



# Non-ILEC Communication Providers

**Joseph Franell**

President - Eastern Oregon Telecom/Blue Mountain Networks  
Chair – Oregon Broadband Advisory Council

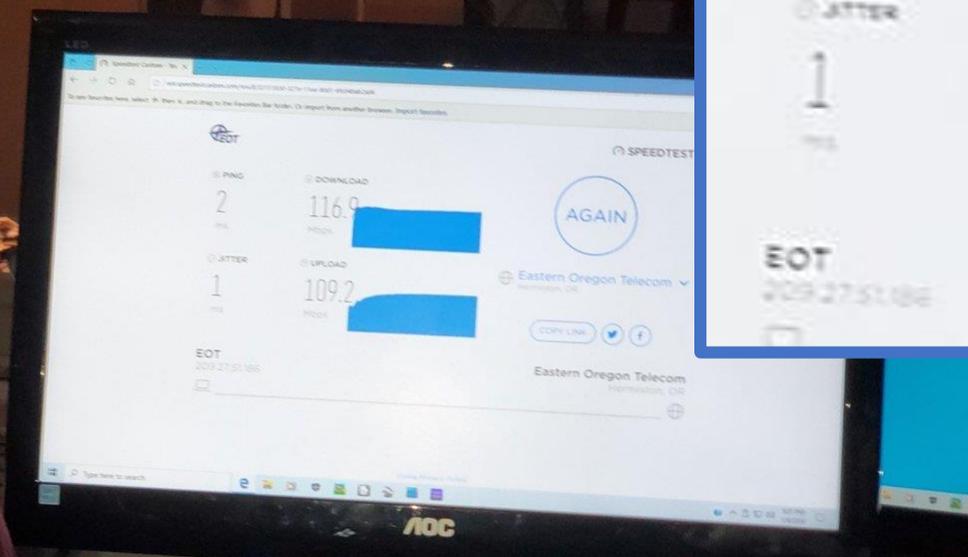
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# Who Are We?

Blue Mountain Networks is the parent company of Eastern Oregon Telecom and Gorge Networks, rural Internet service providers and competitive telephone companies serving residents and businesses in the Mid-Columbia region, Northeastern Oregon and parts of Southeastern Washington.

Technologies deployed include Fiber to the Business, Fiber to the Home (FTTH), Hybrid Fiber/Coax (Cable Modem), Fixed Wireless, DSL, TDM Voice and VOIP. We are currently providing residential and/or commercial **Gigabit services in thirteen** of the communities in our service area and have FTTH construction underway in **two** more.





