



# NetSpeed LLC Bridging the Digital Divide

1/24/2019

# Company Overview

- Founded in 2017 by Frank Chiaino, the founder of Fibertech Networks, LLC
- Fibertech Networks grew from an initial \$50 million investment in 2000 to a company with an enterprise value of \$1.9 billion in 2015. Fibertech built over 3,000 route-miles of fiber-optic plant in Connecticut.
- NetSpeed is led by an experienced team:
  - Frank Chiaino, Founder, Chairman and co-CEO; formerly President of Fibertech
  - Larry Coleman, co-CEO and President; formerly President of Sunesys, LLC
  - Tom Perrone, COO; formerly VP of Engineering at Fibertech
  - Charles Stockdale, VP of Operations and Regulatory Affairs; formerly VP & General Counsel at Fibertech
  - Jamie Hoare, Chief Legal Officer; formerly Deputy General Counsel at Fibertech
- NetSpeed is focusing its network-building expertise on serving residential customers and small businesses in Connecticut



# Target Market Is Residential

- Location of networks has been determined by presence of densely populated residential areas
- Small businesses in residential areas will also be served
- To date, NetSpeed is currently in position to serve approximately 12,000 customers in Connecticut
- Over the next five years, NetSpeed plans to invest \$100 Million to build 2,000 fiber route miles in Connecticut, with service available to more than 500,000 homes

# Service Is High-Speed Internet

| Standard   | Premium  | Unlimited  |
|--|--|--|
| 100 Mbps upload & download speeds  | 500 Mbps upload & download speeds  | 1000 Mbps upload & download speeds   |
| \$50/month<br>\$100 installation fee   | \$70/month<br>\$100 installation fee   | \$90/month<br>\$100 installation fee   |
| <ul style="list-style-type: none"><li>&gt; Direct fiber connectivity</li><li>&gt; No modem rental fees</li><li>&gt; No data caps</li><li>&gt; Symmetrical upload &amp; download speeds</li></ul> | <ul style="list-style-type: none"><li>&gt; Direct fiber optic connectivity</li><li>&gt; No modem rental fees</li><li>&gt; No data caps</li><li>&gt; Symmetrical upload &amp; download speeds</li></ul> | <ul style="list-style-type: none"><li>&gt; Direct fiber optic connectivity</li><li>&gt; No modem rental fees</li><li>&gt; No data caps</li><li>&gt; Symmetrical upload &amp; download speeds</li></ul> |
| <b>For Additional Cost</b> <ul style="list-style-type: none"><li>&gt; Inside wiring</li><li>&gt; Static IP addresses</li></ul>   | <b>For Additional Cost</b> <ul style="list-style-type: none"><li>&gt; Inside wiring</li><li>&gt; Static IP addresses</li></ul>   | <b>For Additional Cost</b> <ul style="list-style-type: none"><li>&gt; Inside wiring</li><li>&gt; Static IP addresses</li></ul>   |

# Community Support



**Elin Katz** @elinkatz · Aug 29

#GoNetSpeed, a new broadband provider, is moving into West Hartford, Bridgeport, Hartford & New Haven. \$90/month for 1 gig with lifetime pricing guarantee + other options. Great to see more choices for consumers in Connecticut! #CTgig #Broadband4All #OCC



## GoNetspeed Installing Fiber-Optic Internet Custom...

Customers Breaking Away from Cable and Taking Advantage of High-Speed Fiber-Optic Internet  
gonetspeed.com

1 1 6



**Representative Christopher Rosario** @reprosario128 · Aug 29

Internet provider #GoNetspeed completes Bridgeport buildout  
[westfaironline.com/106158/interne...](http://westfaironline.com/106158/interne...) via @westfaironline



## Internet provider GoNetspeed completes Bridgepor...

High-speed fiber-optic internet provider GoNetspeed has completed the buildout of its initial network in Bridgeport, providing residential customers and small businesses a...

[westfaironline.com](http://westfaironline.com)

1 1 1



**Beth Bye**

July 6 at 12:02 PM

Let GoNetspeed know u r interested in reliable, high speed internet in your area. We need competition in CT to improve service and our broadband infrastructure.



GONETSPEED.COM

## GoNetspeed - High-Speed Fiber Optic Internet Service

GoNetspeed offers fiber-optic Internet to both homes and small businesses,...

