



NTUA AND COMMNET

PARTNERSHIPS THAT SUCCEED

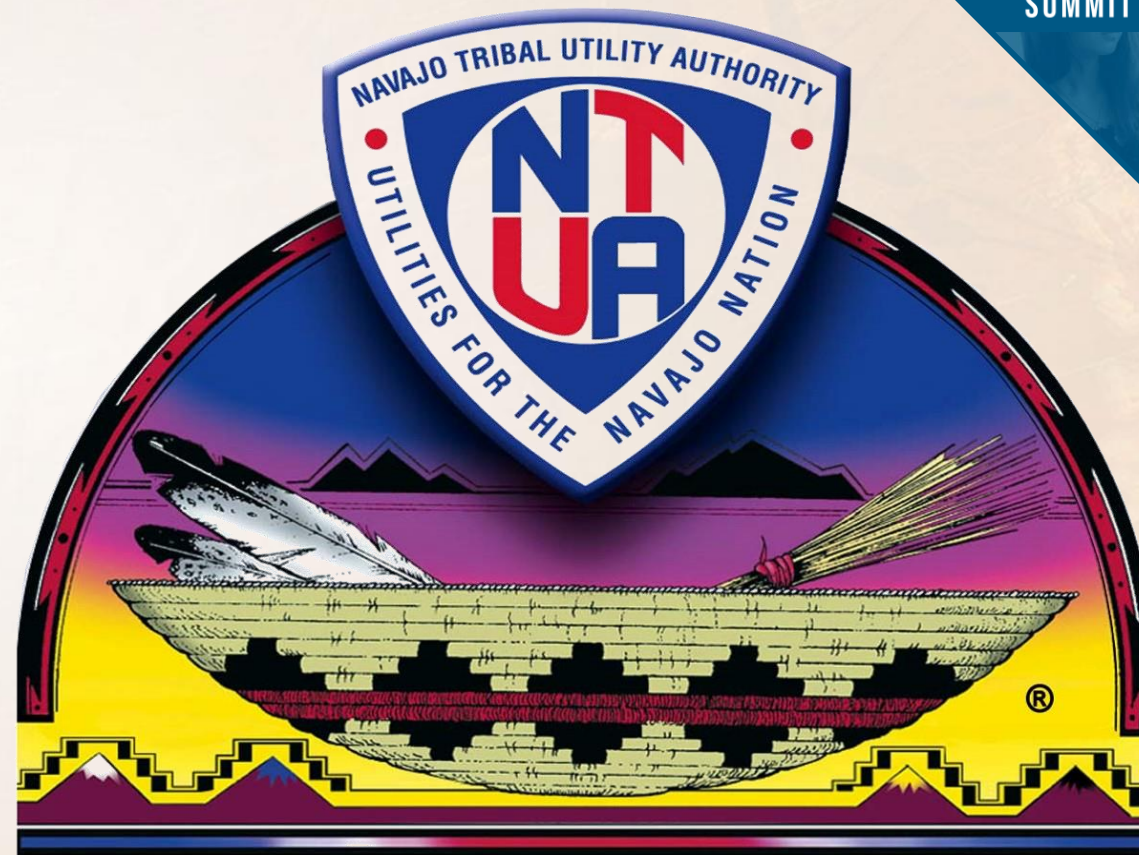
MONROE KEEDO - NTUA

JOHN CHAMPAGNE – COMMNET



NAVAJO TRIBAL UTILITY AUTHORITY (NTUA)

- + Monroe Keedo
- + NTUA is a non-profit tribal enterprise providing multi-utility services for the Navajo Nation
- + We are Navajo Owned and Operated



“Connecting with Navajo Broadband”



- + Created in 1959
- + A not-for-profit enterprise of the Navajo Nation
- + Today – NTUA continues to address the multi-utility needs of the Navajo Nation
- + Service Territory – 27,000 square miles across the Navajo Nation
- + Six District Offices – serve as a central point for business operations & customer service
- + Extend – Electricity, Water, Wastewater Treatment, Natural Gas, Residential Solar Unit Services
- + In recent years added: Communications – Internet, Cell Phone, Data Storage Services, Renewable Energy Generation



