

A Decade of Fiber to the Home “Key Learnings”

Barry Walton



Low Count Fiber Designs
“I thought we had capacity for 30 years!”



Spliced In Drops
“I Need To Re-Hab My Network”



Revenues
“They Are Decreasing”

A photograph of a utility worker in a white bucket truck performing maintenance on a utility pole. The worker is wearing a high-visibility vest and is positioned in the lift arm of the truck. The utility pole is made of wood and has several electrical components attached to it, including a transformer and a street lamp. The background shows a clear blue sky and a line of trees with autumn foliage. The text "Equipment is Expensive" and "‘Boom Utilization 8% of the Day’" is overlaid on the image.

Equipment is Expensive
“Boom Utilization 8% of the Day”

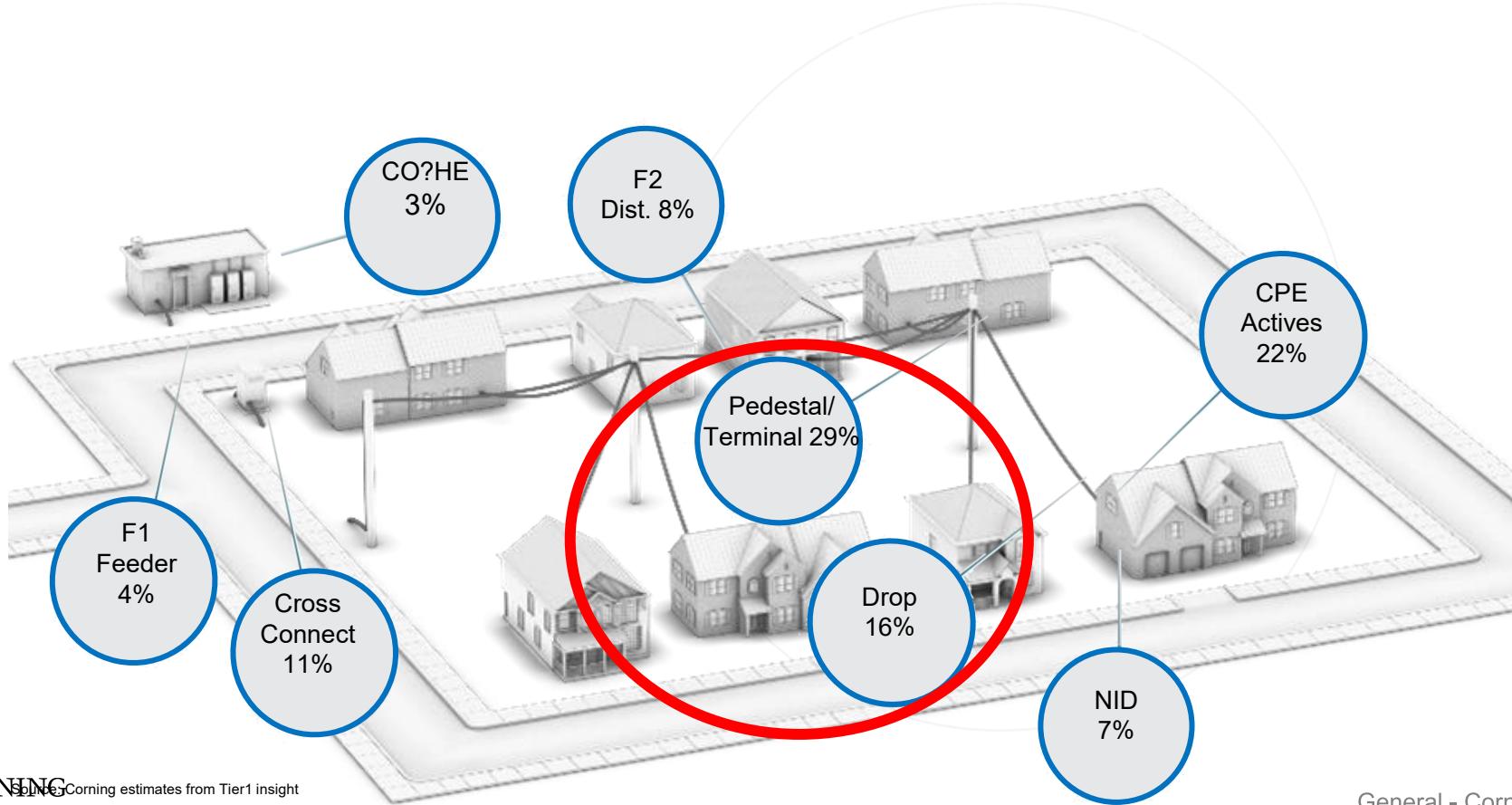


**Home Installation Truck Rolls
3-5 Visits**

A utility pole stands against a clear blue sky. It is heavily laden with multiple sets of power lines and insulators. A street lamp is mounted on an arm extending from the pole to the right. The scene is set outdoors on a sunny day.

