

Demonstrated Experience, AMG Technology

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.