA)	<ul style="list-style-type: none"> <li>Total Businesses: 4250</li> <li>Located in Underserved/Unserved Areas: 4250</li> </ul>
Market Potential Community Anchor Institutions (within PFSA)	<ul style="list-style-type: none"> <li>Total CAI's: 145</li> <li>Located in Underserved/Unserved Areas: 145</li> <li>Community Colleges: 2</li> <li>Public Safety Entities: 36</li> </ul>
Market Potential Third Party Service Providers (within PFSA)	<ul style="list-style-type: none"> <li>Total Third Party Service Providers in PFSA: 5</li> <li>Expressing Commitment or Letter of Interest: 3</li> </ul>
<b>Funded Network Coverage</b>	
Households Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>Total Households Connected: <b>n/a</b></li> <li>Located in Underserved/Unserved Areas: n/a</li> </ul>
Businesses Connected to Network (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>Total Businesses Connected: n/a</li> <li>Located in Underserved/Unserved Areas: <b>n/a</b></li> </ul>
Community Anchor Institutions Directly Connected (via BTOP Funds by end of Year 3)	<ul style="list-style-type: none"> <li>Total Directly Connected CAI's: 132</li> <li>Located in Underserved/Unserved Areas: <b>132</b></li> <li>Community Colleges: 8</li> <li>Public Safety Entities: 16</li> </ul>

Comprehensive Community Infrastructure  
Key Metrics Dashboard

Projected Subscribers by Year Five	<p><b><u>Directly Served by Applicant</u></b></p> <ul style="list-style-type: none"> <li>• Community Anchor Institutions: 132</li> <li>• Households: 0</li> <li>• Businesses: 0</li> <li>• Third Party Service Providers: <b>0</b></li> </ul> <p><b><u>Served by Proposed Network Via Third Party Service Provider</u></b></p> <ul style="list-style-type: none"> <li>• Community Anchor Institutions: n/a</li> <li>• Households: n/a</li> <li>• Businesses: n/a</li> </ul>
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Other	
Proposed MM Network Capacity	<ul style="list-style-type: none"> <li>• Backbone: 4Gbps</li> <li>• Laterals: 1Gbps</li> </ul>
Proposed LM Network Speed	<ul style="list-style-type: none"> <li>• Highest offered speed tier: n/a</li> <li>• Estimated Average speed for highest speed tier:n/a</li> </ul>
Total Points of Interconnection	<ul style="list-style-type: none"> <li>• Total Pol's: 12</li> <li>• Pol's in Underserved/Unserved Areas: 12</li> <li>• Environmentally-controlled, non-passive Pols:12</li> </ul>
Jobs Created	<ul style="list-style-type: none"> <li>• <b>Direct Job-years: 50</b></li> <li>• <b>Indirect Job-years: 50</b></li> <li>• <b>Induced Job-years: 57</b></li> </ul>
Required Time for Project Completion (Number of Required Quarters to Fully Build-out and Test Network and Make Ready for Commercial Service)	<b>12 quarters</b>

## **BTOP Comprehensive Community Infrastructure Pro Forma Financial Projections**

Please complete the Income Statement, Balance Sheet, Cash Flows, and NPV-IRR Table worksheets. Key assumptions used to formulate these financial projections should be listed in the Key Assumptions worksheet. Please note that these are **project-specific** projections, in contrast to the historical financial information which is provided at the organizational level.

**Please refer to the Comprehensive Community Infrastructure Grant Guidance for detailed instructions on the completing this attachment.**

Applicants are required to provide this attachment as an Excel file, and not to convert it to a PDF when submitting a copy of their application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive. Applicants may make adjustments to the format of the templates as necessary to provide the most effective presentation of the data for their specific project, but should not remove major headings (*e.g.* Revenues and Expenses on the Income Statement) or provide less detailed information than would be required to complete the provided templates.

# Income Statement

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Revenues<sup>1</sup></b>								
Broadband Offerings								
Wholesale Data								
Retail Data								
Dark Fiber								
Collocation								
Other (list specific services)								
Other Network Driven Revenues								
Video Services								
Voice Services (local/toll/long distance)								
Other (list specific services)								
Universal Service Fund								
Installation Revenues								
Grant Funds (80%)								
<b>Total Revenues</b>								
<b>Expenses<sup>2</sup></b>								
Backhaul								
Network Maintenance/Monitoring								
Utilities								
Leasing								
Sales/Marketing								
Customer Care								
Billing								
Corporate G&A								
Other Operating Expense								
<b>Total</b>								
<b>EBITDA</b>								
Depreciation <sup>3</sup>								
Depreciation - IRU								
Amortization								
<b>Earnings Before Interest and Taxes</b>								
Interest Expense - Regions Bank <sup>4</sup>								
<b>Income Before Taxes</b>								
Less Grant Money Received <sup>5</sup>								
Property Tax								
Income Taxes								
<b>Net Income</b>								





# Balance Sheet

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b><u>Assets</u></b>								
<i>Current Assets</i>								
Cash								
Marketable Securities								
Accounts Receivable <sup>1</sup>								
Notes Receivable								
Inventory <sup>2</sup>								
Prepayments								
Other Current Assets								
<b>Total Current Assets</b>								
<i>Non-Current Assets</i>								
Long-Term Investments								
Amortizable Asset (Net of Amortization)								
Plant in Service								
IRU								
Less: Accumulated Depreciation								
IRU Accumulated Depreciation								
<b>Net Plant</b>								
Other								
<b>Total Non-Current Assets</b>								
<b>Total Assets</b>								
<b><u>Liabilities and Owners' Equity</u></b>								
<b>Liabilities</b>								
<i>Current Liabilities</i>								
Accounts Payable <sup>3</sup>								
Notes Payable								
Other Current Liabilities								
<b>Total Current Liabilities</b>								
<i>Long-Term Liabilities</i>								
Long Term Notes Payable								
Proposed Regions Borrowing								
<b>Total Long-Term Liabilities</b>								
<b>Total Liabilities</b>								
<b>Owner's Equity</b>								
Capital Stock								
Additional Paid-In Capital								
Retained Earnings								
<b>Total Equity</b>								



Total Liabilities and Owner's Equity							
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# Statement of Cash Flows

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Beginning Cash</b>								
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>								
Net Income								
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>								
Add: Depreciation								
Add: Depreciation IRU								
Add: Amortization								
<i>Changes in Current Assets and Liabilities:</i>								
Marketable Securities								
Accounts Receivable <sup>1</sup>								
Inventory <sup>2</sup>								
Prepayments								
Other Current Assets								
Accounts Payable <sup>3</sup>								
Other Current Liabilities								
<b>Net Cash Provided (Used) by Operations</b>								
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>								
Capital Expenditures								
Amortizable Asset (Net of Amortization)								
Long-Term Investments								
<b>Net Cash Used by Investing Activities</b>								
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>								
Notes Receivable								
Notes Payable								
Principal Payments								
New Borrowing <sup>4</sup>								
Additional Paid-in Capital								
Additions to Patronage Capital Credits								
Payment of Dividends								
Grant Funds Received								
<b>Net Cash Used by Investing Activities</b>								
<b>Net Increase (Decrease) in Cash</b>								
<b>Ending Cash</b>								





**NPV/IRR Table**

	Net Present Value	Internal Rate of Return
Without BTOP Funding		
With BTOP Funding		

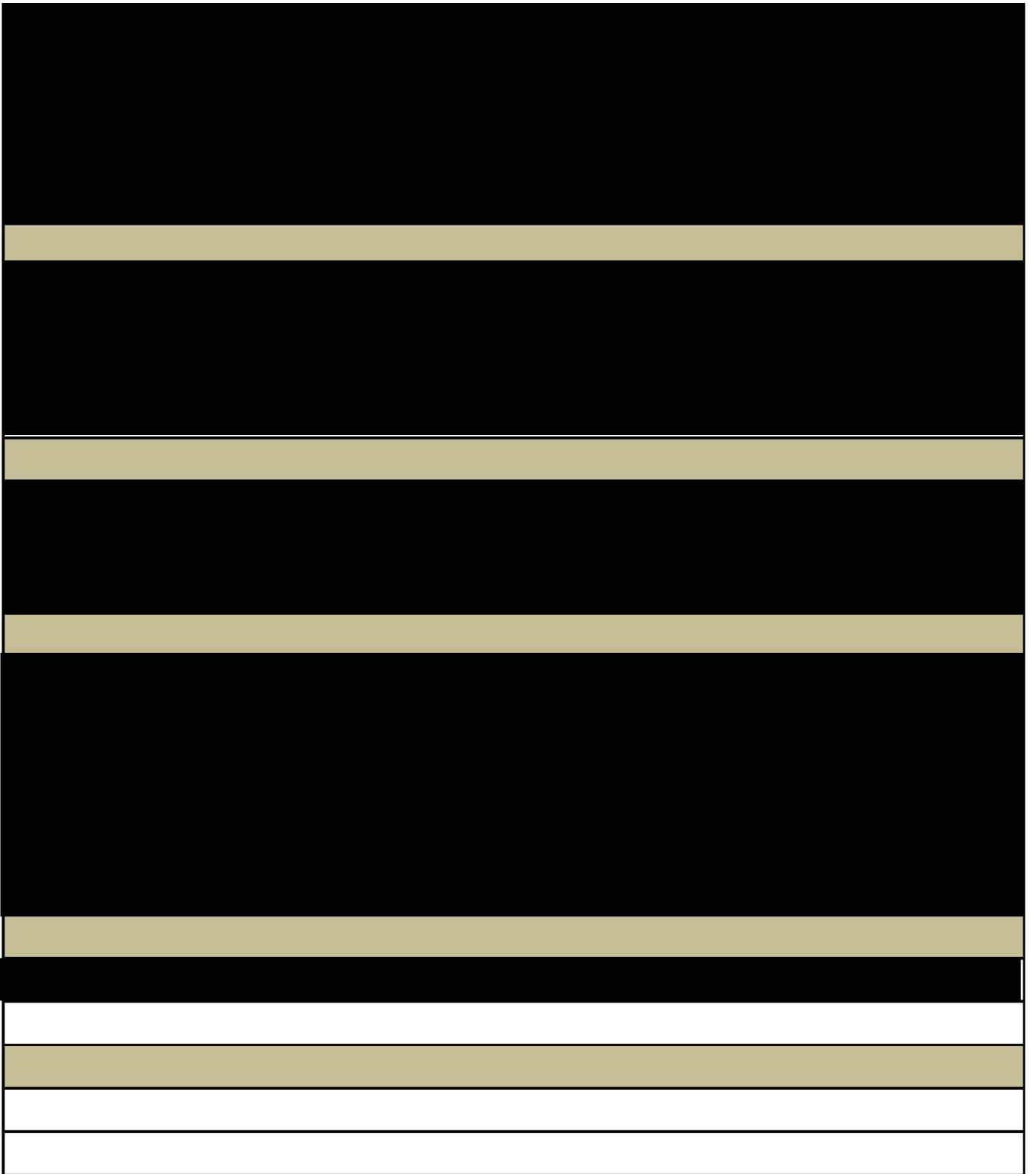
Revenue Assumptions	
Factor	Specific Metric Used in Analysis
Customers Passed	
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Other	
Take Rate (should likely vary across 8-Year Forecast)	
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Other	
Direct Customer Connections	
Customer Segment A	
Customer Segment B	
Other	
Average Revenue per User (may vary across 8-year forecast)	
Anchor Institutions - Segment A	
Anchor Institutions - Segment B	
Businesses	
Households	
Last Mile Providers	
Other	

Expense Assumptions	
Factor	Specific Metric Used in Analysis
Network Expenses	
Backhaul	

Maintenance	
Utilities	
Leasing	
Depreciation	
Other	
Sales & Marketing	
Advertising	
Commissions	
Salaries	
Other	
Customer Care & Billing	
Systems	
Personnel	
Other	
General & Administrative	
Professional Services	
Insurance	
Non-Network Utilities	
Travel	
Supplies	
Miscellaneous	
Interest Expenses	
Debt Instrument A	
Debt Instrument B	
Taxes	
Federal Tax Rate	
Other Tax Rates	

Rationale (Cite Basis)

Rationale (Cite Basis)





ry July 2013

6 increase annually

6 increase annually

6 increase annually

6 increase annually

6 increase annually

6 increase annually

## BTOP Comprehensive Community Infrastructure Subscriber Estimates Template

Please complete the complete the Subscriber Estimates worksheet.

