

Demonstrated Experience

This form requires information about Applicant's demonstrated experience in the provisioning of Broadband across the State of Iowa. Applicant shall include relevant information about their experience that has prepared them to deploy their proposed Project, such as, for example community partnerships and service; number of years in business; number of years' experience provide the types of services sought by this NOFA; if the Applicant is a relatively new provider/market entrant an explanation of the benefits, if any of being a newer provider. Market entrant; or the level of technical experience in providing the types of services sought by this NOFA.

As stated in the Application Business Information question, OmniTel has an extensive history of fiber network builds, broadband project success and implementation. The resumes of key OmniTel management and team members are included to provide further evidence of OmniTel's ability to successfully implement the proposed FMTC-I35, Inc. FTTH Rural Broadband Expansion Project. The specific broadband project team experience, which is most relevant to the proposed project, is as follows:

Management Team Member Name

Ron Laudner, President and CEO

Project/Work Experience Name/Title

FTTH/FTTB & FTTH/FTTB (ARRA/BIP)

Project/Work Term: YEARS

10 years

Size of Project USD\$

\$26MM

Project/Work Experience to Proposed Project

Understating the importance to provide broadband to critical infrastructures as well as business and residential subscribers in rural Iowa. FTTH/FTTB planning and implementation of plans.

Duties and Responsibilities Relating to the Listed Project and Work Experience on FTTH/FTTB

Complete oversight and final decision making on technology, deployment, and overall project flow strategy. Complete oversight and growth on hiring personnel to facilitate project and project resources.

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

The project work experience to previous and ongoing FTTH/FTTB builds have been on-time, shovel ready, and according to specifications.

Management Team Member Name

Josh Hveem, COO

Project/Work Experience Name/Title

FTTH/FTTB & FTTH/FTTB (ARRA/BIP)

Project/Work Term: YEARS

10 years

Size of Project USD\$

\$26MM

Project/Work Experience to Proposed Project

Understating the importance to provide broadband to critical infrastructures as well as business and residential subscribers in rural Iowa. FTTH/FTTB planning and implementation of plans.

Duties and Responsibilities Relating to the Listed Project and Work Experience on FTTH/FTTB

Duties and responsibilities included the complete coordination across all channels in the extensive data collection, forecasting, financial modeling, mapping, engineering, pricing, marketing, advertising, location identification, qualification of location, pre-scoring, community support, job creation and excitement, as well as deadline and financial responsibilities being met to the highest of standards

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

The project work description and similarity to the proposed BIP project relates to the facilitation of large-scale projects and how those projects are managed and implemented. The understanding of entering new territories directly relates to the Iowa Broadband project and the need for more broadband in rural America. The experienced teams related FTTH/FTTB projects and industry experience in delivering the service are key.

Management Team Member Name

Deb Ward, Director of Corporate Operations

Project/Work Experience Name/Title

FTTH/FTTB & FTTH/FTTB (ARRA/BIP)

Project/Work Term: YEARS

10 years

Size of Project USD\$

\$26MM

Project/Work Experience to Proposed Project

Understating the importance to provide broadband to critical infrastructures as well as business and residential subscribers in rural Iowa. FTTH/FTTB planning and implementation of plans.

Duties and Responsibilities Relating to the Listed Project and Work Experience on FTTH/FTTB

Duties and responsibilities included HR, Regulatory, Customer Service, and Accounting for proper documentation and project flow. Service orders and oversight of completed customer installations and turn-ups.

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

Customer service, regulatory, accounting, billing as key back office needs translate very similar in size and scope to the Iowa Broadband project. Systems and process are in place to ensure smooth and timely delivery as well as awareness for our rural communities.

Management Team Member Name

Bryan Nelson, Director of Southern Operations

Project/Work Experience Name/Title

FTTH/FTTB & FTTH/FTTB (ARRA/BIP)

Project/Work Term: YEARS

10 years

Size of Project USD\$

\$26MM

Project/Work Experience to Proposed Project

Understating the importance to provide broadband to critical infrastructures as well as business and residential subscribers in rural Iowa. FTTH/FTTB planning and implementation of plans.

Duties and Responsibilities Relating to the Listed Project and Work Experience on FTTH/FTTB

Duties included design of network and coordination with professional engineers and consultants. Oversight of all networking and operations during project periods.

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

The project work description and similarity to the proposed Iowa Broadband project relates to the overall leadership capacity and the proven ability to lead projects of large scope from cradle to grave.

The industry experience and hands-on experience in similar communities is essential due to the dynamics

Management Team Member Name

Spenser Gruis – Network Engineer

Project/Work Experience Name/Title

FTTH/FTTB & FTTH/FTTB (ARRA/BIP)

Project/Work Term: YEARS

10 years

Size of Project USD\$

\$26MM

Project/Work Experience to Proposed Project

Understating the importance to provide broadband to critical infrastructures as well as business and residential subscribers in rural Iowa. FTTH/FTTB planning and implementation of plans.

Duties and Responsibilities Relating to the Listed Project and Work Experience on FTTH/FTTB

Oversight in the selection process as it pertains to the technology and the overall testing to meet our standards and objectives to deliver higher bandwidth uniformly to all exchanges. Network design and Implementation and wiring of Central Offices as well as overall transport system and redundancy of system.

