



NTUA WIRELESS

CLYDE F. CASCIATO

GENERAL MANAGER

WHO WE ARE

- + NTUA Wireless (NTUAW) is a joint venture formed by the Navajo Tribal Utility Authority (NTUA) and Commnet Wireless (Commnet) in 2011.
- + NTUAW Tag-Line: “Navajo Owned- Navajo Proud”
- + NTUA is a non-profit enterprise established by the Navajo Nation Council to provide multi-utility services to Navajo Nation. Since 1959 , NTUA has supplied electricity, water, natural gas, wastewater treatment, solar power services to residents throughout the 27,000 square-mile Navajo Nation.
- + Commnet Wireless 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.
 - + **Vision:**
 - + Enriching the lives of rural Americans by bringing superior communications services to all.
 - + **Mission:**
 - + Everyone deserves to be connected and we are determined that no person is denied access to modern communications services simply because they live in rural America. Our employees strive every day to bring connectivity solutions to areas that others have left behind.

WHO WE SERVE

- + The Navajo Nation spans 3 States (AZ, NM & UT)
- + The Nation is over 27,000 Sq. Miles large
 - + Roughly the size of the State of WV
- + Population Estimated to be 185,000
- + The Nation is divided into 110 Chapters
 - + Chapters are best compared to municipal governments

WHAT WE'VE DONE

- + Provide DIA (Direct Internet Access) to over 40 schools
- + Improved Public Healthcare Access
 - + 17 WIHCC Sites around the Nation
 - + Includes 6 Chapter Houses
- + Provide fixed and mobile broadband connectivity to approximately 20K customers
- + Initial Voice Offer benefitted the entire Navajo Nation
 - + Competition made life better
- + Launched 4G Voice Service in early 2017
 - + Improved Broadband for all mobile devices

WHAT WE'VE DONE

- + Launched Fixed Broadband in Q4 2013
- + Formal Voice/Lifeline Launch in Q3 2014
- + NTUA Communications created 39 well-paying employment opportunities to support NTUAW
- + NTUAW created 45 well-paying employment opportunities- 98% of our employees are Native Navajo
- + Improved Educational Opportunities
- + Improved Healthcare

HOW WE'VE DONE IT

To build the network, Commnet and NTUA together filed for and won broadband stimulus funding and committed their own capital to build the network. The first focus was on upgrading NTUA's existing fiber network to support higher data rates and utilizing spectrum licensed to Commnet, who already operated a wireless roaming network throughout rural areas of the U.S.

+ 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

+ 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

HOW WE'VE DONE IT

- + 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

BROADBAND FOR SCHOOLS

- + NTUAW actively participates in the USAC E-Rate Schools and Libraries Program.
- + Currently provide E-Rate service to numerous schools throughout the Navajo Nation.
- + E-Rate specialists on staff.
- + Only Service Provider that backs up its service with a Service Level Agreement utilizing a Tier 3 data center on the Navajo Nation.