All applicants should indicate their 8-year subscriber forecasts with a breakdown by type of subscriber (residential/individual, businesses, community anchor institutions, third party service providers) and service offerings. The names of the service offerings should match those provided in the Service Offering and Competitor Data upload, enabling reviewers to easily cross-reference between the two documents. The Year 0 column should be used to denote any existing customers within the Proposed Funded Service Area. In addition, applicants that project that they will have third party service provider customers should include a line for parties "Served by Third Party Service Providers," showing an estimate of how many residential/individual, community anchor institution, and business customers will be served by those service providers, as demonstrated in the example below. At the bottom of the table, applicants should provide customer totals across all service offerings, with and without customers indirectly served through a third party service provider (if applicable). Applicants should also include a brief discussion of their methodology for deriving these estimates.

In contrast to several other upload templates in this application, the data provided via this template will NOT be subject to automated processing. Applicants are permitted to modify the template layout in order to provide the most effective presentation of the data for their specific project, but such modifications are generally discouraged. Applicants should, in any case, ensure that they provide at least as much detail as the provided template requires. To the extent that you modify these templates please ensure that the print layouts are adjusted so that rows do not break across pages in a manner that will be difficult to understand. A PDF of this file will be automatically generated upon upload to Easygrants, and the print settings will be used to format the PDF file.

### EXAMPLE

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2			
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
Mega-Metro E - 100 Mbps	Community Anchor Inst.	0	Cumulative	0	0	0	0	5	10	17	26
			Net Add	0	0	0	0	5	5	7	9
	Business	0	Cumulative	0	0	0	0	12	27	52	82
			Net Add	0	0	0	0	12	15	25	30
	Third Party Service Provider	0	Cumulative	0	0	0	0	1	2	4	6
			Net Add	0	0	0	0	1	1	2	2
Served by Third Party Service Providers	Indirect - Res./Ind.	0	Cumulative	0	0	0	0	1000	3000	5000	10000
			Net Add	0	0	0	0	1000	2000	2000	5000
	Indirect - Business	0	Cumulative	0	0	0	0	2	8	18	30
			Net Add	0	0	0	0	2	6	10	12
	Indirect - Com. Anchor Inst.	0	Cumulative	0	0	0	0	0	2	3	5
			Net Add	0	0	0	0	0	2	1	2

### Broadband Subscriber Estimates

Name of Service Offering	Customer Type	Year 0	Cumulative/ Net Add	Year 1				Year 2				Year 3				Year 4	
				Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2
K12 - 100Mbps Private Network	Community Anchor Inst.		Cumulative Net Add														
Community Colleges/Hospitals 100Mbps Private Network	Community Anchor Inst.		Cumulative Net Add														
Public Safety 100Mbps Private Network	Community Anchor Inst.		Cumulative Net Add														
<b>Cumulative Totals (excluding Indirect)</b>	Residential/Individual		Total														
	Business		Total														
	Community Anchor Inst.		Total														
	Third Party Service Provider		Total														
<b>Cumulative Totals (including Indirect)</b>	Residential/Individual		Total														
	Business		Total														
	Community Anchor Inst.		Total														

**Table of Customer Types**

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.



Name of Service Offering	Customer Type	Year 4		Year 5				Year 6				Year 7				Year 8		
		Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3
K12 - 100Mbps Private Network	Community Anchor Inst.																	
Community Colleges/Hospitals 100Mbps Private Network	Community Anchor Inst.																	
Public Safety 100Mbps Private Network	Community Anchor Inst.																	
Cumulative Totals (excluding Indirect)	Residential/Individual Business																	
	Community Anchor Inst.																	
	Third Party Service Provider																	
Cumulative Totals (including Indirect)	Residential/Individual Business																	
	Community Anchor Inst.																	

**Table of Customer Types**

Residential/Individual Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

Name of Service Offering	Customer Type	Qtr 4
K12 - 100Mbps Private Network	Community Anchor Inst.	
Community Colleges/Hospitals 100Mbps Private Network	Community Anchor Inst.	
Public Safety 100Mbps Private Network	Community Anchor Inst.	
<b>Cumulative Totals (excluding Indirect)</b>	Residential/Individual	
	Business	
	Community Anchor Inst.	
	Third Party Service Provider	
<b>Cumulative Totals (including Indirect)</b>	Residential/Individual	
	Business	
	Community Anchor Inst.	

**Table of Customer Types**

Residential/Individual
Business
Community Anchor Inst.
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

### BUDGET INFORMATION - Construction Programs

OMB Approval No. 4040-0008  
Expiration Date 07/30/2010

*NOTE: Certain Federal assistance programs require additional computations to arrive at the Federal share of project costs eligible for participation. If such is the case, you will be notified.*

COST CLASSIFICATION	a. Total Cost	b. Costs Not Allowable for Participation	c. Total Allowable Costs (Columns a-b)
1. Administrative and legal expenses	\$ 93,905.00	\$ 0.00	\$ 93,905.00
2. Land, structures, rights-of-way, appraisals, etc.	\$ 384,000.00	\$ 0.00	\$ 384,000.00
3. Relocation expenses and payments	\$ 0.00	\$ 0.00	\$ 0.00
4. Architectural and engineering fees	\$ 186,000.00	\$ 0.00	\$ 186,000.00
5. Other architectural and engineering fees	\$ 0.00	\$ 0.00	\$ 0.00
6. Project inspection fees	\$ 0.00	\$ 0.00	\$ 0.00
7. Site work	\$ 359,299.00	\$ 0.00	\$ 359,299.00
8. Demolition and removal	\$ 0.00	\$ 0.00	\$ 0.00
9. Construction	\$ 11,339,864.00	\$ 0.00	\$ 11,339,864.00
10. Equipment	\$ 2,117,516.00	\$ 0.00	\$ 2,117,516.00
11. Miscellaneous	\$ 0.00	\$ 0.00	\$ 0.00
12. SUBTOTAL (sum of lines 1- 11)	\$ 14,480,584.00	\$ 0.00	\$ 14,480,584.00
13. Contingencies	\$	\$	\$ 0.00
14. SUBTOTAL	\$ 14,480,584.00	\$ 0.00	\$ 14,480,584.00
15. Project (program) income	\$	\$	\$ 0.00
16. TOTAL PROJECT COSTS (subtract #15 from #14)	\$ 14,480,584.00	\$ 0.00	\$ 14,480,584.00
<b>FEDERAL FUNDING</b>			
17. Federal assistance requested, calculate as follows: (Consult Federal agency for Federal percentage share.) Enter eligible costs from line 16c Multiply X <input style="width: 50px;" type="text" value="80"/> % Enter the resulting Federal share.			\$ 11,584,467.00



## INSTRUCTIONS FOR THE SF-424C

Public reporting burden for this collection of information is estimated to average 180 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0041), Washington, DC 20503.

**PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.**

This sheet is to be used for the following types of applications: (1) "New" (means a new [previously unfunded] assistance award); (2) "Continuation" (means funding in a succeeding budget period which stemmed from a prior agreement to fund); and (3) "Revised" (means any changes in the Federal Government's financial obligations or contingent liability from an existing obligation). If there is no change in the award amount, there is no need to complete this form. Certain Federal agencies may require only an explanatory letter to effect minor (no cost) changes. If you have questions, please contact the Federal agency.

*Column a.* - If this is an application for a "New" project, enter the total estimated cost of each of the items listed on lines 1 through 16 (as applicable) under "COST CLASSIFICATION."

If this application entails a change to an existing award, enter the eligible amounts *approved under the previous award* for the items under "COST CLASSIFICATION."

*Column b.* - If this is an application for a "New" project, enter that portion of the cost of each item in Column a. which is *not* allowable for Federal assistance. Contact the Federal agency for assistance in determining the allowability of specific costs.

If this application entails a change to an existing award, enter the adjustment [+ or (-)] to the previously approved costs (from column a.) reflected in this application.

*Column .* - This is the net of lines 1 through 16 in columns "a." and "b."

Line 4 - Enter estimated basic engineering fees related to construction (this includes start-up services and preparation of project performance work plan).

Line 5 - Enter estimated engineering costs, such as surveys, tests, soil borings, etc.

Line 6 - Enter estimated engineering inspection costs.

Line 7 - Enter estimated costs of site preparation and restoration which are not included in the basic construction contract.

Line 9 - Enter estimated cost of the construction contract.

Line 10 - Enter estimated cost of office, shop, laboratory, safety equipment, etc. to be used at the facility, if such costs are not included in the construction contract.

Line 11 - Enter estimated miscellaneous costs.

Line 12 - Total of items 1 through 11.

Line 13 - Enter estimated contingency costs. (Consult the Federal agency for the percentage of the estimated construction cost to use.)

Line 14 - Enter the total of lines 12 and 13.

Line 15 - Enter estimated program income to be earned during the grant period, e.g., salvaged materials, etc.

Line 16 - Subtract line 15 from line 14.

Line 17 - This block is for the computation of the Federal share. Multiply the total allowable project costs from line 16, column "c." by the Federal percentage share (this may be up to 100 percent; consult Federal agency for Federal percentage share) and enter the product on line 17.

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Line 1 - Enter estimated amounts needed to cover administrative expenses. Do not include costs which are related to the normal functions of government. Allowable legal costs are generally only those associated with the purchases of land which is allowable for Federal participation and certain services in support of construction of the project.

Line 2 - Enter estimated site and right(s)-of-way acquisition costs (this includes purchase, lease, and/or easements).

Line 3 - Enter estimated costs related to relocation advisory assistance, replacement housing, relocation payments to displaced persons and businesses, etc.



## ASSURANCES - CONSTRUCTION PROGRAMS

OMB Approval No. 4040-0009  
Expiration Date 07/30/2010

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0042), Washington, DC 20503.

**PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.**


**NOTE:** Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the Awarding Agency. Further, certain Federal assistance awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

1. Has the legal authority to apply for Federal assistance, and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project costs) to ensure proper planning, management and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, the right to examine all records, books, papers, or documents related to the assistance; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will not dispose of, modify the use of, or change the terms of the real property title, or other interest in the site and facilities without permission and instructions from the awarding agency. Will record the Federal awarding agency directives and will include a covenant in the title of real property acquired in whole or in part with Federal assistance funds to assure non-discrimination during the useful life of the project.
4. Will comply with the requirements of the assistance awarding agency with regard to the drafting, review and approval of construction plans and specifications.
5. Will provide and maintain competent and adequate engineering supervision at the construction site to ensure that the complete work conforms with the approved plans and specifications and will furnish progress reports and such other information as may be required by the assistance awarding agency or State.
6. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
7. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
8. Will comply with the Intergovernmental Personnel Act of 1970 (42 U.S.C. §§4728-4763) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
9. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. §§4801 et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
10. Will comply with all Federal statutes relating to non-discrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681 1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; (g) §§523 and 527 of the Public Health Service Act of 1912 (42 U.S.C. §§290 dd-3 and 290 ee 3), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 (42 U.S.C. §§3601 et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) under which application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.



11. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal and federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
12. Will comply with the provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.
13. Will comply, as applicable, with the provisions of the Davis-Bacon Act (40 U.S.C. §§276a to 276a-7), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327-333) regarding labor standards for federally-assisted construction subagreements.
14. Will comply with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is \$10,000 or more.
15. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the National Environmental Policy Act of 1969 (P.L. 91-190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. §§1451 et seq.); (f) conformity of Federal actions to State (Clean Air) implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. §§7401 et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
16. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. §§1271 et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
17. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq).
18. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-1 33, "Audits of States, Local Governments, and Non-Profit Organizations."
19. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.

