



Montana
Independent
Telecommunications
Systems

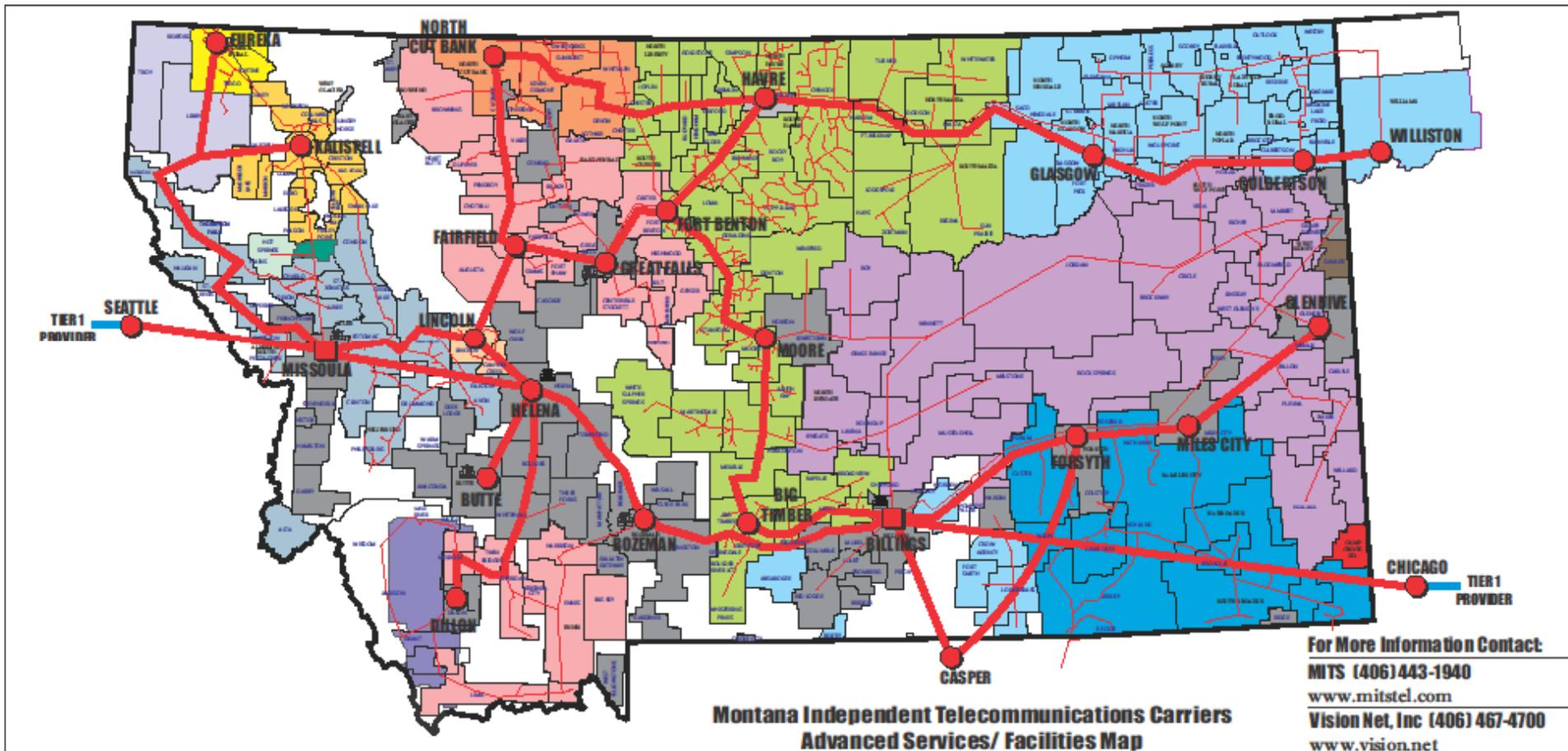
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Montana's rural telecom providers have a well-established commitment to Montana consumers and communities.

