

### Demonstrated Experience – NOFA. #006

Natel, Inc. has been in business providing Broadband via fiber optic and wireless networks since being founded in 1996. We have extensive experience in all aspects of design, construction, provisioning, and maintenance of broadband systems.

As a small provider with fiber and wireless networks in Fairfield, Centerville, and Mount Pleasant we have been providing cost effective services to these rural communities. In the surrounding rural areas throughout the county, we have deployed wireless service when nothing else was available. We have been self-funded and have not had the funding to cover the entire county to the extent this proposal contemplates. With the grant funding we would be able to fulfill this vision and due to the advent of a more advanced wireless platform we will be able to deliver service throughout the county at up to 600/150Mbps speeds easily meeting the 100/100 symmetrical service required by this grant program.

We have partnered with the university in Fairfield having built their campus fiber network and providing their bandwidth. We provide the City of Centerville with service for phone and data as well as all departments in the Appanoose County courthouse. We have also partnered with the city to install and maintain a WiFi network on the Centerville square.

We have also partnered with the City of Mount Pleasant Utilities department providing fiber and wireless networking solutions and a redundant telephony system to handle any level of inbound emergency calling volume. We also tie several of their electric and water utility sites into their headquarters for monitoring and control.

We have built the company on excellent customer service as our primary focus and have earned a 4.6 star rating on Google reviews.