The More Closures You Have ..
“Potential Future Troubles”

Trouble Spots Copper Networks ?



Are we repeating history ? More finger access = troubles



Copper Splice Closure



Fiber Splice Closure



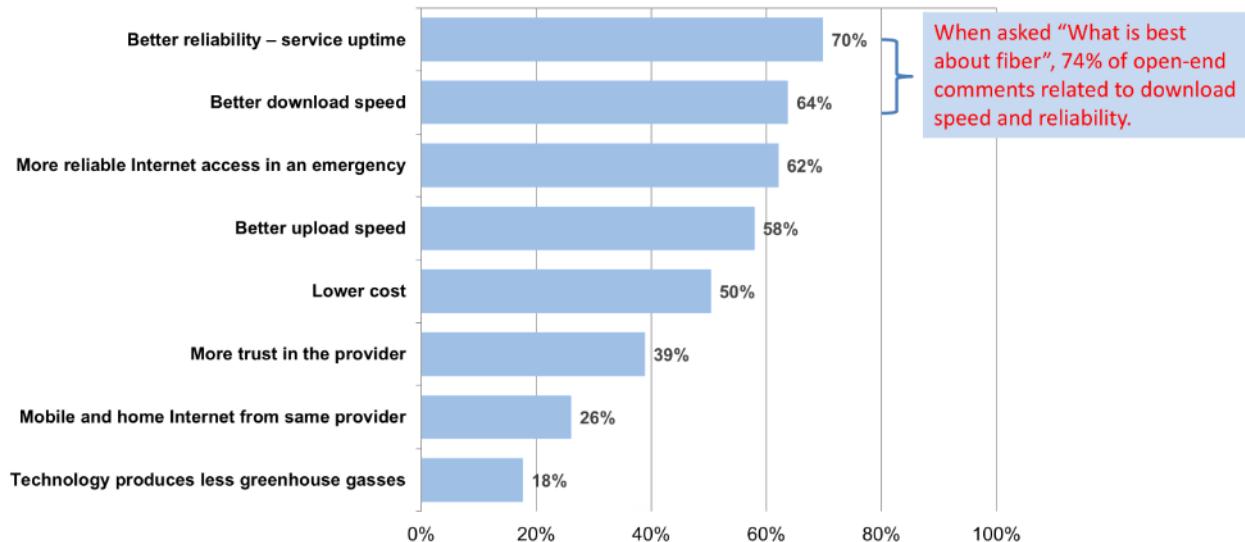
Copper Ready Access Terminal



Fiber Ready Access Terminal

Network Reliability: it is the #1 in importance to a customer

Reasons For Changing To New Internet Provider 2024 FBA/RVA Consumer Study: Those Churning, Features Rated Very Important





Weather Events
“They Are Increasing”

A photograph of a rural landscape. In the foreground, there is a paved road. To the left, a wooden utility pole stands with multiple wires. Bare trees are scattered across the scene. In the middle ground, there is a long, dark wooden barn. To the left of the barn, a body of water is visible. The background shows a line of trees and a clear sky.