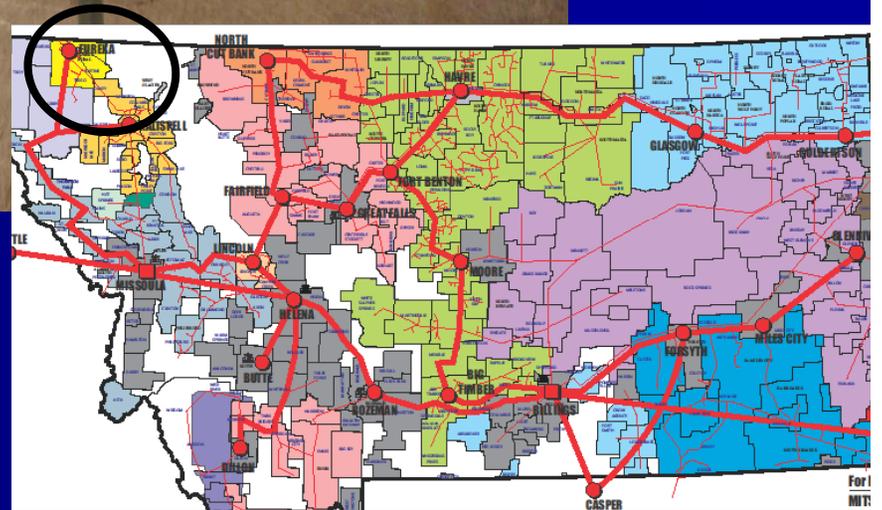
Who exactly are rural telcos?



INTERNET PEERING POPS	EXISTING NODE	ICONNECT FIBER HOTEL
TIER 1 INTERNET	VISION NET NETWORK (UP TO 10G CAPACITY)	EXISTING INDEPENDENT CO. FIBER OPTICS
BLACKFOOT TELECOMMUNICATIONS GROUP	RESERVATION TELEPHONE COOPERATIVE	MID-RIVERS COMMUNICATIONS
NEMONT TELEPHONE COOPERATIVE / PROJECT TELEPHONE COMPANY	RANGE TELEPHONE COOPERATIVE	HOT SPRINGS TELEPHONE COMPANY
TRIANGLE TELEPHONE COOPERATIVE / CENTRAL MONTANA COMMUNICATIONS	LINCOLN TELEPHONE COMPANY	SOUTHERN MONTANA TELEPHONE COMPANY
INTERBEL TELEPHONE COOPERATIVE	BOZEMAN TELEPHONE COMPANY	FRONTIER TELECOMMUNICATIONS
	BILLINGS TELEPHONE COMPANY	3 RIVERS COMMUNICATIONS
	CASPER TELEPHONE COMPANY	CENTURYLINK
	GREAT FALLS TELEPHONE COMPANY	NORTHERN TELEPHONE COOPERATIVE
	HELENA TELEPHONE COMPANY	WEST RIVER COOP TELEPHONE COMPANY
	MISSOULA TELEPHONE COMPANY	QWE ST COMMUNICATIONS
	BUTTE TELEPHONE COMPANY	UNASSIGNED AREA

Rev. 05/10/10

Montana local exchange companies



Incumbent carrier in rural Eureka

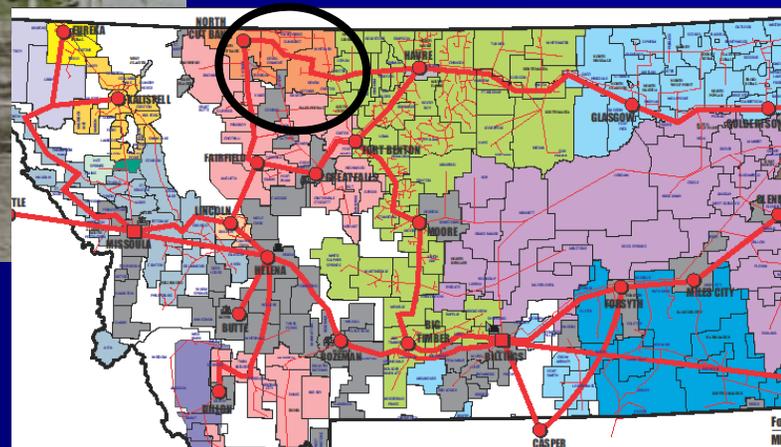
Competitive carrier in Eureka

Cable TV provider



Sunburst, MT (pop 300)

