

JOINT GOVERNMENTAL ROUND TABLE DISCUSSION
Wednesday, March 12, 2014

The meeting was called to order at 12:05 p.m. in the Escanaba City Council Chambers, Room C101, 410 Ludington Street, Escanaba, Michigan, Delta County.

Present: Escanaba City Mayor Marc D. Tall, Escanaba City Manager James V. O'Toole, Executive Secretary Kim Peterson, Delta County Commissioners David Rivard and Tom Elegreet, Christine Groleau of Nahma Township, Miles Anderson of Wells Township, Judy Trudell of Maple Ridge Township, Jay Kulbertis of Gladstone/Rapid River Schools, Jenny Lancour from the Daily Press, and from Michigan Broadband Services Lori Thiry, Lucas Eichhorn, Barb Hall, Adam Laydon and Aaron Deiter.

Escanaba City Manager Jim O'Toole called the meeting to order and welcomed everyone.

NEW BUSINESS

Presentation – Customer Account Manager Mr. Lucas Eichhorn – Michigan Broadband Services.

Mr. Eichhorn made a presentation entitled, "Michigan Broadband Services HostNet Government Services Solution". The HostNet Government Services solutions offer a suite of applications that allow government agencies to establish a solid, cost effective communication path with the public while allowing staff to be more productive regardless of their physical location. Michigan Broadband Services was founded in 1908 and operates 20 exchanges in Upper and Lower Michigan covering approximately 3,500 square miles that now includes the Escanaba area. Their state-of-the-art systems offer clients better, faster and less expensive methods for their businesses to communicate to the outside world. Michigan Broadband Services designs customized systems that help businesses meet the technical and financial goals they seek. The company has made significant investments to increase its service levels, add network facilities to under or un-served areas and provide 100% data connectivity in all the exchanges it serves. The company continues to invest heavily in its fiber optic plant and interconnection facilities for the purpose of providing higher bandwidth services to its clients by using advanced transport technologies. These attributes allow the company to plan and execute business models that include advanced application transport and hosted services to clients, including those developed out of territory, will be able to take advantage of single sourced programs consisting multi-megabit fiber transport, voice over Internet protocol, unified communications and cloud computing services.

A PowerPoint Presentation was conducted (attached to meeting minutes).

Announcements and Items of Mutual Interest and Concern.

None were heard.

Committee Member Announcements and Updates.

Next scheduled meeting was April 16, 2014.

Hearing no further public comment, the meeting was adjourned at 1:02 p.m.

Kim Peterson, Recording Secretary



Michigan Broadband Services
We have your connections!

**Michigan Broadband Services
HostNet™ Government Services
Solution
Delta County Board of Commissioners
February 2014**



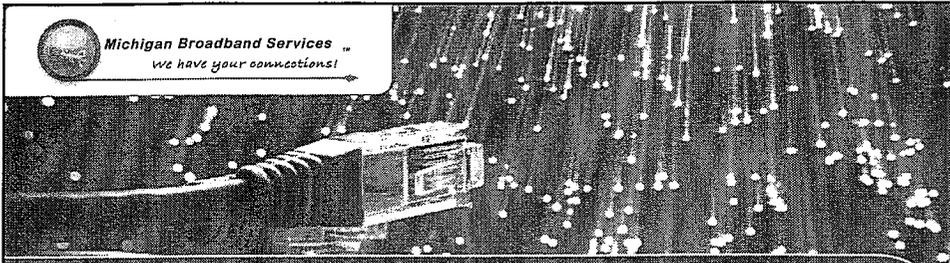
Michigan Broadband Services
We have your connections!

MichBBS is the Only Cloud Based Communication Provider in Delta County

The HostNet™ Government Services solutions offer a suite of applications that allow Government agencies to establish a solid, cost effective communication path with the public while allowing staff to be more productive regardless of their physical location.

Delta County





Michigan Broadband Services™
We have your connections!

Why Municipalities Acquire HostNet Technology

- State-of-the-art Communication System;
- Reduces monthly costs;
- Hi-Definition Voice Quality and Clarity;
- Ease of Use;
- Seamless Connectivity To Every Location;
- Desktop Control;
- Smart Phone Integration;
- No Planned Obsolescence;
- Unparalleled Sound Quality;
- Comprehensive, Cutting-Edge Feature Set;
- No Capital Investments;
- No Maintenance Costs!

Delta County 📍

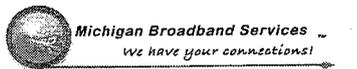
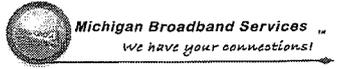


Michigan Broadband Services™
We have your connections!

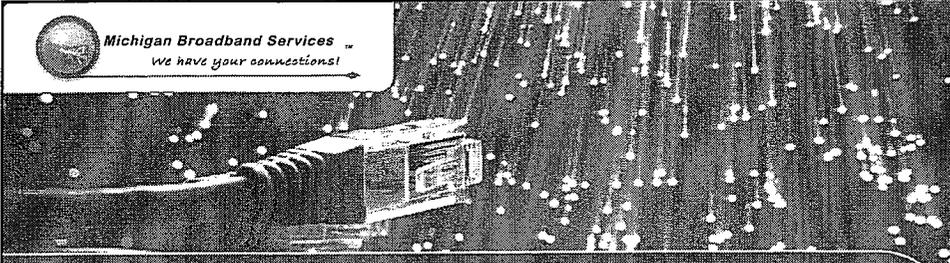
Welcome to the Next Generation Communication System!

MichBBS HostNet™ provides all the advanced services and features you would expect as well as leveraging Web 2.0 standards and best practices to deliver an exceptionally intuitive and tightly integrated interface creating an excellent end-user experience.

