



SunsetTM
Digital Communications



Sunset
fiber
CLEC



Sunset
Global



Sunset – A History

- Family-owned business with deep roots in rural electric
- Oldest rural Fiber-to-the-Home project in the United States still in operation.
- The first fiber project to be funded by the Virginia Tobacco Commission
- The **ONLY** private company doing Fiber-to-the-Home in rural America today.

Sunset Facts

- 40Gbps (40,000Mbps) of available Internet
- Tier II carrier responsible for delivering bandwidth to 85,000 accounts (wholesale and retail)
- Directly peered with all the major content providers (Netflix, Google, Akamai, Facebook, etc.)
- Hosts enough content and caching servers for major content providers that 51% of Internet destinations reside on Sunset's network.

Sunset Specialties

- Deploying in rural areas quickly, efficiently, and cost-effectively
- Delivering next-generation bandwidth and entertainment services
- Meeting the needs of electrical cooperatives

Powell Valley Electric Cooperative Project

- Connected substations, most down line devices. (i.e. re-closers, regulators, etc.), and 20 Mw diesel generating facility
- Operation of the above devices via fiber has resulted in \$1.53M in documented yearly savings.
- Real time two way AMI system is in planning stage to manage monthly demand charges that peak at \$2M/month

The FCC Opportunity

- The FCC is re-allocating subsidies from telephone companies and services to broadband companies.
- The process will be done through “reverse auction.”
- A reverse auction is planned to be held in 2015 totaling \$4.5 billion nationwide.

Funding Rules

- Awardees must be able to serve all customers (if requested to) in the proposed area within 5 years.
- Awardees must have a bank letter of credit matching all paid subsidies to ensure services are provided and money is not lost to entities that do not fulfill their goals.

Unspoken Rule

- Make sure your technology and ability to service is sound as the letter of credit is your guarantee that services will be provided to every household.