

AMG Technology Investment Group, LLC dba Nextlink Internet
Nextlink Internet – NOFA 007 Application

Demonstrated Experience.

This form requires information about Applicant's demonstrated experience in provisioning Broadband across the State of Iowa. Applicant shall include relevant information about their experience that has prepared them to deploy their Project, such as, community partnerships and services; history of organization; number of years in business; number of years of experience providing 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.

Since initiating operations in the Fall of 2012 in Weatherford, Texas outside the DFW metroplex, Nextlink Internet has experienced radical organic growth to become one of the largest wireless internet service providers in the nation with over 77,000 subscribers. Nextlink has a heavy focus on supporting rural communities and provides service to more than 90 school districts in three states.

Nextlink's core differentiation with its competition, both wireline and wireless, in the rural and semi-rural markets in which it serves across Texas, Iowa, Oklahoma, Kansas, Nebraska and Illinois is relatively simplistic, higher speed plan offerings, better quality of service, and intense focus on the customer service experience.

Collectively, the management team at Nextlink has extensive WISP and telecom experience, large scale Fortune 100 experience from organizations such as HCA, KPMG and Goldman Sachs, and entrepreneurial, high growth company backgrounds. Management bios are included in Exhibit 1.

Nextlink has implemented a tower acquisition/construction strategy to optimize tower placement driving higher company growth as well as return on investment (ROI). The Company currently has approximately a 50/50 ratio of towers leased to owned with a strong shift currently to more constructed towers as the Company continues its expansion.

Nextlink has also developed its in-house expertise of developing and deploying fiber optic networks in several communities in Texas and Nebraska. In addition to the deployment and management of a fiber network in the town where its headquarters is located (Hudson Oaks, TX), Nextlink has also built out several additional multi-phase neighborhoods in Texas, is currently in the process of a fiber build-out in the City of Lampasas and has established relationships with several homebuilders that has resulted in a pipeline of over 60,000 homes that are expected to be served within the next 12-24 months. Currently, Nextlink has over 5,000 homes passed and has approximately 2,000 active fiber customers.

Nextlink's demonstrated experience in provisioning Broadband across Iowa also includes the acquisitions of two Internet Service Providers in western Iowa. This includes nearly 100 fixed wireless sites, and employees familiar with those networks. Nextlink was an awardee of the FCC's 2018 Connect America Fund Phase II and has deployed or upgraded networks to 100/20Mbps speeds in six states. Nextlink recently verified its 20% CAF milestone in Texas and Oklahoma within 18 months of its award. Nextlink has also submitted 20% progress in Kansas, Nebraska and Illinois and plans to submit Iowa within the next few months. Nextlink is also a provisional Rural Digital Opportunity Fund winner with a heavy concentration of locations to be covered in Iowa. Since 2012, Nextlink has been a company focused on supporting rural communities and supports more than 90 school districts in 3 states.

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Demonstrated Experience - Exhibit 1

Bill Baker
Chief Executive Officer

- Bill co-founded Nextlink in 2012
- He actively directs the operational and growth strategy, manages all aspects of the day-to-day operations, and sits on the boards of four other companies
- Prior to Nextlink, Bill was a Senior Partner in KPMG's Deal Advisory practice, served in management roles at startups, and was in corporate development at a Fortune 100 company
- Bill earned a BBA in Accounting and an MBA in Finance from Baylor University, and is a licensed CPA in the state of Texas

Eric Pyland
Chief Financial Officer

- Eric joined Nextlink in 2018 as CFO
- He is responsible for the overall financial strategy while overseeing the accounting and treasury functions
- Prior to Nextlink, Eric spent 15 years with Goldman Sachs Group in a variety of leadership roles
- Eric also worked in the audit and M&A advisory practices at KPMG
- Eric earned a BS in Accounting from the University of Texas at Dallas and is a licensed CPA in the state of Texas

Seth Anderson
Chief Operating Officer

- Seth joined Nextlink in 2019 as COO
- He oversees the deployment and maintenance of the Nextlink network and customer-facing operations, and is critical to providing high quality service
- Prior to Nextlink, Seth spent 20 years in the fixed wireless industry focused on deployment and maintenance of large-scale wireless network and operations
- Seth earned a degree from Weber State University and completed a CCNA course at Salt Lake Community College

Cameron Kilton
Chief Technology Officer

- Cameron joined Nextlink in 2020 as CTO
- He has experience designing, building, and operating wireless broadband, cellular, AMI, and fiber-optic networks
- Prior to Nextlink, Cameron was Director of Sales at Alpha Wireless and Director of Engineering Services at Baicells Technologies

Ted Osborn
Senior Vice President, Regulatory & Corporate Development

- Ted joined Nextlink in 2019 as the lead executive focused on regulatory & strategic corporate development after serving as the lead consultant to the Company during the CAF II auction
- He is a national expert on rural broadband in U.S. markets
- Prior to Nextlink, Ted worked in communications at IBM and co-founded Mesa Networks, a rural fixed wireless ISP broadband provider
- Ted earned a BS in Economics from Middle Tennessee State University

Katy Keenie
Vice President of Sales and Marketing

- Katy joined Nextlink in 2012, driving sales and marketing for the company from the very first customer
- She played a key role in building the Nextlink brand by establishing strong relationships with schools, businesses and cities, which continues today as Nextlink expands its footprint
- Prior to NextLink, Katy spent 8 years as an outside sales representative for several companies including Bonded Lighting Protection/ALT where she sold tower equipment on cell towers
- Katy earned a business marketing degree from Tarleton State University

Tim Kappell
Director of Finance

- Tim joined Nextlink in 2020 as Director of Finance
- Prior to Nextlink, Tim was a Director in Deal Advisory at KPMG for nearly ten years
- Prior to KPMG, Tim was an audit Manager at Ernst & Young
- Tim earned a BBA in Accounting from The University of Texas at Arlington and a MAcc from the University of Notre Dame