NTUA COMMUNICATIONS SYSTEM

- + NTUA Communications System (CS) is a Division of NTUA responsible for NTUA's communication infrastructure
- + The Communications System consists of 5 unique departments:
 - + *Fiber Network Department*
 - + *Microwave Communications Department*
 - + *Data Center*
 - + *Network Operations Center (NOC)*
 - + *Business Development*
- + Vision
 - + Enable our customers to realize the potential of Network Technology to transform their organizations in significant and positive ways
- + CS Office is located in Fort Defiance, AZ

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+ John Champagne

+ Commnet is a provider of retail and wholesale wireless, broadband and high-speed fiber transport focused on connecting rural America with affordable, carrier-grade communications networks



COMMNET BACKGROUND

- + Created in 1998
- + Wholly owned subsidiary of ATN International (NASDAQ:ATNI)
- + Original focus was on wholesale cellular roaming
- + Wide range of services including cellular retail/roaming, residential broadband, enterprise
- + Experience with working on all types of federal lands
- + Recently awarded FirstNet contract to build sites to support the first responder network in our footprint
- + Extensive Service footprint in: Arizona, New Mexico, Colorado, Utah, Nevada

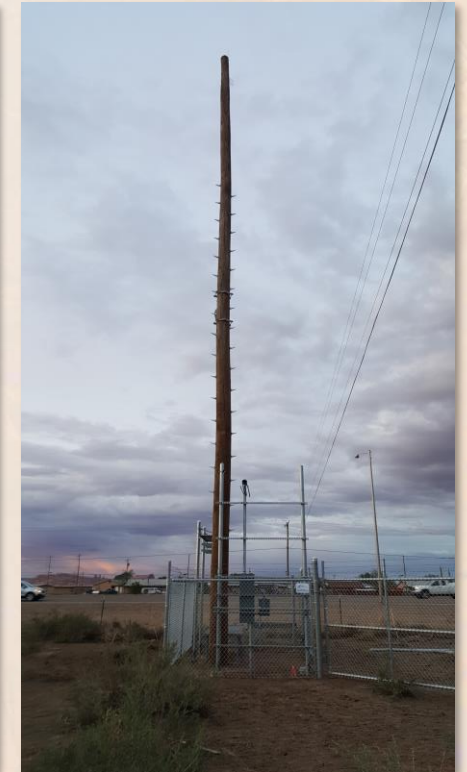
COMMNET'S UNIQUE CREDENTIALS

- + Extensive experience in rural markets
- + Structured equity relationships with both tribal utilities and cooperatives
- + Access to capital and FCC licensed spectrum
- + Capable of using various technologies as needed
- + Staff with expertise to apply for state and federal funding
- + Federal participation in: ARRA, E-Rate, RHCP, Lifeline, Connect America Fund, USDA Community Connect/Reconnect and Mobility Fund



NTUA WIRELESS

- + NTUAW was created in 2011 after Commnet and NTUA together filed for and won an **ARRA** broadband stimulus award
 - + NTUA installed 550+ miles of fiber, constructed a data center and 43 towers
 - + Commnet deployed LTE technology
 - + NTUA was one of the a handful of grant recipients that successfully implemented such a large project in a short amount to time
- + Through leveraging the Commnet wholesale cellular network and NTUA's fiber backbone, NTUAW has been able to provide sustainability and grow the network both in terms of geography and services
- + NTUAW has a roadmap to continue developing services and coverage on and around the Navajo Nation creating the opportunity to drive growth for a tribal enterprise off the Nation



PARTNER COLLABORATION

+ NTUA

+ Majority owner of NTUAW and provides the following resources:

- + Navajo Nation Government Relations / ROW
- + 800+ Miles of Fiber to be the backbone of the Network
- + Towers
- + Network infrastructure / Data Center
- + Access to tribally owned initiatives
- + Local Store Presence
- + Community Outreach

+ Commnet

+ Managing member and minority owner of NTUAW and provides the following resources:

- + Engineering and Network Operations
- + Billing / Customer Care Back Up
- + Marketing
- + Regulatory Affairs / Federal Program Admin
- + Access to FCC Licensed Spectrum
- + Access to Capital and Industry Knowledge
- + Cellular Wholesale Agreements