*SIGNATURE OF AUTHORIZED CERTIFYING OFFICIAL 	*TITLE President
*APPLICANT ORGANIZATION Contact Network Inc d/b/a InLine	*DATE SUBMITTED 3/26/2010



# MISSISSIPPI DEPARTMENT OF TRANSPORTATION

## MIDDLE MILE COMMUNITY PROJECT



**InLine**   
SOLUTIONS THROUGH TECHNOLOGY

**MDOT**  
MISSISSIPPI DEPARTMENT OF TRANSPORTATION

**DELTA STATE**

**SUPPLEMENT**

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# Company Background

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Notable Products and Projects

March 24, 2010



## Company Overview

InLine is a Birmingham, AL based company that has been in operation for over seventeen years, and which also staffs field offices in Montgomery, AL and Jackson, MS. Founded in 1992 as a professional services firm, InLine has become the leading Total Solutions Provider (TSP) in Alabama and Mississippi, offering Internet services, information technology products, and end-to-end solutions to small, medium, and large businesses. The company leverages the latest technologies of e-commerce, Application Service Providing (ASP), Internet access and co-location, and hardware and software to deliver comprehensive services to educators, businesses, and government agencies. InLine has experienced significant and consistent growth in recent years, generating over \$30 million in 2007 revenue.

InLine provides a wide-range of services including local and wide-area network implementations, K-12 educational technology implementation and integration, voice and data solutions, application development, wired and wireless broadband networking, and have Competitive Local Exchange Carrier (CLEC) status. We have assisted numerous state, county and municipal governments develop integrated technology solutions utilizing millions of dollars in federal funding for a wide variety of technology projects for Education, Transportation, Public Safety and Communication needs.

InLine has carefully invested in both its human capital and systems infrastructure to reliably support and monitor its customers' networks. The company's in-house customer support offers extended business hours and professional on-site certified technicians with a broad range of experience and expertise. InLine has multiple points of presence located in several AT&T central offices (CO's) and maintains redundant facilities to offer competitive high-speed Internet access options for business, government and education networks. The longevity of our company can be attributed to our proven ability to adapt to new technologies and trends as they emerge in the business environment, a feat unparalleled by any other Alabama company.

## Network Implementation Capabilities

InLine is a licensed CLEC in both Alabama and Mississippi. Having delivered and constantly supporting thousands of voice and data circuits across the region, as well as managing thousands of local and wide area networks, has given us a tremendous amount of experience in working with both broadband technologies (Fiber, Wireless, DSL, Cable modem, etc.) as well as commercial dial-up lines and telecommunication circuits. InLine's project management teams are also very familiar with working in conjunction with other Independent Local Exchange Carriers, such as AT&T and Level 3, in the coordination of rollouts where telecommunications circuits are being installed.

The company has a facility-based network in Alabama with build-outs in central offices in each LATA (Local Access and Transport Area) and several COs built-out in Birmingham, enabling it to offer T-1, Metro Ethernet, xDSL, and DS3 services in Birmingham, Huntsville, and Montgomery, Alabama. The company also has the ability to extend service outside its central offices using Enhanced Extended Loops (EELs) to service other parts of the LATA. InLine maintains interconnection agreements with other CLECs and ILECs that allow it to provide service to most of the state of Alabama. The company also has four non-central office-based facilities that allow interconnections into its network to deliver Internet services outside its market in data hotels. These facilities are physically located in downtown Birmingham at the network's central hub, Dallas, Texas, at Level 3, and in Atlanta, Georgia at Telex.

Further, InLine has built multiple networks with its own last-mile technologies. These local networks provide 100- or 1000-Mbps connections and are assembled by installing fiber optic cabling on rented utilities poles and that connect various schools within a district.

In addition to developing and maintaining fiber networks, InLine provides point-to-point and point-to-multi-point licensed, unlicensed and WiMax wireless connections to full city-wide broadband networks and full county-wide and multi-county Wide Area Networks. These wireless broadband networks have enabled data transfer and communication for state and local government projects in which wired or fiber optic systems were simply not feasible



due to cost constraints, remote area applications, geographical deployment barriers, or areas affected by hurricanes where fiber is not a feasible long term solution. InLine also deploys wireless networks to help city, county and state governments cut costs and save money. By eliminating the need for T1 lines and telecommunications services that generate monthly recurring costs, wireless networks enable government organizations to connect their facilities through their own networks. To date, InLine has constructed wireless networks which cover over an estimated 1200 square miles in Alabama, Tennessee and Mississippi.

Beyond simply providing internet connectivity, the implementation of wireless networks also enables government organizations to enhance public services through the use of mobile broadband applications. By installing CPEs in fleet vehicles, dispatchers can keep track of their vehicles in real time. Law enforcement vehicles can make use of this technology through camera systems and laptops that allow them to be connected to central databases and dispatch facilities at all times. These networks can also be used as a complement to Supervisory Control and Data Acquisition (SCADA) systems, enabling remote access and more efficient control of public utilities.

To encourage sustainable adoption of broadband services in a community, InLine has been holding community-wide meetings with stakeholders from all areas of public service for over 7 years. By bringing together officials from police and fire departments, school districts, community colleges and universities, EMA, transportation, and health care providers, we are able to work with local officials to identify how broadband networks can be best tailored to suit a community's needs. This buy-in from community stakeholders combined with the wide variety of broadband-enhancing products InLine is able to provide help to ensure the sustainability of broadband networks in rural areas for many years to come.

## Broadband Enhancing Products:

InLine understands both the need for and the benefits of interagency cooperation at all levels of government, and believes that the best use of a broadband network is one that addresses the needs of as many local agencies as possible. The implementation of broadband through hybrid networks and the enhancement of these services through custom solutions create an environment where first responders, traffic engineers, educators, and government agencies have the latest technology through the responsible sharing of resources, training, and funding, generating significant savings and new efficiencies for these agencies.

InLine is able to provide a number of products and services that enhance the value of broadband to local governments and their constituent communities, promoting the sustainability of these networks over the long-term. Our **"InProducts"** integrate technologies that may not necessarily fit the broader technology marketplace into comprehensive solutions for our clients that are easier to implement, train for, and use than competing products. These solutions enhance network value through increasing the efficiency and effectiveness of public services and reduce overall costs to taxpayers.

### **Administration and Code Enforcement**

InLine can help law enforcement agencies maximize their efficiency with our **Digital Detective** system, which provides a way to file, search, and produce case files and their information electronically. The system is comprised of three main components, which helps law enforcement agencies manage their cases and their law enforcement resources: data management, case management, and agency management. The data management capabilities allow law enforcement officials to organize case files electronically in a similar fashion that they are organized manually. This includes digital input and storage of standard forms, digital storage of evidence, including written statements, audio, video, photographs, and other data. Digitizing this information provides for advanced case management capabilities. Information for both current and previous cases can be searched in a relational database for identification of commonalities and similarities between cases, enhancing investigators' ability to identify linkages among seemingly unrelated cases. This system can also create efficiencies in agency management, allowing administrators to track



individual case progress, generate crime maps, and examine performance statistics across various units or for the agency as a whole.

Law enforcement and inspection officials alike can find new efficiencies in their fieldwork through the use of **InCode**, an automated record keeping and planning software package. When paired with mobile broadband technology and wireless networks, this software enables swift reporting of incidents or findings from the field, and provides officials with instant access to critical databases.

InLine also provides a **Property Tax Administration System**, which was developed to assist counties and municipalities with the management of Appraisal, Assessment and Collections processes. This system helps gather and maintain current parcel and property owner information, generates annual and on-demand tax and valuation notices, easily creates abstracts and assessment documents, and improves the efficiency of the collections process with laser printed notices and barcode scanners. The search functionality within the system also provide the user with much faster access to information, which speeds up the response time required to answer inquiries from citizens.

When coupled with web-based e-government information services, local agencies can greatly increase the efficiency of their workforce. Greater access and increased ease of obtaining information can also enhance customer service quality, as street-level public servants face less red tape in handling constituent needs.

### **Educational Enhancements**

To date, InLine has worked with over 200 school districts in Alabama and Mississippi to provide educational technology solutions. InLine believes that teachers need certain technology to effectively teach in today's world. Students learn differently, and it is vital that teachers are able to respond to a variety of learning styles. It has been documented that student achievement is over 17% higher when both Interactive Boards and Voting Technology are used in the classroom.

InLine is able to provide educational technology that has been demonstrated to significantly enhance student learning. The **InGage Teacher Center** is a classroom solution that includes Interactive Board technology, Student Response Systems, document cameras, projectors, audio systems, videoconferencing capabilities, and a multimedia management system. These technologies enable teachers to record classes for absent students or archive for later use, share courses across multiple schools, utilize shared lesson plans available online, and instantly gauge student learning with response systems.

InLine has also been at the forefront of efforts in Alabama and Mississippi K-12 education with **Distance Education** initiatives. These initiatives are aimed at providing equal learning and professional development opportunities for students and teachers by allowing teachers to collaborate with others in the same subject areas, within their district, across the state, and even worldwide, by providing the ability to have more regular interaction within the district among students, teachers, and administrators, by providing professional development opportunities without having to leave the building, by offering virtual field trips to students, and by offering collaborative and social opportunities to students. Perhaps more importantly, these initiatives permit school systems to share teachers across multiple sites, enabling students in remote areas or schools with low resources to take advanced or elective courses that would not otherwise be available to them.

In Mississippi, we have worked with school district consortiums and individual districts to foster the implementation of **Interactive Video Conferencing (IVC)** in over 45 schools districts, involving over 200 systems. In Alabama, we have been part of the Governor's ACCESS Distance Learning Initiative, having installed over 100 systems state-wide representing approximately half of the total sites. Each of the sites is fully equipped to teach or receive classes either by video conferencing, or computer based instruction.



## Hosted GroupWare Services

Increasingly, both American and Foreign multi-national companies such as Boeing, Airbus, Honda, Mercedes, Hyundai, Martin Marietta, and Volkswagen are locating, or seriously considering locating manufacturing facilities in rural areas of Alabama and Mississippi within InLine's services territory. For every major automobile manufacturer that establishes a presence in this area, there are hundreds of tier 1, 2 and 3 suppliers who also locate nearby. Competing in this market and working with these types of large companies requires real groupware services like Microsoft Exchange or Lotus Domino, not just simple POP3 internet e-mail. At the same time these locations have poor availability of support and maintenance for these types of complicated solutions. The ideal solution is hosted Groupware such as **InBox** and **InBox Exchange**. By implementing a service like this all the maintenance and overhead is removed while leaving all the capability in place, providing a piece of the puzzle to drive jobs and economic opportunity.

**InBox** is a state-of-the-art messaging and collaboration suite of solutions for business. InBox allows employees to interact with each other and with customers to share documents, calendars, appointments, and contacts. By providing a fully functional groupware system that requires only a web browser, **InBox** users will not be hampered by the restricted functionality of limited web interfaces or the need to install bloated software packages. **InBox** enables quick syncing of data across multiple devices and provides advanced capabilities not seen in other groupware packages, all at a cost much lower than in-house groupware services.

The obstacle to delivering rich hosted services like this to these areas is the current availability of reliable broadband capacity to these underserved areas. By implementing InLine's plans for deployment of next generation broadband services to these areas, we will remove this barrier and enable the delivery of these types of services and more to help prime the economic engine to unleash the proven productivity of Alabama and Mississippi's rural workforce.

## Intelligent Transportation Systems (ITS)

In addition to the benefits that broadband services can bring to first responders, education, and administrative agencies, **ITS solutions** enable Transportation and First Responders to proactively monitor and manage traffic and traffic incidents and provide real-time reporting to the travelling public. Transportation departments can utilize ITS systems to manage traffic flows on roads that would otherwise face heavy congestion and require expensive widening and expansion projects. Localities implementing ITS are able to measure a considerable decline in death or injury caused by traffic incidents due to improved incident management and interoperability between responding departments. Traffic light times are adjusted based on real-time data, and the use of online battery backup units ensures that signals at major intersections never go dark. School systems can also enhance student safety with ITS by equipping busses with **AVL tracking devices** that utilize this universal broadband network to ensure optimal routes are followed and that speed limits are maintained. Given the recent instabilities in the price of oil, gas, and diesel, the economic impact of fuel cost savings and reduced emissions more than offset the investment needed to implement ITS systems.

As an integral part of the ITS Award-Winning Mississippi Department of Transportation (MDOT) Post-Katrina Highway 90 Reconstruction Project, InLine is uniquely capable to help develop comprehensive ITS solutions, with a unique vision and deep understanding of the needs and concerns of departments of transportation as well as other government agencies and first responders. Moreover, many of the ideas and technologies used for the MDOT HWY 90 project are direct reflections of what is possible when combining conventional systems with ITS.

