August 20, 2009

BTOP Representative
National Telecommunications and Information Administration
U.S. Department of Commerce
Washington, D.C. 20230

Re: Submission of BTOP NOFA Method of Acceptance of Supplemental Attachments

To whom it may concern,

Please use this letter as notification that PTI Pacifica Inc., dba IT&E wishes to add additional attachments which were unable to be loaded during the submissions deadline to their grant application. Below is the requested information in accordance with the Notice of funds availability; method of acceptance of supplemental attachments.

Easygrants ID - 1115
Receiving Agency - BTOP
Type of Project - Infrastructure
Project Title - Next Generation Network - Middle Mile Infrastructure Plan

Primary Contact Information

Velma Palacios
+1 (670) 682 2090
velma.palacios@itehq.net

Secondary Contact Information

Larry P Knecht
+1 (670) 682 2600
larry.knecht@ptihq.com

List of attachments not submitted online

1115_06_Q-26 Cost per Household-MM.doc
1115_07_Q-27 Affordability-MM.doc
1115_10_Q-34 Attachment E - Project Plan and Build Out Schedule-MM.doc
1115_11_Q-37 Management Team Resumes_Lawrence P. Knecht.doc
1115_11_Q-37 Management Team Resumes_Dr. Frederick Richard Hill.doc
1115_11_Q-37 Management Team Resumes_Mar P. Santos.doc
1115_11_Q-37 Management Team Resumes_Lean Loan.doc
1115_11_Q-37 Management Team Resumes_Velma Palacios.doc
1115_11_Q-37 Management Team Resumes_Alan Pacheco.doc
1115_11_Q-37 Management Team Resumes_Ernesto Baysa.doc
1115_11_Q-37 Management Team Resumes_Gina Leon Guerrero.doc
1115_11_Q-37 Management Team Resumes_Jim Calderwood.doc
1115_11_Q-37 Management Team Resumes_Ramir Deleon.doc
1115_11_Q-37 Management Team Resumes_Ray Sanchez.doc
1115_11_Q-37 Management Team Resumes_Richarte Dumlao.doc
1115_11_Q-37 Management Team Resumes_Sharon Abragon.doc
1115_11_Q-37 Management Team Resumes_Sharon Arboleda Porr.doc
1115_12_Q-39 Organization Chart.pdf
1115_14_Q-41 Government and Other Key Partnerships-WIA
1115_14_Q-41 Government and Other Key Partnerships-TLI
1115_14_Q-41 Government and Other Key Partnerships-Bordallo
1115_14_Q-41 Government and Other Key Partnerships-MVA
1115_14_Q-41 Government and Other Key Partnerships-ARC
1115_14_Q-41 Government and Other Key Partnerships-NMC
1115_14_Q-41 Government and Other Key Partnerships-SCoC
1115_16_Q-45 Attachment G - Detail Project Cost - MM.pdf
1115_17_Q-47 Historical Financial Statements-Balance Sheet
1115_17_Q-47 Historical Financial Statements-Income Statement
1115_17_Q-47 Historical Financial Statements-Statement of Cash Flows
1115_18_Q-48 Attachment H-Subscriber Estimates-CNMI
1115_18_Q-48 Attachment H-Subscriber Estimates-Guam
1115_24_Q-50 Financial Assumptions

ATTACHMENT H - Broadband Subscriber Estimates

Instructions: Using the table below, please estimate the number of subscribers for each distinct type of service offering on a quarterly basis over the five year forecast period. Combine all service pricing tiers of broadband data services into a single service offering. The subscriber projections must be described separately by the type of services offered, and by type of entity (households, businesses, "strategic institutions" i.e., critical community facilities, community anchor institutions, and public safety entities) to which services are offered. For last mile subscribers, please also provide, on a separate sheet, your estimated take rate (the percentage of total customers passed who will subscribe to your service), along with a brief description of the methodology used to forecast these subscribers/take rates. Middle mile applicants should indicate their subscriber forecasts in terms of the entities served via the last mile service providers, community anchor institutions, or public safety entities that are connected to their middle mile network. Middle mile applicants should also provide a reasoned basis for these subscriber forecasts (e.g., agreements in principle with existing or planned last mile service providers, market studies, etc).