NTUAW PROVIDED FUNCTIONAL AREAS

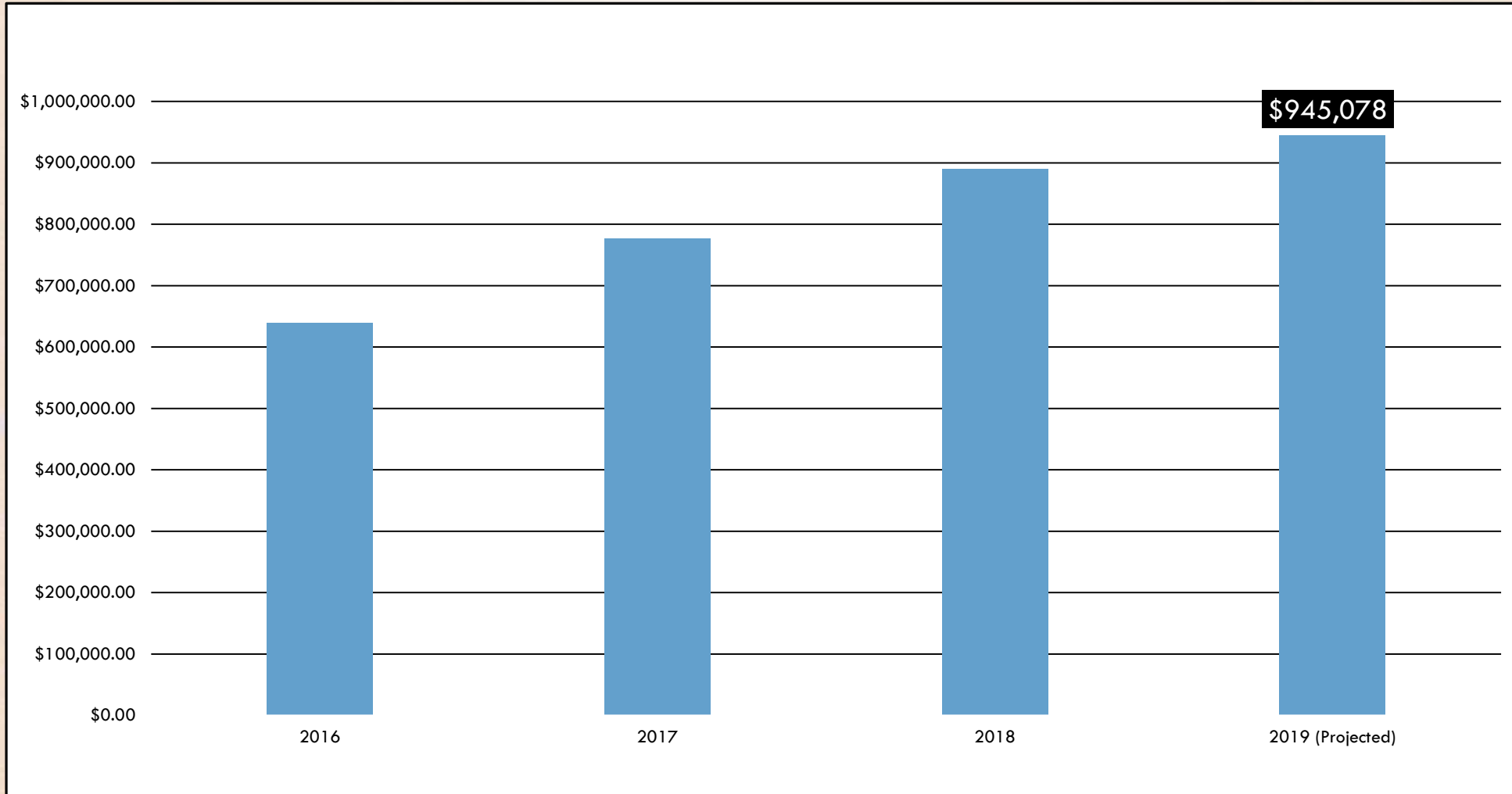
- + Through the support of Commnet and NTUA, NTUAW has the following teams and functionality locally on the Navajo Nation with a HQ in Chinle, AZ and staff at the NTUA Data Center in Shiprock, NM
- + NTUAW (Joint Venture)
 - + Enterprise Sales Team
 - + Retail Distribution (Stores) in 6 NTUA District Offices
 - + Mobile Retail Team
 - + Local Call Center with Navajo speaking representatives
 - + Installation/Field Technician team
 - + Local Marketing
 - + Local Distribution Center



