

Solution Cover sheet

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Crocker Communications, Inc. is a Broadband Service Provider

Crocker Communications, Inc. is family owned and operates a communications company in Western MA. We provide Tele-Messaging, Internet and Voice services to the Pioneer Valley and LATA 126/413 area code.

Crocker Communications, Inc. is the preferred carrier for the Pioneer Valley Connect and has been working with the connects since their inception to promote ubiquitous broadband access in the valley.

Crocker Telecommunications, LLC is a registered CLEC operating in Western MA providing VoIP services in the LATA 126 area.

Crocker Telecommunications, LLC operates a 5,000 sq ft datacenter located at 1 Federal Street, Springfield MA.

Anticipated Partners:

AccessPlus Communications, Regional K-12 schools and regional town governments and broadband committees. Pioneer Valley Connect, and Berkshire Connect

Technical Model:

The economic development driver for the Internet & Broadband isn't the actual network; it is the access to applications that the network provides. The network provides the power of connectivity but without anything to connect to it provides nothing. The network should be a public resource, owned and maintained by the public and provided as a public utility. The state should build a regional network along all state roads so that every city & town has at least 2 access points. The state should establish two points of presence for the network where service providers could interconnect. 1 Federal Street, Springfield MA; the STCC-AC facility is an obvious choice for a POP. Another POP could be established in Westfield, Pittsfield or North Adams. The network should be built and maintained by an independent 3rd party that is not owned, operated by or affiliated with an end-user service provider.

The network should be:

1. Dark fiber
2. Wholesale only, selling to service providers not direct to consumers
3. Open to all service providers that can interconnect in any or all of the state POPs

Cities & towns could then work with local and federal funds to develop their own local infrastructure that connects to the state provided access points in their community.

Business Model:

The state network would sell access to the network to service providers. Service providers would use that product to develop retail products for residential, educational and business consumers. Service providers should be required to meet certain requirements from the state. The state should make an effort to require that one end of all traffic on the network be in a qualified community. This would limit the use of the network for transit traffic which is bypassing the region.

Cities & towns could work with service providers and technology that best fits their needs and topology. The service providers would build a business case to justify the capital expense to deploy the technology in the region. Accessing the local access point on the state network. Service providers could access the capital through traditional bank loans, venture capital or federal fund/loan guarantees (USDA)

Service Area:

The network should eventually reach every city and town in the commonwealth. Initial deployment of the bond assets should be focused on the un-served and under served communities. Access points should be established in all communities that the network transits.

Partnerships:

Crocker Communications, Inc. is prepared to partner with any company or public entity to help move this process forward. We are working with many towns in the region to develop a business case for broadband deployment and have a couple pilot programs underway testing various technologies.

Financing:

The MBI assets should be used to purchase and deploy dark fiber along all state roads such that it connects all un-served and under served communities. Operating revenue generated from the lease of fiber strands to service providers should be structured to maintain the network and provide expansion opportunities.

Public Role:

The network is a natural monopoly and in an ideal world the public should own it. If public money were available I would recommend MBI build a complete Fiber To The Home (FTTH) network and resell it to various service providers. The current MBI bond is not enough to realize a complete FTTH network so the resources should be used to establish the first step which is a regional fiber backbone connecting all communities.