## Data Management and Secure Storage

**InVault Pro** provides Schools, Business, Churches and Government agencies a secure service platform for providing complete backup, business continuity, and disaster recovery for their Information and Communications Technology infrastructure and data. InVault Pro addresses all three of the primary causes of data loss that can cripple or



mortally wound an organization; File Loss/Corruption, Server Failure, and Catastrophic Events (Fire, Flood, Hurricane, Theft, etc.). In many areas of InLine's service territory natural disasters such as Tornados and Hurricanes are a fact of life. To date, InLine has been unable to deliver these services outside of major metropolitan areas due to poor availability of reliable broadband connectivity that is required to allow the off-site transfer of today's extensive digital data. By expanding the reach of InLine's business class data networks will allow us to reach the rural areas that need these services the most. Our storage and data management solutions can preserve businesses and jobs that today could easily be lost through catastrophic data loss, regardless of cause.

### **Additional Services**

InLine is able to blend technical database and programming skills with creative, professional application development. As businesses and government agencies grow and progress utilizing more advanced technology, InLine supports them with tools, modeling and design throughout all stages of the application development lifecycle. These services utilize leading technologies such as client-server architectures, object oriented programming languages and tools, distributed database management systems, GroupWare and the latest networking and communications technologies.

InLine provides a broad range of Web and applications hosting and other related Web-based business solutions specifically designed to meet the needs of our clients. Our solutions are secure, reliable, and affordable and can be easily upgraded to provide additional capacity and functionality. Our Web and application hosting services include the computer hardware, software, network technology and systems management necessary to support our customers' Web sites and Web-based applications. Our hosting services are based primarily on the Microsoft and Red Hat Linux operating systems, providing diversity and flexibility to our customers. We are committed to providing superior customer service and believe that this commitment is among the reasons that our customer base is very loyal and continues to look to InLine for all of their information technology needs.

Product sales are an integral part of providing end-to-end solutions to our clients. Our experience in designing, implementing and supporting LAN's and WAN's has given us a unique advantage to provide complete Internet solutions. Few Internet companies have the edge-to-edge computer experience to solve the business customer's needs. This requires not only a stable backbone, but also implementation of cabling plants, hardware and software, and continual network maintenance - all of which are rapidly growing profit centers. We continue to offer work-group, departmental and enterprise server products and services based on the industry standard operating system such as Microsoft Server/Terminal Server, Novell NetWare, LINUX and SCO UNIX. We support these platforms with our custom-built servers and workstations under the Gold Systems brand name. Our custom designed systems are an important component of InLine's business, and serve as the backbone of many customers' operations.



## Notable Projects

### **County-Wide Fiber Network, Natchez-Adams Unified School District (MS)**

Time Frame: December 2005

Project Scope: Metropolitan Area Ethernet Fiber Based Network

Geographic Size: All Schools within System

Number of Users: 2000+

InLine's Engineers and Construction teams deployed a fiber based network across the city of Natchez, Mississippi to interconnect all of the district's schools at Gigabit speeds. This network consists of miles of fiber optics deployed using InLine's implementation teams and represents a over 100 fold increase in inter-school bandwidth over the existing deployment. This network will be used to enable distance learning, inter-school communication, a centralized domain architecture, centralized backup services, and unified management. InLine worked with the NASD personnel to achieve e-rate funding for this project that offset 90% of the cost to the district. InLine ran over 480,000 feet of the fiber in the historical city of Natchez, MS to connect the Cities entire school district at 1000Mbps vs. it's existing system running at 1.5Mbps. InLine completed this project even during the hardship of the wave of Katrina in this southern Mississippi town.

### **County-Wide Fiber Network, Shelby County School District (AL)**

Time Frame: May 2006

Project Scope: Carrier-Based Data, Voice & Video Network Design and Deployment

Geographic Size: All Schools and Educational Sites in County

Number of Users: 28,000+

This network design forms a Metropolitan Area Network using a single domain Ethernet switch fabric with dedicated switching bandwidth greater than aggregate subscribed port speed(s) (i.e. switching fabric bandwidth > N-ports x M-port-speed.) Customer NID's are interconnected via dedicated fiber loops to central and distributed switching fabric(s) via loop concentrators. Customer NID's provide 10Mbps, 100Mbps and 1000Mbps copper Ethernet service ports to customer routing or switching equipment. In some cases (i.e. 3Mbps and 500Mbps sites identified on network diagrams) port speed is not indicative of delivered (or guaranteed) bandwidth. However, in all cases, delivered bandwidth meets or exceeds customer subscribed rates. The design is not dependent upon the designation of a central hub or service site. All sites share a common switch fabric and, therefore, traffic switched between one site and another does not affect the performance (bandwidth demands) to a third site (not involved in the transfer). This provides a fully meshed interconnection between sites reducing (or eliminating) issues of failure related to a central switching (hub) site. A point-to-point T1 network is provided to support District voice telecommunication needs. In InLine's implementation, this T1 network exists outside the bounds of the proposed MAN.

### **County-wide Wireless Network, Jefferson Davis County Board of Education (MS)**

Project Scope: County-Wide Education Network Design and Deployment

Geographic Size: Complete County-Wide Coverage (630 square miles)

Number of Users: 1500+

Number of Sites: 8

InLine's team of engineers designed and implemented a network that spans the entire county, utilizing Carrier-Class microwave radios in concert with Short & Long-haul fiber. This network supports over 1500 users at 8 locations at 100Mbps between locations and a back-up T1 to the Internet. This system required the implementation of over 25 managed VLAN's to provide student, faculty, and administrative networks over the same system. This system also supports an out-of-band maintenance and support network that InLine's engineers utilize to monitor and maintain the system. This network currently provides LAN, WAN, Internet, Video Conferencing and Real Time Video Security for the school board that has enabled them to eliminate numerous costly T1 lines by consolidating all of their data, voice, and videoconference Distance Learning systems into a single network. This system was completed on time within a 90-day



time frame. Work began in 2008 for a second phase of this project, in which a redundant fiber ring was installed throughout the district.

### **ALDOT Intrastate Wireless Network, Alabama Department of Transportation**

Time Frame: April-July 2006

Project Name: I-65 Hurricane Evacuation Route Wireless Camera and Traffic Data Sensor Network

Project Scope: Carrier-Based Data, Voice & Video Network Design and Deployment

InLine's engineers and construction teams designed and built a network that stretches from Mobile to Montgomery along I-65 and supports hundreds of users. This network is designed to provide real-time video and traffic radar sensor data to ALDOT Central Office and ALDOT 6th Division Headquarters in Montgomery and ALDOT 9th Division Headquarters in Mobile. This network is extremely important to the State of Alabama. In order to provide ALDOT with the ability to effectively manage the I-65 southern contra-flow crossover, which is located in a remote area of south Alabama, InLine designed this system to provide wireless high-speed mobile data and internet connectivity to ALDOT vehicles in that area, so that they can tap into the camera system from equipped on-site and in-route vehicles during an emergency evacuation. The following network design drawings detail the extent of the ALDOT network.

### **Wireless/Fiber Hybrid Network, City of Murfreesboro (TN)**

Time Frame: November 2005 – May 2006

Project Scope: Wireless Data Network Design, Integration & Deployment

Geographic Size: Complete Citywide Network (39 square miles with estimated coverage of over 70 square miles)

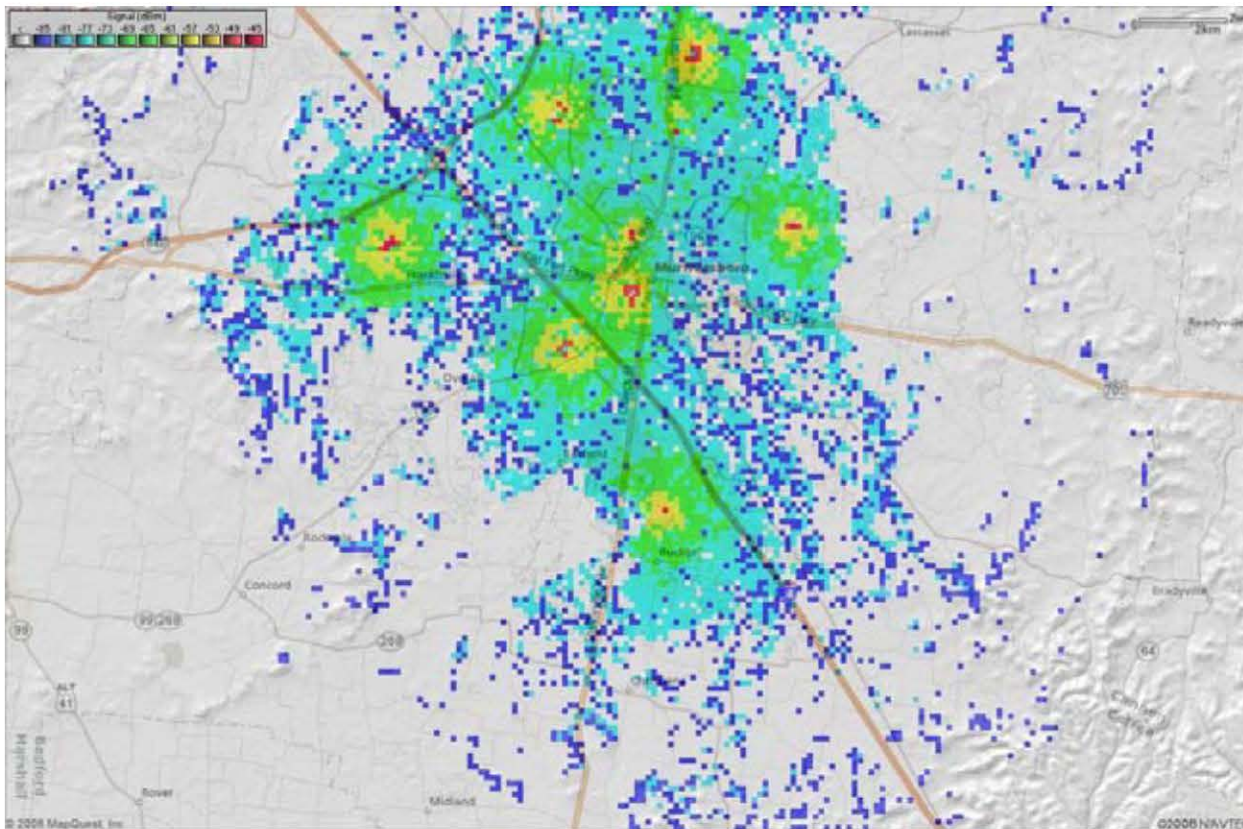
Number of Users: 1000+

Number of Sites: 23 plus Mobile Broadband for hundreds of vehicles

InLine's network and construction teams designed a citywide network enabling Murfreesboro public safety locations to share resources and exchange information between the protected Police Headquarters LAN servers and all police and fire precincts. The system also enables these locations to share information between each location as well as deliver Internet access from one central point. Due to the sensitive nature of the information being shared, InLine advised the customer on a VPN solution using 3DES encryption that protects the Police Headquarters LAN from any attacks from the wireless side of the WAN. It also prevents any hackers from penetrating the network from either the wireless or the wired side of the network, and by design, created a double firewall between the Internet and the end-user department networks. This network enables the sharing of all network resources including, but not limited to; Internet Access, Firewall, Content Filter, network servers, printers, workstations, anti-virus server, and DHCP server. InLine designed the network layout, installed as specified, and provided all the electronics and hardware for the network including the wireless equipment, towers, switches, and firewalls.

Upon completion of the initial project, InLine was contracted by the city's public utilities department to design a WAN which includes wireless broadband for the purposes of remotely managing and controlling the entire city's water treatment and distribution facilities through real-time wireless monitoring and high speed SCADA transfer and reporting. This project enjoyed measured success, to the extent that InLine was again contacted for further development of the network infrastructure. In this third phase, we are currently designed a system upgrade to provide mobile data services to all city-maintained public safety vehicles.