Delta County 📍



- Shared Features**
CommPortal / Accession Communicator
- *Conference Calling*
 - *Shared Directory*
 - *Contact Management*
 - *Voicemail Player*
 - *Message List*
 - *Contact List*
 - *Call Forwarding*
 - *Disaster Recovery*
 - *Security/Encryption*
 - *Click-to-Dial*
 - *Four Digit Extension dialing*
 - *Unified Communication*
 - *Extended Mobility solutions*
 - *Speech to Text – never listen to another voice mail*

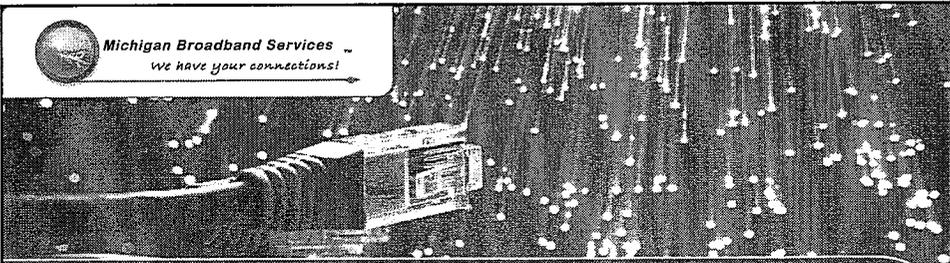


Michigan Broadband Services™
We have your connections!

Why HostNet™ Instead of an Insourced Solution?

Initial Cost Savings
You do not need to make a large upfront investment by purchasing an office telephone system and there is no need to maintain it. With a *HostNet™* solution the County's communication system is operated and maintained by MichBBS.

Ongoing Cost Savings
Typically, a *HostNet™* implementation is significantly more cost-effective over the long run than a traditional PBX. These ongoing savings are in addition to the initial savings on capital outlay and include maintenance costs, internal support costs, move-add-change and lines to connect the system to the carrier network in each location deployed.



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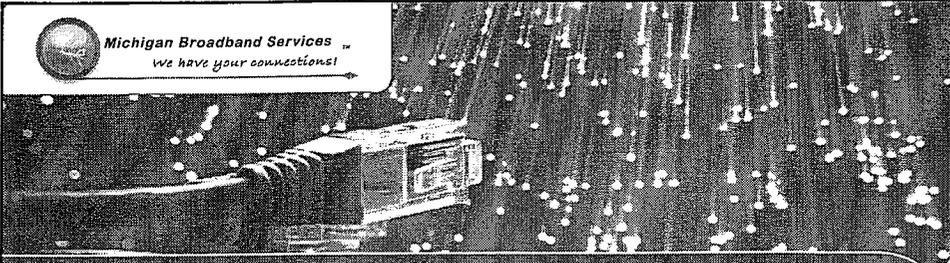
Why HostNet™ Instead of an Insourced Solution?

Geographical Flexibility
Employees can work from anywhere when your communication system is virtual. You can have employees working from home, other offices, mobile phones, and even overseas.

Credibility
HostNet™ can give municipalities instant credibility by presenting their residents with a professional sounding and advanced communications solution.

Scalability
Traditional phone systems are limited by how many users they can handle as well as how many lines you have purchased from your local telephone provider. Virtual systems can expand and grow with your business as you need them to without these costs.

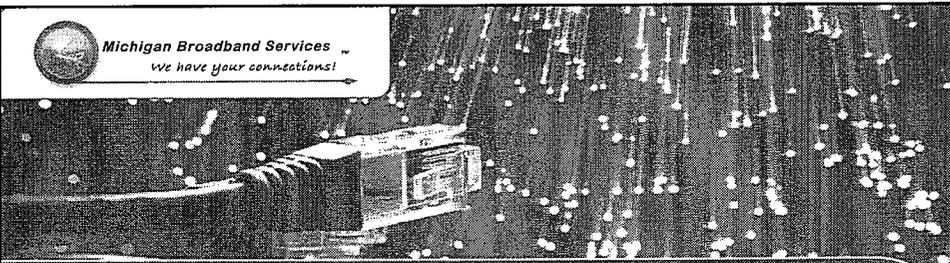
Ease of Use
Client management of *HostNet™* is easily performed as your system administrator is carefully trained by our local personnel. Moves-adds-changes are made without costs.



Michigan Broadband Services™
We have your connections!

Why MichBBS HostNet™ Instead of other Hosted Providers?

- CLEC headquartered in Escanaba (Delta County);
- Voice and data communications has been our core competency since 1908;
- Customer Service center is 30 Miles away in Carney;
- **HostNet™ technology** is built on MetaSwitch, the world leader in core IP Gateways;
- The **HostNet™** Program was developed entirely by local MichBBS associates;
- New application development can be implemented as required for the long-term;
- **HostNet™** was developed using high-definition voice (HDV) PolyCom Gigabit instruments;
- Future plans for the **HostNet™** suite of products will be expanded to other areas of the Upper Peninsula and beyond.



Michigan Broadband Services™
We have your connections!

Noteworthy Closing Comments

- By 2017 the FCC predicts that 90% of all voice communications will be IP based systems;
- Next generation Cloud Based Communications – will comprise 60% of the 90% and will be based on systems like MichBBS's **HostNet™**;
- 10 year projections of TCO for **HostNet™** based solutions eclipse capability and overall cost savings by 50%;
- Delta County can take immediate advantage of a **HostNet™** capabilities by implementation County wide;
- Thank you for your attention to these important considerations now and into the future!