



GENERAL SESSION IV



**DETERMINE
BEST
LAST MILE
TECHNOLOGY
TO DEPLOY**

**Sponsored by:
WTA Associate
Membership
Committee**

**LYNN MERRILL,
MONTE R. LEE & COMPANY**

**MICHAEL HOWE,
NOKIA**

**SEBASTIAN IVANISKY,
VTX1**

**BRETT STAINS,
BLOCK CXO**

Determine Best Last Mile Technology to Deploy

MODERATED BY LYNN MERRILL WITH MONTE R. LEE & COMPANY

- Michael Howe – Nokia
- Brett Stains – Block CXO
- Sebastian Ivanisky – VTX1

This is

NOKIA



NOKIA

Broadband Zero – Nokia’s portfolio strategy

Zero left behind

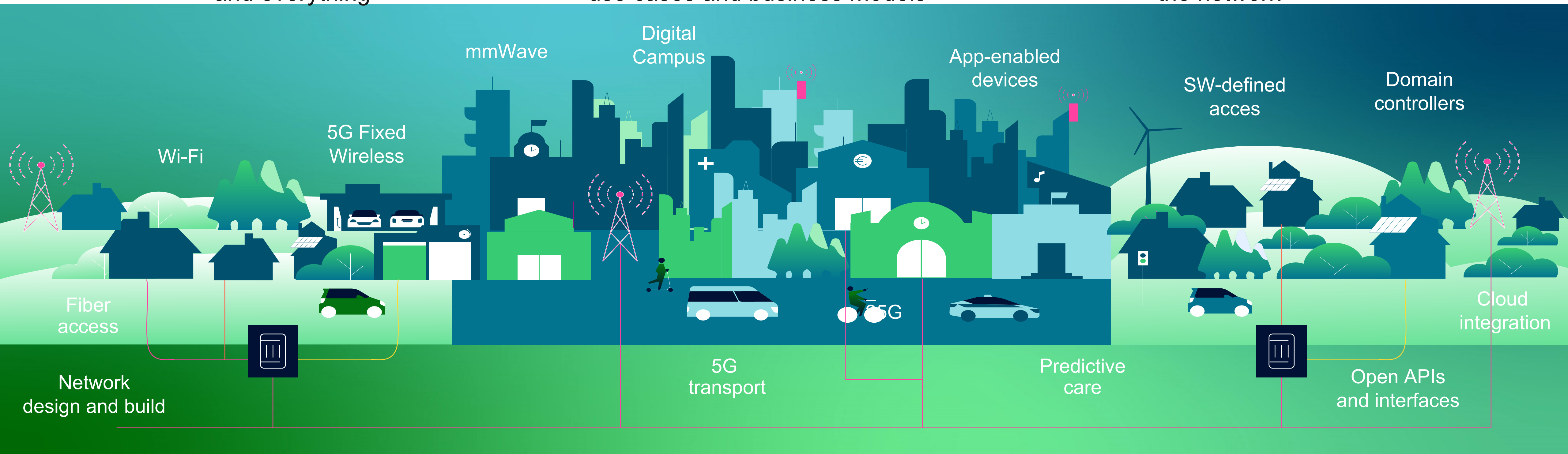
Connect everyone and everything

Zero limits

Innovative technologies for new use cases and business models

Zero touch

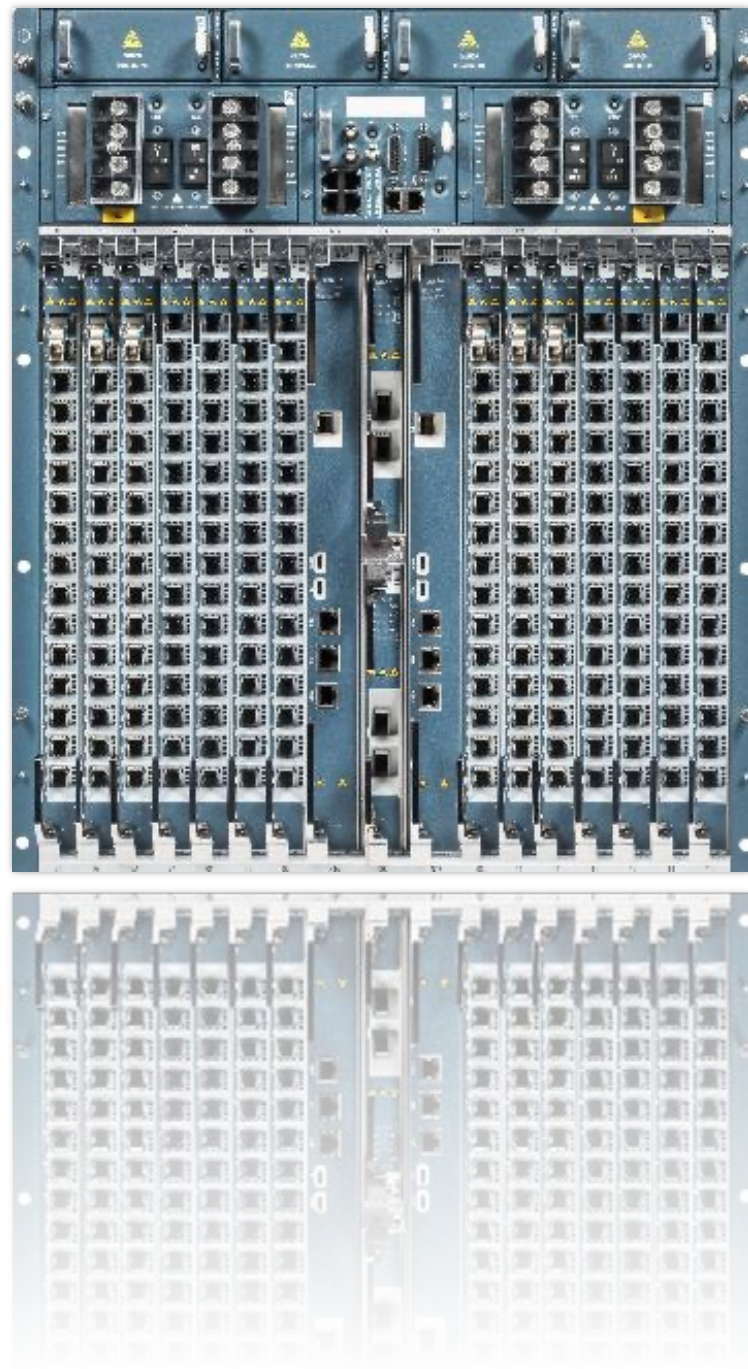
Automate and optimize the network



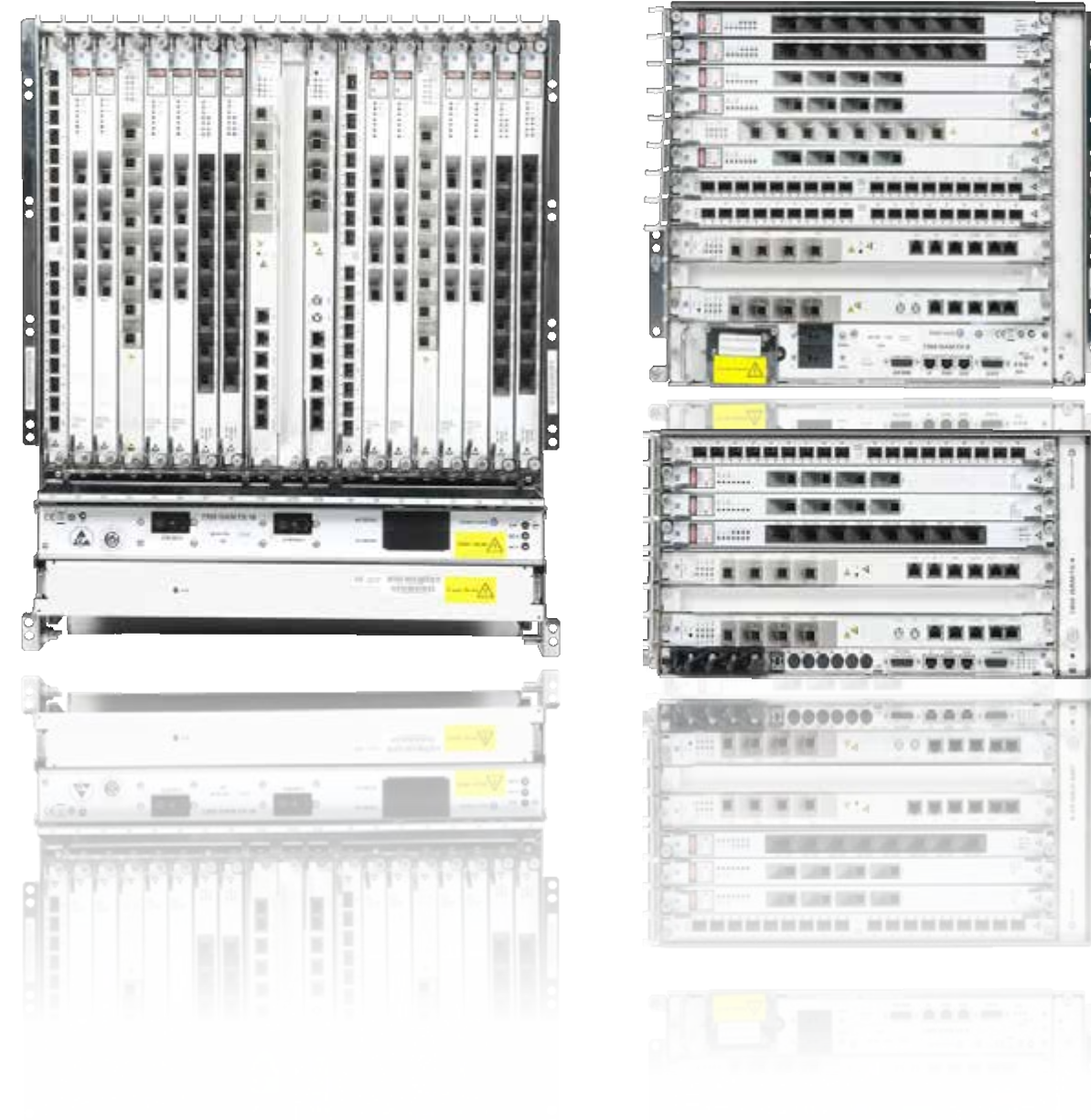
Zero waste

Delivering the benefits of broadband while minimizing environmental impact