Household Subscribers	**YEAR 0**	**YEAR 1**					**YEAR 2**				**YEAR 3**				**YEAR 4**				**YEAR 5**			
Service Type #1		Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Net add-ons																					
Cumulative subscribers																					
Service Type #2																					
3g																					
Net add-ons	[redacted]																				
Cumulative subscribers																					
Service Type #3																					
WiMAX																					
Net add-ons	[redacted]																				
Cumulative subscribers																					

Business Customers	YEAR 0	YEAR 1				YEAR 2				YEAR 3				YEAR 4				YEAR 5			
Service Type #1		Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
DSL																					
Net add-ons	[redacted]																				
Cumulative subscribers																					
Service Type #2																					
3G																					
Net add-ons	[redacted]																				
Cumulative subscribers																					
Service Type #3																					
Net add-ons	[redacted]																				
Cumulative subscribers																					

Strategic Institution	YEAR 0	YEAR 1				YEAR 2				YEAR 3				YEAR 4				YEAR 5			
Service Type #1		Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
DSL																					
Net add-ons	[redacted]																				
Cumulative subscribers																					
Service Type #2																					
3G																					
Net add-ons	[redacted]																				
Cumulative subscribers																					
Service Type #3																					
WiMAX																					
Net add-ons	[redacted]																				
Cumulative subscribers																					

Q26 – BTOP ONLY - Cost per Household-Middle Mile

The total cost of the Next Generation Network project is $10,062,991.91 and according to the 2000 census there exists 38,769 households in Guam and 14,055 households in the CNMI. Based on the total project budget and total households in Guam and the CNMI (52,824) the average cost per household is $190.50.

Q27 – Affordability-Middle Mile

Pricing plans have been established taking into consideration multiple factors that evaluated prioritized criteria. The pricing goals of IT&E are to stimulate demand, sustain adoption, and make a return on investment. IT&E used these goals and the following considerations:

Projected Subscribers – Evaluated yearly projections estimated with and without marketing efforts to determine maximum thresholds for return on investment.

Projected Costs – Projections made to determine fixed and variable costs of services, including initial expenses and ongoing expenses. Expenses include implementation, maintenance, billing, and customer support.

Risk Evaluation - Evaluated potential risks associated with product offerings. The risks include subscription losses due to product diversity, related technology advancements, competitor offerings, competitor advantage in secondary market entry, and low demand.

Pricing Objectives – Important objectives for IT&E include stimulating demand, market creation/penetration, create value, future pricing, price stabilization, survival, and partial cost recovery.

IT&E used these factors to promote affordability and determined pricing of prepaid services. The main criteria included stimulate demand, create less risk to current subscriber levels, and partial cost recovery.

In consideration of prepaid promotions IT&E used a separate set of criteria to determine pricing of monthly subscription services: create value, low demand risk, survival, price stabilization, future pricing point penetration, and partial cost recovery.

IT&E used these criteria to help guide the development of maximum points of return using pricing levels and varied subscriber projections. The pricing structures proposed best stimulate demand and provide opportunities to support sustained adoption through future promotions discounting monthly services.

ATTACHMENT E – PROJECT PLAN (KEY PHASES AND MILESTONES TO DEMONSTRATE DEGREE OF COMPLETION)

- Use the following table to list the major network build-out phases and milestones that can demonstrate that your entire project will be substantially complete by the end of Year 2 and fully complete by the end of Year 3. This is to be done at the aggregate level (combining all proposed funded service areas.)
- Indicate how the milestones listed below will demonstrate these completion objectives. The applicant should consider such project areas as: a) network design; b) securing all relevant licenses and agreements; c) site preparation; d) equipment procurement; e) inside plant deployment; f) outside plant deployment; g) equipment deployment; h) network testing;
  i) network complete and operational. The applicant may provide any other milestones that it believes showcase progress.
- Project inception (Year 0) starts at the date when the applicant receives notice that the project has been approved for funding.
- In the table, provide any information (e.g., facts, analysis) to: a) demonstrate the reasonableness of these milestones; b) substantiate the ability to reach the milestones by the quarters indicated.
- On a separate sheet, describe the key challenges, if any, to a timely completion of the project, including any applicable mitigation plans.

Time Period	Quarter	List All Relevant Milestones	Support for Reasonableness/Data Points
Year 0	-	• Initiate Strategic Planning • Initiate Procurement	• This is the initiation of the first steps in the process and includes implement program structure to ensure ARRA reporting and guidelines are met. Include creation of ARRA Governance Model and execution of original quotes made.
Year 1	Qtr. 1	• Complete Microwave (3G and Inster Island Backhaul) • Billing System Design and Secure Relevant Licenses	• Reuse existing Billing System requirements. Microwave and Prepaid design will utilize vendor specs to speed design. The vendor will assist in obtaining the correct license.
	Qtr. 2	• Complete Procurement of Equipment • Complete Data Conversion Design	• Shipping from the US will take roughly 3 months and could run into delays due to weather. • The data conversion piece will take into consideration the legacy system.
	Qtr. 3	• Deploy and Test Microwave Equipment for 3G and Inter Island Backhaul • Initiate 1st Development round for Billing System • Initiate MPLS and Fiber Optic Design	• Deployment of microwave will allow staff to start work on the Fiber Optic and MPLS portions of the project. • Development will commence on the 1st round of the Billing System.
	Qtr. 4	• Complete Procurement of MPLS and Fiber Optic Equipment • Initiate 1st round of testing and mock data conversion	• The procurement for the MPLS and Fiber Optic equipment will also require 3 months and is prone to delays due to incremental weather. The 1st round of testing and mock data conversion should cover 75% of the functionality for the system.
Year 2	Qtr. 1	• Deploy equipment to sites for MPLS and Fiber Optics. • Initiate the Round 2 of the development, test and mock data conversion	• Complete the deployment and testing of MPLS and Fiber Optic equipment. • Includes 90% of the functionality.

