

CONNECTING THE COMMONWEALTH

December 24, 2015

Ms. Alicia Matthews
Comcast
676 Island Pond Road
Manchester, NH 03109

Dear Ms. Matthews,

We appreciate the response and supplementation information submitted by Comcast of Massachusetts II, Inc. and Comcast of Massachusetts/Virginia, Inc. (collectively, "Comcast") to RFQ No. 2015-MBI-03 (Request for Qualifications for Cable System Extensions).

The Massachusetts Technology Collaborative ("MasTech"), through its Massachusetts Broadband Institute ("MBI"), has reviewed the information that you have provided and designated Comcast as an eligible entity for program participation. We are now seeking additional information that is necessary to conclude the due diligence phase of the Cable Extension Program (the "Program"), and would also like to advise you about anticipated next steps.

Information Requested:

We request that Comcast provide the following information:

1. For the nine towns listed in your RFQ response, please provide the following maps or data indicating the location and proposed reach of cable extensions, including connectivity to existing networks:
 - A graphic street-level coverage map and accompanying electronic database (in CSV or Excel format) defining the portion of each street passed by the cable route, with starting and ending lat/long coordinates for each street, or
 - A line dataset (in GIS or CAD format) showing the portion of each street passed by the cable route.
2. Provide an update on the status of renewal for the Cable Television License for the Town of Gill and confirm that such renewal requires at least 96% coverage for residential dwellings, as described above.

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Please provide the information requested above not later than 5:00 p.m. on January 15, 2016.
Please be advised that we intend to make this information publicly available by posting it in on the MBI website.

Next Steps:

After we finalize the due diligence evaluation of each respondent to the RFQ, we intend to proceed with negotiations, as appropriate, to allocate and award grant funds to expand residential broadband access in the eligible communities. The preliminary framework outlined in the attachment to this letter describes initial parameters for the next phase of engagement. The framework lists initial categories of information that we expect to need as part of a formal proposal. It is not intended to be an exhaustive delineation of all information that we will need to make grant award decisions. We anticipate that the proposal process will be iterative in nature and we look forward to discussing this process with you and exploring opportunities to generate the best possible outcomes for the target towns.

We would like to schedule a meeting to discuss the attached data framework and will reach out to you to schedule that very soon.

Sincerely,



Eric Nakajima
Director, Massachusetts Broadband Institute

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Preliminary Data Framework for Initial Proposal Submission

1. A proposed aggregate budget for the project covering all nine towns referenced in the RFQ, which proposed budget will be presented in the following tabular form:

Key Activities	Total	Comcast Portion	MBI Portion
Planning	\$	\$	\$
Make Ready	\$	\$	\$
Ordering/Materials	\$	\$	\$
Construction	\$	\$	\$
Activation & Proofing	\$	\$	\$
Other	\$	\$	\$
Total	\$	\$	\$

Note: The proposed aggregate construction budgets should be designed to achieve at least 96% coverage for residential dwellings in each town, as described in item 2 below.

2. For each of the nine towns referenced in the RFQ, please provide the following data for each residential dwelling and commercial building in the town that is presently serviceable by Comcast and each residential dwelling and commercial building that will be serviceable by the proposed cable extension project, which data should demonstrate at least 96% coverage for residential dwellings for each town:
 - a. An electronic database (Excel format) comprising the following fields:
 - i. Street Number
 - ii. Street Name
 - iii. Town
 - iv. Zip+4
 - v. Dwelling Type (0=Commercial, 1=Single Family, 2=Multi-family, 3=Gov't)
 - vi. Lat/Long coordinates (est.)
 - vii. Cable Drop Distance (est.) (feet)
 - viii. Currently Serviceable (Y/N); or
 - b. A point dataset (in GIS format) for each residential dwelling or commercial building containing the attribute fields listed above for each point.

For purposes of the foregoing, a residential dwelling or commercial building will be deemed serviceable if (i) for a dwelling or commercial building that is (or will be) located within 200 feet of any distribution cable comprising part of Comcast's network, a cable drop will be installed to customer at no charge for construction other than any standard (fixed) "installation" fee charged to all customers, in accordance with Comcast's standard offer, or (ii) for a dwelling

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or commercial building that is (or will be) located more than 200 feet from any distribution cable comprising the cable extension, a distribution cable comprising part of Comcast's network passes within 200 feet of the entry point of a utility easement onto the property on which such dwelling is located:

3. Please describe Comcast's approach, as specific as reasonably possible, to updating or upgrading fiber, electronics, and other components on the proposed networks such that customers can be assured of adequate access to bandwidth services, and towns can be assured of the long term health of network assets over a twenty year period. Please identify the source of funding for updates and upgrades.