Working with Internet Service Providers to facilitate FTTP builds in Colorado communities
Diane Kruse
CEO, NEO Connect

Stephanie Piko
Mayor, Centennial, CO

Monica Webb
Market Development
Ting Internet
Public-Private Partnerships

What can a Local Government Bring?

- Streamlined or Bulk Permitting
- Co-Branding
- Market Data
- Existing Fiber
- Government-Owned Land, Collocation Space
- Anchor Tenant
- Capital - Long term Financing, Grant Partnership, Local Covid Relief Funding
Can the Local Government Contribute Capital? How much?

Control (Ownership or Capital Contribution)

Risk

Reward or Benefits Gained

Risks Include:
- Political
- Capital
- Execution - both Construction and Operational

Rewards Include:
- Ubiquitous Coverage
- Build-out Schedule
- Pricing
- Lower-Income Offering
- Co-Branding
Monica Webb: Ting P3 Experience
The Ting P3 Experience

Who is Ting?

P3s from an ISP perspective:

● Risk vs. Reward
● Market conditions
● City eagerness

Ting’s experience:

● Anchor ISP on municipal network: Westminster, MD
● Municipal fiber ring IRU
● Construction cost sharing
● Full Ting network
Ting’s P3 Best Practices

- Points of contact
- Understanding the community
- Municipal review of permitting and deployment regulations
- Proactive, collaborative work
- Joint celebration of milestones
Stephanie Piko: Centennial Case Study
Discussion & Resources

- Coalition for Local Internet Choice: localnetchoice.org
- MuniNetworks: muninetworks.org
- BBC Magazine: bbcmag.com
- Conferences like Mountain Connect