



AWN
Alaska Wireless Network

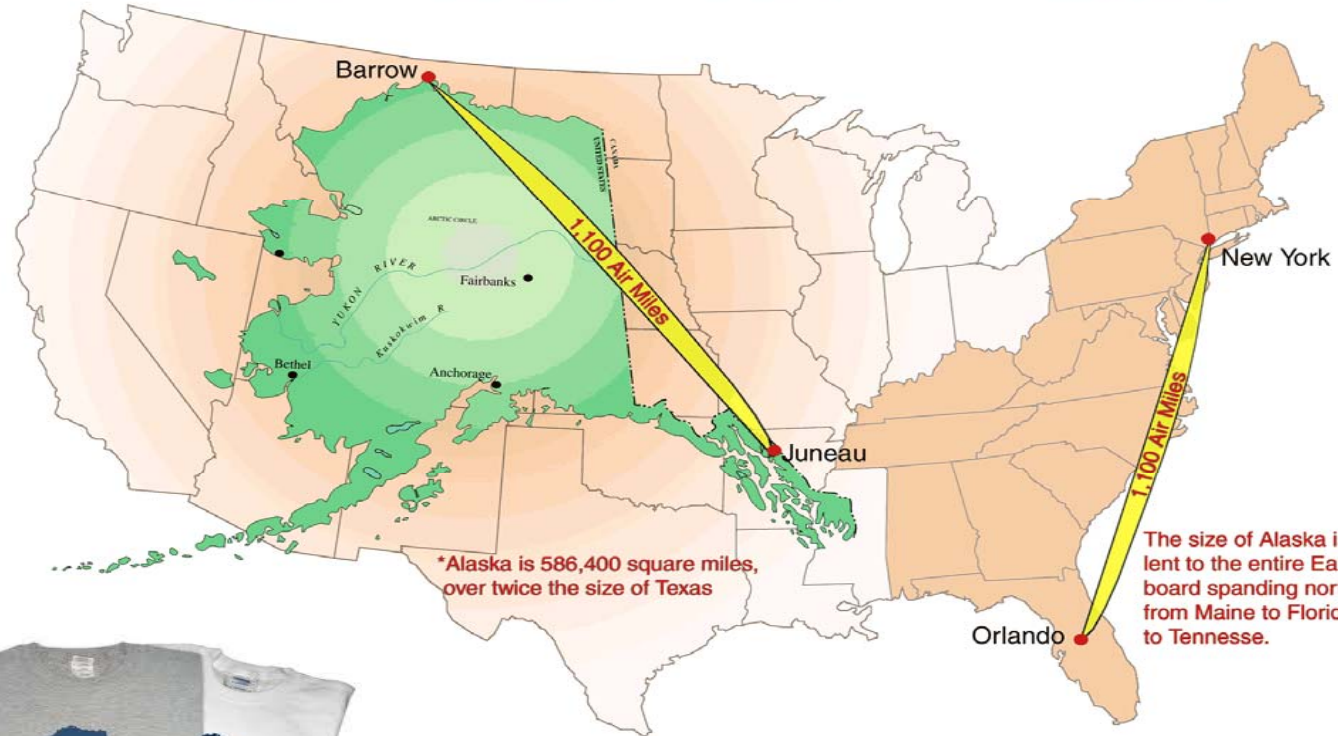


What is AWN?