Wireless Coverage Map, Murfreesboro, TN

**Wireless/Fiber Hybrid Network, City of Montgomery Fire Department (AL)**

Time Frame: June-December 2003

Project Scope: Wireless Wide Area Network Design and Deployment

Geographic Size: Citywide (155.4 square miles)

Number of Users: 400+

Number of Sites: 22

InLine’s network and construction teams designed a citywide wireless network enabling Montgomery’s public safety locations to share resources and exchange information between the protected city networks and each of the fire stations. This network enables the sharing of all network resources, including but not limited to Internet Access, Firewall, Content Filter, network servers, printers, workstations, anti-virus server, and DHCP server. InLine utilized a Hardware VPN solution using 3DES encryption that protects the citywide network from any attacks from the wireless side of the WAN. It also prevents any hackers from penetrating the network from either the wireless or the wired side of the network, and by design created three layers of firewalls between the Internet and the individual Fire Department Networks. This wireless network was designed to allow for additional locations throughout the city to be added at later dates, as needed. InLine designed the network layout, installed as specified, and provided all the electronics and hardware for the network including the wireless equipment, towers, switches, and firewalls. This wireless network, as designed and deployed for the Fire Department was so effective that it actually increased the MFD’s efficiency rating as judged by the Fire Insurance Industry. As a result, all Montgomery citizens have enjoyed a reduction in the fire insurance premiums they pay to protect their homes and businesses against fire damage.



### **Wireless/Fiber Traffic Camera Network, City of Montgomery Traffic Engineering (AL)**

Time Frame: December 2005-March 2006

Project Scope: City of Montgomery IP Camera, NDVR and Network Conversion

Geographic Size: Riverfront and adjacent downtown area

Number of Users: 35+

Number of Sites: 12

InLine's network engineers and construction teams designed a network that enables access, management, and recording for newly installed and existing camera systems utilizing the IP Network Protocol. This network included the combination of Fiber, Copper, and Wireless networks for the NDVR, cameras, and remote users. This system enables the city to deploy new cameras and remote users throughout the city network without the need for dedicated cabling or networks. The NDVR implemented is capable of managing and recording 64 cameras simultaneously with unlimited user access. This system is also equipped with a RAID storage array with over 5 Terabytes of storage for the network. During this implementation, InLine converted the Traffic Engineering computer network to a private LAN. This enables better management for the Traffic Engineering network and improved security of their systems. This project also upgraded 100Mb connections to 1000Mb connections by utilizing VLAN's to separate PC and Camera networks. This project included consulting, design, network installation, VLAN implementation, network configuration, monitoring, and network maintenance and support.

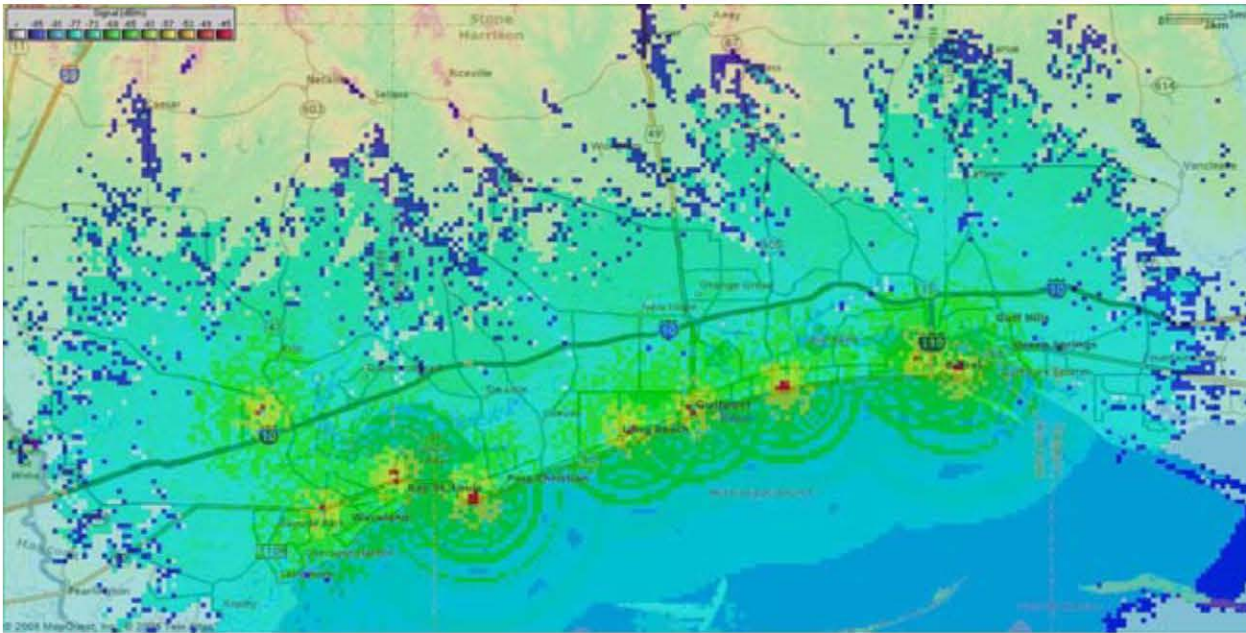
### **Intelligent Transportation System and Network, Mississippi Department of Transportation (MDOT)**

Time Frame: September 2005-Present

Geographic Size: 43 mile span of U.S. Highway 90

Number of Sites: 54

In the aftermath of Hurricane Katrina, InLine partnered with the Mississippi Department of Transportation (MDOT) to provide a Design-Build Solution for an Intelligent Transportation System (ITS) that would enable real-time traffic monitoring and incident management as well as a number of other applications including Video Detection Systems (VDS) and Adaptive Signal Control (ASC) along this corridor allowing more vehicles to travel safely down the same road space in an efficient manner. This system also enables these communities to provide telecommunication services to other agencies or connect camera and ITS elements to other highways, interstates, or arterial streets through the regional area. InLine's role in this award-winning project was the deployment of a hybrid fiber/wireless network to connect ITS components, including the backbone, distribution, and edge connections to 54 signalized intersections. As a partner in this groundbreaking project, InLine was able to provide state-of-the-art traffic management capabilities along the 43-mile corridor spanning six cities and two counties.



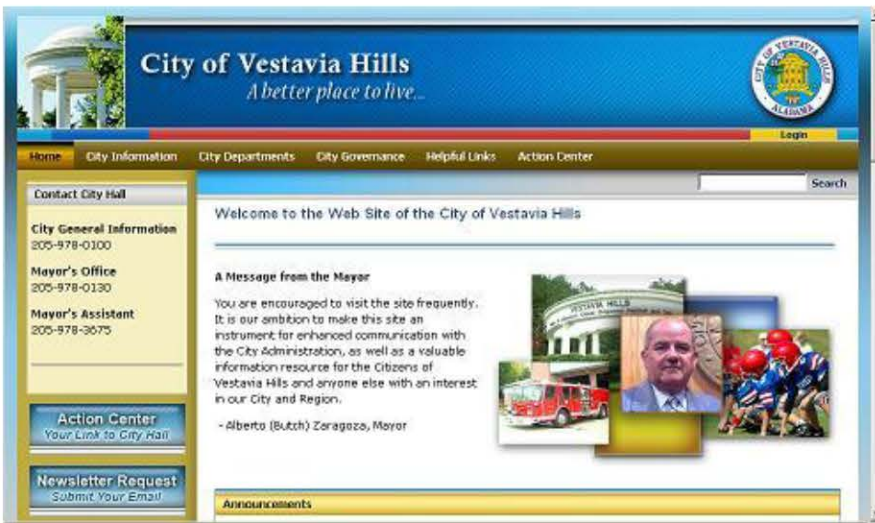
4.9 GHz Coverage Map, MDOT Project

**Website Design and Development, City of Vestavia Hills (AL)**

Time Frame: July – November 2008

Number of Users: Approximately 10 on intranet, city population 31,000

InLine worked alongside the City of Vestavia Hills to overhaul and modernize its public web site, <http://www.vestaviiahills.net>. In addition to greatly expanding the amount of government-related information available on the site, InLine’s developers implemented a system that would permit local officials to easily add and modify content on their own and without professional assistance. The redesign also includes functionality that will allow the public to submit questions, comments, and report problems to the proper department. To enhance productivity within the city’s offices, our developers also implemented intranet functionality with protected areas that allows the city clerk and other officials to share common documents, reducing the need for paper and enabling officials to access information from any web browser.





## **Software Development, Alabama Plumbers and Gasfitters Board**

At the request of the Alabama Plumbers and Gasfitters Board, InLine developed a browser-based application for managing their licensee database, which included both public and private access. The public side allowed users to search the database by license number, by name and by county. The private side of the application was a complete system that allowed employees to process licenses each year, and included functionality for printing renewal notices, printing cards, running daily reports for balancing funds received, and even processing online renewals. The application also added capabilities to handle bar code scanning. The site also allowed the board to post upcoming events, such as training, on the site for public viewing.

## **Software Development, Tuscaloosa County Commission (AL)**

InLine's software developers redesigned a legacy system that manages Tuscaloosa County's Assessment and Collection processes. The application is a desktop application that uses Microsoft.NET and SQL server. The new system has greatly reduced processing time for reports and renewal notices, and has added the ability to handle barcode scanning. InLine integrated this new software platform with their existing mapping application, helping to streamline public officials' work.

## **Distance Learning Implementation, Governor's ACCESS Program, Alabama Department of Education**

Time Frame: 2005-Present

Number of Sites: 175+

InLine has played an instrumental role in the implementation of Alabama's ACCESS (Alabama Connecting Classrooms, Educators, and Students Statewide) program, first piloted in 2005. This program is designed to provide distance learning to every high school in the state, enabling elective courses and other. Throughout the lifetime of this program, InLine has provided approximately half of the distance learning labs that have been installed in Alabama high schools, totaling more than 175 systems. These labs include videoconferencing systems, tablet computers, document scanning cameras, and "smart" whiteboards. Funds for this project were issued over multiple rounds, and InLine was able to capture and increasing share of the awards in each round. By the most recent fourth round of funding for this project, InLine won more than half of the project awards.

## **Distance Learning Implementation, SCMCEED**

Number of Sites: 100+

In order to facilitate the sharing of educational resources between rural schools in Mississippi, SCMCEED member districts have implemented distance learning and videoconferencing technology in all of its member schools. This enables schools within a district to communicate with one another. Unfortunately, a lack of broadband connectivity in the most remote of areas prevents schools from different districts from communicating with one another with this technology. Building out networks to these areas will permit more widespread sharing of resources across the state and the region.

## **VOIP Implementation, Neuroscience Neurosurgery (MS)**

Project Scope: 143 extensions, 46 incoming lines

When the physicians at NS2 merged their seven offices into one building, each group still wanted to maintain its practices independently. InLine created a hosted phone system that allows the offices to operate independently while sharing the same telephone infrastructure. The implementation of this voice system eliminated the need for an answering service, instead enabling practices to keep a physician and staff on call, with after-hours phone calls automatically routed to the proper recipient. Further, this system eliminated the need for voice mail systems, instead converting voice messages into a digital format that is forwarded to the designated recipient's email.



## **VOIP Implementation, GI Associates (MS)**

Project Scope: 200 extensions, 4 locations

InLine developed a VOIP system for GI Associates that centralizes call flow through their main location in Jackson, MS. Each satellite office is connected to the main system, which routes all incoming and outgoing calls, meaning that the practice only needed to purchase one set of phone lines. This system enables four-digit dialing throughout the organization and also allowed for the consolidation of administrative office staff into a single central location.

## **Cabling and Infrastructure, Talladega County 911/EMA (AL)**

Time Frame: March 2008-Present

InLine installed all voice and data lines in Talladega County's new EMA facility and ran fiber cable to the agency's microwave tower, for a total of over 130,000 feet of cable. Our technicians also installed all of the building's audiovisual connections, overhead projectors, and twenty-one 50" television screens. The project also included the installation of APC cabinets, six switches, wireless internet connectivity throughout the building, and implementing the agency's firewall. Additionally, InLine consulted with the agency to move their servers from the county courthouse to their new location at the EMA building, completing the move with only 4.5 hours of total downtime. InLine continues to provide network support and consulting to Talladega EMA to this day.