Complete set of SDN-native access nodes



MF-14
Datacenter & CO
25GPON & beyond



FX-16 / FX-8 / FX-4
Central office & cabinet
Up to 25GPON

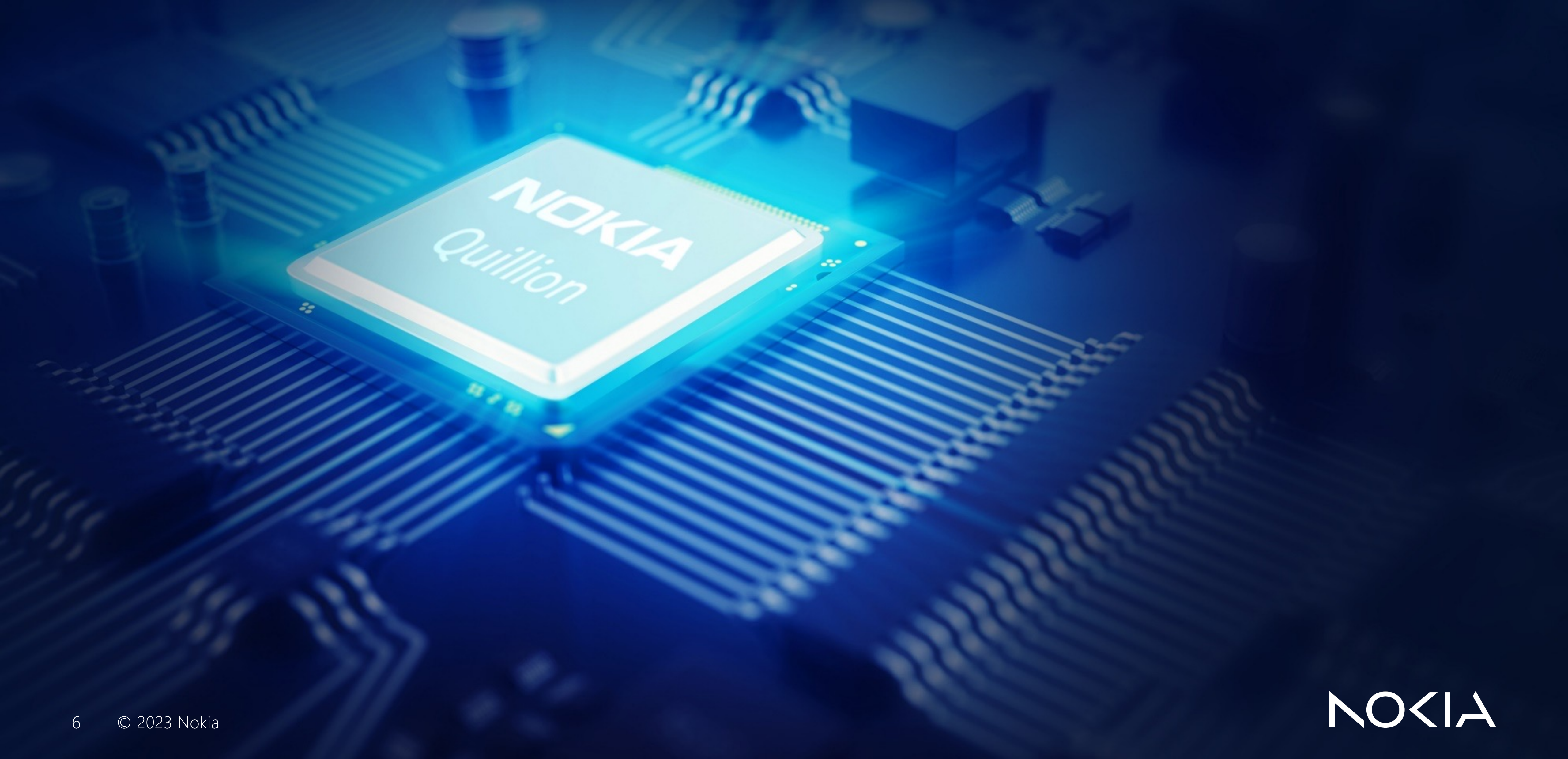


**MX/MF/DX/D
F**
Modular & pizza
xPON & G.fast



SX / SF
Sealed & remote
xPON & G.fast

Quillion powers next-generation massive scale access networks





Nokia ONT: Extensive portfolio for homes and businesses

Any fiber technology

