

## VNO RFP FAQ

8/1/2022

### 1. How many VNOs will WHIN select?

The neutral host model supports competition that benefits customers. We would therefore prefer to let the market determine the number of VNOs and we will leave room for market dynamics. It is also a new model and just as it is a chance for WHIN to learn on behalf of prospective neutral host operators in the region, it is also a chance for industry to try something different with no capital investment required.

That said, WHIN's screening process is vigorous and is designed to identify companies that have the best chance of succeeding as VNOs, which includes taking into account how their plan includes economies of scale. However, local companies that serve only a few communities in the region will not be screened out just because they can't serve the entire region. If we are satisfied that their business model will work and if they meet all of the other criteria, they can compete.

We also note that the selection process is rolling and that those companies that apply soonest will have the chance to come to agreement soonest on terms and to begin attracting customers.

### 2. Is there room for negotiation on the revenue share?

Not at this point.

### 3. Will WHIN be deploying any fiber to the home?

No, our current deployments are all wireless solutions.

### 4. Can over the top solutions (voice, video and security) be offered to subscribers?

At this point, only unregulated over-the-top services may be offered. This would eliminate voice solutions currently.

### 5. Will WHIN use only one type of technology or vendor?

No. Our deployments in the region conform to our Living Lab model, which puts innovative solutions to real use, solving real problems, for the purpose of research and education. We keep abreast of new technology that is likely to make a difference in rural broadband and consider solutions that offer innovation in performance, intelligence, network design and viable business models. Vendors are selected through an RFP process.