3,000 square miles with
less than 1 subscriber
per sq mile



✓ ALL subscribers have DSL access

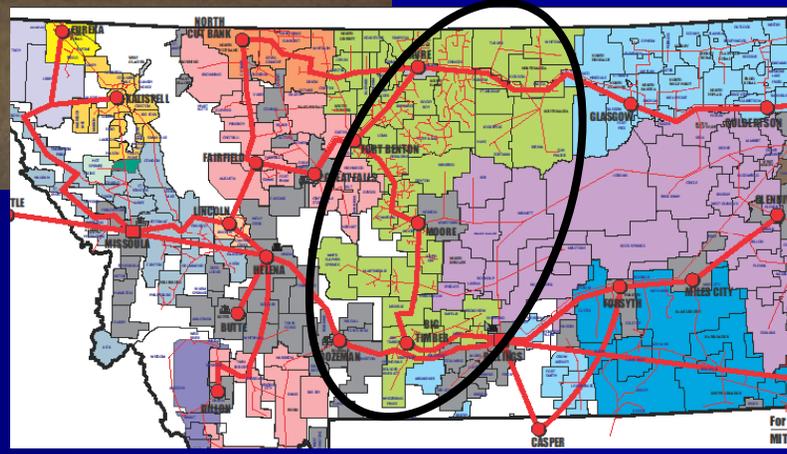
✓ Replacing copper lines with high
capacity fiber



24,000 square miles in 14 counties

1.36 subscribers per square mi.

75% Broadband availability



12 Tower
Locations in
construction to
deploy 700 MHz
wireless
broadband



FIBER TO THE PREMISE

- √FTTP: Big Sandy, Fort Benton, North Havre
- √FTTP in Chinook, Malta, Hopp Iliad in process
- ✓2011: White Sulphur Springs, South Havre, Rocky Boy Indian Reservation

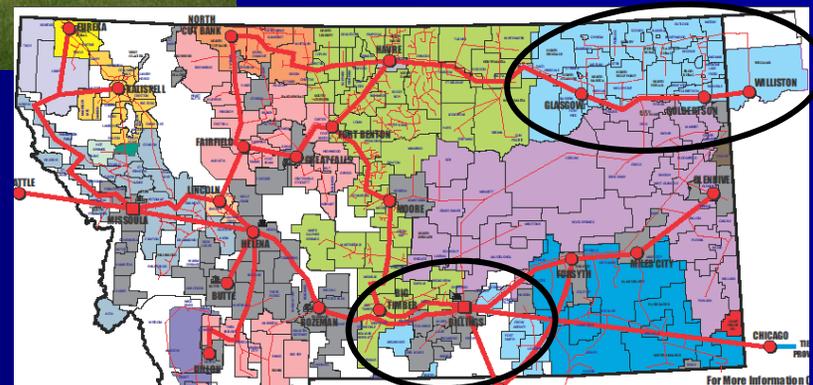


12,732 sq miles in 11 counties; <2 subscribers per sq mi.