- Created July 22, 2013
- Unique Model
 - Provides wholesales services to its owners (GCI and Alaska Communications)
 - Reduce Operational Costs
 - Better compete with National Providers
- AWN is a Wholesaler
 - Operate, maintain & build network
 - Provides wholesale services to GCI and Alaska Communications
 - Plan/Product development and support
 - Handset Testing/Certification
 - SIM/Profile Management



SIZE AND DISTANCE COMPARISON



95%

Alaska's population covered by AWN –
712,500 potential subscribers

- Serves more than 250,000 urban and rural retail subscribers
- Over 250 communities served



The Networks

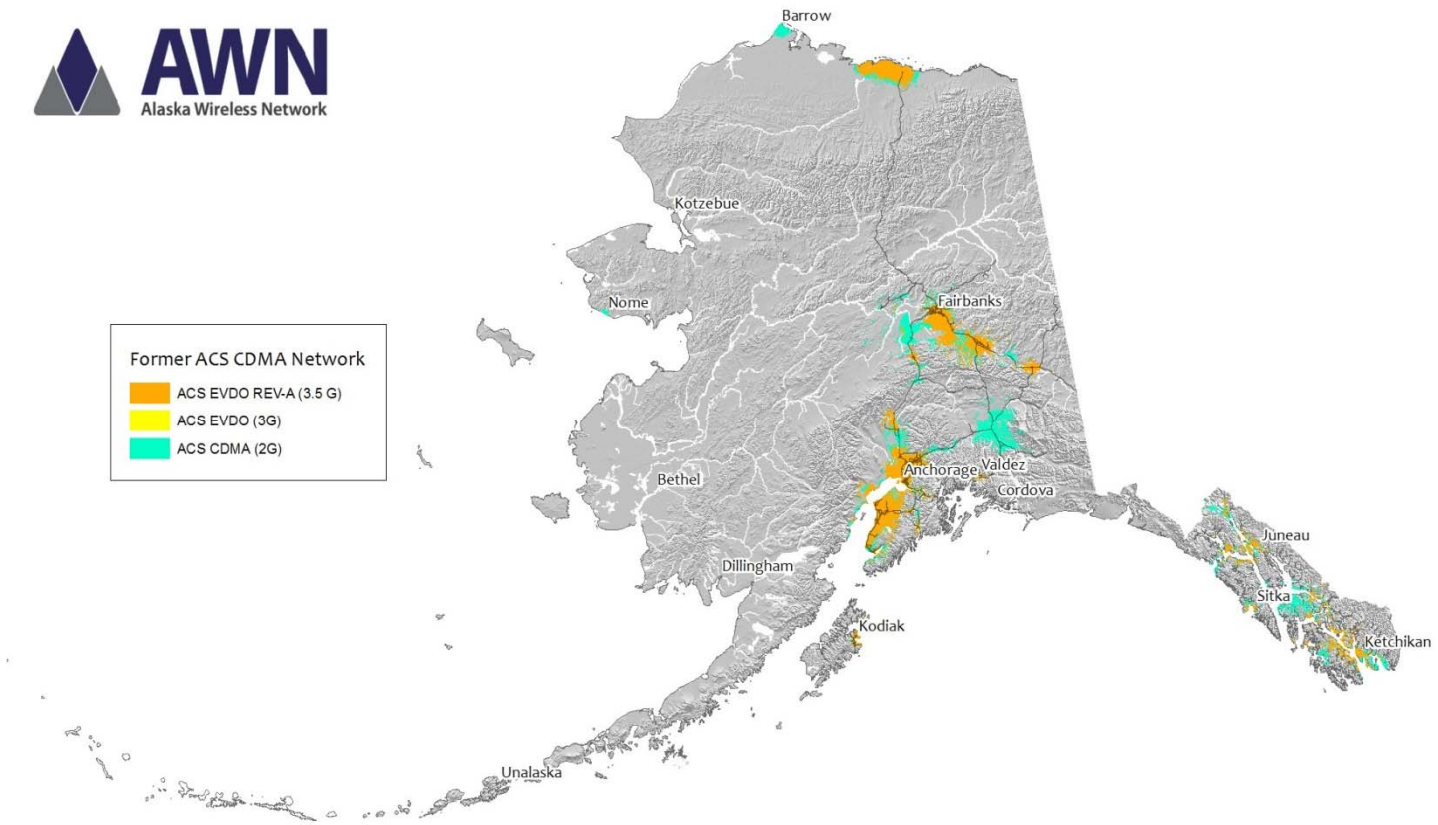
- 6 Networks
 - 2 CDMA Networks
 - Former Alaska Communications CDMA Network
 - Former GCI (Alaska Digitel) CDMA Network
 - 3 GSM Networks
 - Former GCI (Alaska Wireless) GSM Network (Tecore)
 - Former GCI Rural AK GSM Network (Star Solutions/Vanu)
 - Former GCI Urban Network (Ericsson)
 - 1 LTE Network
- GSM + LTE is Go-Forward Consumer Technology for AWN