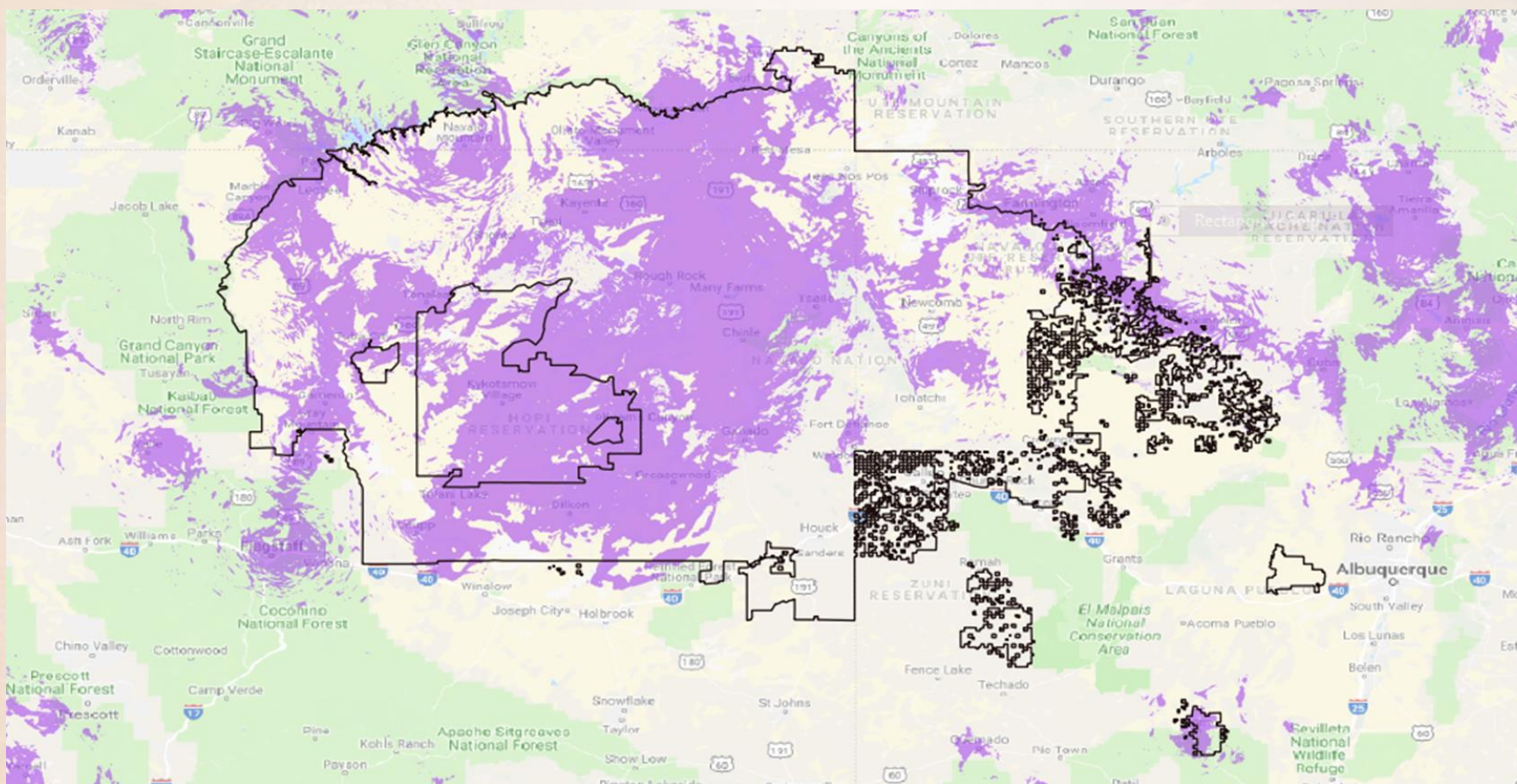
JOB CREATION

- + A total of 84 new jobs were created by NTUA Communication Systems & NTUAW (Choice)
- + NTUA Choice Wireless
 - + 45 employees, headquarters in Chinle, AZ, six retail stores
 - + 98% of NTUA Wireless' employees are of Navajo descent
- + NTUA Communications System Division
 - + 39 employees, with 20 at the Network Operations Center/Data Center and 19 within the general communications support
 - + 97.5% of NTUA's CSD employees are of Navajo descent