Satellite broadband to remote subscribers

✓FTTP in Glentana, Larslan, Opheim, Dagmar, Reserve, Scobey Town

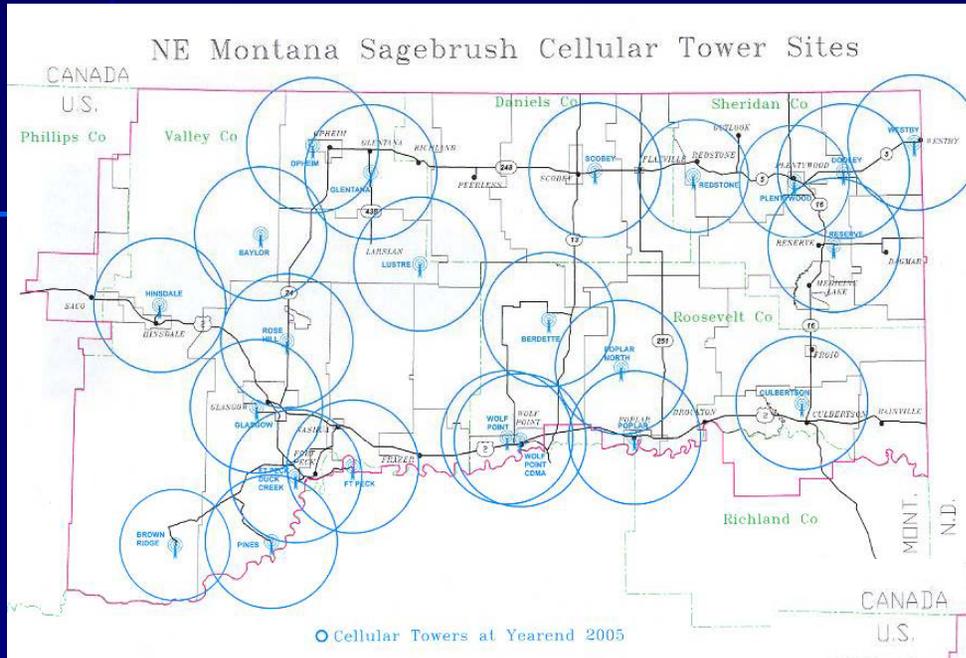
✓2010 yr end: Scobey rural and Peerless



SAGEBRUSH CELLULAR

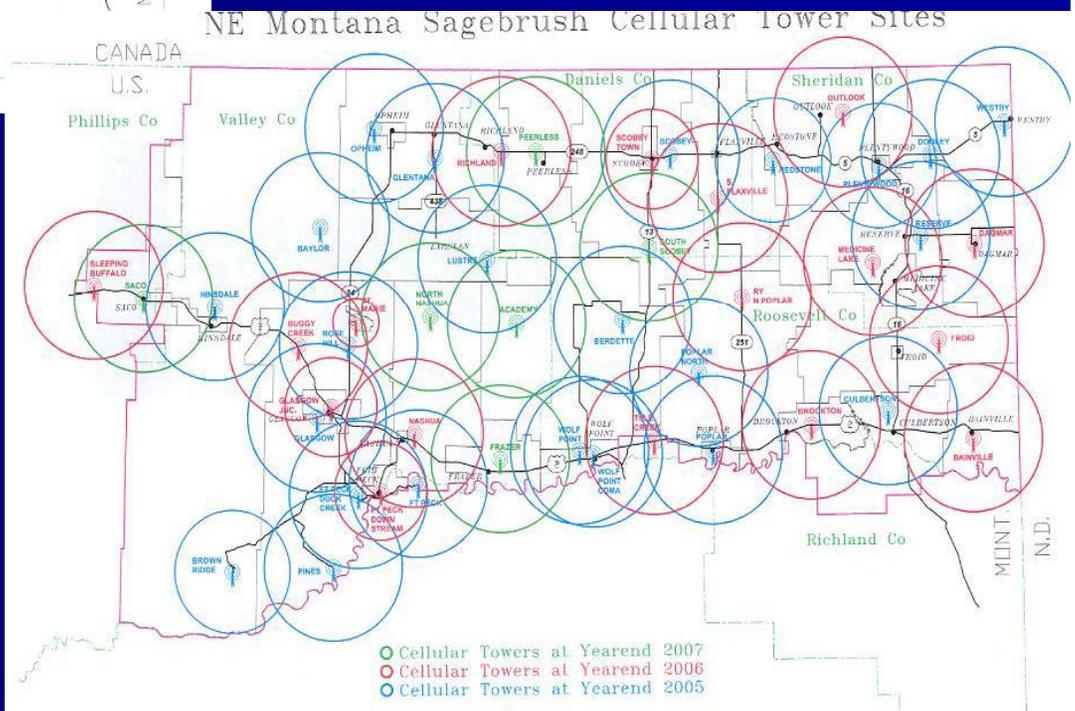


2005 year end



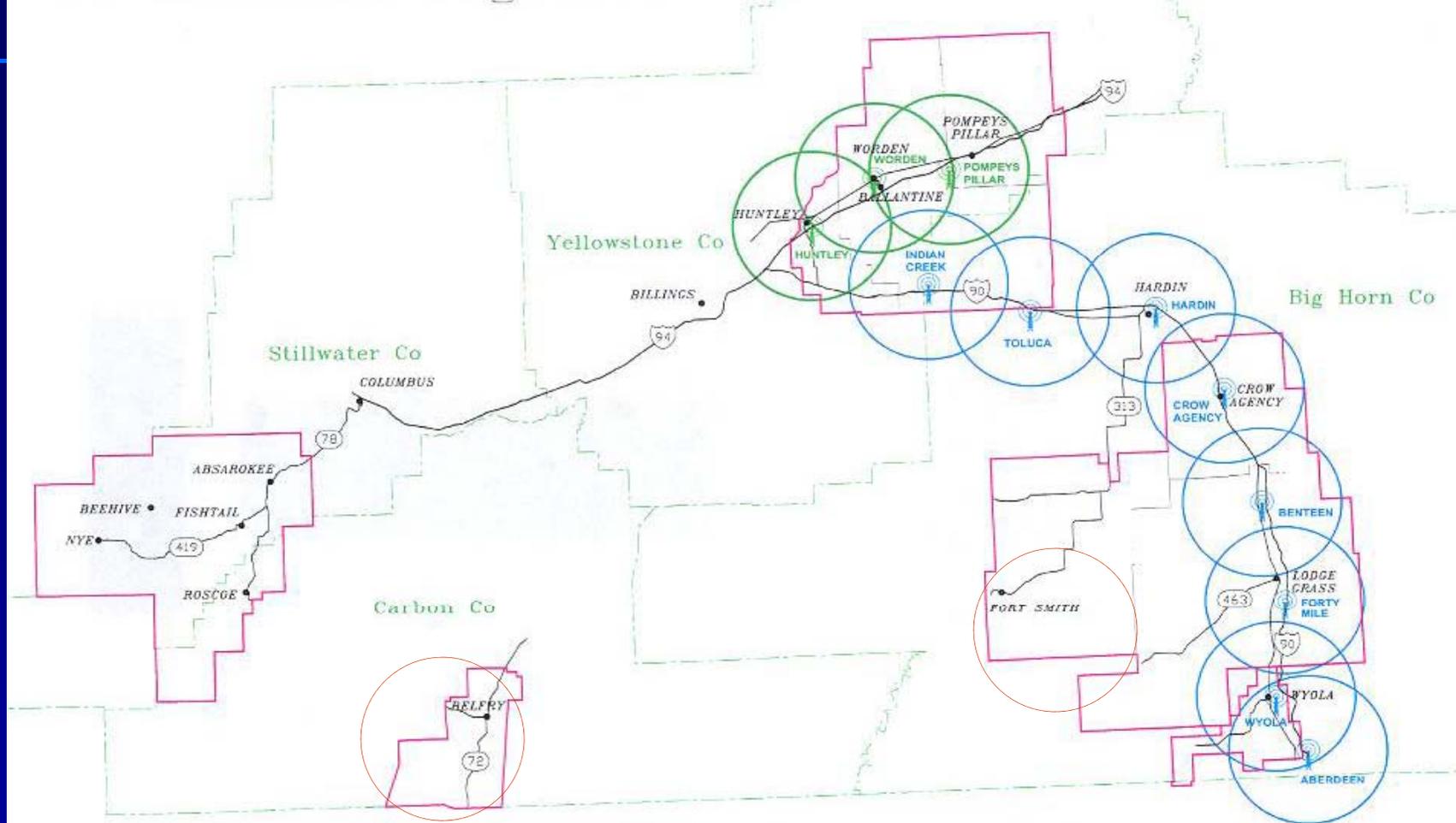
VALLEY
DANIELS
SHERIDAN
County Area

2007 year end



2010 - Project Telephone Area

SC Montana Sagebrush Cellular Tower Sites



○ Cellular Towers at Yearend 2007
○ Cellular Towers at Yearend 2006

Mid-Rivers

COMMUNICATIONS



30,000 miles - 21
Cos. <1 subscriber/
sq mi.

