

*KS Senate Standing Committee on Utilities*  
*Overview of Kansas Rural Telecom*  
*Thursday, January 22, 2015*



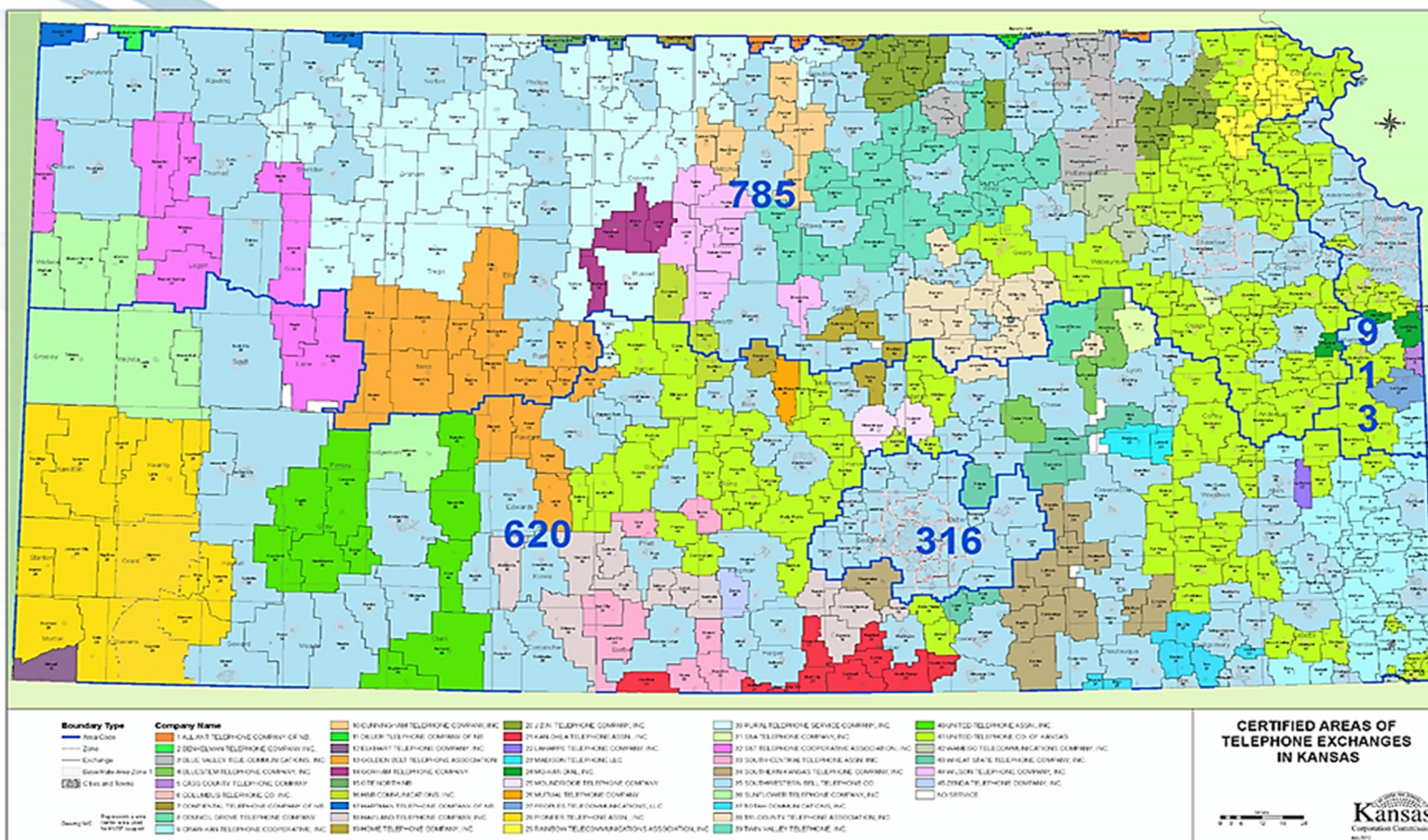
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Chairman Olson and members of the committee, I am Brian Boisvert, CEO and General Manager of Wilson Communications. Thank you for the opportunity to provide the committee with an overview of Wilson Communications and the investment we are making to bring quality broadband to rural Kansans.

