



Excelsio Advises City of Grand Rapids in Historic Partnership with Clearwire LLC

Alpharetta, GA, Dec. 7th, 2006: Excelsio Communications, the premier municipal broadband consulting group, is pleased to recognize the critical role that it played in helping to facilitate the partnership between Clearwire LLC and the City of Grand Rapids, MI.

This partnership represents a “multitude of firsts” with regards to municipal broadband initiatives:

- ▶ First time that Clearwire has partnered with a municipality to build and deploy a WiMAX class network in this manner. The network will cover 45 square miles and a population of approximately 200,000, and offer mobile, portable and nomadic service.
- ▶ First WiMAX/WiFi hybrid network deployment that involves the placement of numerous WiFi hotspots in strategic locations throughout the City of Grand Rapids.
- ▶ First truly cost-neutral arrangement whereby the City’s cost for broadband services for public safety and other employees will be offset by utilizing municipal assets in the deployment of the network. .

The City selected Excelsio Communications in June 2005 to evaluate the eight demo networks that were deployed as part of Grand Rapids “Hot Spots Cool City” demonstration project and report their findings. Excelsio then assisted City staff in the definition of priority applications and user groups, the selection of the preferred business/partnership model, drafted a superior Request for Proposals (RFP) and played a key role in the evaluation and negotiation process.

“We have been thrilled to work with Excelsio. They helped us in evaluating the wide range of business models and technology options and make a partnership choice that truly reflects the best interests and priorities of Grand Rapids,” stated Sally Wesorick, wireless project manager for the City of Grand Rapids.

“Our partners are thrilled, our municipal departments are thrilled, this partnership with Clearwire truly mirrors the interests of every stakeholder and places Grand Rapids at the top of the list of digital communities within the United States. We cannot overstate the role that Excelsio played in helping to make this happen,” stated Greg Sundstrom, Chief Services Officer for the City of Grand Rapids.

“The City took a very deliberate approach in the evaluation process that included network site visits to determine which technology represented the best fit for the needs of the City and its constituents. Other cities have accelerated this process, but we felt



that proper due diligence on the front end would result in a technology choice that will keep up with the withering pace of broadband technology advancement. It would also result in a partnership that met the priorities and needs of the City for the next five years, “ said Karl Edwards, Partner with Excelsio Communications.

About Excelsio Communications: Excelsio is the premier municipal broadband consulting group. Excelsio brings an informed approach to the wireless consulting space that is based on actual wireless network deployment experience. Municipal clients include Grand Rapids, MI; Decatur, GA; Alpharetta, GA; Marietta, GA; Rome, GA; Cheyenne, WY; Racine and Rock County, WI, which are in various stages of their wireless broadband initiatives. To find out more about Excelsio visit www.excelsiocomm.com.

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