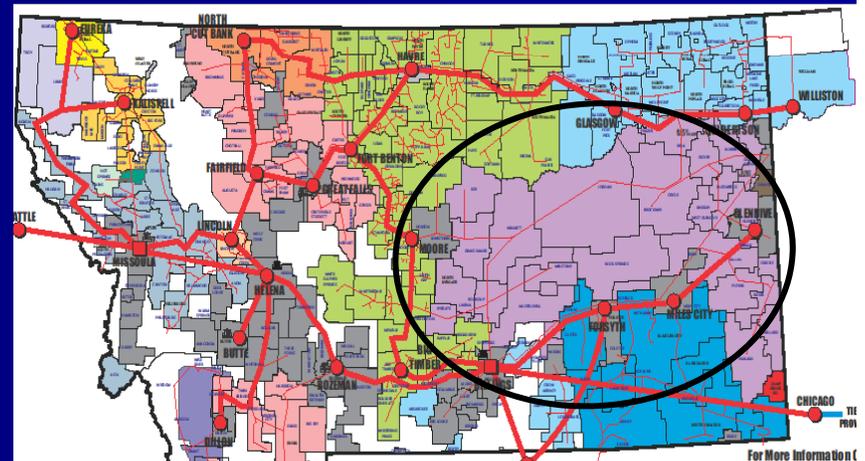
Incumbent &
Competitive Provider

(Terry, Wibaux,
Glendive, Sidney,
Fairview, Miles City,
Lewistown)



Cable TV

Broadband to 75-80% of
subscribers



For More Information C



✓ Employs 170 Montanans

✓ \$200 million invested in telecom plant

✓ 10,000 route miles of telephone line

✓ 1500 miles of fiber optic cable

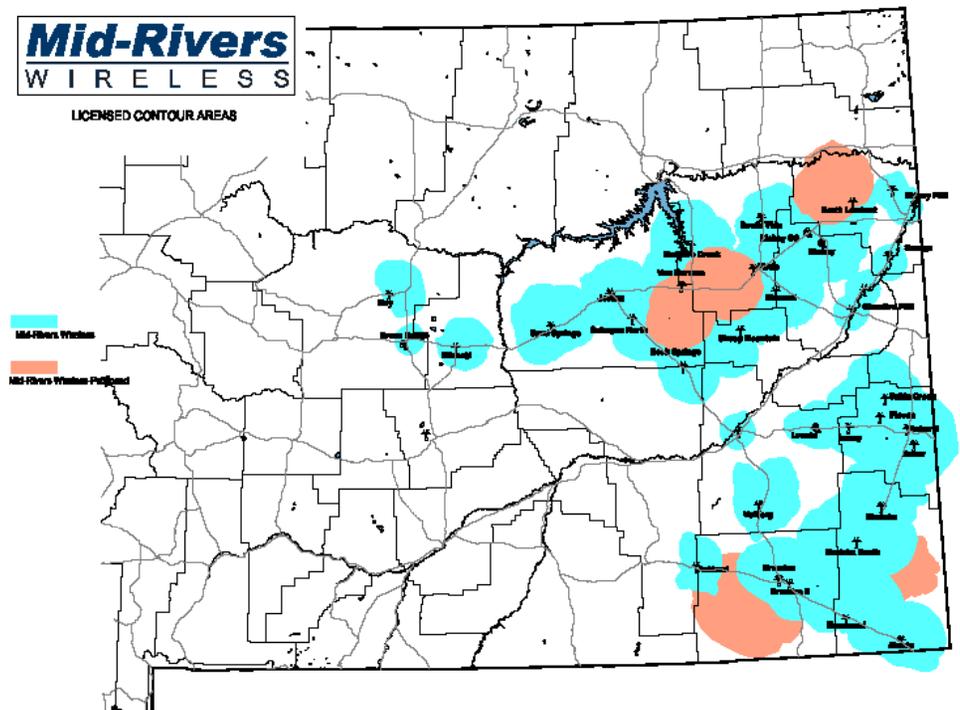
✓ Fiber to the Premise on all new network upgrades = voice, data, video services

✓ E-Learning/distance learning facilities

Mid-Rivers Cellular



CABLE & WIRELESS COMMUNICATIONS



Rural Telco Strategies

- Quality Customers – Quality Service – Quality networks
- Broadband, broadband, broadband
- State of art communications capabilities for all subscribers
 - Not just anchor customers
 - Not just easy to serve locations
 - Not cherry picking subscribers or more profitable areas

The 1st ARRA Broadband Infrastructure Award to Montana!