CDMA Network



Former ACS CDMA Network

- ACS EVDO REV-A (3.5 G)
- ACS EVDO (3G)
- ACS CDMA (2G)

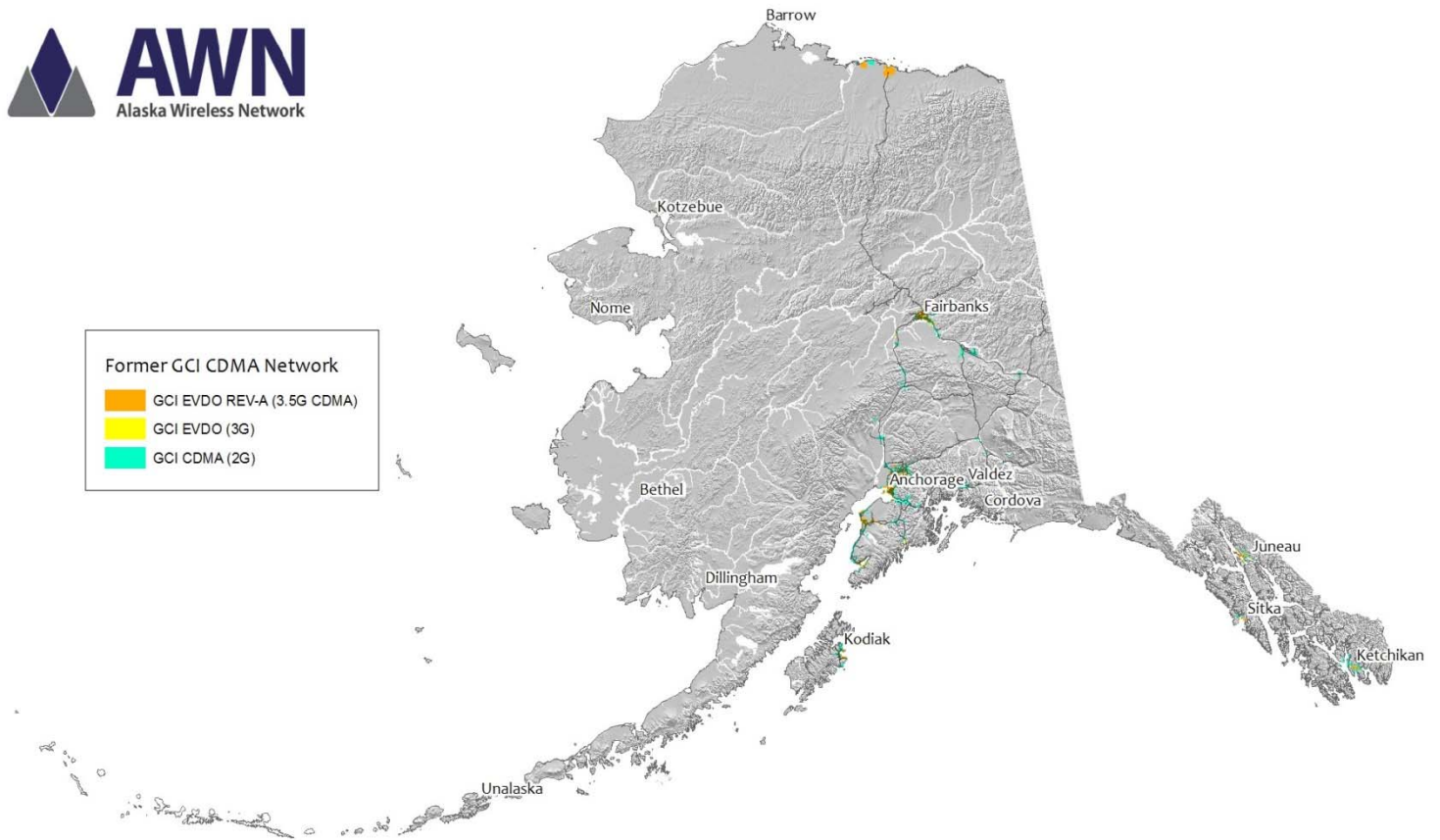


