



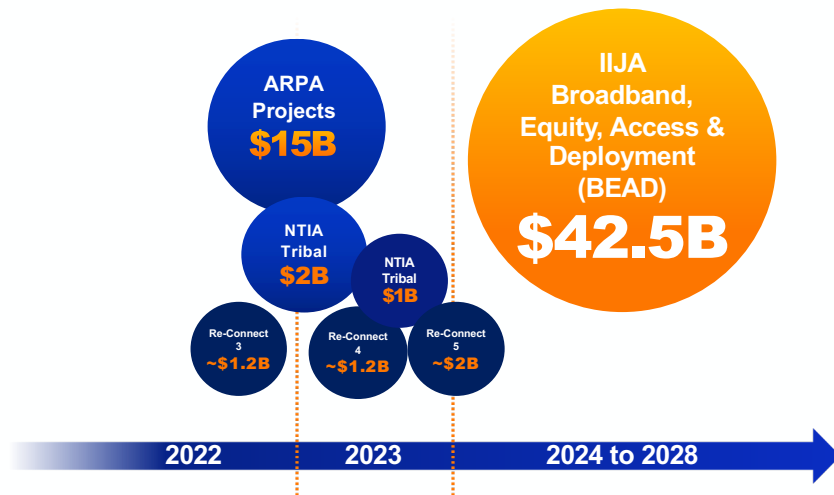
Delivering on the promise of

# Community Experiences

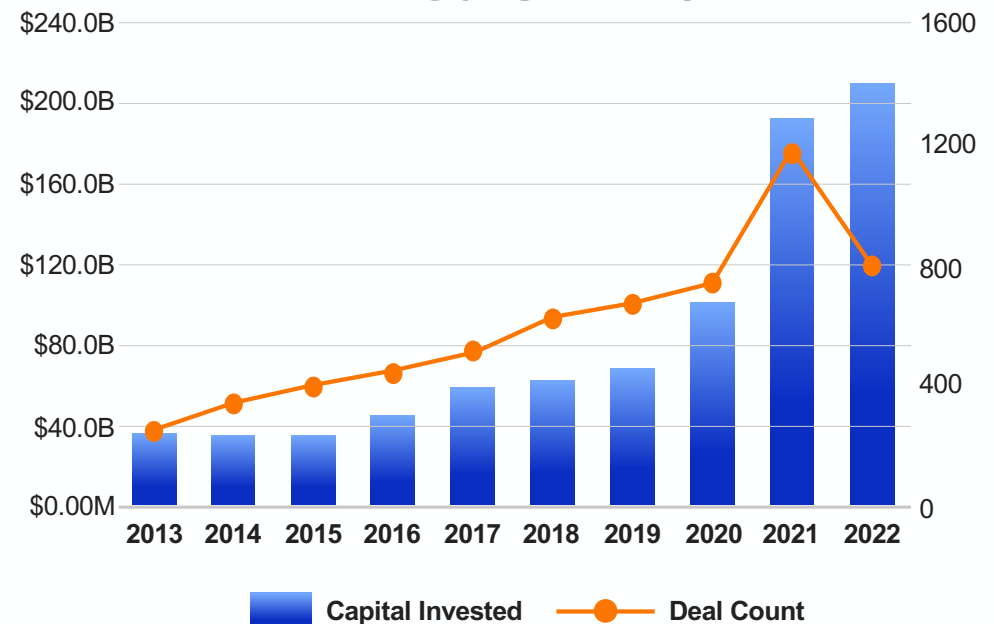


# Public and Private Funding is