	Qtr. 2	• Initiate round 3 of the development, test and mock data conversion.	• This is the last development round and will provide 100% of the functionality.
	Qtr. 3	• Perform UAT and deploy Billing System	• Execute UAT with a subset of IT&E employees in order to cage success. Deploy the system at the end of quarter. Decision will need to be made to wait to the end of the calendar year or go midstream.
	Qtr. 4	•	•
Year 3	Qtr. 1	•	•
	Qtr. 2	•	•
	Qtr. 3	•	•
	Qtr. 4	•	•

ATTACHMENT E (CONTINUED) – BUILD-OUT TIMELINE

Complete the following schedule for each proposed funded service area (or, if a middle mile project, for each last mile service area) to indicate the planned build-out in terms of: 1) the requested infrastructure funds; and 2) the entities passed. Entities passed include households, businesses, and "strategic institutions" comprised of critical community facilities, community anchor institutions, and public safety entities. In addition, please complete a separate schedule that aggregates all projected broadband subscribers within the proposed funded service area (or if a middle mile project, for each last mile service area). For BIP only, please include this information for the non-funded service areas as well.

Service Area A	**CNMI**																			
		YEAR 1				**YEAR 2**				**YEAR 3**				**YEAR 4**				**YEAR 5**			
	YEAR 0	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Infrastructure Funds																				
Infrastructure Funds Advanced (estimate)	0	$3149	$3149	$1227	$852	$821	$517	$240	$104											
Percentage of Total Funds	0	31%	31%	12%	8%	8%	5%	2%	1%											
Entities Passed & %																				
Households	0	0	0	3514	7028	14055	14055	14055	14055											
Percentage of Total Households	0	0	0	25%	50%	100%	100%	100%	100%											
Businesses	0	0	0	298	596	1191	1191	1191	1191											
Percentage of Total Businesses	0	0	0	25%	50%	100%	100%	100%	100%											
Strategic Institutions (Comm. Anchor, Public Safety, etc)	0	0	0	20	41	81	81	81	81											
Percentage of Total Institutions	0	0	0	25%	50%	100%	100%	100%	100%											
Service Area B	**GUAM**																			
Entities Passed & %																				
Households	0	0	0	9692	19385	38769	38769	38769	38769											
Percentage of Total Households	0	0	0	25%	50%	100%	100%	100%	100%											
Businesses	0	0	0	786	1572	3143	3143	3143	3143											
Percentage of Total Businesses	0	0	0	25%	50%	100%	100%	100%	100%											
Strategic Institutions (Comm. Anchor, Public Safety, etc)	0	0	0	66	112	224	224	224	224											
Percentage of Total Institutions	0	0	0	25%	50%	100%	100%	100%	100%											

Velma Palacios

Manager, Engineering/Plant Technical Services, PTI Pacifica Inc., dba IT&E

Job Summary

- The Manager, Engineering/Plant Technical Services, is responsible for overseeing the staff and operational functions of the Engineering and Outside Plant Services/Technical Support Services (OSP/TSS) Divisions. In the Engineering Division, the Manager provides guidance and oversight to the Division Supervisor in the research, design, planning and implementation of major telecommunications network planning and engineering projects. In the OSP/TSS Division, the Manager provides guidance and oversight to the. Division Supervisor in the installation and maintenance of residential and small business lines, cable maintenance, and the installation, maintenance and repair of all business telecommunication equipment sold by PTI

Duties and Responsibilities

- Know and uphold the established PTI Mission, policies and procedures, relevant provisions of the union agreement, PTI and Department objectives, quality assurance and safety programs and standards.
- Participate as a member of the management team in the development of the PTI business strategy and other short and long-term corporate plans, providing input and expertise relevant to engineering and plant technical services issues.
- Develop, in conjunction with the division supervisors, goals and objectives for the Department in line with the PTI Mission and business strategy.
- Provide guidance and oversight to Division Directors to assist them in ensuring efficient departmental operations through the development of performance measures, establishment of goals and objectives, setting priorities and obtaining and giving feedback.
- Develop, in conjunction with the Accounting Office, the annual budget for the Department, based upon input from the Division Supervisors. Reconcile monthly actual expenditures against the budget.
- Monitor the assignment and completion of tasks, projects and other responsibilities assigned to division directors to track effectiveness, ensure efficient and timely completions, and maintain compliance with Federal Communication Commission (FCC) regulations and other applicable federal and CNMI laws, and Department policies and procedures.
- Ensure that each division develops and implements a preventive maintenance program for all Plant facilities and equipment for which the Department is responsible.
- Approve Purchase Requisitions for materials and equipment needed by the department.