UTILIZING FEDERAL PROGRAMS

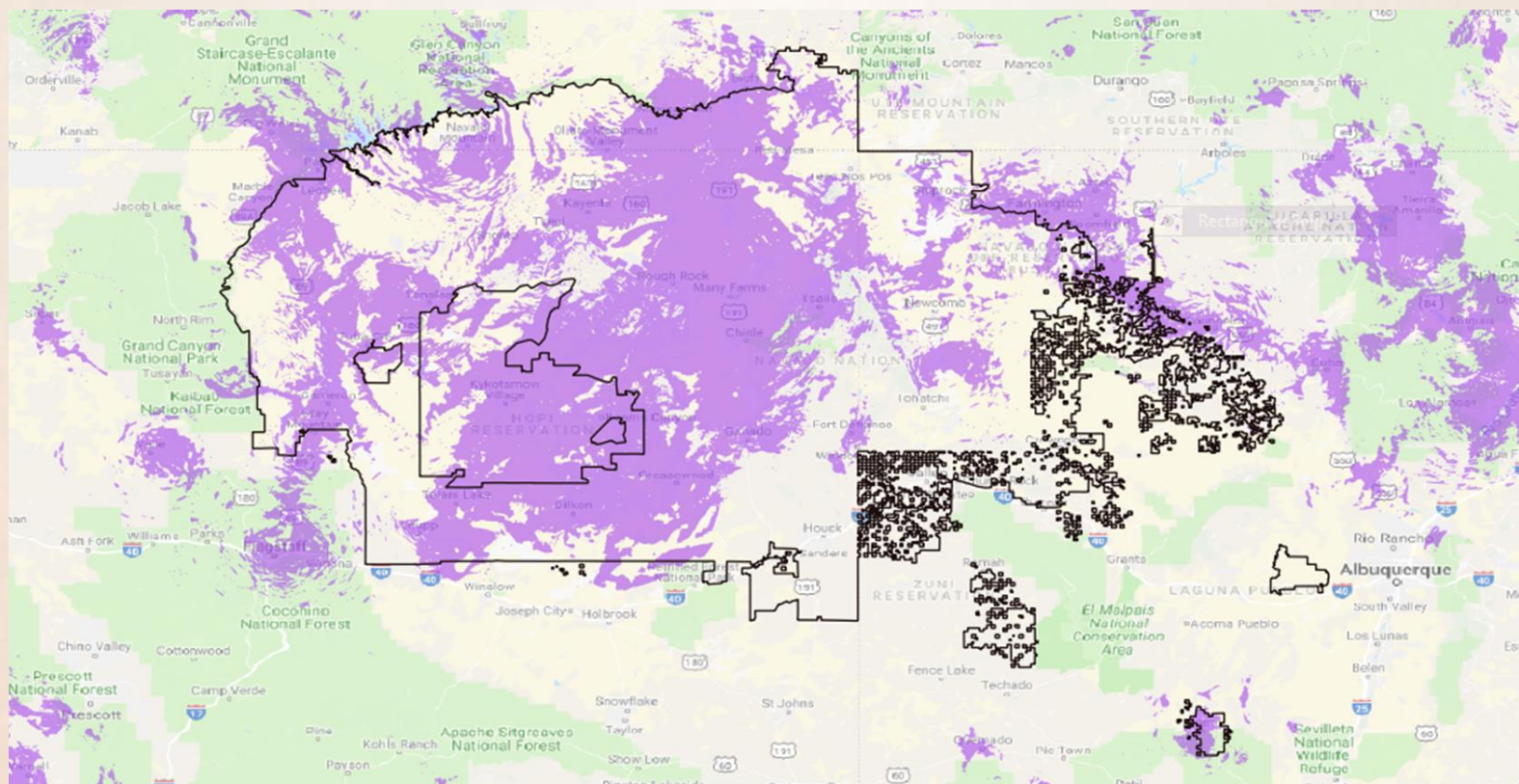
- + In June of 2019, completed a 170 mile fiber build – funded with E-Rate special construction and state matching funds (\$7.7M)- for the Apache County Schools Consortium in Arizona that includes schools located both on the Navajo Nation and the White Mountain Apache Tribe.
- + Recently, NTUAW was awarded, through the Connect America Fund II program, \$28.4M over 10 years to increase its broadband services to more than 7,000 unserved locations on the Navajo Nation.
- + Received \$4.3M from the USF Lifeline Program during calendar year 2018 as a reimbursement for providing Lifeline discounts to Tribal customers on the Navajo Nation.

LOOKING AHEAD

- + \$2.7M USDA Community Connect Program grant application pending for fiber and wireless broadband to the community of Teec Nos Pos, AZ on the Navajo Nation.
- + Participation in the next round of USDA grants and the FCC's proposed \$20B Rural Broadband Fund.
- + State of AZ upcoming funding for the deployment of broadband to rural areas of the State.