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

The project work and networking expertise has continued to provide robust delivery of high capacity networks and state of the art equipment and maintenance of equipment. Stability and performance of the Iowa Broadband Project would be delivered in the same fashion.

Management Team Member Name

Dan Childers, Outside Plant Manager

Project/Work Experience Name/Title

FTTH/FTTB & FTTH/FTTB (ARRA/BIP)

Project/Work Term: YEARS

10 years

Size of Project USD\$

\$26MM

Project/Work Experience to Proposed Project

Understating the importance to provide broadband to critical infrastructures as well as business and residential subscribers in rural Iowa. FTTH/FTTB planning and implementation of plans.

Duties and Responsibilities Relating to the Listed Project and Work Experience on FTTH/FTTB

Supervised contractors, technicians, and in-house construction personnel to ensure the route is planned and implemented appropriately. Ensured final acceptance testing, turn-up and overall sign off of the project.

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

The project work description and similarity to the proposed Iowa Broadband project relates to the conversion of advanced services at customers' homes, communicating with co-workers, customers, and following project plan and routes to ensure successful turn-up.

Management Team Member Name

Gary Schotanus, Director of Sales and Service

Project/Work Experience Name/Title

FTTH/FTTB & FTTH/FTTB (ARRA/BIP)

Project/Work Term: YEARS

10 years

Size of Project USD\$

\$26MM

Project/Work Experience to Proposed Project

Understating the importance to provide broadband to critical infrastructures as well as business and residential subscribers in rural Iowa. FTTH/FTTB planning and implementation of plans.

Duties and Responsibilities Relating to the Listed Project and Work Experience on FTTH/FTTB

Developed and implemented large scale service and sales efforts to provide affordable broadband to rural Iowans. Responsible for the project flow, attainable objectives, and timelines being met in accordance with scope of project

Project/Work Description and Similarity to Proposed Iowa Broadband Grant Project

The project work description and similarity to the proposed Iowa Broadband project relates to the abilities to develop and implement projects large in scope and provide the sales knowledge,

management and training to ensure proper take rates of all advanced services and customer education on technology in rural areas.

Management Resumes

Management Team Member Name	Title	Employee of the Applicant or CoApplicant? (Yes/No)	Contractor to the Applicant? (Yes/No)	Years in Industry	Duties & Responsibilities Relating to the Proposed Iowa Broadband Grant Project
Ron Laudner	President & CEO	Yes	No	41	As President & CEO, duties include the complete oversight of company affairs. Supervision of the executive and management team, executive decision making, contractor selection and overall management of the engineering process. This position works side by side with the COO to provide strategic direction and a stable network use for the delivery of high capacity broadband in areas of rural Iowa. Fiduciary responsibility to the Board of Directors of the applicant to recommend the final scope of the project.
Josh Hveem	COO	Yes	No	14	As COO and member of the executive management team for the applicant, this position's duty is to oversee all assets of the company during the entire project. Coordination of schedules and project flow, implementation of employee education, marketing, advertising, pricing, and promotion strategies. Development and oversight of financial forecasts, budgets, cash flows, and asset allocation to maintain company stability and performance. Additional coordination of contractors and consultants including legal, accounting, engineering, and finance. Fiduciary responsibility to the Board of Directors of the applicant for final project scope.
Deb Ward	Director of Corporate Operations	Yes	No	16	As Director of Corporate Operations for the applicant, this position's duty is to oversee the accounting inputs and ensure regulatory compliance. Information and raw data gathering regarding property, plant and finance. Continual work and education with Customer Service, Billing, HR, and Accounts Payable to ensure consistent project implementation flow.
Bryan Nelson	Director of Southern Operations	Yes	No	20	As Director of Southern Operations, this position takes an active role in network planning, design, and outside plant processes. Project management and implementation of broadband area builds as well as oversight of southern employees and southern telecommunication exchange properties.
Spenser Gruis	Network Engineer	Yes	No	14	As Network Engineer, this position builds, maintains and implements robust networks for performance and security. This position works directly with Director of Southern Operations and Professional Engineers to design and deliver necessary broadband to proposed application areas. This position has oversight for all internal information technology and network employees.
Dan Childers	Outside Plant Manager	Yes	No	42	As Outside Plant Manager for the applicant, this position's duties are to oversee the entire implementation of the plant, transport, and switching of the project. This position will work directly with contractors to see that the project is implemented and tested according to project specifications. Working directly with network engineer and professional engineer contractors to gather information as it relates to the application is vital. Coordination of all information in a timely manner with all departments associated with outside plant to ensure project flow is on track.
Gary Schotanus	Director of Sales and Service	Yes	No	15	As Director of Sales and Service for the applicant, this position's duties are to provide full scale sales and marketing plans and coordinate the implementation of those plans working directly with sales, marketing, and customer service to provide and education to all employees and customers of the applicant. The overall development of advertising, pricing, and promotional strategies will be coordinated for the project. This position remains the customer liaison prior to, during, and after the construction phase of the project to ensure all customers and communities are well informed of the project. This position is responsible for the development of broadband adoption throughout the serving territory.