**Rural Builds Are Challenging
“Suburban Solutions Do Not Fit
The Cost Model”**

Demographic Challenges “Beyond The Burbs “

- Longer travel time
- More poles to attach to
- More pipe to place
- More meters of cable
- More labor
- More splice locations and fibers to fuse
- Longer drops into homes
- Sourcing local skilled resources





Corning
We Are Focused On Solving Pain Points

SLCP Strand Mounted Splitter Housing



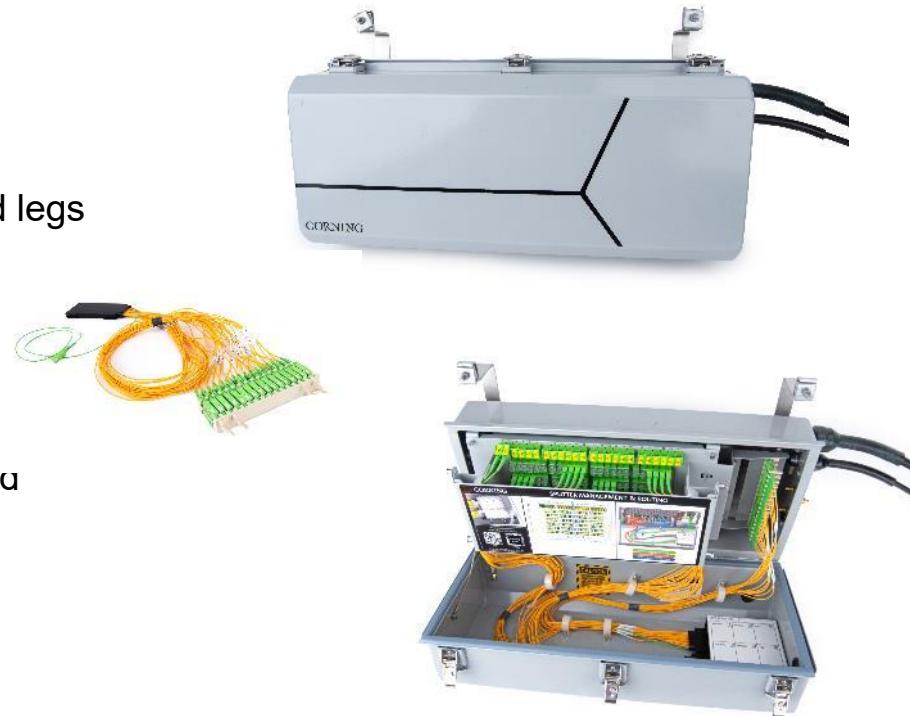
Installed in 8 hours, 1 tech

Strand Mount Local Convergence Point (SLCP)