## **Cabling, Infrastructure, VOIP, and Surveillance and Access Control Systems, Trussville Civic Center (AL)**

Time Frame: August-November 2008

InLine's technicians installed a complete set of IP-based surveillance and access control systems at the two-story Trussville Civic Center complex. This project included installing wiring throughout the complex, a secured access and surveillance system, and an Altigen VOIP system. By the project's completion, access control pads were installed on all exterior and most interior doorways, for a total of 54 control points. Over 70 surveillance cameras were also installed, covering every inch of the building (except for bathrooms and locker rooms), its perimeter, and parking areas.

## **Huntsville Hospital Chooses InLine and Hitachi Data Systems**



InLine Connections, Inc., an end-to-end technology solutions provider, is pleased to announce that it was chosen to provide Hitachi Data Systems Universal Storage Platform as the core storage solution for Huntsville Hospital. For nearly two decades, InLine has been providing technology solutions based on reliable, quality and cost effective products and services in an ever changing landscape.

Huntsville Hospital is one of the largest locally owned not-for-profit hospitals in the nation with 881 licensed acute care beds, 630 physicians and over 5,300 employees. Their storage environment was large, complex and multi-vendor as the existing storage technologies were implemented piecemeal to answer specific storage needs. As a result, storage management was difficult and not meeting the performance needs required by newer applications. They needed a storage solution that would allow them to maximize the useful life of existing storage while providing a platform to support planned future growth; and one that would be high performance and more easily managed.

After an 18 month evaluation cycle, the Hitachi Data Systems USP was the clear choice. The USP is an enterprise class platform that met all of the above needs while also providing "five 9's" reliability, the highest performance and the industry's only data guaranty.

Boasting an industry leading engineering and R & D focused staff, consistent industry awards, global brand awareness, bountiful cash reserves, and a solid local presence, Hitachi's Universal Storage Platform was the perfect prescription.

## UAB Medical West chooses InLine and Hitachi Data Systems for PACS storage solution



InLine Connections Inc., an end to end technology solutions provider, is pleased to announce it has been chosen to provide the core storage solution for UAB Medical West's Picture Archiving and Communications Systems or PACS. For

nearly two decades, InLine has been providing technology solutions based on reliable, quality and cost effective products and services in an ever changing landscape.

When the quality of patient care is so dependent on system reliability as is the case in a PACS program, "five-9's" uptime is a requirement not just a catchphrase. When UABMW turned to InLine for a reliable and cost effective solution, Hitachi Data Systems Adaptable Modular Storage system was the clear choice. Boasting an industry leading engineering and R & D focused staff, consistent industry awards, global brand awareness, bountiful cash reserves, and a solid local presence, Hitachi's AMS was the perfect prescription.

On time, on budget installation by industry professionals helped to ensure a positive overall engagement, while 5 years worth of phone home support provide worry free technology. Data Storage is the foundation of any technology enabled business and its growing at unprecedented rates.

InLine delivers solid worry free solutions for today's cost conscious businesses who rely on technology to provide core business functions.

## Key Vendor Authorizations/Certifications

- Microsoft Gold Certified Partner
- Competitive Local Exchange Carrier (CLEC) Status in both Alabama and Mississippi
- Cisco Select Reseller
- Altigen Authorized Partner
- Citrix Gold Solution Provider
- Veritas VPlus Partner
- 3Com Networking Partner
- Seagate Partner Program
- HP Business Partner
- Novell Gold Partner
- Liebert Authorized Reseller
- Ingram Micro Valued Partner
- Fortinet Platinum Partner
- Thin Print Authorized Partner
- APC Authorized Reliability Partner
- Authorized Interwrite Partner
- Intel Product Dealer Program
- Member Associated Builders and Contractors
- PatchLink Gold Certified Partner
- Polycom
- eInstruction
- Lenovo
- Fujitsu



## Company Timeline

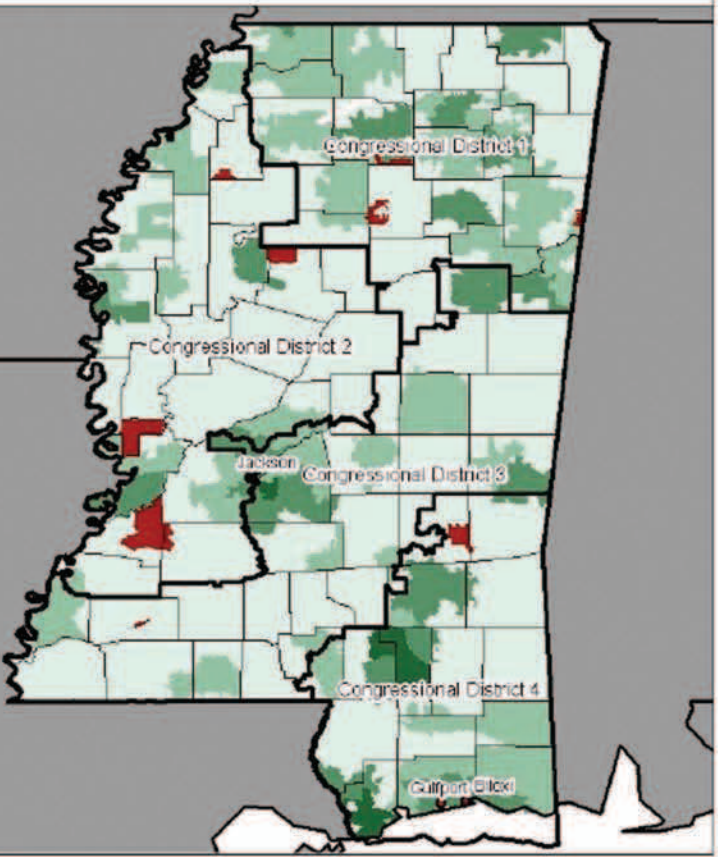
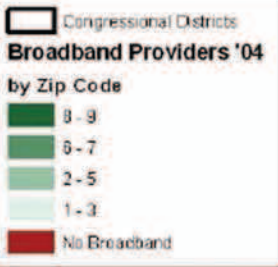
- 1992** Contact Network incorporated in the state of Alabama as a C Corporation by Martin Costa. Started offering worldwide distribution of computer parts and services.
- 1993** InLine Connections incorporated by the Contact Network, Inc. Started offering InLine branded hardware.
- 1994** Gold Systems introduced. Gold systems servers, workstations, and notebooks. Professional networking services deployed, including Unix and Novell. Wide area network (WAN) integration services added.
- 1995** Internet services and solutions implemented.
- 1996** Web site development team created. Windows NT added to professional networking services.
- 1997** Web site hosting and co-location services added Certified network cabling installations began.
- 1998** Electronic commerce capabilities added to Web site development team's offerings.
- 1999** Year 2000 compliance consulting offered. Statewide coverage through partnership with Handy TV and Appliances.
- 2000** Remote office opened in Montgomery, Alabama. Application Service Provider (ASP) services added. Built a downtown Birmingham data center to expand hosting & co-location services. Granted Competitive Local Exchange Carrier (CLEC) license in Alabama. Acquired certain assets and selected employees of Acorn Business Systems, Inc., enhancing network design, deployment and support capabilities and adding additional strength in telephony systems and computer telephony integration (CTI).
- 2001** Acquired certain assets and selected employees of ACL Computers and Networks, Inc., a Microsoft Solutions Provider, enhancing capabilities in sales, primarily in the education market, and strengthening technical support capabilities. Acquired certain assets and selected employees of Novazone, Inc. a wireless company in Montgomery.
- 2002** Expanded our Voice Sales Team - now providing the full range of local and long distance telco services to our business clients. Acquired assets and selected employees of Bridges for Learning a division of Bull Information Systems, a Gateway Authorized Reseller, enhancing capabilities in sales, primarily in the education market expanding our Montgomery, AL office and expanding into Mississippi with an office and sales team in place. Purchase of a new building at 600 Lakeshore Parkway in Birmingham, AL for our Corporate Headquarters and relocated in August 2002.
- 2003** Acquired assets and employees of GBM Office Solutions enhancing our capabilities in sales and technical support in the area of Point of Sale, printers and supplies sales and service
- 2004** Acquired assets and employees of Web3, camera security company, to strengthen our offering in the video security market for education and government. Built a new office building at 1772 Taliaferro Trail in Montgomery, AL for the Education and Wireless Divisions, to allow for future growth
- 2005** Acquired assets and employees of AC2, a Montgomery based tech support company, enhancing our services coverage in central and south Alabama

- 2007** Acquired assets and employees of Consultrix, a Jackson Mississippi based tech support company, enhancing and expanding our commercial and enterprise presence in Mississippi  
Managed Services Division setup as separate business unit  
ConnectWise Billing and Professional Services Automation Package Implemented  
Launched InVault Pro Managed Backup and Disaster Recovery Service
- 2008** Acquired assets and employees of ACP, a well respected Birmingham based tech support company, enhancing and expanding our enterprise presence in Mississippi  
Acquired VMWare VAC Partner Status
- 2009** Launched InCare Infrastructure Managed Cloud Desktop Service



# Mississippi Broadband Availability

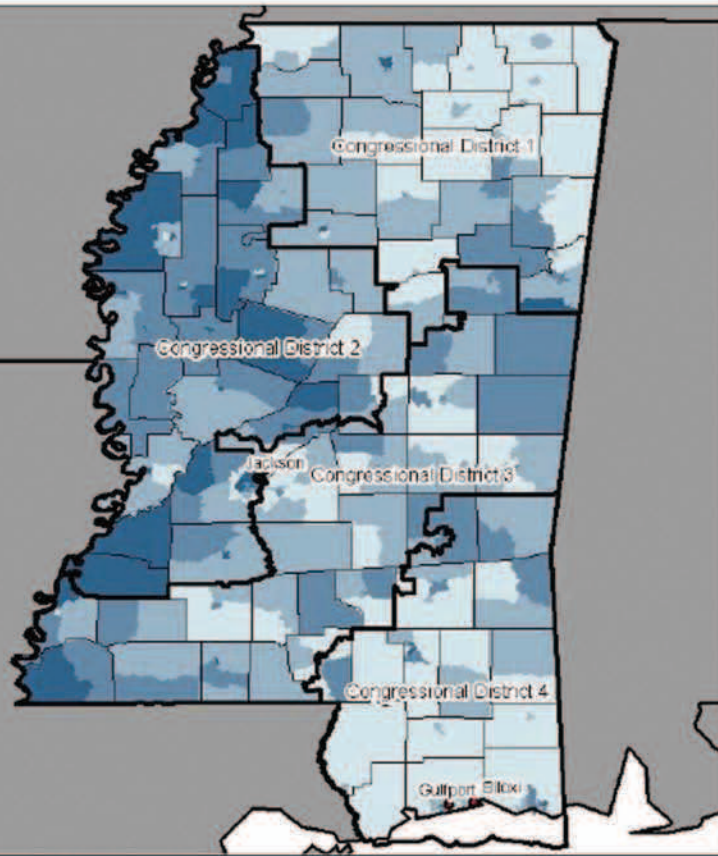
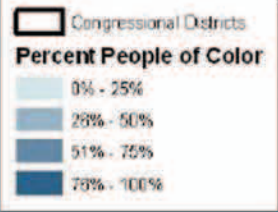
Sources: U.S. Census, FCC, ESRI



Absent or minimal Internet service blankets much of Mississippi, especially communities of color and the Second Congressional District.