Growing in All US Markets

## Over \$80B Public Funding for Rural US



## Over \$200B in US-Based TMT Deals in 2022

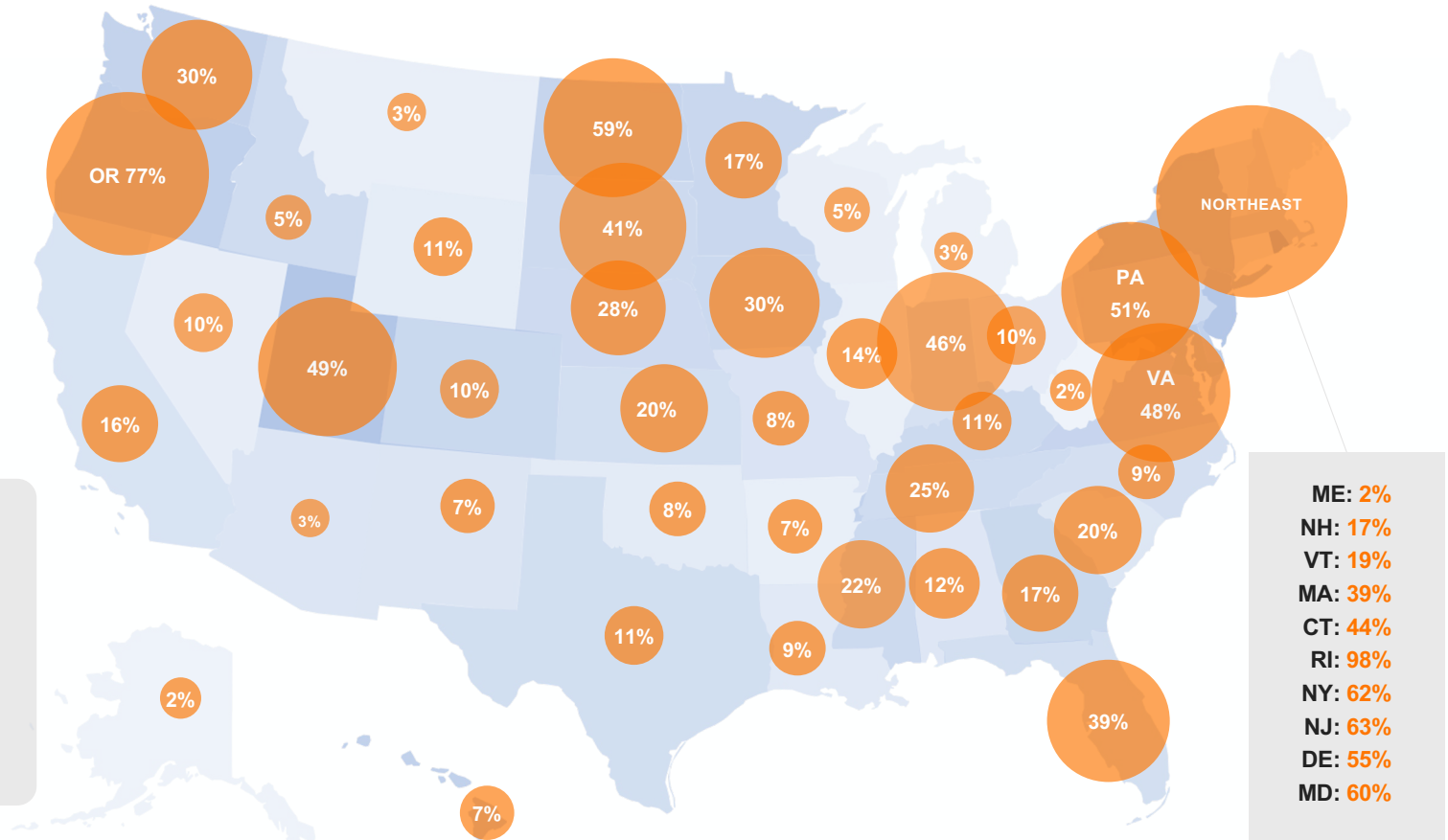