There are 36 Kansas rural independent Telecommunications companies (RLECs). Together we service approximately 10% of the population, but our service areas cover 50% of Kansas' land mass. The average service area size is greater than 1000 square miles. RLECs have an average customer density of approximately 2.5 customers per square mile.



## ***KS Rural Telecom***



**Wilson**  
communications  
*It's What You Want!*



## ***KS Rural Telecom***

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We recognize and support the need for both wireline and wireless service. We also recognize that a fiber optic based, wireline network is the only infrastructure truly capable of meeting the ever growing bandwidth needs of rural Kansans.

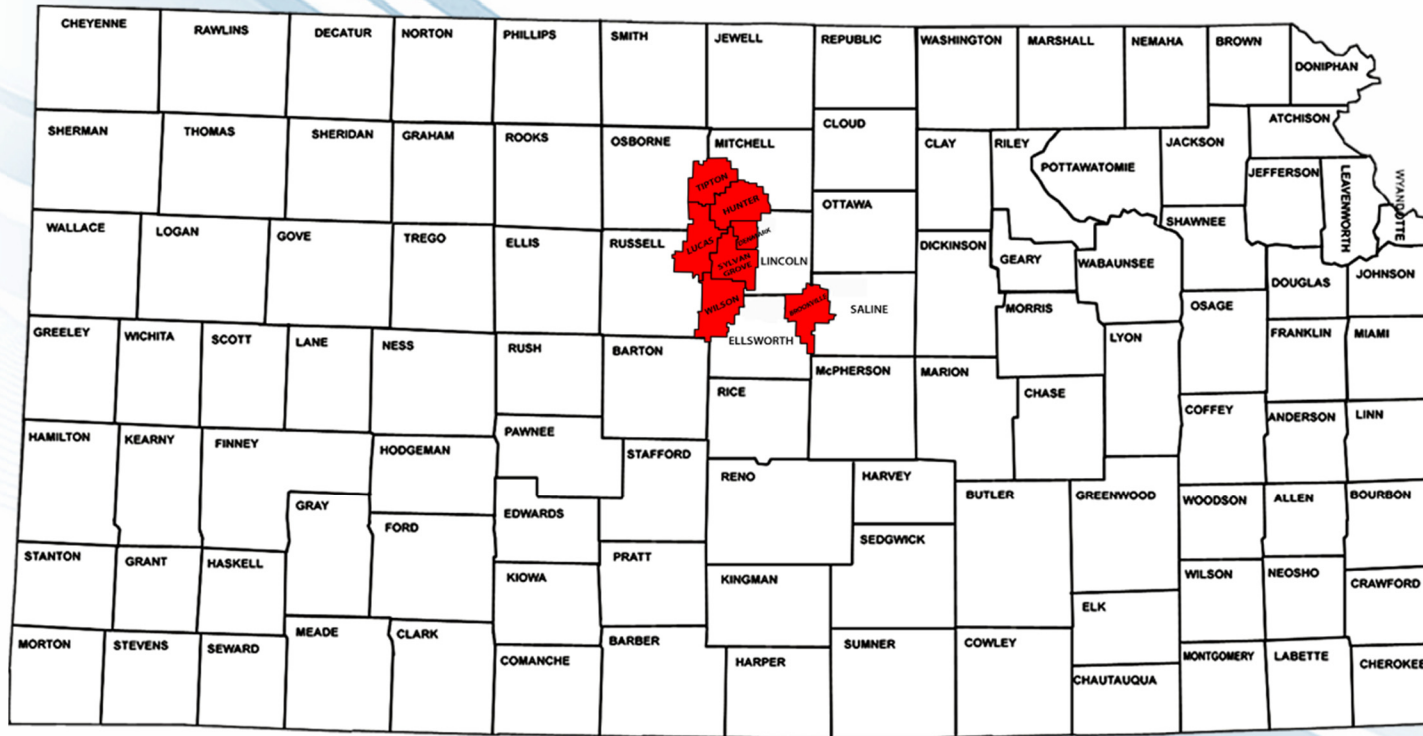
Providing education, healthcare and economic development opportunities to rural areas will require ever increasing broadband speeds and capacity. FTTP networks are the most cost efficient long term solution for meeting this ever growing demand. Many of my fellow KS RLEC's have made the investment in FTTP, are in progress of building these networks or have active plans for expanding their fiber networks.

