

BROADBAND SPECIALISTS INC.

Est. 1992



A NATIVE AMERICAN, MINORITY & WOMAN OWNED FIRM

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HARNESSING THE POWER OF BROADBAND and WIND



Company Introduction

*Broadband Specialists Inc (BSI) is a established, professional, quality oriented and experienced full service telecommunications and renewable energy electrical collection cabling firm owned by Gerry and Ramona Locke. Between 1978 and 1992, the Locke's operated in the industry as Locke Electronics. Combined, the two owners have over **64 years management and ownership experience in the network deployment industry**. The Lockes founded BSI as a sole proprietorship on April 1, 1992. BSI incorporated in the State of Texas in 1996, and is currently headquartered at a 33,000 square foot state of the art equipped facility in Dallas County Texas, with satellite offices in Jackson MS, Oklahoma City and Elk City OK. BSI opens temporary office/warehousing locations as needed by project requirements.*

*Since 1992, **BSI has deployed thousands of miles of aerial and underground cable** and conduits in 12 states for telephone, cable, renewable energy plants, electric companies and cooperatives. A list of clients and project locations can be reviewed on www.bsicable.com.*

BSI received the **2007 Amerisure "Best in Class" National Safety Award** from Amerisure, a major international construction industry insurer with clients spread over four continents. Our 2010 safety ratings are: Emergency Modification rating 0.92, Recordable Incident Rating 0.00 and Days Away restricted Rating of 0.00. BSI is a member of the PICS safety program.

In recognition of writing custom job-costing software to integrate and enhance the **Timberline Software job costing** we utilize, BSI was award the **2008 Sage Timberline Software Innovation Award**. This is a national award that was presented at their annual national convention. Safety, job costing, loss controls and customer satisfaction are all major priorities at BSI, and the reason we developed the award winning program.



HARNESSING THE POWER OF BROADBAND & WIND



BSI employee knowledge of network specifications, materials, ground and pole conditions as well as other market intelligence is critical in providing timely and successful project completion. The BSI Team performs fluently providing network deployments. According to a recent Workplace Safety Study conducted by Amerisure, **13% of BSI employees have been with BSI over 10 years.** According to the same study, 76% of the employees at BSI have been in this business of deploying overhead and UG infrastructure over 5 years, with **62% of BSI employees having served in the industry for over 10 years.**

The study revealed that in many human resource categories tracked nationally, BSI was well above the Amerisure rolling total in the categories listed below;

- | | |
|--|------------|
| • Attendance | 14% Higher |
| • Safety Policies and Procedures | 19% Higher |
| • Use of Personal Protective Equipment | 20% Higher |
| • No Alcohol Policy and Practices | 11% Higher |
| • No Drug Policy and Practices | 10% Higher |

Currently, the BSI Team directly and indirectly employs over 175 personnel. We utilizes subcontract firms to augment our highly trained in-house workforce and effectively deal with seasonal peaks and valleys. The number of BSI employees always fluctuates according to current project fulfillment requirements. For example, in response to Hurricane Katrina and Rita, BSI temporarily added over 50 positions to meet the demands created by the damages to the fiber infrastructure caused by the storms.

*It is important to note that the **BSI Vice President of Engineering has been in the telecom industry for 45 years and is a pioneer** of many of the network architectures employed by cable and telecom operators over the last 45 years. An original SCTE member, he currently **sits on the Technical Board of Directors of the Society of Cable Telecommunication Engineers (SCTE).***

BSI PAYS 100% OF ALL EMPLOYEE CONTINUING EDUCATION AND TRAINING



HARNESSING THE POWER OF BROADBAND



We have constructed every type of inside plant (ISP) & outside plant (OSP) telecommunication network. Following is a short list of the broad range of types of projects we have deployed:

- Hybrid Fiber to Coaxial, Smart Grid, ADSS
- River, Lake, Specialty and Highway Directional Bores
- Fiber to the Home (FTTH), Mainline & Last Mile
- Middle Mile and Long Haul Fiber
- Cell Site Backhaul, Tower, Wireless Point to Multi Point
- MDU, Commercial, Industrial, Retail, High-rise, Entertainment
- Schools, Medical, Municipal, Transportation, Emergency
- Large Commercial Wind Farm Electrical Collection Grids
- ISP Voice and Data, VoIP, Video, CCTV, Security, Fire



When deploying conduit and fiber by plow, directional bore and trench methods, BSI project management analyzes many factors during pre-con (pre-construction) surveys. In addition to confirming adequate right of way (ROW) clearances and existing utility and communication facility locations, we permit, notify property owners when appropriate, and conduct plan of the day (POD) meetings to discuss clearances, obstacles and resolve material and equipment logistics. We plan for weather or other possible issues before crew deployment to the site. Substantial time is spent in the daily POD meetings discussing that days safety hazards, as they relate to the jobsite, as well as share observations of the previous days safety hazards. Crew coordination to limit open pits and other mission critical issues such as road closures & logistics are implemented and crew members leave for the jobsite as an informed member of the BSI team.