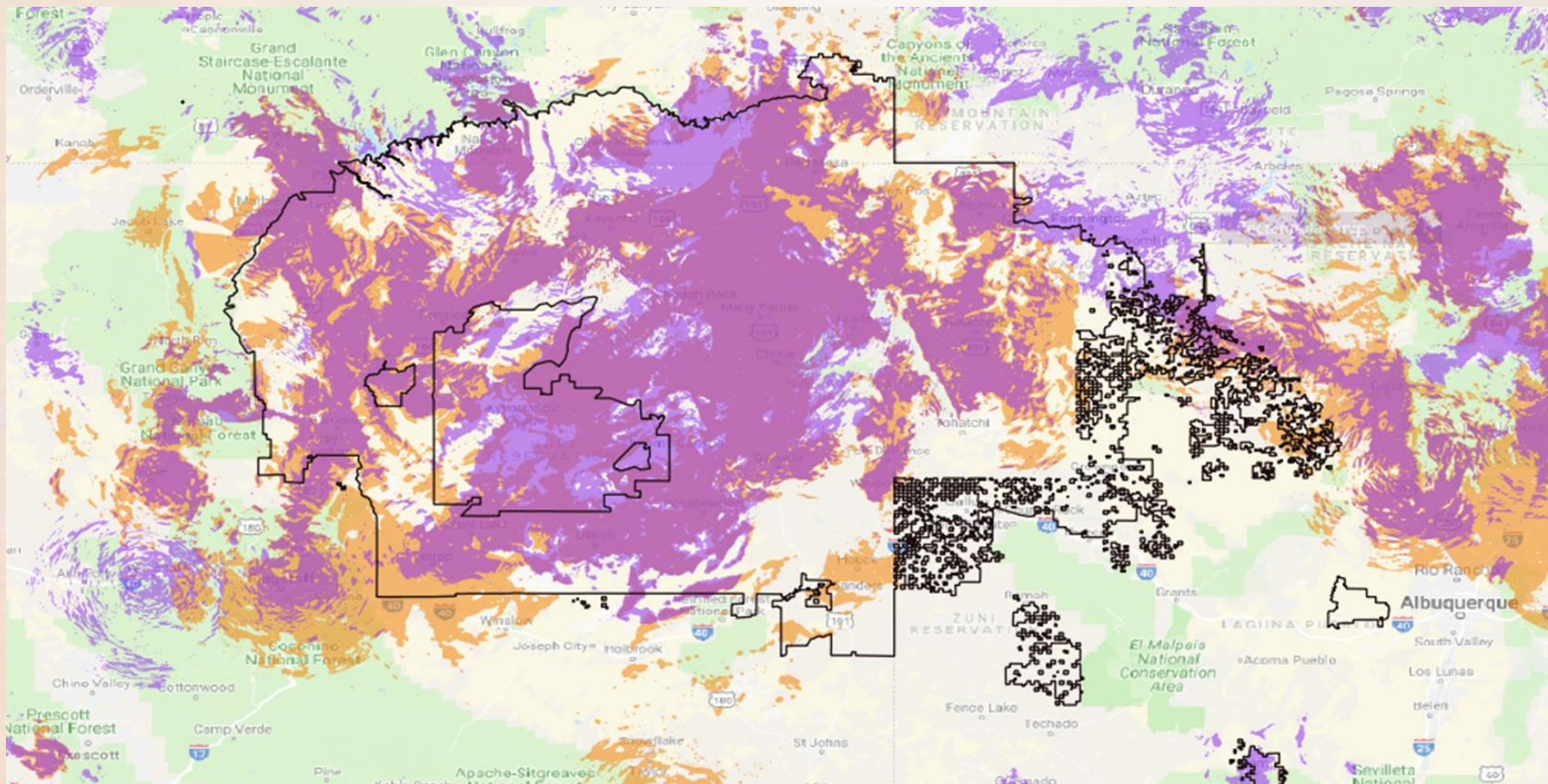


2014 COVERAGE AREA



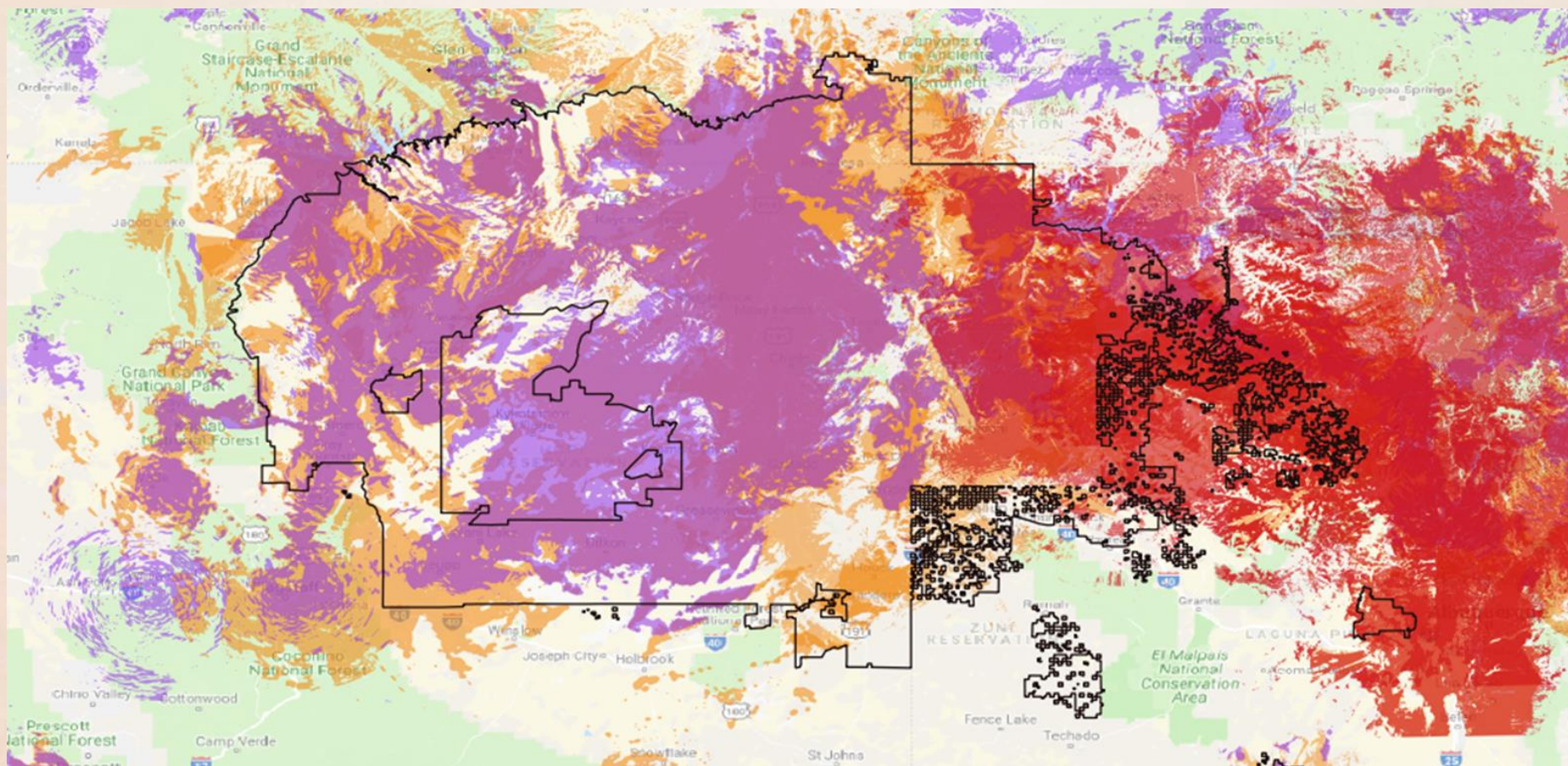
SEPTEMBER 23 – 24, 2019 | WASHINGTON, DC

2019 COVERAGE AREA



SEPTEMBER 23 – 24, 2019 | WASHINGTON, DC

PROJECTED 2025 COVERAGE AREA



SEPTEMBER 23 – 24, 2019 | WASHINGTON, DC

RETAIL STORES

- + In addition to providing DIA and point to point services to Enterprise customers, including schools and healthcare facilities, NTUAW provides fixed and mobile voice and broadband services to over 20k customers throughout the Navajo Nation.
- + Since 2011, NTUAW has opened 6 stores inside of NTUA District Offices.
- + Despite the fact that each store has a unique foot-print in terms of available space, each are given the same look, feel and merchandizing.