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8 Comments

Like

Comment

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**Adam Brown** Thanks! It's available at my address! Now to do some price comparing.

Like · Reply · 6d



**Jack Dougherty** Glad to see Internet alternatives. I filled out online registration with GoNetSpeed.com and requested the standard 500 MB upload/download speed for \$50/month, \$100 one-time installation of fiber optic to house, with no modem fees. It says they will contact me in "summer 2018" to set up install. Will wait and see.

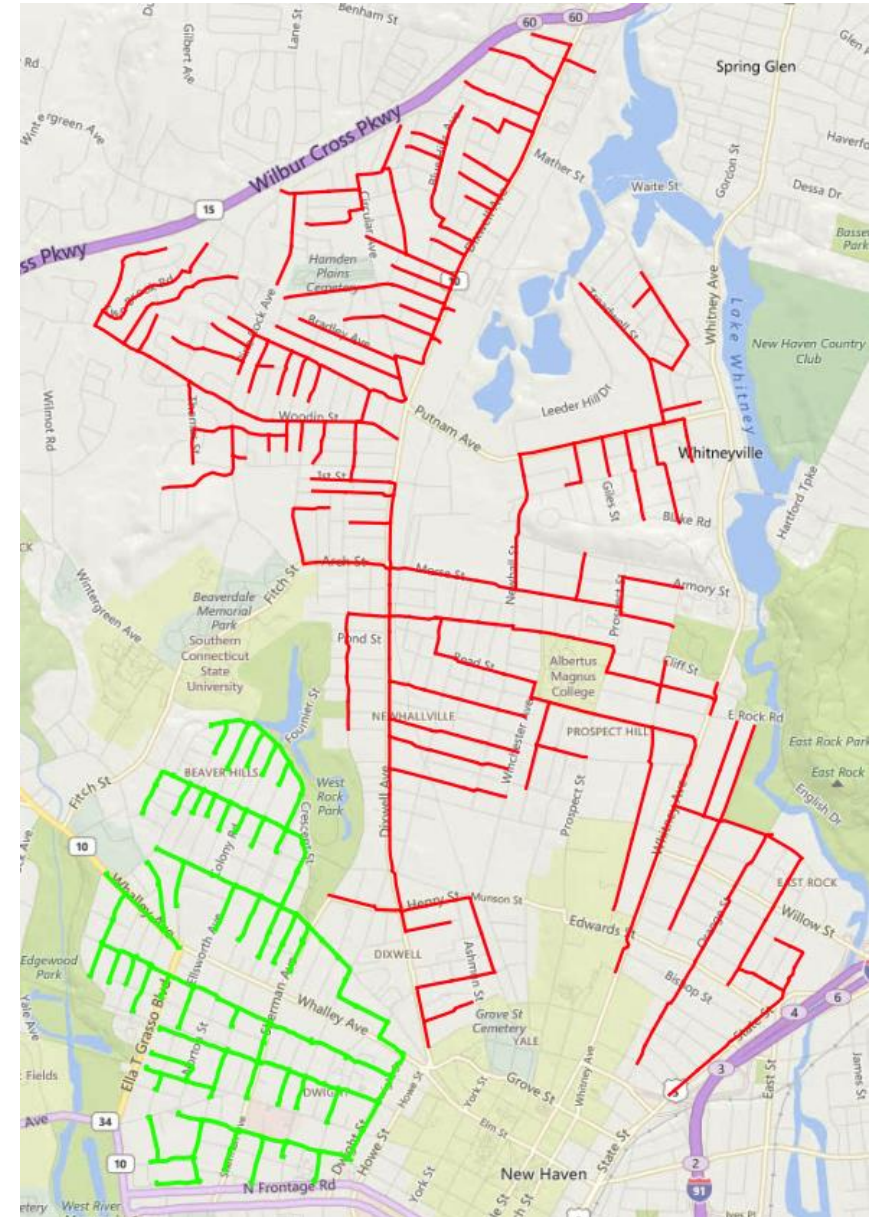
# Network Overview

- The expectation is that over 95% of the network to be used by NetSpeed in any market will be constructed by NetSpeed. Backhaul is provided by existing network leased from other companies
- NetSpeed will initially deploy “backbone” network facilities in each market that will drive deep into the residential areas
- From the backbone, service drops will be extended to households upon receipt of a request for service