Application: Strand or Pole Mount

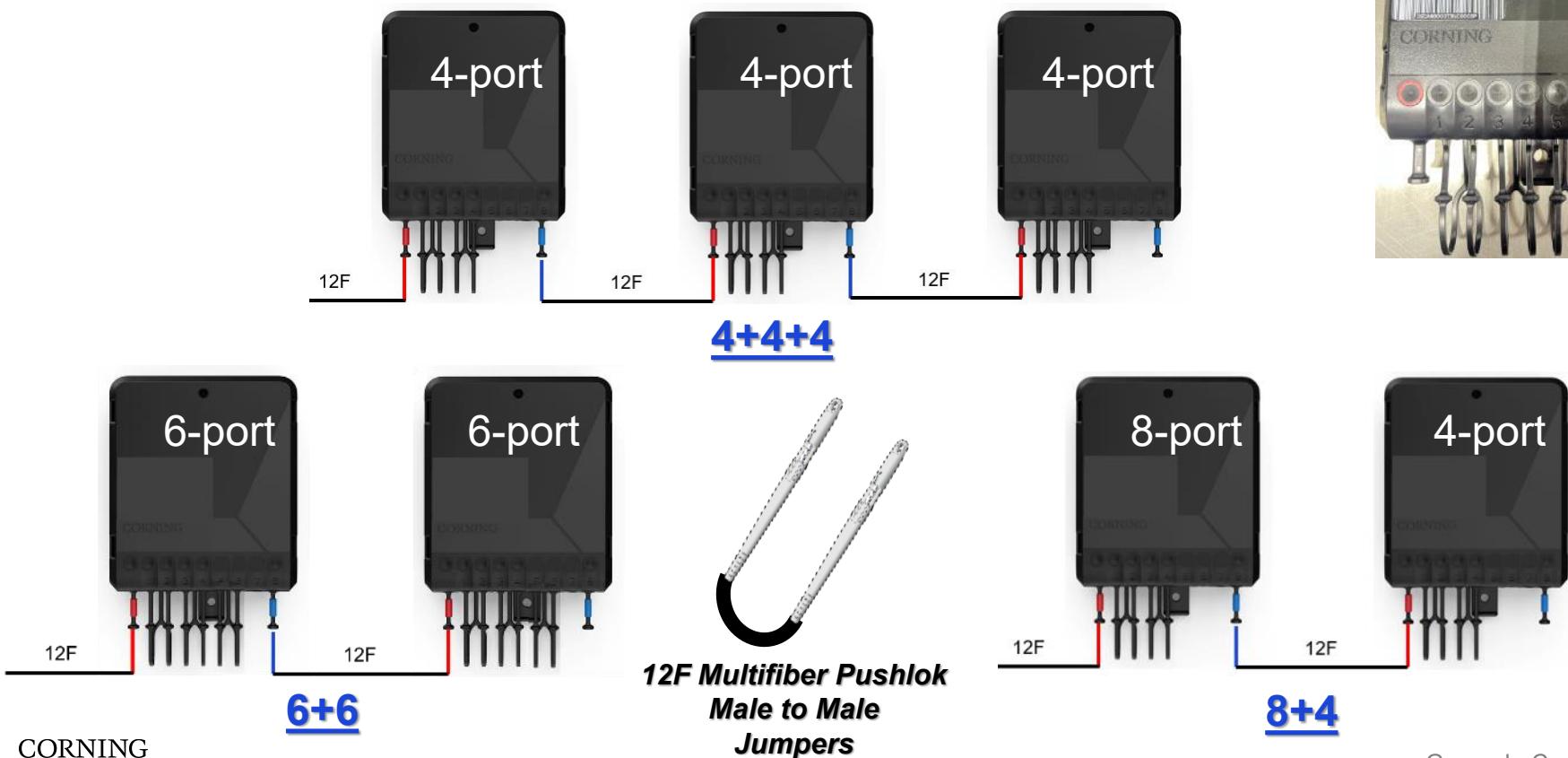
- ***Configurations/Features:***

- Distribution: 72f, 96f, and 144f
- Feeder: 12f and 24f
- Up to 6 splitters, 2 parking spots for unused legs
- Stubbed with 100 ft tails
- Free breathing closure design
- 24" x 12" x 9.5" & under 35 lbs
- Robust metal shell and metal interior panel
- Available to order with splitters pre-assigned



Any terminal can be placed in any order up to 12F total (Simple and easy)

Evolv Express Terminal Solution



Strands, poles, handholes, flowerpots, pedestals, façades

Evolv™ Terminal Solutions

Can save up to \$500 per terminal location (based on permit/civil cost avoidance when reusing existing assets)





64 Homes Passed ... 1 $\frac{1}{2}$ Days

Material For 64 Homes Past Delivered.....SUV



Field Installable Drop PushLok Connectors & Tools

Male Pushlok Connector (Assembled and Bag of Parts)



Fiber Insertion Guide



Custom Cleaving Handler



FBC Cleaver



Long Span GRP Removal Tool

A photograph of a utility pole that has been tilted at a sharp angle, leaning diagonally across a wooded area. The pole is made of dark wood and has several metal fittings and insulators attached. It appears to have been damaged by a strong wind or a falling tree. The ground is covered with fallen leaves and branches. In the background, there are many trees with autumn-colored leaves, ranging from green to yellow and orange. The sky is clear and blue.

Questions?

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- **Currently covers MT, WY, CO, ND, SD and MN.**

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