GPON
XGS-PON
25G PON

Any functionality

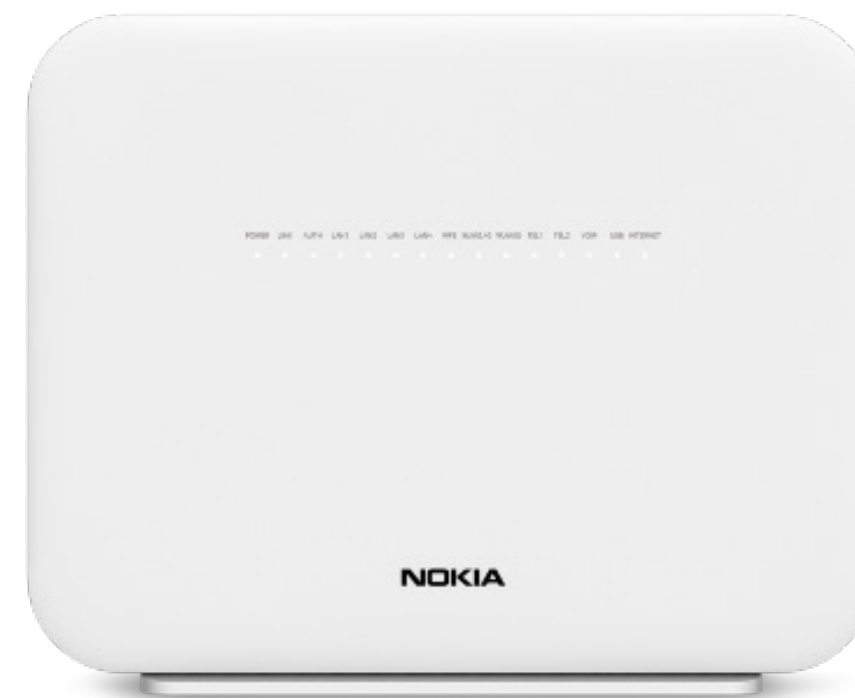
From media converters to data and voice support to full residential gateways

Any Wi-Fi technology

Wi-Fi 4, Wi-Fi 5, Wi-Fi 6
Single band, dual band
Various MIMO arrangements
Nokia mesh technology

Any application

Residential
Small-medium businesses
Mobile backhaul





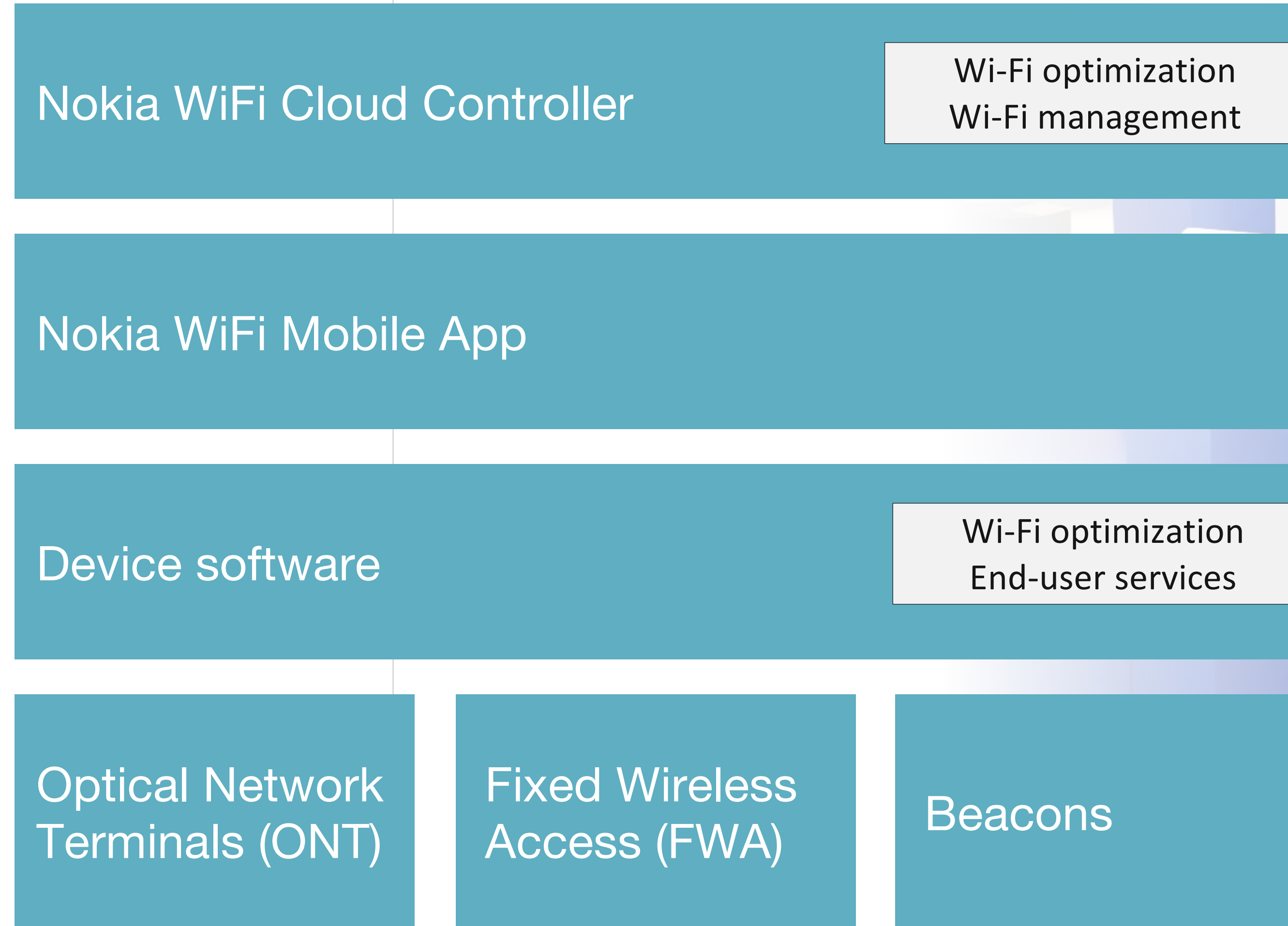
The 5G FWA market is dominated by mid-bands