RETAIL STORES



RETAIL STORES



RETAIL STORES





RETAIL STORES



SEPTEMBER 23 – 24, 2019 | WASHINGTON, DC



RETAIL STORES



MOBILE RETAIL INITIATIVE

- + We have found one of our most successful initiatives to be mobile retail events.
- + Through these events, we extend our reach to bring services to the people.
- + We host regularly scheduled mobile events at flea market events across the Nation and at Chapter events to coincide with Food Distribution Day.
- + Examples of Chapters where we've provided service:
 - + Alamo Bend
 - + Red Valley
 - + Pinon
 - + Blue Gap
 - + Cameron
 - + Teesto
 - + Dennehotso
 - + Lechee
- + To schedule an event: Velena Tsosie 928-383-4004

MOBILE RETAIL



SEPTEMBER 23 – 24, 2019 | WASHINGTON, DC

MOBILE RETAIL

Navajo Owned. Navajo Proud.

FREE PHONE

choice

We're in Shonto!
Come see our Mobile Team
in a town near you!

choice
MOBILE TEAM

SEPTEMBER 23 – 24, 2019 | WASHINGTON, DC

COMMUNITY INVOLVEMENT

- + NTUAW gives back to the community by sponsoring and attending events each year.
- + NTUAW annually is the title sponsor of the two largest basketball tournaments on the Navajo Nation.
- + NTUAW and ATNI combine to provide \$20,000 in annual scholarships to needy Navajo students.

COMMUNITY INVOLVEMENT



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

You and 67 others 7 Comments 20 Shares

Love Comment Share

Most Relevant



Jax King Cool Bubz

Like · Reply · 8w



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

Like · Reply · 8w



Lano Yazzie



Write a comment..

COMMUNITY INVOLVEMENT



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!



GIVING BACK



Application deadline: April 26, 2019. Visit: www.ntua.com




choice **Choice Wireless**
Page Liked · April 23 · 🌐

Choice NTUA Wireless, ATN International, and the Navajo Tribal Utility Authority are proud to offer scholarships in the communications and energy industries to the promising and talented students living in the Navajo Nation. The application deadline is swiftly approaching. Please share this opportunity with a student you know! <http://ntua.com/scholarship-program.html>

5 2 Comments 3 Shares

👍 Like 💬 Comment ➦ Share

Most Relevant

 Write a comment...



“BASKETBALL OR NOTHING”- NETFLIX



“BASKETBALL OR NOTHING”- NETFLIX



SEPTEMBER 23 – 24, 2019 | WASHINGTON, DC



VALUE TO NAVAJO

- + In 2018, NTUAW was instrumental in helping San Juan County, UT to elect its first ever majority Native Navajo County Commission.
- + NTUAW accomplished this by providing free Broadband at all of the County's Voter Registration events that enabled the Native Navajo residents of the County to register to vote and ultimately elect the Commission.

San Juan County's first majority-Navajo commission sworn in

By Cindy Yurth · January 7, 2019



Navajo Times | Cindy Yurth
Willie Greeyes and Kenneth Maryboy (second and third from right, respectively) are sworn in by a judge along with other elected officials this morning.

CHALLENGES

+ Spectrum Licenses

- + Eastern Agency

+ Identity

- + Public/Private Partnership

+ Expansion Challenges

- + R.O.W. issues can last for years

- + Lack of available retail space

THE STRUGGLE

3/28/18

NTUA Broad band
 Rectangular Snip
 Re: Dixon area
 Castle Butte? no service

Your newsletter states there is improvement. No, many families have NTUA wireless. The service works only in Dixon.

There is No services in Castle Butte. There are too many buttes. you drive to a hill or drive 15 miles to Bashas Dixon to use your phone.

You need a tower near standing home or on top of Highland Plain. This is the only way we will get service.

Your report on improved rural regions are false. We need towers. Even the people who live down in the Badlands canyon call Black Rock near Joseph City, AZ have No Services.

Please help us!

The Billies
 Donnie
 The Charley family

Erna Paddock
 Katherine Paddock
 Randall Commins

Mary Jane Billie
 Natesha Billie
 Hwy 60, MP1-10

QUESTIONS

+ Contact:

+ Clyde F. Casciato

+ Ccasciato@ntuaw.com

+ 610-551-1603