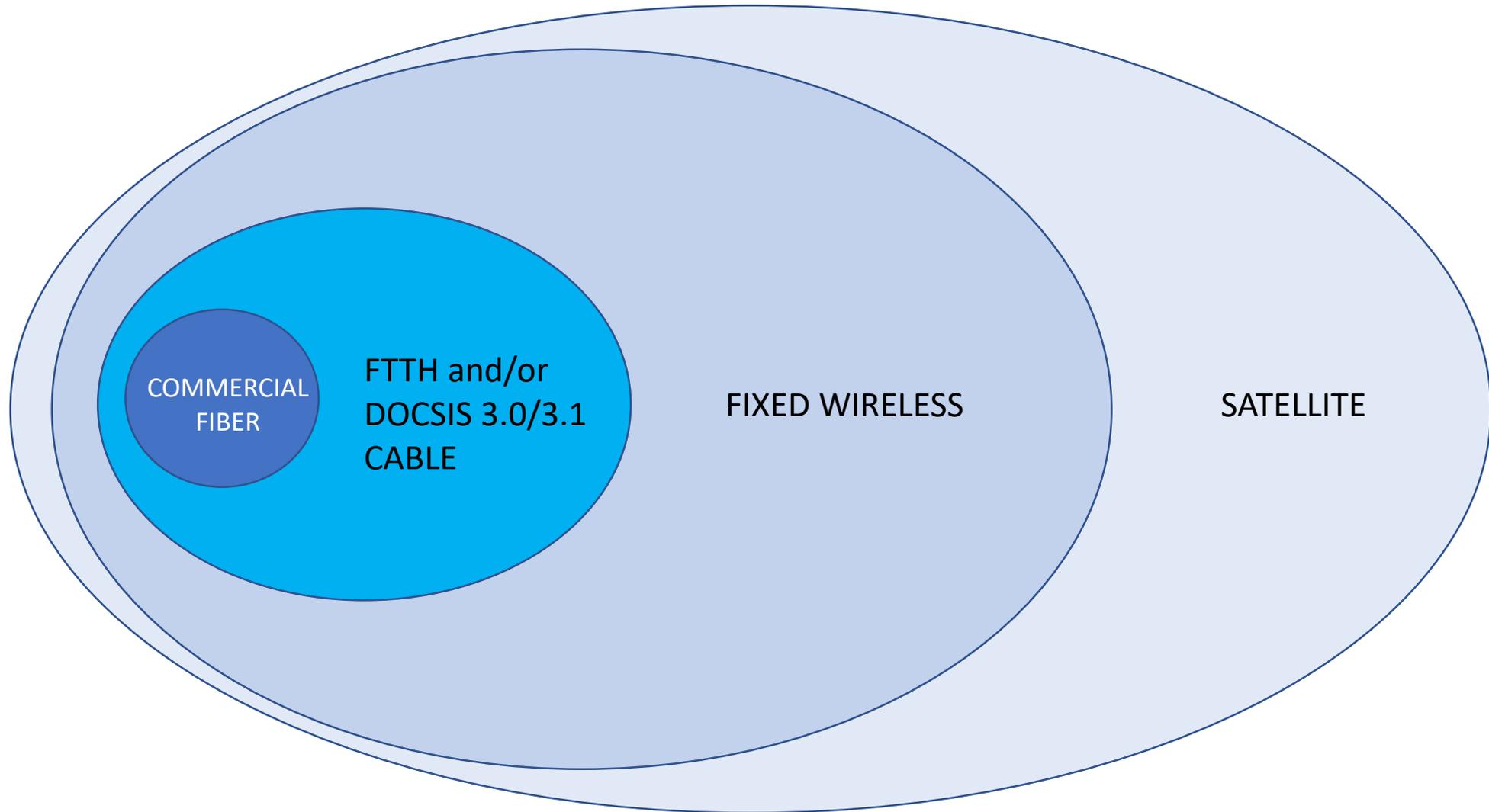
Dave Spurgeon  
FTTH Customer  
in Weston, OR

# Industry Trends



- We've experienced a 40% loss in phone lines since 2009.
- At the same time, we've doubled our Internet connections while bandwidth consumption has increased 30,000%.
- Rapid transition from traditional voice (TDM) to Internet Protocol voice (VOIP). One result: TDM long-distance voice routes are almost impossible to find and are becoming more expensive.
- Marked increase in awareness in rural markets of the absolute necessity of having broadband availability.

# Technologies Deployed



HIGH POPULATION DENSITY

ULTRA-LOW POPULATION DENSITY

# Developing and New Technologies



- 5G (usefulness and application depends on architecture) (not a replacement for fiber where available but likely will be complimentary).
- Low Earth Orbit Satellites (ideal for ultra-low density or developing markets) (not a replacement for fiber where available).
- Higher Capacity Geo-stationary Satellites (not a replacement for fiber where available).
- Quantum Communications (could become a disruptive leap in communications).

# Policy Trends

- Fear of Chinese telecommunications equipment is creating uncertainty in the market. Who is next?
- Google Fiber irrevocably changed expectations for franchises. There is now no enforceable expectation of a competitive provider building to the majority of address within a franchise footprint. This, IMHO, increases the need for a COLR.
- Geographically driven, wide variations in transport costs across the state makes closing the digital divide very difficult. Today wholesale bandwidth costs range between one cent/Mb/month to \$10/Mb/month.





Questions?



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