- ✓ *95% of customers can receive High Speed Internet speeds of 4Mbps download and 1Mbps upload.*
- ✓ *70% of customers can receive High Speed Internet speeds of 25Mbps download and 2Mbps upload.*
- ✓ *53% of Libraries served are connected with fiber optic.*
- ✓ *81% of Schools served are connected with fiber optic.*



## ***Wilson Communications' Network***

Wilson serves 7 Exchanges covering approximately 1,000 square miles. Our average customer density is 1.3 customers per square mile. Communities include Brookville, Denmark, Hunter, Lucas, Tipton, Sylvan Grove and Wilson.



## ***Wilson Communications' Network***

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Wilson Communications is a commercial RLEC operating in North Central Kansas. The company has been in business for more than sixty years. We build and operate efficient networks. We serve where the Bell companies would not. We have provider of last resort responsibilities.

Wilson Communications buried its copper plant back in the '70's to reduce weather related service interruptions and damage. In the 1980's and '90's Wilson upgraded its interoffice network to fiber optic cable and its switching from mechanical to digital. This investment provided equal access to long distance carriers of the customers' choosing. From 2002 through 2008 fiber to the node was installed to meet the need for broadband services. Wilson can provide broadband service to 100% of our customers.



## ***Wilson Communications' Network***

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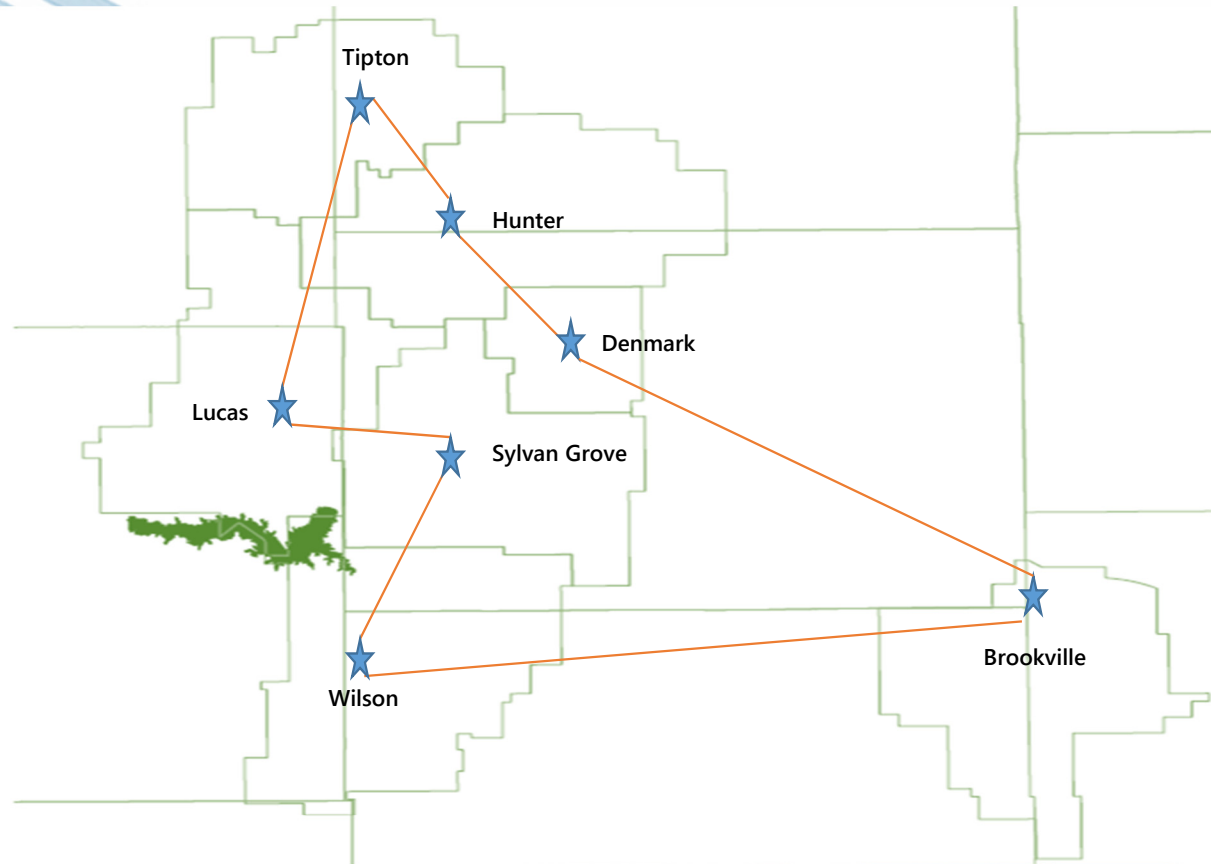
Due to demand for greater speeds continues. Wilson now is investing in fiber to the home. This undisputed technology provides the most reliable and technologically advanced medium for meeting the mandates contained in the Communications Act of 1996. Wilson utilizes Kansas firms for our construction projects.