Education

- Bachelor's degree from an accredited college or university in telephony, electronic/electrical engineering, engineering management or related field

Work Experience

- Seven years experience in the technical and/or engineering aspects of telecommunications with two years supervisory/managerial experience

Sharon Arboleda Porra,
Asst. MIS Manager, PTI Pacifica Inc., dba IT&E

Job Summary

- In the absence of a MIS Manager for the first 7 months of my stay, worked together with another Asst. MIS Manager to oversee and manage the whole computer system of both the Hotel and Casino. Involved in the pre-opening project which comprise of the preparation and setup of all computers, integration of the different systems in order to attain a seamless computer operation for the hotel and casino. The responsibility is more focused on the Hotel Operation.
- Maintain the interface between the Hotel information System (HIS), Property
- Management System (Integram PABX System Interface, Mini bar, Voicemail), Pay TV (Guestserve) and the MICROS POS.
- Manage AS/400 environment on PC using Client Access/400 software in Windows 95
- (TCP/IP and NS/Router), Windows NT Workstation 4.0 and DOS interface
- Systems Administration for AS/400
- Ensure proper backup and recovery system for AS/400 machines
- Manage I Maintain MICROS 8700 operations and machines
- Maintain /l develop menus for the different revenue centers
- Administer to HIS Back Office Operations (GL, AP, Inventory) running on AS/400
- Support ABRA Payroll & Unitime Time & Attendance operations
- Configure / Maintain I Troubleshoot Local Area Network for both Hotel & Casino
- Support User Operations on Windows 95, Windows NT Workstation, Windows NT
- Server 4.0 environment
- Software / Hardware Installations / Maintenance I fixes for computers

Education

- College: University of San Carlos, Cebu City, Philippines. Bachelor of Science in Computer Engineering

Work Experience

- Present - Tinian Dynasty Hotel & Casino
- 1995 – 1997 Systems Engineer for AS/400

Sharon Abragon
Supervisor, Billing/Systems Engineer, PTI Pacifica Inc., dba IT&E

Job Summary

- The Supervisor, Billing Division/Systems Engineer, is responsible for supervising the staff and ensuring the accomplishment of the functional tasks of the Billing Division in processing all call records from the switches and loads them into the billing system, ensuring that all processes are performed properly and the customers are billed accurately. The Supervisor also performs as the Systems Engineer, analyzing and programming the AS400 system environment. The Supervisor will ensure that cost and quality objectives are achieved and customer expectations are met

Duties and Responsibilities

- Know and uphold established PTI Mission, policies and procedures, relevant provisions of the union agreement, Department and Division objectives, quality assurance and safety programs and standards
- Perform supervisory duties that include interviewing/hiring, coaching, counseling, monitoring attendance, taking disciplinary action, preparing performance appraisals, timekeeping and promoting employee involvement
- Supervise team of System Administrators and a Support Assistant, providing a work environment that focuses on both team and individual objectives and promotes empowerment for the employees in responding to customer needs
- Ensure efficient and successful division operations through the implementation of performance measures, establishing and meeting all goals and objectives, setting priorities and obtaining and giving feedback
- Ensure that all billing-related jobs are done accurately to ensure Customers are billed properly by checking all aspects of the billing cycle and making sure all new projects are in place and set up properly prior to running the cycle
- Evaluate new projects prior to launch and investigates technical aspects, creates software programs and implementation procedures, assigns tasks to staff, verifies test run results, and implements project
- Evaluate current system processes and develops problem solutions to decrease time usage and to improve on ease of use
- Analyze current hardware and software used in billing process and finds, evaluates and recommends problem solutions to improve ease of use, save on monthly operations expensed and improve the overall billing system
- Refer Customer billing problems to Customer Service and assist by developing input error queries and generating reports for Customer Service to use in correcting problems
- Analyze, create, and revise/fix programs in the AS400 system environment, using Command Language (CL) and Report Programming Generator (RPG) to maintain and improve the billing software/system and accomplish any other corporate system needs

Education

- Bachelor's degree from an accredited college or university in computer science or related field

Work Experience

- Five years progressively responsible experience in systems analysis and systems administration

Richarte Dumlao
Sr. Administrator (Analyst)- Systems/Network LAN, MAN & WAN,
PTI Pacifica Inc., dba IT&E

Job Summary

- Responsible for telecommunications systems and networking systems. Experienced individual contributor is responsible for planning, analyzing, recommending and supporting company's computer systems and network including but not limited to Routers, Switches, Firewalls, Linux, Windows servers, