



MEDIA RELEASE

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Grand Rapids to Partner with Clearwire to Provide Fast Simple and Portable WiMAX-based Wireless Broadband

Grand Rapids, MI—The City of Grand Rapids, its consultant, and its partners have announced today that they have selected Clearwire (www.clearwire.com), a provider of next-generation wireless internet services, to construct a privately owned and operated wireless broadband network to offer mobile, portable, and nomadic data service throughout the City's 45 square miles. With networks in 33 markets covering more than 370 cities and towns in the United States, this is the first time that Clearwire has partnered with a municipality to build a network of this type. Clearwire's network in Grand Rapids is also expected to include WiMAX/WiFi hybrid hot spots that involve the placement of numerous WiFi hotspots in strategic locations throughout the City.

Clearwire uses a state-of-the-art wireless modem that can be plugged into a desktop computer, laptop, local network, or vehicle. It works by transmitting radio signals to and from nearby towers instead of using a traditional phone or cable line.

Users will have the flexibility to set up the modem anywhere in their home or office, upstairs or downstairs, inside or outside. The high-speed wireless broadband Internet access powered by Clearwire is always on and always secure. Installation is simple. Just plug it in and users will be surfing the Internet within minutes. No additional software, equipment, or installation is required. Clearwire service is fast, simple, portable, reliable, and secure.

George K. Heartwell, Grand Rapids' Mayor stated:

"We are pleased and proud that Grand Rapids and Clearwire are working together to bring high-speed wireless Internet services to our community. Clearwire provides its services in other cities, but, Grand Rapids is the first city to enter into this type of relationship with the company."

Kurt F. Kimball, Grand Rapids' City Manager stated:

"Clearwire's solution uses technology that the City believes is cost effective and sustainable. It will serve the City, its businesses, residents, and visitors for an extended period. We are excited to partner with Clearwire for its expertise and experience in designing, developing and implementing wireless broadband networks, and we are extremely confident that this partnership will exceed the City's requirements."

Gregory Sundstrom, Grand Rapids' Chief Services Officer responsible for the project said:

Clearwire's wireless broadband network will provide the City of Grand Rapids a wealth of opportunities to achieve significant service improvements, productivity gains, and enhancements in police officer and firefighter safety.

Harry P. Dolan, Grand Rapids' Police Chief stated:

Public Safety is the primary reason that the City sought wireless broadband service. Clearwire intends to offer coverage throughout the City. We are confident that Clearwire service will accommodate the City's public safety requirements including real-time video streaming and photo transfer for police and fire vehicles going up to 70 miles per hour.

The City also expects that deployment of the robust Clearwire WIMAX network will provide an economic development tool to attract and retain business, reduce the digital divide, improve City service delivery and reduce the cost of government, facilitate wireless technology use for citizens and visitors, and create a seamless wireless infrastructure to attract and retain young professionals; all without a burden on taxpayers.

Scott Buhner, the City's Chief Financial Officer stated:

In keeping with the City's commitment to do this "at no burden to the taxpayer", Clearwire has agreed to immediately reimburse City its expenditure to research technologies and solicit proposals. Additionally, Clearwire will pay established asset lease fees and has agreed to a cost-neutral arrangement whereby the cost of public safety and other municipal wireless broadband services will be offset by asset lease payments and additional partnership fees granted by Clearwire to the City.

In a program designed to provide digital inclusion, Clearwire will provide discounted service of \$9.95 per month to up to 5% of the total household count in Grand Rapids for qualifying low-income citizens to be administered by a non-profit agency yet to be determined. To better serve visitors and occasional users, free Wi-Fi hot spots will be provided throughout the City for visitors and occasional users.

Tom McQuillan, the City's Information Technology Director said:

Just over two years ago, a City team began researching wireless broadband technology. The goal was to leverage the government's infrastructure to partner with private providers, community institutions, businesses, and community organizations to develop a community wireless broadband network.

Sally Wesorick, the City's Wireless Broadband Project Manager stated:

The summer of 2005 was deemed the "Summer of Wi-Fi" with eight cutting-edge innovative companies participated in Grand Rapids "Hot Spots Cool City" demonstration project. All demonstration sites were at least ¼ square mile in size and free to the public for at least eight weeks. Excelsio Communications, the City's Atlanta-based wireless engineering and consulting firm was hired to evaluate the networks and report their findings. Excelsio Communications also helped City staff define priority applications, select our preferred business/partnership model, and draft a Request for Proposals.

The Request for Proposals was issued in January 2006, seeking a vendor to construct a privately owned and operated outdoor wireless broadband network to provide mobile, portable and nomadic data service throughout the City's 45 square miles. Forty-seven companies participated in the City's pre-bid conference, twenty-one companies submitted a Letter of Intent to Bid on the project, and nine companies submitted wireless broadband proposals by the April 25 deadline.

City staff, its consultant, and community partners engaged in a lengthy and comprehensive review and evaluation of all nine proposals. No companies were eliminated from the process nor were finalists announced. With their assistance an initial group of proposers was chosen to progress in the selection process and Clearwire was unanimously selected as the company best suited to meet Grand Rapids requirements.

About the Project

For more information, visit www.wirelessgr.com