# Mississippi Communities of Color

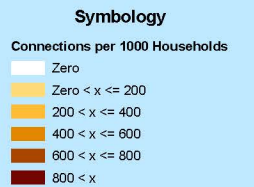
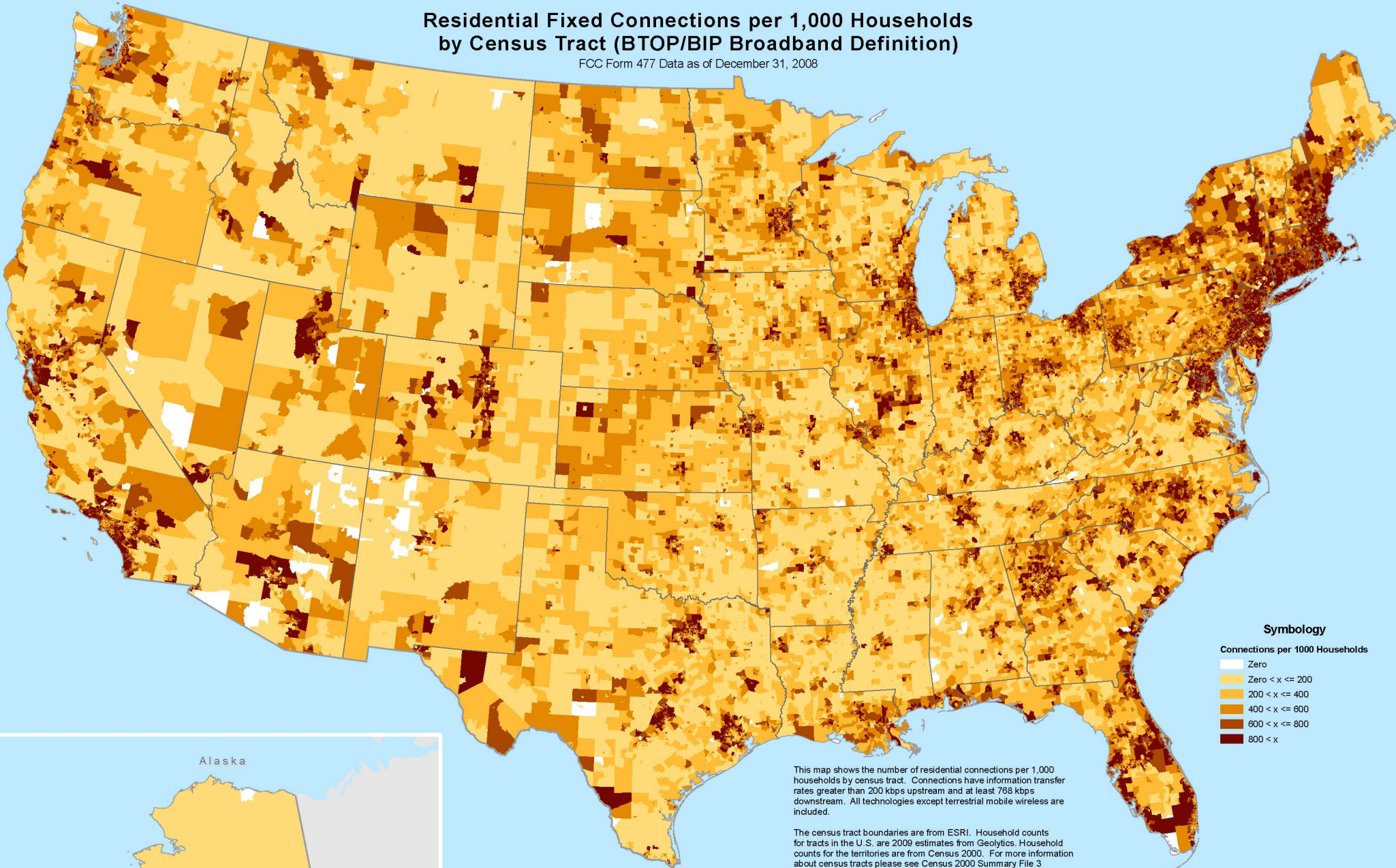
Sources: U.S. Census, FCC, ESRI





# Residential Fixed Connections per 1,000 Households by Census Tract (BTOP/BIP Broadband Definition)

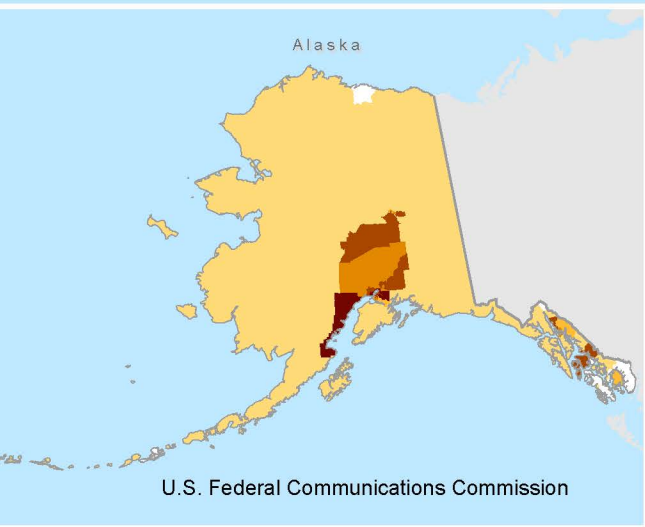
FCC Form 477 Data as of December 31, 2008



This map shows the number of residential connections per 1,000 households by census tract. Connections have information transfer rates greater than 200 kbps upstream and at least 768 kbps downstream. All technologies except terrestrial mobile wireless are included.

The census tract boundaries are from ESRI. Household counts for tracts in the U.S. are 2009 estimates from Geolytics. Household counts for the territories are from Census 2000. For more information about census tracts please see Census 2000 Summary File 3 Technical Documentation, page A-11.

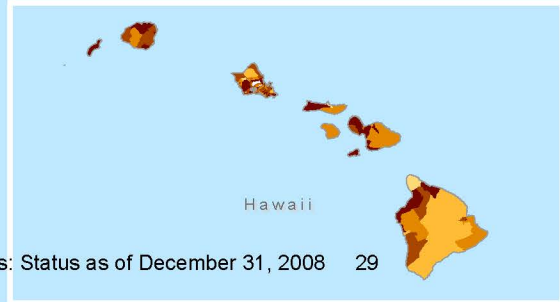
Alaska



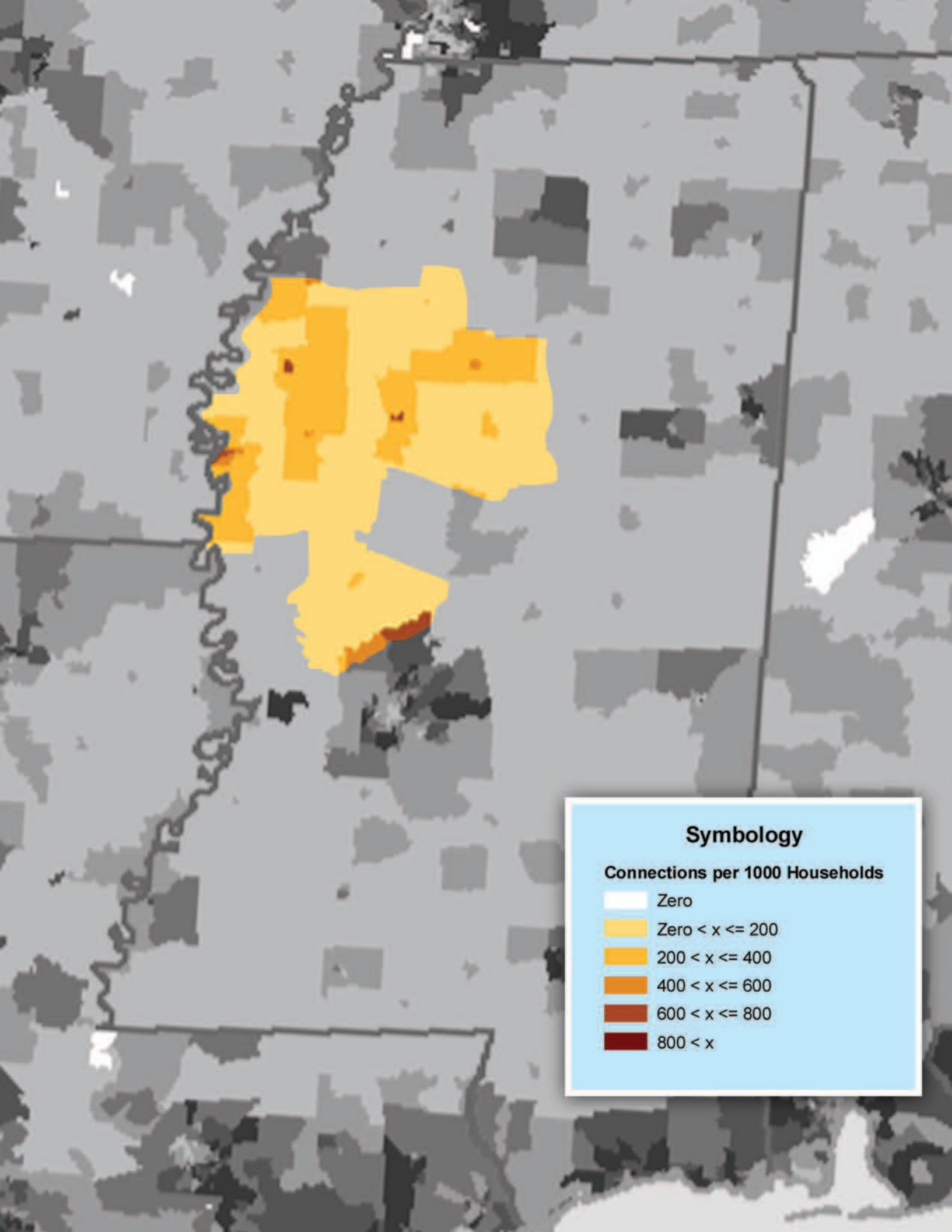
Puerto Rico



Hawaii







### Symbology

Connections per 1000 Households

- Zero
- Zero < x <= 200
- 200 < x <= 400
- 400 < x <= 600
- 600 < x <= 800
- 800 < x





## Northern Light Conclusion

Northern Light is a sister company to KDL is a retailer. The network map indicates same route as Telepak, which lead me to conclude they are reselling the same network. The email change below clearly indicates that they will not provide dark fiber. We are using 4000Mbps for our backbone, which is needed to be in the fiber backbone business, thus Northern light is not an option.

**From:** [REDACTED]  
**Sent:** Monday, February 15, 2010 3:10 PM  
**To:** Martin Costa  
**Subject:** RE: Fiber in MS

Mr. Costa -

Appreciate your interest in our network. We do not lease dark fiber, but would be happy to work with you in providing lit capacity.

[REDACTED]  
K-12 Account Executive

**NORLIGHT**  
TELECOMMUNICATIONS

3701 Communications Way

Evansville, Indiana 47715

877.599.3285 (toll-free)

812.253.1573 (office)

[REDACTED] (cell)

812.253.2133 (fax)

[REDACTED]  
[www.NorlightTelecom.com](http://www.NorlightTelecom.com)

# REGIONS

March 25, 2010

Martin Costa President & CEO  
Contact Network, Inc. d/b/a InLine  
600 Lakeshore Pkwy  
Birmingham, AL 35209

## Re: Line of Credit

Dear Martin:

This letter constitutes Regions Bank intent to provide a line of credit of up to [REDACTED] to Contact Network, Inc. d/b/a InLine. Extension of any credit is subject to formal credit approval and conditions, including but not limited to, award of a grant to develop broadband services in rural areas of Mississippi in association with The American Recovery and Reinvestment Act., and collateral deemed acceptable to the bank. The Loan Documents will contain such representations, warranties and covenants deemed necessary or advisable by Lender and its counsel.

As way of an introduction to Contact Network and our banking relationship, we have had the pleasure of handling banking matters for Contact since 1992. Over that period of time, we have come to recognize Contact for their intense organizational and operational performance and consider them an excellent client of the bank. We look forward to continuing to expand our relationship with Contact and feel this is a tremendous opportunity for not only Contact and Regions, but for the communities it will serve.

This is not intended to be, and should not be construed as, a commitment on the part of Regions Bank ("Regions" or the "Bank") to lend. If formal credit approval for the proposed financing is obtained, a formal commitment will be issued with terms and provisions of such approval.

If you have any questions concerning the terms hereof, please do not hesitate to call me at (205)685-5503.