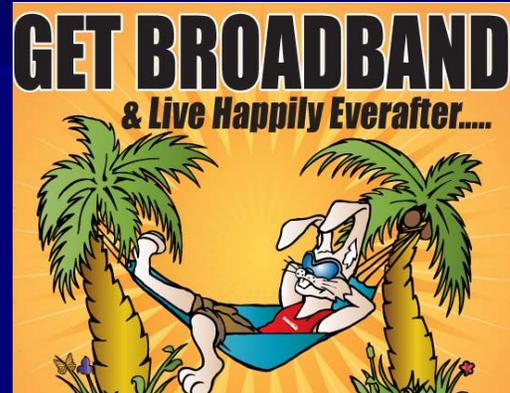
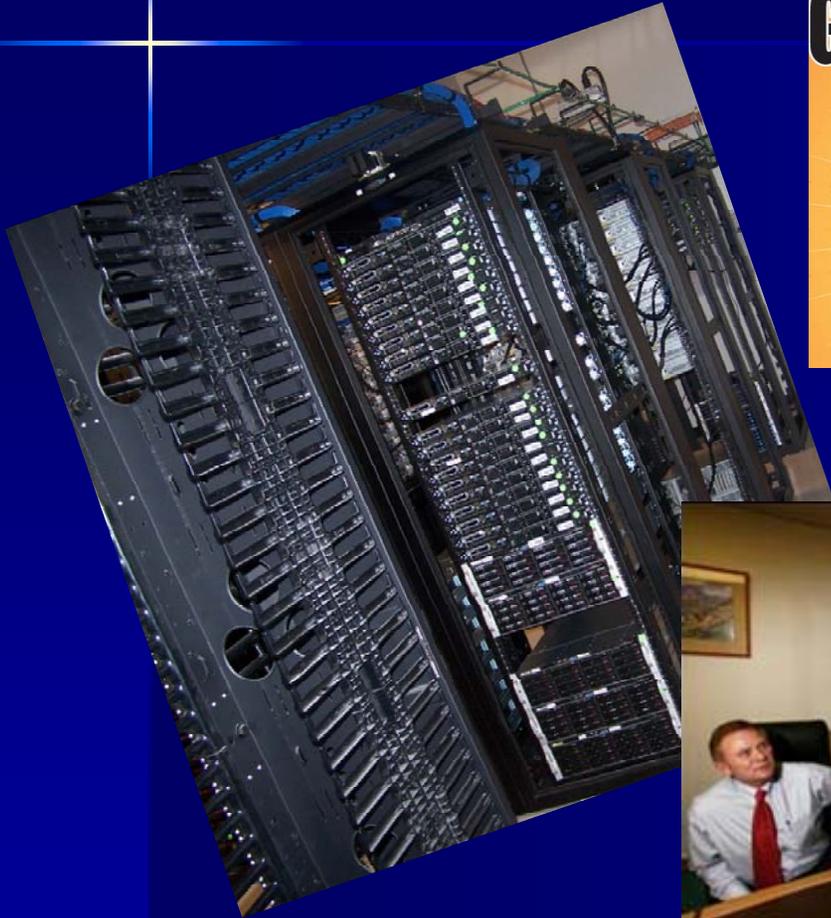
FIBER FIBER
FIBER!!!

- Crow Reservation Broadband Project
 - Lodge Grass & Crow Agency
- Pryor, St. Xavier & Fort Smith
 - connectivity with Billings
- \$14.5 million in grants
- \$5 million in loans



NEMONT & PROJECT
TELEPHONE COS.