CDMA Network



Former GCI CDMA Network

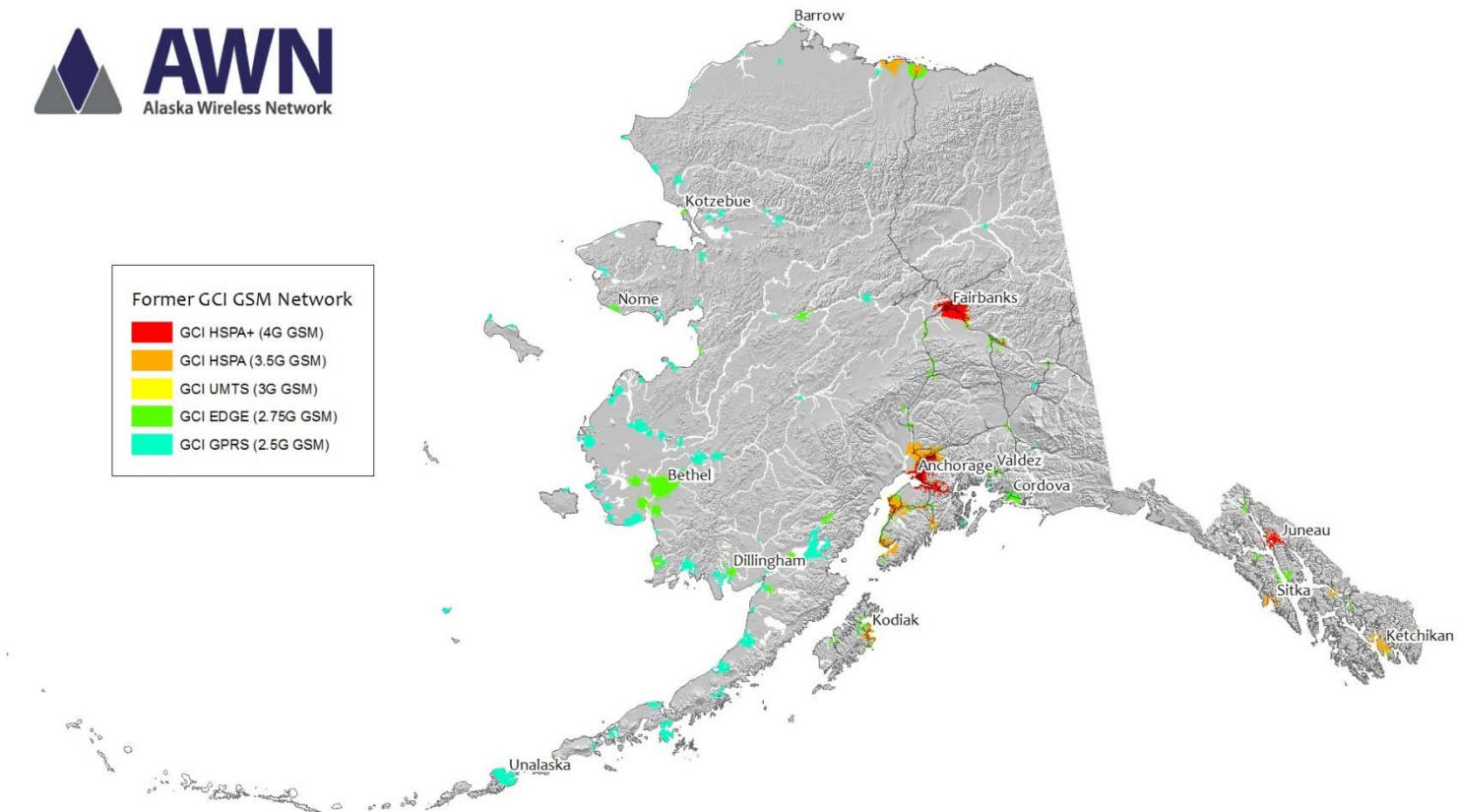
- GCI EVDO REV-A (3.5G CDMA)
- GCI EVDO (3G)
- GCI CDMA (2G)