Only certified splicers are permitted to splice fiber on BSI projects. Certifications must be renewed annually

76% OF BSI EMPLOYEES HAVE BEEN IN THIS INDUSTRY 5 YEARS OR LONGER AND
62% OF THOSE BSI EMPLOYEES HAVE BEEN IN THIS INDUSTRY 10 YEARS OR LONGER



HARNESSING THE POWER OF BROADBAND



BSI has reel trailers that have the capacity to carry up to (4) 100 inch wide reels, as well as single reel hydraulic trailers such as I-60 and I-80 trailers. We set up plows to have capacity to carry one or two reels. **We never exceed the fiber manufacturer cable bending radius**, and always employ rollers properly sized for handling the conduit or fiber when feeding over the plow or trencher. Properly rated breakaway swivels are required when pulling fiber. All directional bore rigs are properly grounded and secured. In each project specific Quality Assurance/Quality Control (QA/QC) Plan, we reduce the manufacturer allowable pulling tension & bending radius by 10%. At BSI we install 95% of the fiber installed in conduit by utilizing the blow method, utilizing multiple Sherman Riley machines when building long haul and middle mile fiber.

To assure fiber integrity we **test the reel when unloaded from the vendor delivery trailer** and maintain printouts of the results. For middle mile and long haul projects, we prefer to utilize large reels and limit splices as much as possible. If bad fibers are identified during the pre installation reel delivery testing, the vendor is notified. Every effort is made to keep the fiber under cover or indoors while being stored before construction to limit thermal conductivity. All ends are capped to prevent water migration.

BSI performs **100% quality assurance and quality control** on our projects, and observe our QA/QC Plans. We have **full time safety inspectors** in numbers appropriate to the number of crews and their geographic spacing. While **projects are staffed according to client network construction timelines and jobsite conditions**, our bid responses contain sample project field staffing charts for review. As part of our critical path schedule, we attach organizational charts for startup, and add critical path schedules.



**TO MAINTAIN OUR LARGE FLEET, WE OWN AND OPERATE A 14-BAY TRUCK/TRAILER & EQUIPMENT
FLEET MAINTENANCE & REPAIR FACILITY IN DALLAS COUNTY TX.
BSI DEPLOYS MOBILE REPAIR CREWS TO ALL JOBSITES.**



Safety & Commitment

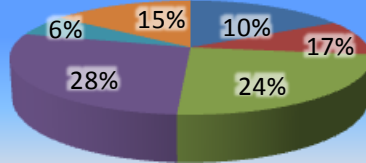
BSI SAFETY COMMITTEE CREED

AS REPRESENTATIVES OF BROADBAND SPECIALIST'S SAFETY CULTURE, WE ARE PASSIONATELY DEDICATED TO THE SAFETY AND WELL BEING OF OUR FELLOW EMPLOYEES, FAMILIES, FRIENDS, AND OF THE GENERAL PUBLIC; ON AND OFF THE JOB. WE DEVOTE OUR EFFORTS TO PUTTING SAFETY ABOVE ALL ELSE AND WORK TO ADVANCE SAFETY AWARENESS AND CULTIVATING SAFE HABITS THROUGHOUT OUR INDUSTRY. WE LEAD BY EXAMPLE, LEAVE NO EMPLOYEE OUT, LEAVE NO IDEA UNEXPLORED AND WORK DILIGENTLY WITH SAFETY OUR COMMON GOAL.



THE MAJORITY OF EMPLOYEES AT BSI CITE THE BSI SAFETY CULTURE AS A MAJOR REASON FOR HIGH MORAL AT BSI

Percentages of Revenue



- Broadband FTTH & HFC
- HFC Maintenance, MDU, Highrise, Commercial, Industrial
- Business to Business Fiber & Fiber Backhaul
- Middle Mile & Long Haul Fiber
- Smart Grid DA Fiber and AM Infrastructure
- Wind and Solar Electrical Collection Grid