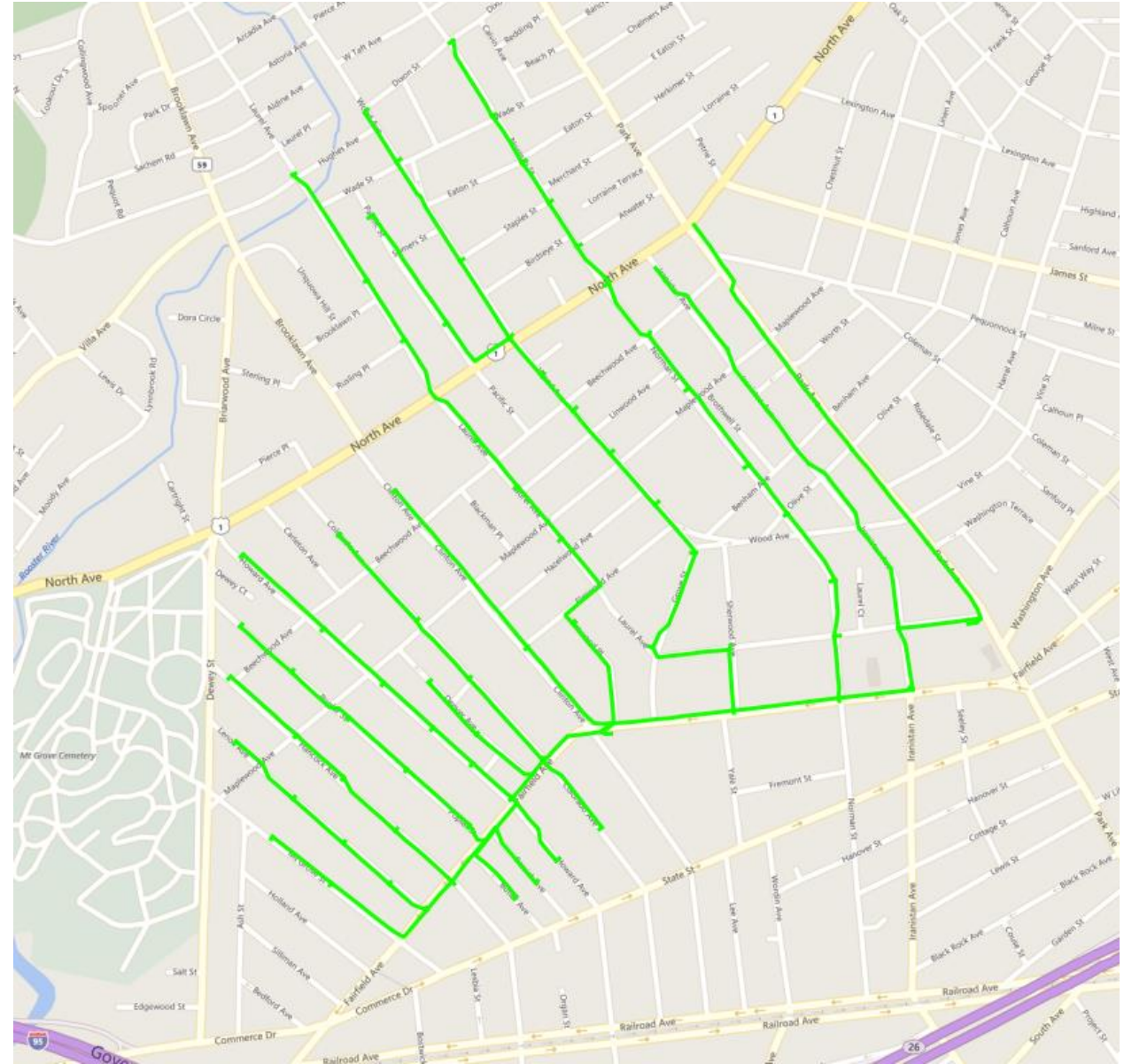
# New Haven

- Phase I (Green) approved by PURA 5/30/2018
- Phase II (Red) approved by PURA 7/2/2018



# Bridgeport

- Phase I (Green) approved by PURA 5/30/2018





# Hartford

- Phase I (Green) approved by PURA 5/30/2018
- Phase II (Red) approved by PURA 7/2/2018