Nokia is a leader in 5G FWA CPE

- User experience
- Self-install
- Performance



Nokia's Broadband Devices deliver unstoppable Wi-Fi



NOKIA



Company Overview




Brett Stains

Founder, Managing Partner

Block CXO was formed to create strategic value for Owners and Management Teams by providing elite level advisors in 'blocks', with a platform designed to scale up (or down) to meet the challenges faced by the C-Suite.

- 15+ years in leadership roles within Finance & Accounting, Systems and Integration, and Procurement
- Most recently SVP Finance at American Broadband (acquired in '21 by Madison Dearborn Partners)
- Industry focus: Telecommunications, Energy / Oil & Gas, and Retail / E-Commerce
- B.S. in Accounting and Finance – McNeese State University; MBA – University of Texas; CPA - Louisiana

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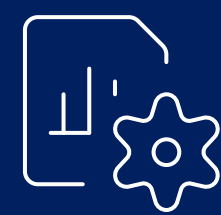


Focus Areas



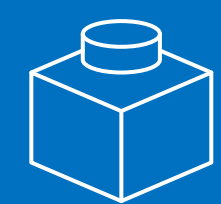
Strategic Finance

Create tangible **value** via the finance function through engagements designed to **drive performance** with **data driven insights** and analytics, **process optimization**, and **Corporate Finance** support.



Tactical Transformation

Accelerate your **transformation** by deploying a systematic approach to **prioritizing, managing, and executing** the **tactical projects** that support your **strategic plan**.



Block CXO (bCXO)

Supplement the management team with tailored offerings that provide **executive level advisory services** for the C Suite (CXO) in **increments** or **'blocks'**, which can be **scaled up or down** as needed.



Interim CXO (iCXO)

Provide **interim support** through **executive level resources** available for **short-term engagements**, designed to support **transitions, special situations, and unexpected vacancies**.



On Demand Engagements



Business Case
Development



Long-Term Financial
Model Development
(Strategic Finance)

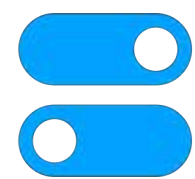


Prep for Financing:
Debt / Equity
(Strategic Finance)



Prep for Exit:
M&A Support

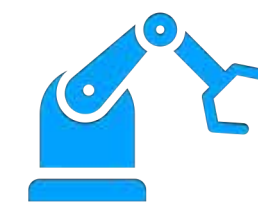
(Strategic Finance)



KPI Development:
Actionable Analytics
(Tactical Transformation)



Cash Forecasting:
13 Week+ CF
(Tactical Transformation)



Process Optimization:
Design + Automation
(Tactical Transformation)



Project/Growth/
Change Management
(Tactical Transformation)



Live Local. Connect Global.®

VTX1 Companies

Who We Are

We are the largest rural internet service provider in South Texas that has brought over 71 years of advanced telecommunications to customers.

Our network extends from north of Austin to the Lower Rio Grande Valley covering approximately 47,600 square miles.