Sincerely,



Dan Bundy  
Vice President

2964 Pelham Parkway  
P. O. Box 216  
Pelham, Alabama 35124  
(205) 663.0723  
Fax (205) 663.1621

**BRUNINI**

BRUNINI GRANTHAM, GROWER & HOWES, PLLC  
 POST OFFICE BOX 119, JACKSON, MISSISSIPPI 39201

## ATTORNEYS AT LAW

JAMES L. HALFORD

Phone: 601 960 6902

E-mail: [jh\\_half@brunini.com](mailto:jh_half@brunini.com)

1400 Trustees Building

248 East Capitol Street

Jackson, Mississippi 39201

Telephone: 601 948 5271

Facsimile: 601 950 0902

EDMUND J. THOMSON  
(1977-1992)R. DONALD GRANTHAM  
(1974-1994)JAMES M. GARDNER  
GEORGE F. HOWES, III  
D.C. Counsel

August 26, 2002

Ms. Michele Boner  
 Contact Network, Inc.  
 219 Oxnard Circle  
 Birmingham, Alabama 35209

VIA U. S. MAIL AND FACSIMILE: 205-313-0357

**Re: Application of Contact Network, Inc. For A Certificate of Public  
 Convenience and Necessity; Miss. Public Service Commission  
 Docket No. 02-IA-0405**

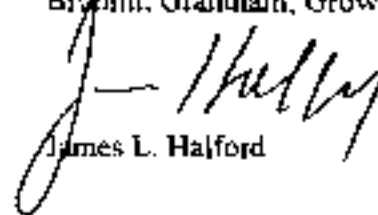
Dear Michele:

I am pleased to attach for your files a copy of the August 21, 2002 Order granting Contact Network, Inc.'s Application in the captioned docket.

Should you need anything further, please do not hesitate to call.

Sincerely,

Brunini, Grantham, Grower &amp; Howes, PLLC



James L. Halford

JLH/ap  
 Enclosure



**BEFORE THE PUBLIC SERVICE COMMISSION  
OF THE STATE OF MISSISSIPPI**

**RE: APPLICATION OF CONTACT NETWORK, INC.  
FOR A CERTIFICATE OF PUBLIC CONVENIENCE  
AND NECESSITY TO PROVIDE TELECOMMUNICATION  
SERVICES THROUGHOUT THE STATE OF MISSISSIPPI  
INCLUDING RESOLD AND FACILITIES BASED LOCAL  
EXCHANGE AND INTEREXCHANGE TELECOMMUNICATIONS  
AND FOR APPROVAL OF INITIAL TARIFFS**

**DOCKET NO. 02-UA-0405**

**ORDER**

THIS DAY this cause came on to be heard before the Mississippi Public Service Commission ("Commission") on the Application of Contact Network, Inc. d/b/a/ InLine ("Applicant" or "InLine") for a Certificate of Public Convenience and Necessity authorizing it to furnish telecommunication services throughout the State of Mississippi including resold and facilities based local exchange service, interexchange service, both intral.ATA and interl.ATA.

Due and proper notice of the filing of the Application and Notice of the time and place of the hearing have been given in the manner required by law, including publication of such Notice to the public in *The Clarion-Ledger*, a newspaper published at the seat of government at Jackson, Hinds County, Mississippi, with Proof of Publication lawfully filed with the Commission, and copies of said Notice having been lawfully mailed to the proper officers, persons, and newspapers in the State of Mississippi, and there being no objections or protests filed, the Application was duly heard on this date. The Commission, having fully considered the Application and the exhibits filed thereto, the Prefiled Testimony of Martin Costa and upon the recommendation of the Public Utilities Staff after its review, finds as follows:

2

1. InLine is a telecommunication company that presently holds the necessary authority to furnish telecommunication services in Alabama. InLine is, pursuant to that authority, presently furnishing telecommunication services to customers in that state.

2. Applicant is an Alabama corporation and is authorized to do business in Mississippi. Applicant's mailing address, telephone number and fax number are:

Contact Network, Inc.  
219 Oxmoor Circle  
Birmingham, Alabama 35209  
Telephone: (205) 278-8100  
Facsimile: (205) 941-1934

3. The names and addresses of the officers and directors of InLine are attached to the Application as Exhibit "A". Each of the three directors named in Exhibit "A" owns fifteen percent (15%) or more of the stock of InLine.

4. A copy of Applicant's Articles of Incorporation and a copy of its Authority to Do Business in Mississippi are attached to its Application as Exhibit "B".

5. Applicant possesses the requisite managerial, financial and technical abilities to furnish telecommunication services throughout the State of Mississippi. A description of the background and history of InLine as well as a description of the background and experience of InLine's key personnel, which demonstrates the extensive telecommunications, operational and technical expertise of Applicant, are attached to the Application as Exhibit "C". Attached thereto as Exhibit "D" is a copy of a brochure giving additional information concerning the services now offered by InLine in Alabama and which will be offered in Mississippi after InLine receives a certificate of public convenience and necessary from the Commission. Attached to the Application

as Exhibit "E" is a copy of InLine's audited financial statements for the twelve month period ending June 30, 2001. Exhibit "E" is Applicant's most recent audited annual financial statement.

6. Applicant seeks authority to provide all forms of telecommunication services to the people of the State of Mississippi including local and long distance telecommunication services of every kind and nature whether voice, video or data or a combination thereof and all other enhanced telecommunication services throughout the State of Mississippi, to the extent provided by law. Applicant does not, however, seek to furnish any telecommunication services in any certificated areas that are exempt from competition. Should any exempt area become competitive in the future, however, Applicant shall have the right to serve such area at that time without the need to file a new Application.

7. Initially, InLine will utilize the network facilities of underlying carriers in the provision of local telecommunication services obtained by incumbent local exchange carriers for the purpose of resale. In addition, where economically and technically feasible, InLine intends to acquire and utilize unbundled network loops to provide service to its customers. Applicant will either directly or through arrangements with others provide access to 911 and E911 services; white page directory listings; access to telephone relay services; access to directory assistance; access to operator services; equal access to long distance carriers; free blocking of 900 - and 700 - type services; interconnection on a non-discriminatory basis with other local exchange companies and other miscellaneous services currently provided by existing local exchange carriers and interexchange carriers in the State of Mississippi.

8. Applicant possesses the managerial and technical qualification to provide its proposed telecommunication services, and to operate and maintain its facilities over which such services

eventually will be deployed. The senior management of InLine has extensive experience in telecommunications all as shown by Exhibit "C" attached to the Application.

9. Applicant has demonstrated that it understands the importance of effective customer service for all of its customers. Accordingly, Applicant has made arrangements for its customers to call the company at its toll free customer service number: 888-3InLine or 205-278-8116. The toll free number will be printed on the customer's monthly billing statements. Customers may also contact the company in writing at:

Contact Network, Inc.  
219 Oxmoor Circle  
Birmingham, AL 35209  
Telephone: 205-278-8134  
Attention: Michele Boner

10. InLine also intends to open a local office in Ridgeland, Mississippi after obtaining a Certificate of Public Convenience and Necessity from this Commission. The address of the office is 830 Wilson Drive, Suite C, Ridgeland, MS 39157. The name of the contact person in the office is Bill Durr, Telephone 601-899-5002.

11. InLine presently provides local, long distance and enhanced telecommunication services to customers in Alabama. InLine has not been denied authority to operate as a telecommunications service provider in any state.

12. Attached to the Application as Exhibit "F" is a copy of Applicant's proposed tariffs.

13. The Applicant is familiar with and will adhere to the Commission's Rules and Regulations concerning telecommunication services. A copy of Applicant's internal procedures to prevent deceptive and unfair marketing practices is attached to the Application as Exhibit "G".



Applicant's procedures for handling service quality complaints and network problems are set out in detail in Exhibit "H" attached thereto.

14. Initially, Applicant's funds will come from InLine's operations in Alabama. Additional funds will, once service is established, be received from rates for furnishing service to Applicant's customers in Mississippi. Applicant anticipates that it could, within the first twelve months of service in the State of Mississippi, furnish service to approximately 300 to 500 customers.

15. Applicant's provision of telecommunication services to customers in Mississippi will provide a competitive alternative to the public and will further the public interest by expanding the availability of technologically advanced telecommunication facilities in the State of Mississippi. Customers will benefit by having alternatives from which to choose. Such competition is at the heart of the 1996 Telecommunications Act and furthers the pro-competitive goals of the Mississippi Public Service Commission. Approval of Applicant's request should also lead to substantial additional private investment in Mississippi's telecommunication infrastructure.

16. Applicant shall be exempt from record keeping regulations that require a provider of local exchange telecommunication services to maintain financial records in compliance with the Uniform System Of Accounts ("USOA"). As a competitive carrier, Applicant shall be authorized to maintain a single set of books in accordance with Generally Accepted Accounting Principles ("GAAP").

17. Applicant is authorized to maintain its books and records in designated locations outside the State of Mississippi. If the Commission has a need to examine any of Applicant's books and records at any time in the future, those books and records will be made available to the Commission at a location requested by the Commission.

18. Applicant is hereby exempt from those reporting requirements which have been waived for any other competitive providers .

19. Applicant is fit, financially able, and in good faith intends to provide its services to the Mississippi public as soon as it receives the requisite authority. Thus, the granting of Applicant's Application will promote the public interest in the State of Mississippi.

IT IS, THEREFORE, ORDERED by the Public Service Commission of the State of Mississippi, as follows:

1. Contact Network, Inc. d/b/a/ InLine, is hereby granted a Certificate of Public Convenience and Necessity to provide resold and facilities-based local, long distance and enhanced telecommunications services statewide as permitted by law and by the Commission's orders, including its Order in Docket 92-UA-0227 for resale.

2. Applicant's tariff, filed as Exhibit "F" to the Application, is hereby approved.

3. Applicant shall cooperate with the Commission and the local exchange companies to insure that Applicant or its underlying carriers accurately report its Percent Interstate Usage in accordance with the Commission's Percent Interstate Usage reporting requirements and in accordance with the applicable switched access tariff provisions of South Central Bell's Access Service Tariffs on file with the Commission.

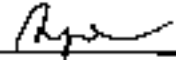


4. Pursuant to Miss. Code Ann. §77-3-13(3)(Supp. 1997) the Commission may attach to the exercise of the rights granted by this certificate, "Such reasonable terms and conditions as to time or otherwise as in its judgment the public convenience, necessity and protection may require" emphasis added. Section 77-3-13(3) provides further that the certificate holder, "may forfeit such certificate after issuance for noncompliance with its terms."

Therefore, pursuant to the above statutory authority, and for the reasons set forth in the final order adopting slamming rules, Docket No. 98-AD-90, the granting of this certificate is conditional. The condition is that the certificate holder shall not violate any of the Commission's Rules, and in particular Rule 47.1, Rules and Regulations Governing Public Utility Service, pertaining to slamming and telemarketing. If the Commission finds, after notice and a hearing, that the certificate holder has violated any Commission Rule, particularly Service Rule 47.1, the certificate may be forfeited, the company may be subject to a civil penalty pursuant to Miss. Code Ann. §77-1-53 (1992), as amended, and may be subject to all other fines and penalties pursuant to applicable law and rules of this Commission.

Due to the fact that many slammed customers will not be able to leave work to attend a hearing in Jackson, the Commission finds that it is in the public interest to accept sworn affidavits from ratepayers who have been slammed. Resellers will have an opportunity, through the hearing process, to dispute the affidavits.

The Final Order in Docket 98-AD-90 is incorporated herein by reference.

5. This Order is effective as of the date hereof.

Chairman Michael Callahan votes ; Vice Chairman Bo Robinson votes ; and Commissioner Nielsen Cochran votes .

ORDERED AND ADJUDGED by the Commission, this the 21<sup>st</sup> day of August, 2002.

MISSISSIPPI PUBLIC SERVICE COMMISSION

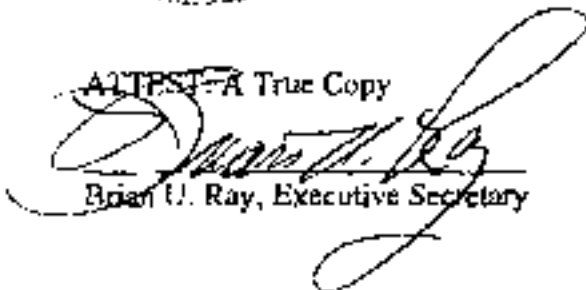
  
\_\_\_\_\_  
Michael Callahan, Chairman

  
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Bo Robinson, Vice Chairman

  
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Nielsen Cochran, Commissioner



~~ATTEST~~ A True Copy

  
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Brian U. Ray, Executive Secretary