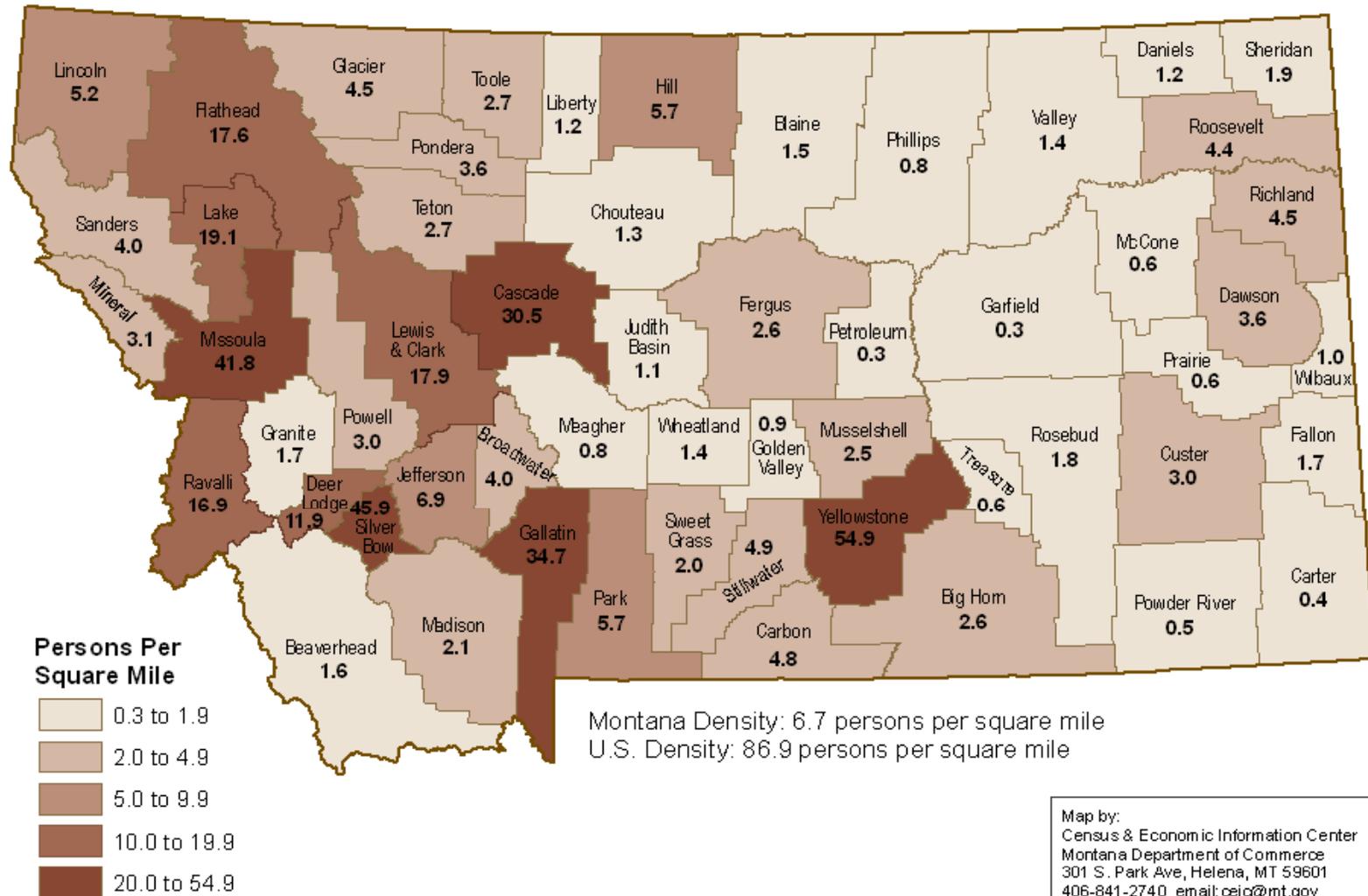
Bragging doesn't come easy



State of the Art Technologies

- Transport
(middle & last
mile)
- Internet &
troubles
- Network services
- Video
Conferencing
- Interactive Video
- Virtual Learning
- Telehealth
- Data Centers

Montana Population Density by County - 2009



Map by:
 Census & Economic Information Center
 Montana Department of Commerce
 301 S. Park Ave, Helena, MT 59601
 406-841-2740 email: ceic@mt.gov
<http://ceic.mt.gov>

Source: Population Division, U.S. Census Bureau, Table 1: Annual Estimates of the Population for Counties of Montana: April 1, 2000 to July 1, 2009 (CO-EST2009-01-30), Released, March 2010

Facing Major Challenges

Lack of predictability of revenue streams

- Federal support mechanisms

- Lack of predictability in customer base

- Unsustainable competition & cream skimming in high cost, sparsely populated areas

- Rural providers don't limit service to anchor customers



Montana can build from its rural success strategies

PARTNERING

RECOGNIZING EXPERTISE

***IDENTIFYING STAKE
HOLDERS***

COMMUNICATING

***REMEMBERING THE
FOLKS BACK HOME***