Let our team of highly trained professionals enhance your home or business to operate at the highest level of efficiency.



VTX1 Companies

By the Numbers

352 Employees

47,600 Square Miles In Our Service Area

6,000+ Fiber Route Miles

368 Towers Within Our Network

52 Counties We Service In Texas



VTX1 Companies

What We Offer

Residential Internet

Fiber to the Home
Fixed Wireless

Residential Phone

Home Phone
VoIP
Unlimited, International & Local

Business Internet

Fiber (100% Underground)
Fixed Wireless

Business Phone

Hosted Phone
VoIP, SIP, PRI & POTs
Wholesale Carrier Transport



VTX1 Companies

Business Services

Typical Customers

Government Agencies
Educational Institutions
Financial Institutions
Ranches / Agricultural
First Responders
MDUs / HOAs
Energy Industry
Large Developments
Small Enterprises

Products

Fixed Wireless Internet
Fiber Internet
Dedicated Internet Access
(DIA)
Hosted PBX
Unified Communications
Business VoIP, SIP, PRI &
POTs
Transparent LAN Service
Wholesale Carrier
Transport

Partners

29 Cities with Fiber-to-
the-Home
Doctors Hospital
Renaissance
UTRGV
County of Willacy
Live Oak County
SpaceX
McMullen County
Jourdanton ISD
Atascosa County



VTX1 Companies

Our Subsidiaries



ROCKSOLID

Rock Solid Internet

San Antonio / Austin Areas

888-651-6080

www.getrsi.com



TISD, Inc.

Texas Gulf Coast Area

361-573-1102

www.tisd.net



SOS Communications, LLC

Burnet / Elgin / Temple Areas

512-897-1860

www.soscomm.com



Bee Creek Communications, Inc.

