



# Motorola WiMAX and the American Recovery and Reinvestment Act (ARRA) Provide Unprecedented Opportunities for Wireless Broadband Operators

## Motorola WiMAX Delivers Reliable Broadband Connectivity to Underserved Populations

WiMAX commercial deployments are going live all over the world in increasing numbers. These new networks are connecting tens of thousands of people, many for the first time, and surpassing high thresholds for reliable broadband and voice services in demanding markets. With new funding now available as part of the economic stimulus initiative, Motorola can help you invest in your business and bring wireless broadband to underserved populations with a portfolio of WiMAX Forum® Certified™ devices and access points for 2.5GHz.

### Motorola's Forum-Certified™ Product Showcase

WiMAX Forum certification is granted after compliant products pass required interoperability and conformance tests as outlined by the WiMAX Forum. Through its certification program the WiMAX Forum provides operators with the assurance that the products completing the rigorous test requirements will have the ability to interoperate with any other WiMAX Forum Certified access points or devices. A wide range of Motorola WiMAX products are certified including access points, CPE's and a USB WiMAX modem that can fit in the palm of a hand.

On February 17, 2009, President Obama signed into law the American Recovery and Reinvestment Act (ARRA), providing funding to expand broadband access to rural and underserved parts of the country. According to Julius Genachowski, chairman of the FCC, "We are moving on a broadband strategic plan for the entire country so we can renew American leadership and competitiveness for the 21st Century."

Motorola's ultra-light WiMAX solutions are an ideal match for ARRA-funded projects. Telcos, cable and new entrant operators find WiMAX a way to spread broadband, while cellular operators leverage WiMAX to capitalize on underutilized spectrum, enter the fixed broadband market, or execute innovative business strategies.

However, operators must act quickly. Applications for funding under the First Notice of Funding Availability (NOFA) must be received by August 14, 2009.

### Stimulus funding and Motorola's WiMAX all-IP broadband access technology can drive operator success

Motorola's proven deployment success stems from leadership in end-to-end solutions that enable low total cost of ownership, fast deployment, and provide reliable fixed, portable, or mobile access to all regions of the country. Implementing WiMAX technology to customers across the globe, Motorola has helped operators deliver first connections to underserved

residents in some of the most challenging locations. Industry experience, smooth deployments, reliable technology, and rapid time to ROI make Motorola the right partner for stimulus projects.

Several opportunities are available to operators to extend service to unserved and underserved areas through the broadband funding program. In this, the first of three expected Notices of Funding Availability (NOFAs), \$2.4 billion will be administered by the Rural Utilities Service (RUS) for grants, loans and grant/loan combinations and \$1.6 billion will be administered by the National Telecommunications and Information Administration (NTIA) for grants only. A single process will cover applications to both agencies. The combined funding for all three broadband NOFAs is expected to be \$7.2 billion.

This funding opportunity is targeted to projects that deliver service to the last mile or middle mile facilities. Although much discussion has focused on extending service to rural and remote areas, the actual definitions of unserved and underserved areas encompass both rural and urban opportunities.

### Empowering the Personal Broadband Revolution

Motorola is a global leader in WiMAX with more than 7,500 3-sector and 4-sector access points and more than 475,000 CPEs and USB broadband modems in operation. Motorola provides a full end-to-end WiMAX solution that extends beyond just the infrastructure to the IP core, operations and maintenance, full services portfolio, and customer premises equipment (CPE).

*"The Department of Agriculture's Broadband Initiatives Program will bring high-speed internet service to communities across the country, create thousands of jobs, and improve economic, health care, and educational opportunities in rural communities. This funding is a down payment on the President's commitment to bring the educational and economic benefits of internet to all communities."*

— Secretary of Agriculture Tom Vilsack

### Motorola's WiMAX Solution Makes the World One Big, Never-Ending Hot Spot

Service providers can provide high-speed communications even to rural customers whether they are at home or in the office. Our WiMAX solutions enable service providers to blend their traditional lines of business and position themselves to deliver full suites of voice, video and data wirelessly to fixed, portable or mobile users.

#### Motorola's WiMAX solutions promise to –

- Deliver the “wireless broadband pipe,” enabling rich-media, bandwidth-intensive applications including voice, data and video for fixed, portable and mobile users.
- Interoperate with a vast ecosystem of WiMAX networks, applications, devices and consumer electronics to deliver pervasive coverage and a true “personal broadband” experience.
- Give service providers the opportunity to extend coverage and capabilities with a high-performing, standards-based wireless broadband access portfolio to meet the needs of residential, enterprise and government in underserved regions.
- Be cost-effective and go where teledensity has historically been low.

#### Finding the right funding opportunities

Motorola has developed a site to help you find the right funding opportunities for your investments via the latest governmental grants. You can learn how to obtain funding to get your broadband project started, as well as find materials to help you understand the opportunity, application deadlines, and other resources. In addition, Motorola's team of specialists can help guide you towards the grants and solutions that will enable your organization to address unique challenges and jumpstart your performance right away. For more information, please visit [www.motorola.com/recoveryact](http://www.motorola.com/recoveryact).

For more information on Motorola WiMAX, visit [www.motorola.com/wimax](http://www.motorola.com/wimax). Learn more about our WiMAX deployments around the world, please visit: <http://www.firstcommunicate.com/motorola/wimax/download/worldTour/>.

#### ARRA Definitions:

**Broadband:** Two-way data transmission with advertised speeds of at least 768 kbps downstream and at least 200 kbps upstream to end users, or providing sufficient capacity in a Middle Mile project to support the provision of broadband service to end users.

**Last Mile Project:** An infrastructure project that predominantly provides broadband service to end users (including households, businesses, public safety entities and community institutions).

**Middle Mile Project:** A broadband infrastructure project that does not predominantly provide service to an end user but which includes interoffice transport, backhaul, Internet connectivity or special access.

**Unserviced:** A proposed funded service area composed of one or more contiguous census

blocks, where at least 90 percent of households in the proposed funded service area lack access to broadband service.

**Underserved:** For a Middle Mile project, an area qualifies as underserved if one interconnection point terminates in a proposed funded service area that qualifies as unserved or underserved for Last Mile projects. For a Last Mile project, an area qualifies as underserved if no more than 50 percent of households in the area have access to broadband service; no existing broadband service provider advertises broadband transmission speeds of at least 3 mbps downstream in the area; or the rate of broadband subscription for the proposed funded service area is 40 percent of households or less. Under this definition, many urban areas will qualify as underserved.



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