- ✓ Invested nearly \$20 million in broadband capable networks since 2002.
- ✓ 852 miles of Fiber Optic cable installed.
- ✓ FTTH is available to 74% of our service area.





## ***Wilson Communications' Network***

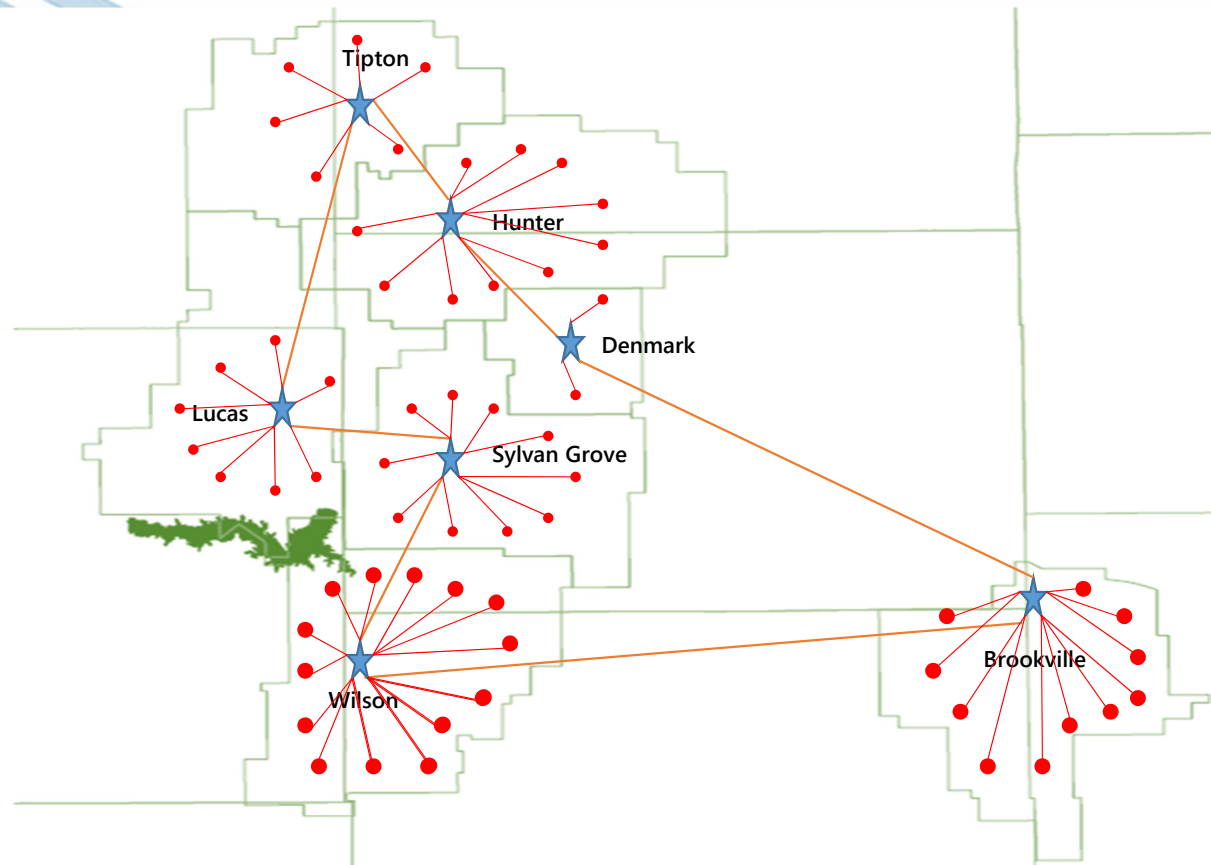


