What is OpenCape?

• Not-For-Profit formed in 2006
• 2009 Received $40 Million from Federal, State, Local
• Built 350 miles of state-of-art Fiber Network – 500
• Open Access Network
• Network went Live April 2013
• 250+ Clients, 6 Counties, 45 Towns, 2 States
• Currently Serve Federal, Municipal, Town & Business
• IBM Designed and Built Data Center
• Redundant Microwave Network on Cape
Our Current Strategy

• Conceived as Middle Mile - Constrained by Capital
• Ended Partnership with CapeNet Dec 2016
• On or Near Net Strategy
• Focused on Efficiency & Profitability
• Connecting Business, Municipal & Federal Clients
• @150+ new clients in past 24 months
• Working closely with Towns/Cities
• Delivering Service from 20mbps to 100GBps
Our Vision

• Offer Choice for Business, Municipal & Residential
• Our presence applies pressure to incumbent
• Expand Strategically, Working with Towns
• Utilize Fiber as an Economic Development Engine
• Revitalize Main Streets
• Encourage Diversification of Economy & Entrepreneurship
• Utilize our Demographics to our advantage
Some of Who We Serve

• Joint Base Cape Cod – redundant paths
• Bridgewater State – Main & Yarmouth Campus
• Southcoast Hospitals – 7 facilities
• 25+ High Schools
• Cape Cod Healthcare
• TMLP
• Working closely with Towns/Cities
• Many, many more
Reasons why Clients come To Us

• 100% Fiber Network
• Connect to Five different Tier 1 Providers
• Connect in Providence and Boston for Redundancy
  • 1 Summer, 300 Bent, 235 Promenade, 275 Promenade
• Ring Topology allows for Greater Redundancy
• Employ a Dual Home Strategy for all current Clients
• Clients appreciate personal Service, Direct Access
• Work Hard to be more than Competitive
• Our Focus on Driving Economic Development
Dual Home Every Business

Client

Connection to Client

Fiber Backbone

Fibers Head West to Colo

Fibers Head East to Different Colo

Colo
Well Positioned for 5G

• Wealth of Fiber - Backbone 144/288
• 650+ strands cross Sagamore/RR Bridge
• Currently connect 75 AT&T Tower Sites with laterals that we own.
• Good Relationship with Carriers
Network Operations Center

• 24/7/365
• Proactively Monitoring Network
• Tier 1 Support with Escalation
• Level 2 & Level 3
OpenCape Data Center

- IBM Designed & Built
- 2,500 square feet - 80 Feet Above Sea Level
- Data center space is available on a per rack unit or per cabinet basis
- Resides on three separate service rings with dual diverse fiber connections into the building
- Redundant power feeds in each cabinet, with UPS and generator backup power.
Core Initiatives Moving Forward

• Stay Focused on Core Strategy
• Continue to Expand Presence and Services Off Cape
• Launching 2-3 FTTH Pilots in 2019
• Focus on Revitalizing Main Street Economies
• Expand work on with Public Safety

In order to begin to adequately address the myriad of safety and economic concerns that are tied to the increase of shark activity in the waters surrounding Cape Cod, one factor requires immediate attention: enhancing the ability for our residents, visitors, and first responders to be able to communicate effectively. If the need arises, they need to be able to communicate with the right people at the right time.

OpenCape, in conjunction with Centerline Communications, have prepared a plan that addresses the need to expand fiber connectivity to the 110 beaches in order to allow shark alert systems and DAS (Distributed Antenna System) technology to offer enhanced cellular connectivity. In addition, they are focusing on their lack of connectivity.

Furthermore, we have included an example of the type of technologies that could be deployed to further enhance the quality and security of our beaches.
Disaster Preparedness

Hurricane of 1938 destroyed 25,000 telephone poles on the Cape
“My game is nickels and dimes. We will process over 1,000 transactions on a busy summer day. If our Internet goes down our customers go away upset & unserved. Our revenue stream is cut in half instantly. Reliability is key and OpenCape is my choice”

Eric, Owner
Pie In The Sky
Woods Hole
THANK YOU

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