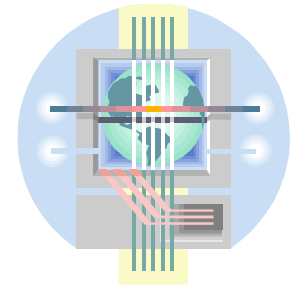


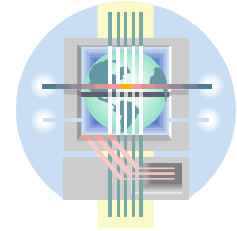
IP Solutions



Regional Solutions

Municipal Broad Band Networks

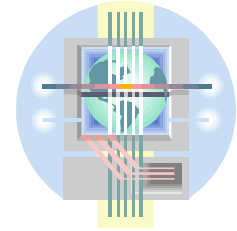
Who is IP Solutions



IP Solutions is a technology consulting firm with over 35 years of telecommunication, fiber optic and computing hardware and software design, integration and operation experience.

IP Solutions specializes in building holistic, strategic technology plans with a deep insight into core telecommunication network infrastructure, computing hardware and software and a firm understanding of high value, high return programs and use cases designed to increase employee efficiencies solving complex, and diverse problems and creating an infrastructure platform to build economic development incentive models from.

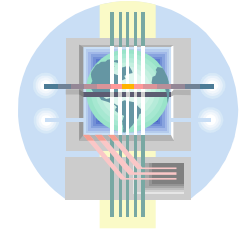
About IP Solutions



➡ Tom Kneeland - President

- 30 year telecommunication professional
- Over 20 years of high-speed fiber optic transport system experience
- Over 15 years experience
 - Routing and switching equipment and protocols
 - Multi-protocol adaptation and remote site management and control
 - Multi-state and multi-office network design and implementation
 - Municipal government
 - Elected and administrative service
 - Economic development
- Over 6 years experience in technology related marketing and product management

Value Proposition and Purpose



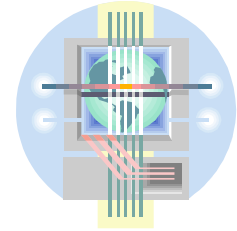
Our Value Proposition

To provide our clients with expertise and guidance developing strategic technology plans, network designs, strategic partnerships, and business growth programs that deliver maximum return-on-investment for their technology dollars.

Our Purpose

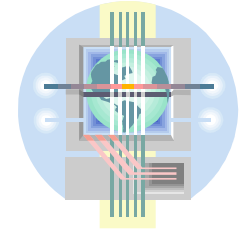
IP Solutions is a full service network technology consulting firm serving medium and small size city and municipal governments that strive to utilize and maximize technology for internal efficiency gains and as a tool for economic development and business growth.

Client Profiles



- ➔ *Cities and municipalities with populations of 65,000 or less*
- ➔ *Clients in technology challenged areas*
- ➔ *Clients with technology challenged K-12 education systems*
- ➔ *Clients with unique partnering opportunities that service multiple entities*
- ➔ *Clients seeking economic development incentive models for new business growth and retention*

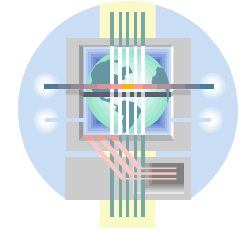
Client Expectations, Goals and Deliverables



- ➡ Client has a *good* understanding of the need for technology adoption, resource utilization and high value use case integration
- ➡ A technology asset inventory and assessment of existing and planned technology
- ➡ Growth and expansion strategies focused on internal and external uses
- ➡ Evaluation of new technologies

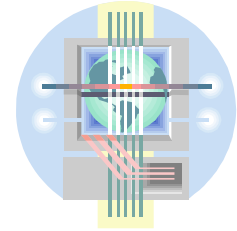
- ➡ Identification of municipal partners to leverage regional funding sources
- ➡ Business growth and economic development incentive models
- ➡ Reduction of internal operating costs
- ➡ Increase in tax and non-tax revenue sources

Primary Services



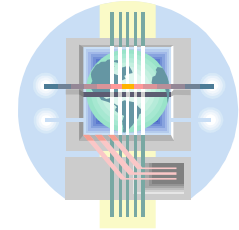
- Strategic technology plan development
- Technology asset discovery and inventorying
- Technology Cost-Benefit analysis
- Technology based economic development incentive plan development
- Multi-jurisdictional partnership fostering
- Advocate for state and federal fund acquisition
- New technology evaluation and integration planning
- RFI and RFP development support

Supplemental Services



- LAN and WAN design and management services
- Optical network consulting
- Network diagnostics and optimization planning
- Unstaffed remote site management plan development
- Custom application adaptation support
- Fiber optic, copper and wireless network consulting
- General network design and implementation consulting

Custom Partnering Agreements

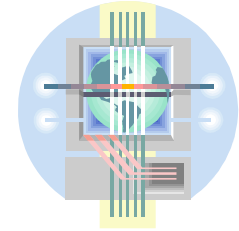


➡ Partnering Benefits

- *Local partner agreements enhance each of the partner's efforts in large, multi-jurisdictional projects*
 - *Fund pooling*
 - *Large project completions instead of piecemeal approaches*
 - *Resource sharing*
- *Regional partnerships can provide the justification to acquire funding*
 - *State and federal funds are more attainable with larger partner models*
 - *Funds unavailable to a single entity might be open to regional models and partnerships*

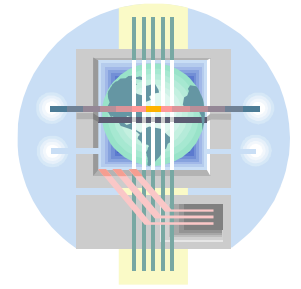


Benefits and Values



- ➔ *Regionalize the operational efficiencies without giving up control*
- ➔ *Acquire funding for “Real Value” projects from state and federal sources more successfully representing a collaboration of multiple entities*
- ➔ *Deploy state of the art technology in a shorter timeframe*
- ➔ *Build-in disaster recovery that allows for growth and expansion to include new partners in the future*
- ➔ *Leverage “Other” municipal projects to gain adjunct benefits*
- ➔ *Long term growth strategies lose physical boundaries with access to right facilities*

IP Solutions



Thank You