*Phase 1 – Inter Office Fiber*





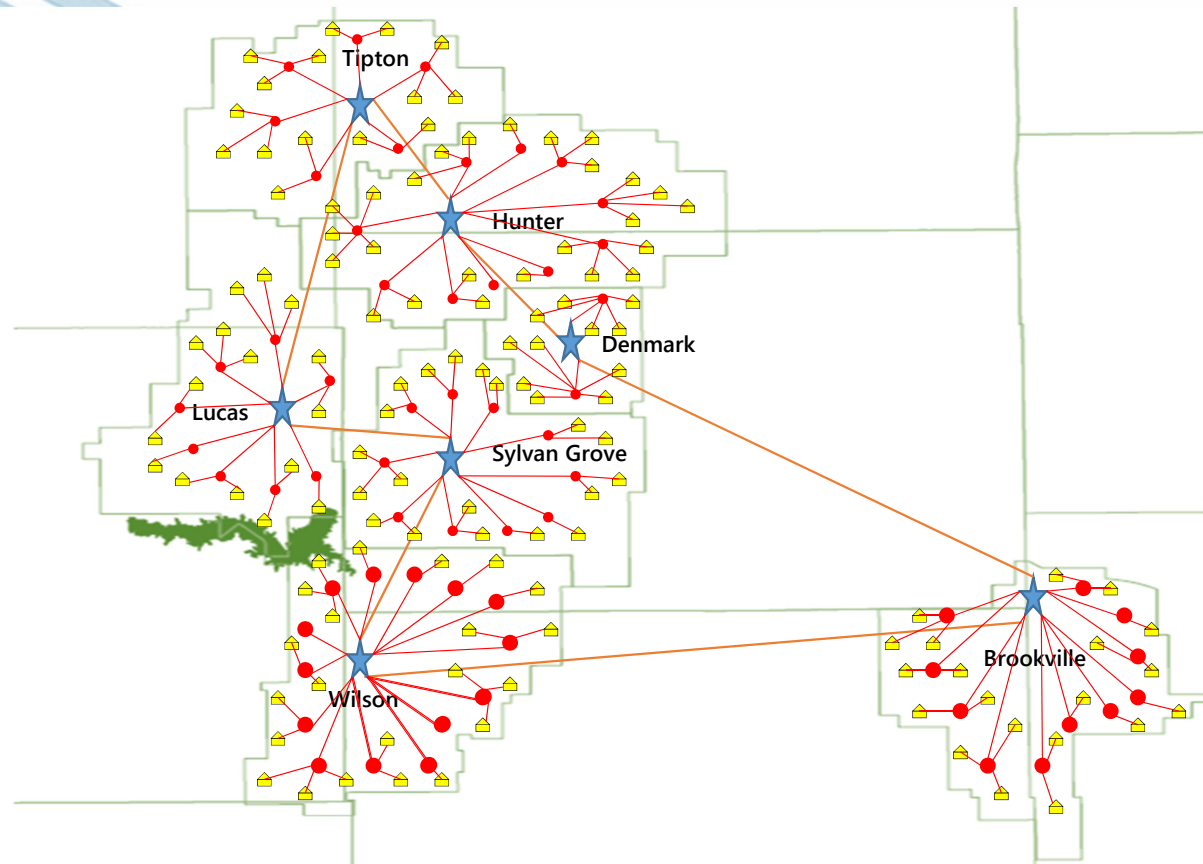
## ***Wilson Communications' Network***



*Phase 2 – Fiber-to-the-Node*



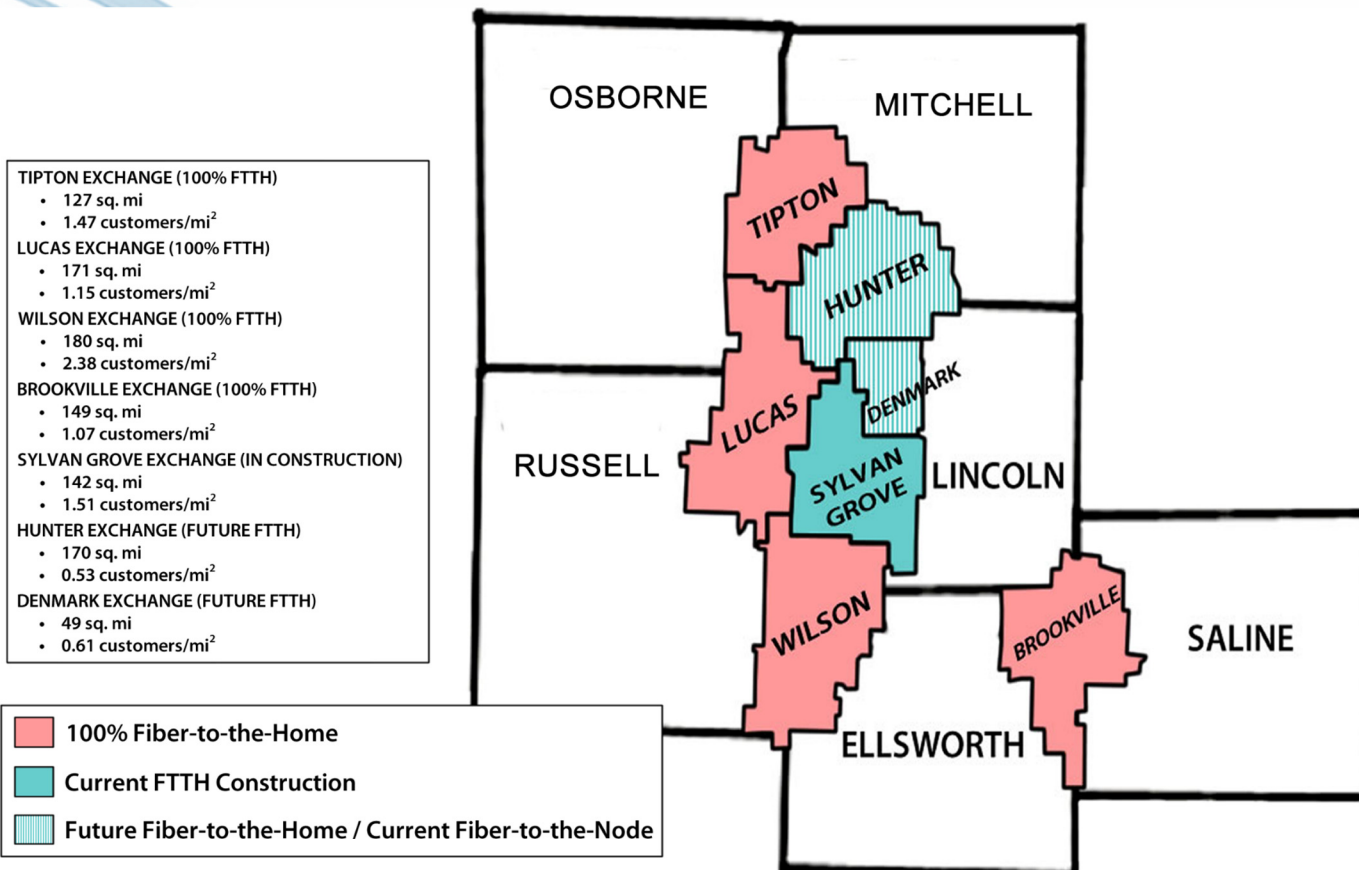
## ***Wilson Communications' Network***



*Phase 3 – Fiber-to-the-Home*



# Wilson Communications' Network





## ***Wilson Communications' Network***

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Wilson currently offers Broadband Internet Access, Digital Cable TV, Local Telephone Service, and Long Distance Service.