# Fiber is Lighting up the World

Bringing  
experience to  
the farthest  
reaches of  
North America

National Average Today

43%



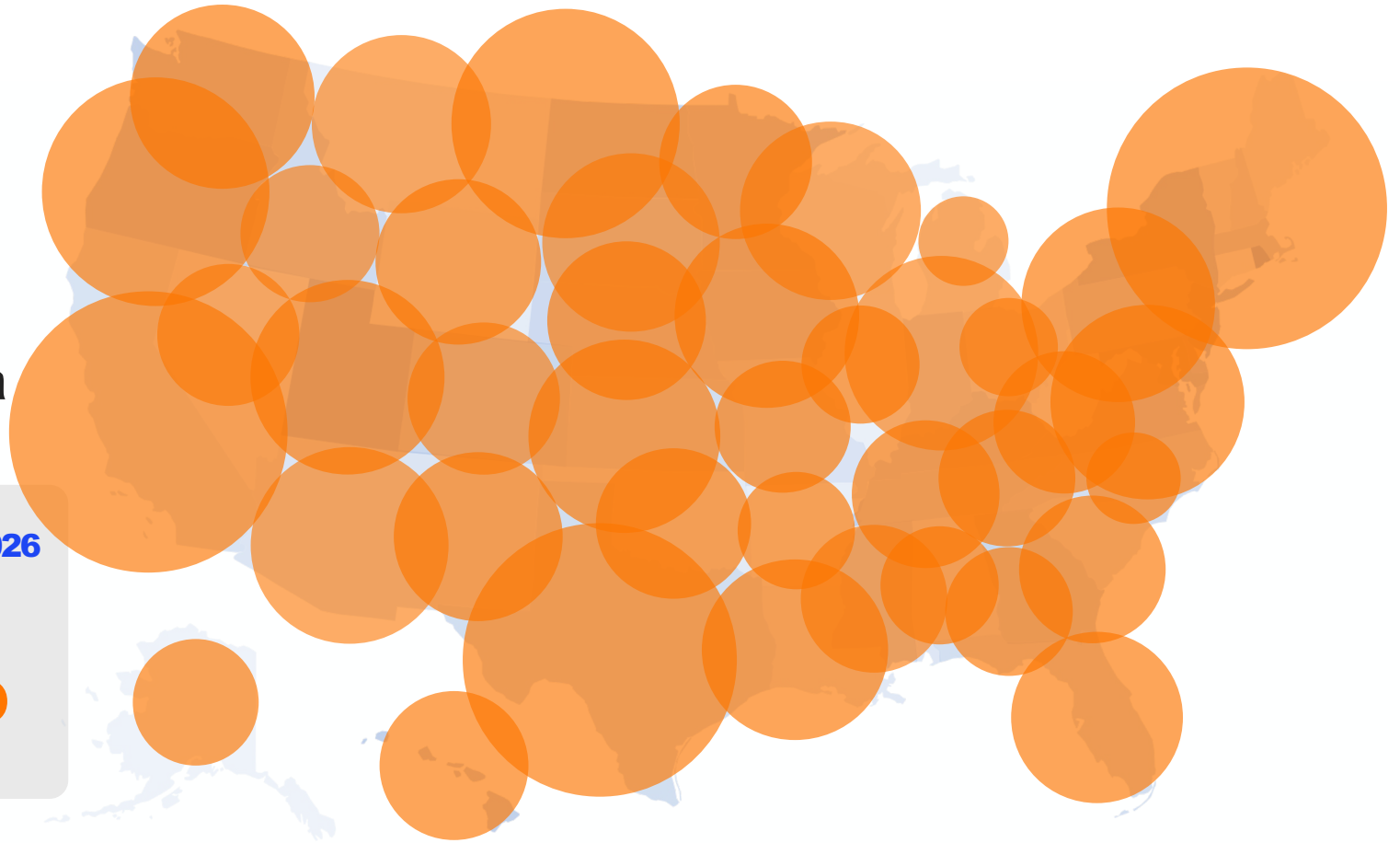
Simplify. Excite. Grow.