FTTH MAINLINE , SERVICE WIRE, NID'S

HFC FIBER & COAXIAL NEW BUILD & REBUILD

HFC UPGRADES, NODE SEGMENTATIONS, SWEEP

MIDDLE MILE AND LONG HAUL FIBER

INSIDE PLANT WIRING, CORE, PENETRATIONS

CELL TOWER BACKHAUL & TOWER ERECTION

NEW BUILD RESIDENTIAL, MDU, HIGHRISE

POST WIRE, COMMERCIAL, INDUSTRIAL

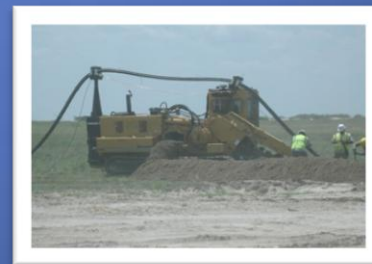
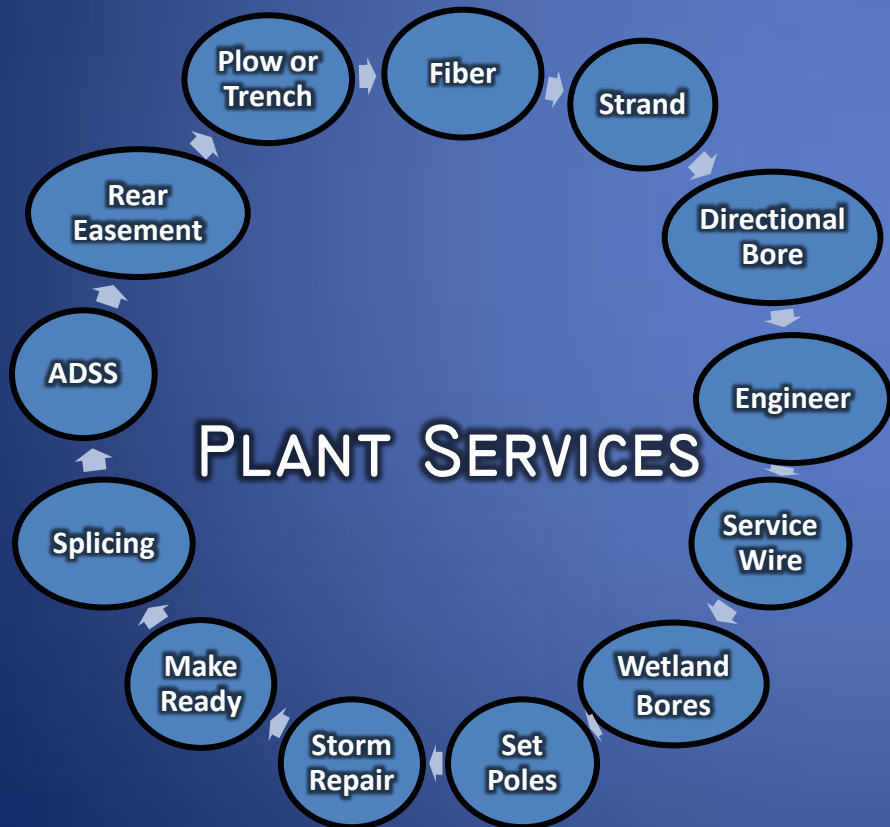
WIND & SOLAR ELECTRICAL COLLECTION GRID



THOUSANDS OF MILES OF AERIAL & UNDERGROUND CONSTRUCTION SINCE 1992

EXPERIENCED CRAFTSMEN AND MANAGEMENT

WELL EQUIPED





Preventive Maintenance

Preventive maintenance should be a part of all fleets, whether large or small. By practicing preventive maintenance, BSI & our Subcontractors not only increase the life and reliability of our assets, and increase safety, but we also realized huge savings in fleet operational costs due to reduced crew down time & costly repairs as a result of equipment failure on the jobsite and/or on the road. These savings are passed on to our customers in the form of lower pricing for services rendered.

Key Benefits:

- * Reduces repair costs as the truck, auto or equipment age
- * Promotes performance reliability
- * Reduces labor cost loss due to truck, auto and equipment jobsite failures
- * Reduces project completion delays due to truck, auto and equipment failures
- * Extends useful life of existing assets, creating economies of scale pass
- * Increases safety



BSI Mobile Repair Services

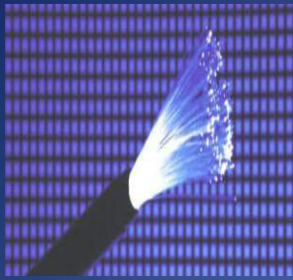
Equipment & Truck failures on the jobsite are costly in dollars & missed deadlines. Performing Preventive Maintenance while the equipment or vehicle is not in use on off-hours during the project can save employee time & maximizes jobsite production, increasing client product time to market. BSI mobile repair units are fully equipped and can handle most minor roadside repairs, in addition to performing those regular preventive maintenance services. Huge project overhead reductions can be realized through lower labor cost, and higher job-site productivity.

Mobile Preventive Maintenance Services

- Chassis Lubrication
- Oil & Filter Changes
- Tire Air Pressure Checks
- Fluid Level Checks
- Hydraulic Hose Inspections & Fitting Replacements
- Hydraulic Fluid Changes
- Battery Fluid Checks
- Radiator Fluid and Hose Inspections

Mobile Jobsite Fleet Repair Services

- Flat Tire Repairs
- Tire Replacements
- Alternator Replacements
- Starter Replacements
- Hose and Fitting Replacements
- Directional Bore & Machine Repairs
- Brake Pads/Pump Replacements
- All Machinery Component Replacements



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Texas HUB /Native American, Minority & Women Owned Firm

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