- ✓ 69% of our customer's subscribe to broadband service.
- ✓ FTTH has resulted in nearly 40% of broadband customers subscribing to speeds of 5Mbps to 50Mbps.

Other services offered included PC Sales and Service, Managed Computer Network Solutions, Hosted Server Solutions and Data Backup Solutions with Disaster Data Recovery.

Wilson Communications directly supports 17 full-time positions and 3 part-time positions. Indirectly, our company supports local service contractors (janitorial, electrician, plumbing/heating professionals, landscapers, etc.), supply vendors, construction contractors and many others.

- ✓ Our employees are involved in the communities we live in and serve. This includes City council member, Economic development, Healthcare foundation, Chamber of Commerce, booster club, etc.



## ***Why Fiber-to-the-Home?***

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- ✓ FTTH is widely recognized as the optimal solution for providing broadband to new and existing communities alike.
- ✓ FTTH offers more bandwidth and more flexibility than the existing copper network, coaxial cable, or any cellular network .
- ✓ The fiber optic network has virtually unlimited capacity.
- ✓ Voice, broadband, and video on a single fiber.
- ✓ Higher bandwidth is available with FTTH.
- ✓ Fiber optic cables are extremely reliable and not susceptible to weather or distance.
- ✓ Fiber optic connected communities become a more attractive location for people to live and do business. From the outside looking in, the availability of a fiber optic network attracts, retains and grows businesses.



## ***Why Fiber-to-the-Home?***

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Fiber delivers the broadband services that support the economic areas that are vital to rural Kansas.

### Education

- ✓ There are a total of 6 school buildings in Wilson Communications' service area. Wilson provides broadband service ranging in 15M to 50M to all six.
  - ~ Fiber allows for a next-generation learning system and increased student engagement & boost their performance.
- ✓ Wilson serves 3 Libraries all of which subscribe to a broadband service.
  - ~ Fiber offers quick access to information available to rural Kansans as well as allowing for the availability of enhanced research tools.

### Health Care

- ✓ Wilson has 3 rural health clinics in our services area that subscribe to broadband speeds up to 15M.
  - ~ Broadband services provides a critical connection between the clinics and their parent hospital in order to provide accurate and timely updates to patient records.





## ***Why Fiber-to-the-Home?***

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### **Business**

- ✓ Broadband services allows rural Kansans to manage their companies for more efficient and accurate business solutions.
  - ~ A locally owned transportation company hauls bulk commodities and aggregates over the road throughout the Midwest; using a 50M broadband service provides the opportunity to competitively grow their business.
  - ~ A cattle sale barn can reach buyers across the nation through cattle sales using online, live cattle auctions.
  - ~ A graphic design company that is a major local employer uses their broadband service to bid out and provide custom graphic and designs on a national level.



## ***Why Fiber-to-the-Home?***

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### Business (continued)

- ~ Local grocery stores depend on their broadband service to order and restock their supplies.
- ~ A rural wind management operation uses their 50M service to manage and monitor their facility operations.
- ~ A restored, turn-of-the-20<sup>th</sup> century hotel uses its broadband service and robust Wi-Fi network to cater to their guests' expectations while maintaining it's original charm.
- ✓ Broadband service provides solid employment opportunities requiring a wide range of skills.
  - ~ IT Professionals, Accountants, Human Resources, Administration, Engineers, Business Professionals
- ✓ Broadband services eliminate geographic boundaries.
  - ~ You can work and live where you choose.
- ✓ Fiber-to-the-Home increases property values.



*Kansas as well as all of America has always benefited  
from a connected Nation.*

*In previous generations it was the telephone network.  
Moving forward, today's economy requires a fiber  
based broadband connected Kansas.*

*Thank you.*



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