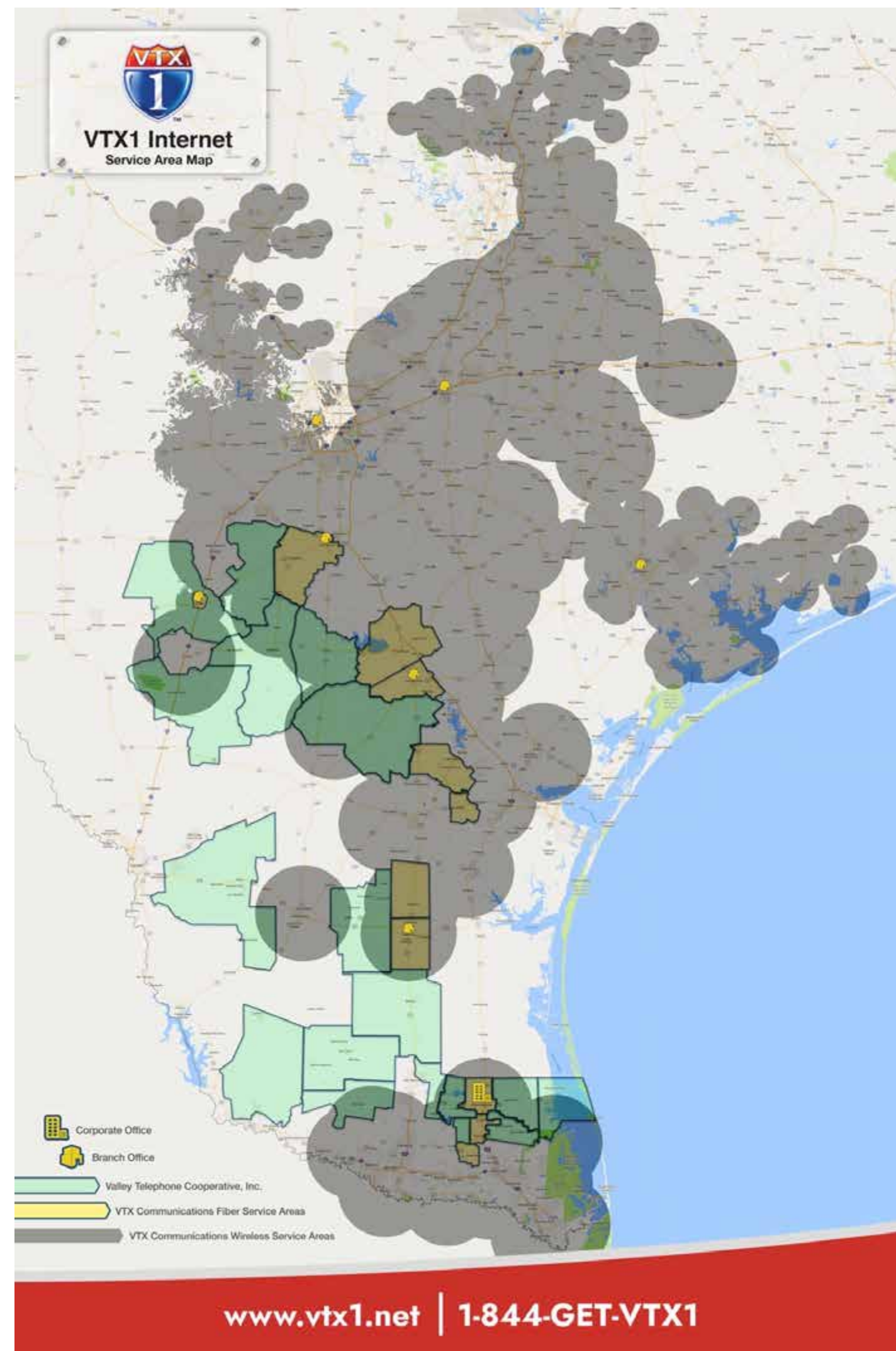
Texas Hill Country

866-990-1258

www.beecreek.net



VTX1 Companies



VTX1 Companies

Presented By



Name of Representative

Sebastian Ivanisky, Chief Technology Officer



Phone Number

956-605-6510



Email

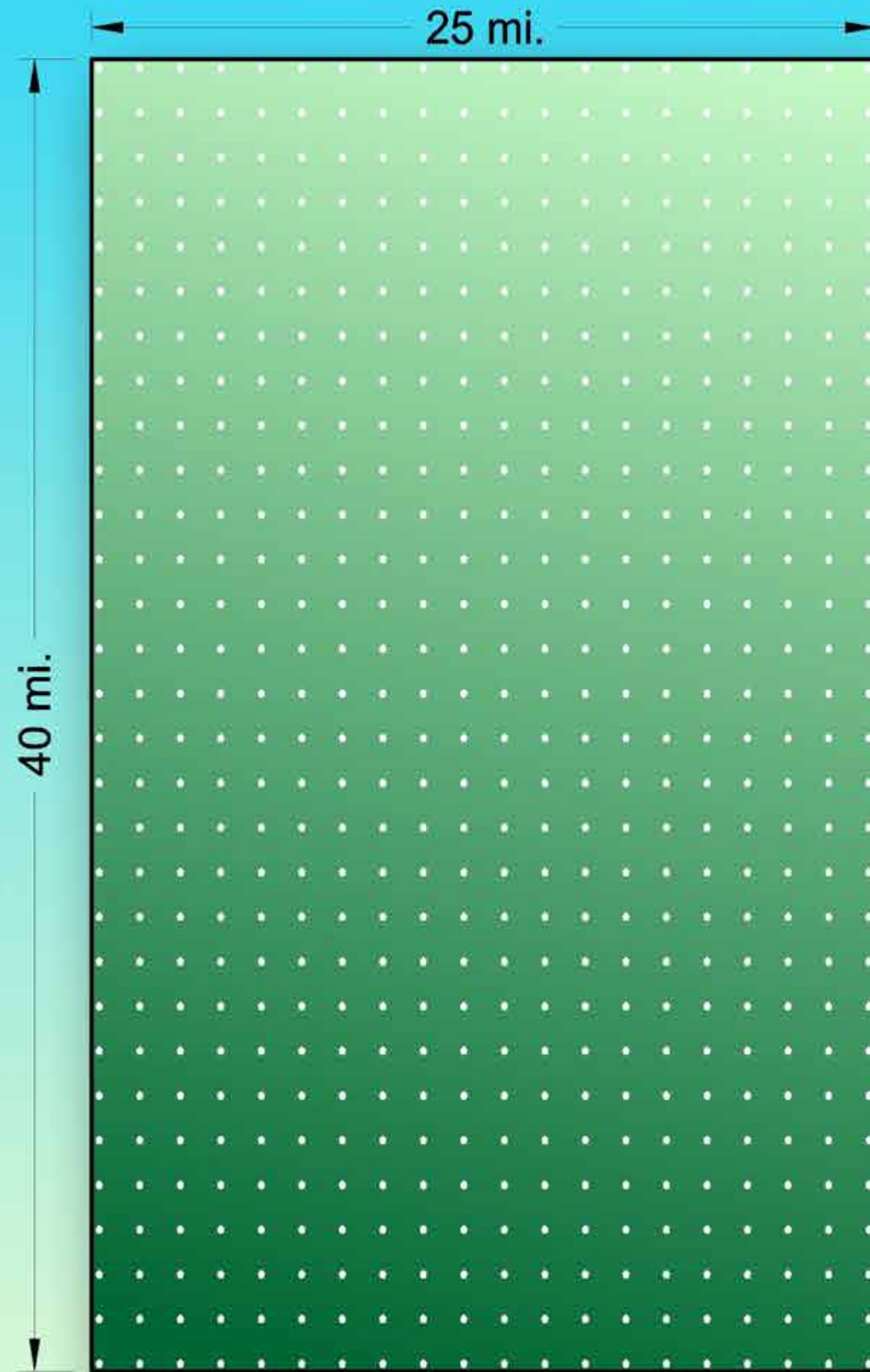
Sebastian.ivanisky@vtx1.net



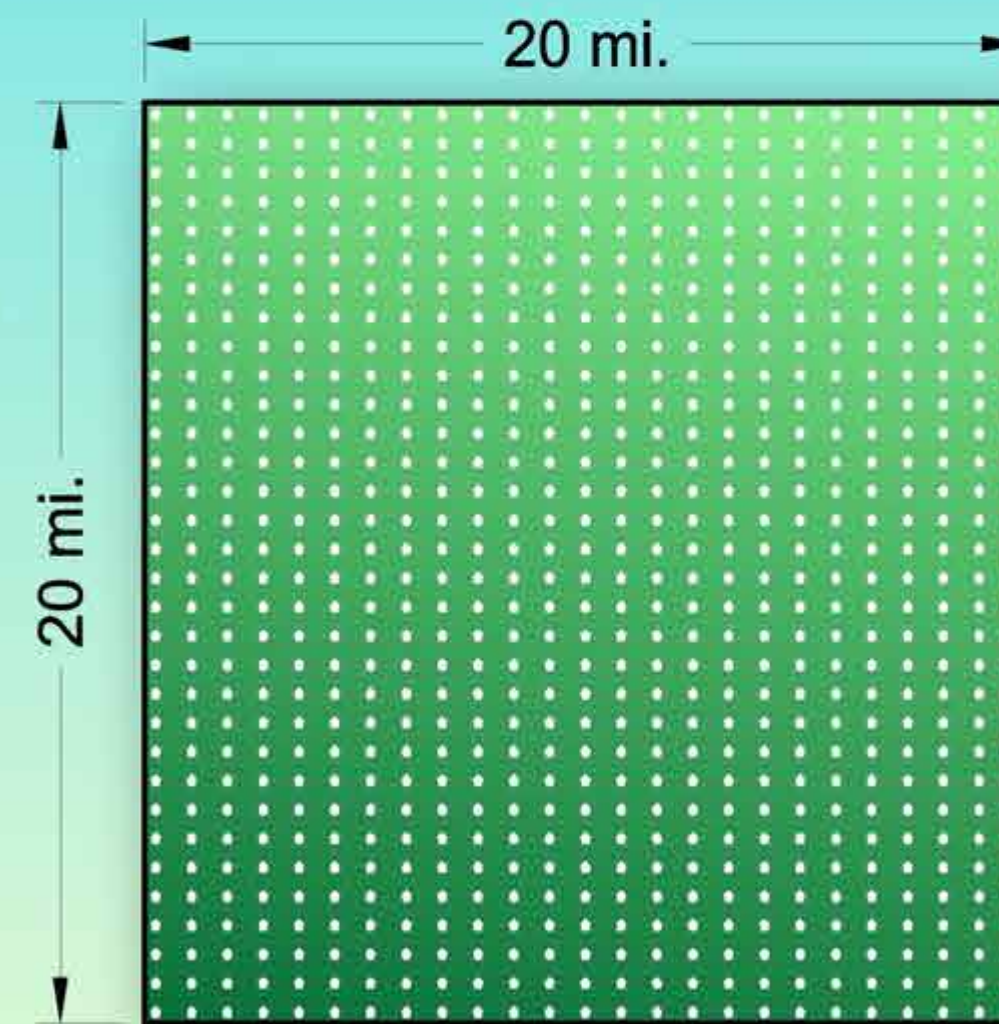
Live Local. Connect Global.®

VTX1 Companies

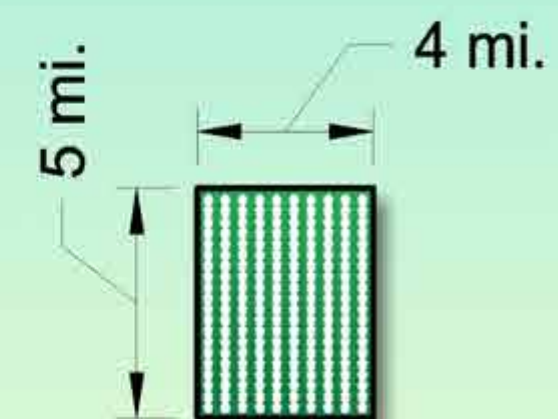
WIRELESS CASE STUDIES



600 House Holds
1000 Square Miles
(3 HHs per 5 Sq. Mi.)



800 House Holds
400 Square Miles
(10 HHs per 5 Sq. Mi.)



200 House Holds
20 Square Miles
(50 HHs per 5 Sq. Mi.)

Questions?

- Michael Howe – Nokia
- Brett Stains – Block CXO
- Sebastian Ivanisky – VTX1

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 ADVOCATES FOR RURAL BROADBAND

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