# Fiber is Lighting up the World

Bringing  
experience to  
the farthest  
reaches of  
North America

National Average by 2026

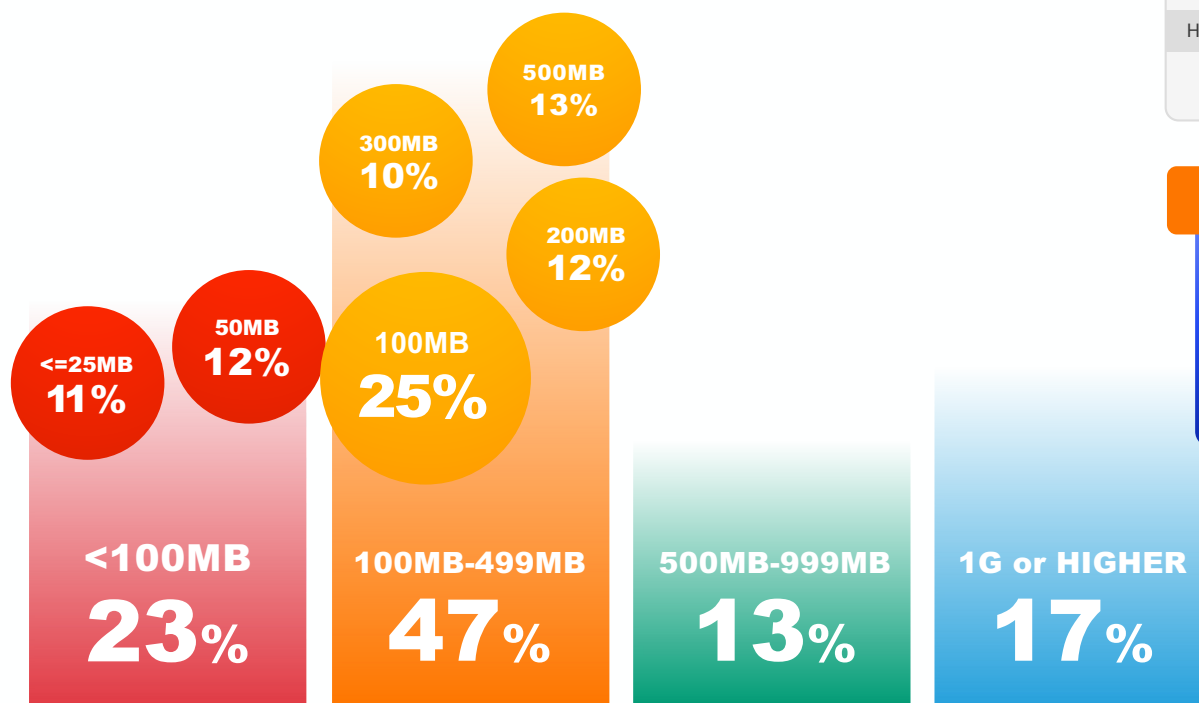
**73%**



Simplify. Excite. Grow.



# Price and Speed Will Not Win



<div>\$44.99</div> <div>Per Month</div> <div>300 Mbps</div> <div>Unlimited usage</div> <div>Hardware free to use</div> <div>5-year price guarantee</div>	<div>\$49.99</div> <div>Per Month</div> <div>500 Mbps</div> <div>Unlimited usage</div> <div>Hardware free to use</div> <div>5-year price guarantee</div>	<div>\$59.99</div> <div>Per Month</div> <div>1000 Mbps</div> <div>Unlimited usage</div> <div>Hardware free to use</div> <div>5-year price guarantee</div>
--	--	---

## Margin Death

- No differentiation
- Speed as the only GTM
- Lifetime price or guarantee
- Might as well throw in a toaster



Simplify. Excite. Grow.



**Are You Playing  
The Long Game?**





# Why is this Important?

## You Can Transform Society – One Community at a Time



CO-OP'S & TRIBAL ORGANIZATIONS SHOULD BE ABLE TO **INVEST IN BROADBAND CONNECTIVITY** THAT IS EFFICIENT AND SIMPLE TO OPERATE.

COMMUNITIES SHOULD NOT HAVE TO **COMPROMISE ENVIRONMENTAL STANDARDS** IN ORDER TO GET FAST BROADBAND.

CHILDREN SHOULD NOT BE **EXPOSED** TO MALICIOUS AND PERNICIOUS CONTENT.

FAMILIES SHOULD NOT HAVE TO **WORRY** ABOUT BEING **HACKED** OR THEIR EMAIL READ BY STALKERS.

IF TEENAGERS ARE **BULLIED** ON SOCIAL MEDIA PLATFORMS, THEIR PARENTS SHOULD KNOW.

UNDERPRIVILEGED CHILDREN SHOULD NOT HAVE TO DO THEIR **HOMEWORK** IN FAST FOOD RESTAURANTS OR PARKING LOTS.



# Managing Wi-Fi



**Longmont, CO**



**2<sup>nd</sup> Fastest BSP in  
the nation, 2022**

**25k+**

**Subscribers**





**Delighted Subscribers**

**jade**

**Alamosa, CO**

**+55**

**NPS**

Overall Subscribers

**+90**

**NPS**

Managed Service  
Customers with ARLO



# Protecting Kids & Mental Health



**Three River**  
COMMUNICATIONS

**Fairfield, MT**

**Social Media Monitoring for  
Families & Communities**

**Offering Bark free  
to help at-risk students**





# Enabling Small Businesses to Thrive

**sctelcom<sup>®</sup>**

**Medicine Lodge, KS**

**172**

**Small Business  
Opportunities**





**Competition  
is coming**



A large, bold, white number '2' is centered on the left side of the image. The background of the '2' is a blue square with diagonal streaks of varying shades of blue and white, creating a sense of motion or speed.

# 2

**Don't get caught  
in a race to zero**

A large, white, stylized number '3' is positioned on the left side of the image. It is set against a blue background that features a pattern of diagonal streaks in various shades of blue and purple, creating a sense of motion or energy. The number '3' is the primary visual element on the left.

# 3

**Play the long game  
with experiences  
your community  
deserves**



# CONNEXIONS 2023

INNOVATION AND CUSTOMER SUCCESS CONFERENCE

**OCTOBER 14 - 17**

Wynn Las Vegas Resort and Spa

[calix.com/connexions](https://calix.com/connexions)