GSM Network

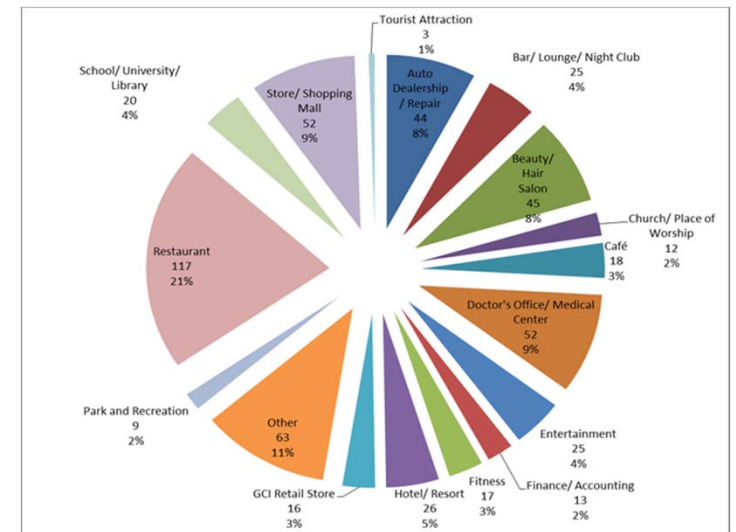


- Former GCI GSM Network
- GCI HSPA+ (4G GSM)
 - GCI HSPA (3.5G GSM)
 - GCI UMTS (3G GSM)
 - GCI EDGE (2.75G GSM)
 - GCI GPRS (2.5G GSM)



Other Systems

- 5 Prepaid Platforms
 - 3 GSM / 2 CDMA
 - Merging onto a new single GSM-based system
- TurboZone Network: 2.4/5Ghz Wifi
 - High-Speed backhaul (20-100+Mbps) at all locations
 - 1200+ Locations Statewide
 - Access included as part of cellular data plans



TurboZone

FEMTO/Small Cell

- Trial Underway to run through 2014
 - Residential & Enterprise
- Primary goal: provide indoor voice coverage where macro cellular can't reach
 - Improve service and customer experience
 - Reduce churn
 - “Stickiness”
- Offload data to customers Internet connection

Challenges...

- GCI was predominately GSM provider
- Alaska Communications was CDMA provider
- Merging two carriers onto a single GSM+LTE infrastructure
 - Transitioning customers
 - Handsets
 - Customer experience (CDMA vs. GSM)
 - Multi-tenancy
 - Provisioning Systems
 - Prepaid Systems
 - Reporting

Challenges continued...

- **Multiple Billing Systems**
 - Small differences can mean big incompatibilities
- **Contracts**
 - Support contracts were all owned by GCI or ACS
 - Many of them transfer to AWN in whole or in part
 - Wholesale model confusing for many vendors
 - Handset vendors are used to building agreements with companies who buy handsets
 - Services vendors don't know who/what we are



Thank you



AWN

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