TOTAL FEES AND TAXES FOR NAVAJO NATION



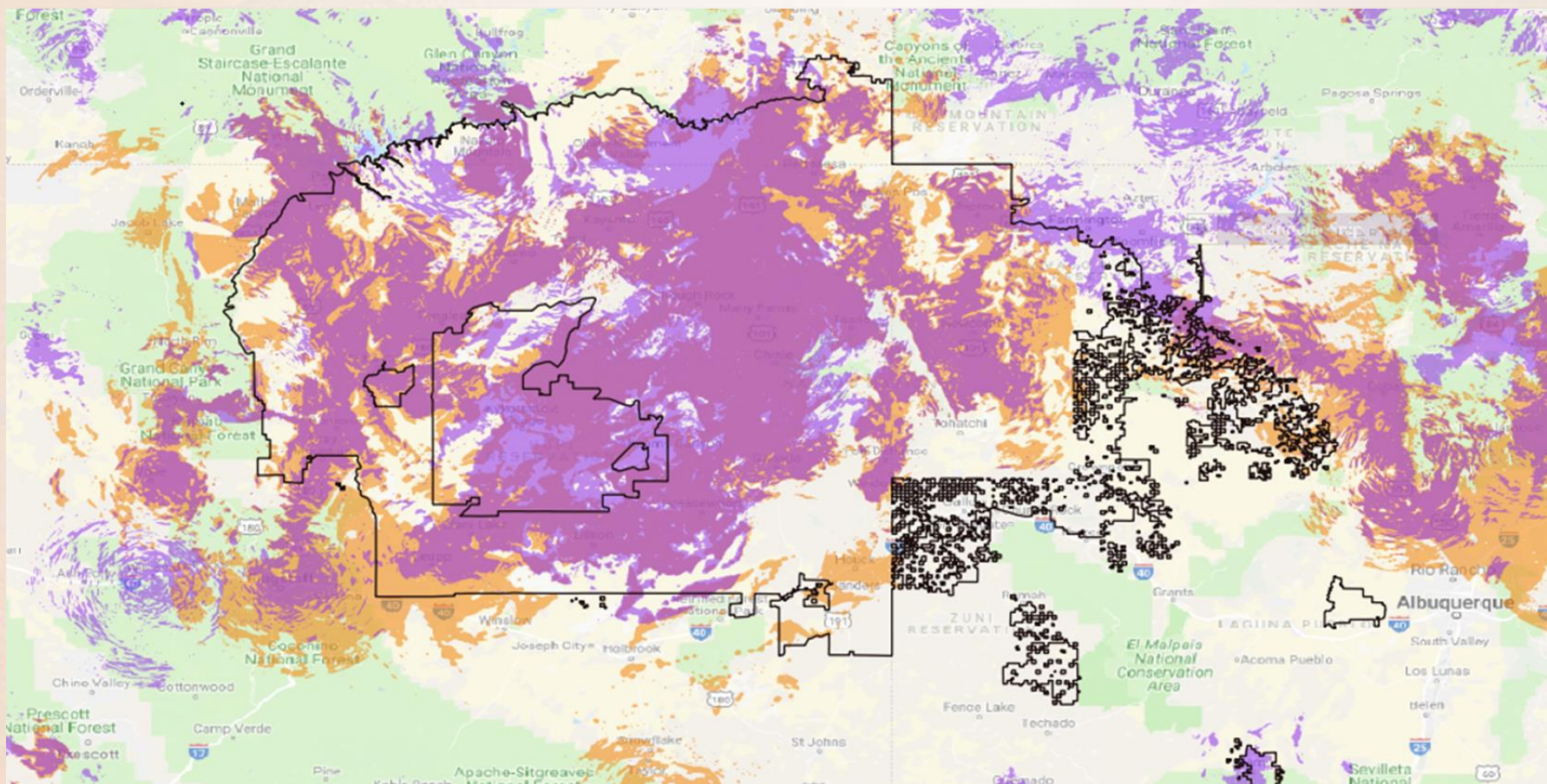
2014 COVERAGE AREA



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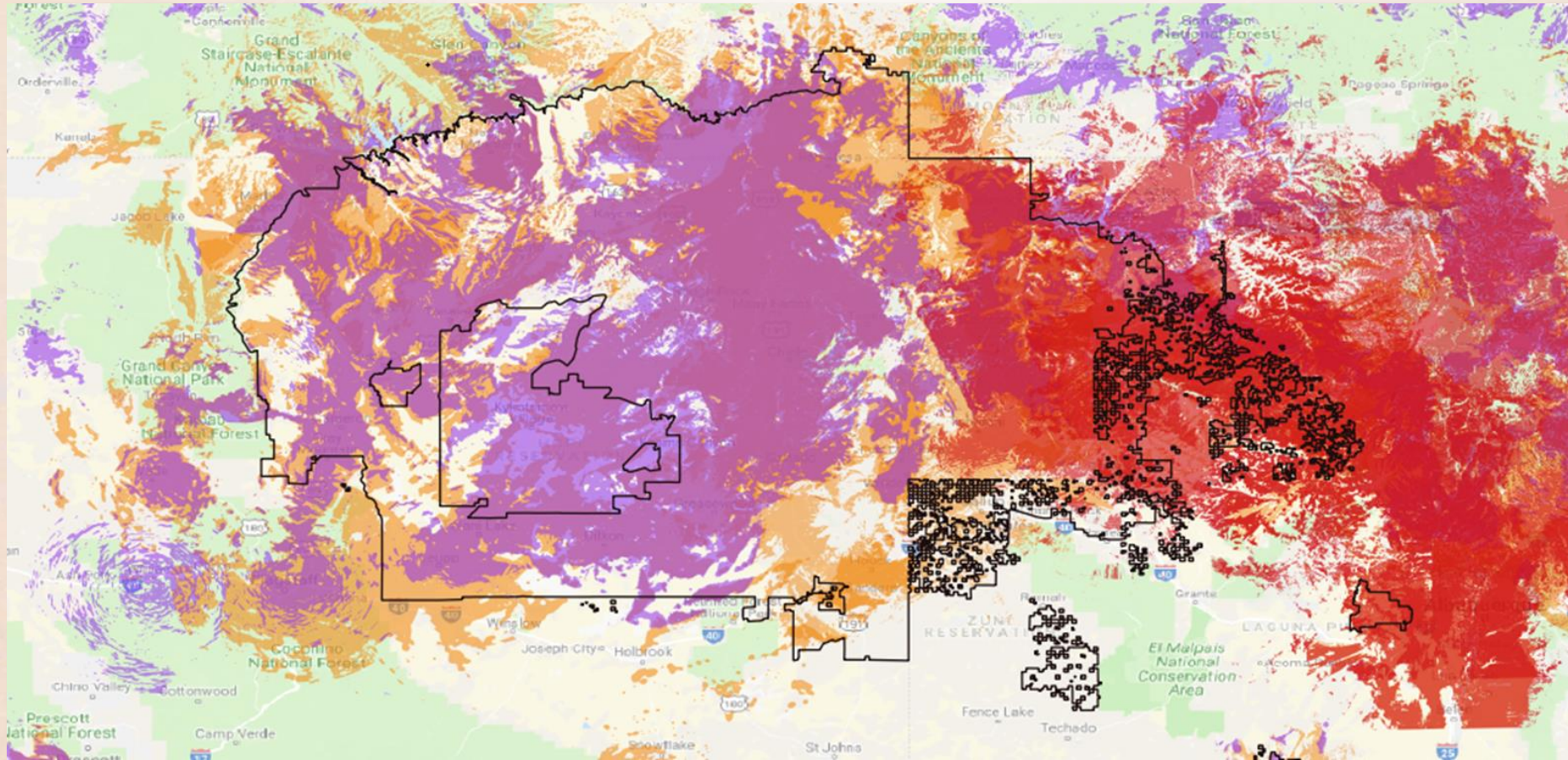


2019 COVERAGE AREA



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PROJECTED 2025 COVERAGE AREA



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RETAIL PRESENCE



COMMUNITY INVOLVEMENT & GIVING BACK



Choice Wireless
Page Liked · April 17 ·

Choice NTUA Wireless is always looking to give back to the community and support education! We were at Rock Point Community School distributing backpacks filled with supplies to the recipients of the School Supply Scramble. #ChoiceNTUAWireless #NavajoEducation

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Most Relevant

Jax King Cool Bubz

Like · Reply · 8w

Sheri Begay Brandon Jones they got the awesome pose of brock...lol

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Lano Yazzie

Write a comment...

Choice Wireless
March 5 · Public

Recently some of our NTUA Choice team members helped out with 'Read Across America' at Mesa View Elementary School! We LOVE working directly with our community!



QUESTIONS



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