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J.D.Cox
City Manager
City of Douglas
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Re: City of Douglas, Municipal Facilities Interconnect Proposal

Mountain West Technologies Corporation (“MWT”) is a dedicated local Internet Service Provider with over two decades of active involvement in the Wyoming community. We are thrilled to present a transformative project aimed at expanding the services provided to the City of Douglas for community growth and technological innovation.

Mountain West is a 307 First Company. This means that our mission and values are around local ownership, local employment opportunities, and partnering to work with and develop local communities. 307 First is the belief that if you employ people directly in the community you serve, and ownership remains local and Wyoming based, you can provide better service and better responsiveness to the community while helping to diversify the local economy.

Our primary goal is to establish a cutting-edge fiber optic network that caters to the diverse needs of the City of Douglas and to expand future access to businesses and residence. We envision this as a catalyst for growth, attracting new businesses and empowering existing ones with enhanced digital capabilities.

Throughout the project, we are committed to maintaining an open dialogue with key stakeholders in the area, ensuring their feedback shapes the project's direction. We recognize the significance of collaboration between the private sector and government initiatives, and we're proud to provide this proposal to you. This partnership symbolizes our commitment to community advancement and technological progress. Mountain West's expansion of our network in the City of Douglas is a testament to our enduring dedication to fostering a thriving, interconnected, and prosperous community.

I. Background and Introduction.

Our resume as a community-based provider speaks for itself.

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Casper, WY 82602

- We have been awarded several grant projects over the last several years, and have a flawless record of successfully completing these projects on or ahead of schedule. We are currently 80% certified two years ahead of schedule on our CAF-II obligation (which consists of a large project to provide 550 rural locations with broadband speeds of 100/20 Mbps by 12/25/2025). We successfully completed our CARES Act builds. We are ACAM compliant and were one of the first companies in the US to work with the USDA to bring fiber to Chugwater, Wyoming in a rural development grant.
- We have public-private partnerships with community interconnect agreements with the City of Casper, City of Mills, and Town of Evansville, where we share fiber resources with those local governmental entities. We are currently on track to complete the City of Casper Interconnect project ahead of schedule and are proud to partner with the City on this exciting project.
- We have laid over 100 miles of fiber, constructed over 35 internet towers and upgraded over 50 internet towers in the last two years with our own crews. All of this work has been done with our own employees and equipment and with people who live right here in Wyoming! We pride ourselves on our team's strong and positive reputation throughout the city of Casper and other communities we work in for our quality, respect for property owners, commitment to excellence with a "leave it better than we found it" attitude. As a premier internet provider and 307 First company, we are your neighbor. Every person in our company is committed to our value system when conducting ourselves and doing business in the community.
- Our customer service is unmatched, as we pride ourselves on local support. Our network engineers and the majority of our support technicians are located in Casper which allows us to predict disruptions with weather events and other potential issues that may impact customer experience before they happen. Our monitoring systems are 24/7, 365 days a year. Being local makes us nimble in response times to any alerts and most importantly when you call you are in contact with a human living in your community.
- Our Call Center and Tech Support Team is committed to helping customers, as proven by our call wait times averaging 30 seconds. When you call us, you can expect to talk to a local team member sitting right here in Casper, who is dedicated to resolving your issue timely. Our team empathizes with each customer and works together to create solutions.
- MWT has a leadership development program that promotes constant and never-ending improvement from the entire staff. This allows for increased efficiencies and empowers staff to solve problems. Therefore, we have a proactive approach for our customers rather than a reactive approach. Our training team has experience in the Call Center and can deliver meaningful real-world training to staff as we onboard new staff or increase knowledge depth for more experienced staff.

II. Economic Impact

Expansion of long-term fiber plant for the city as well as the community. To help reduce cost and create a more sustainable service between all of the City Facilities. MWT are trained to manage and maintain the fiber plant for the city allowing for low overhead. Advanced Business Services,



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access to our core data centers for offsite data storage and intranet connectivity to core services. Residential access to faster and more efficient services.

III. Project Description

It is MWT's understanding that the City is seeking to interconnect a variety of municipal facilities with 12 strand fiber access exclusively for the City for the following structures (tentative):

Fiber Connectivity Needed

- City Hall to Public Works
- Public Works to Landfill
- Annex to Cemetery
- SCADA Sites: Water Treatment to Clearfield Booster Station, Middle School Lift Station

Fiber Connectivity in Place

- City Hall to CCJJC
- Annex to CCJJC

ANCHORS

City Sites

- City Hall
- Public Works
- Wastewater
- Water Treatment
- Cemetery
- Landfill
- Annex
- Old City Hall
- Municipal Pool
- (Future) Community Center

Non-City Sites

- Court House
- Library
- Road & Bridge
- Hospital
- Schools
- WYDOT
- Public Health
- DFS
- Probation & Parole
- Fire Hall
- KKTY Radio

IV. Proposal and Budget

TBD

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V. MWT's contributions and Value Add to the Project

TBD - Provide duct and labor to be laid in open trench to Douglas. Possible partnership to offer "remote hands" consultation for engineering on fiber and wireless services and repairs.

VI. Items Further for Discussion

Meeting between John Harbarger and Tim Meads Tuesday, June 25 to look at plans and discuss scope of project.

Additional phases of this project to expand looping and to provide redundant Connectivity.

Details for MOU in regard to any build costs and service fees to City of Douglas.

Franchise Agreement presented to City of Douglas Council.

License Agreement for MWT's use of the City's owned conduit and 96 strand fiber as part of the project in exchange for obligation to maintain and service and in addition, potentially in trade for parts of the construction to be done for the interconnect project itself.

MWT to provide map for fiber line and placement of hand holes and cabinet.

VII. Proposed Schedule and Next Steps

Phase 1 - July 1, 2024

MWT will be onsite to lay duct

From our perspective, next steps would include a meeting to refine this proposals based on the items for further discussion so that we can get a firm quote and project timeline in place.

MWT operates our own in-house construction team which is currently under expansion, and thus, is not reliant on contractors to perform the work proposed, which gives it an inherent advantage in timing and price.

VIII. Conclusion and Summary

Thank you so much for your time and consideration of this proposal. We look forward to discussing with you next steps in detail and to refine these proposed projects into formal documentation and start work in the near future. Please feel free to contact myself and Tim Meads with any follow up questions at any time.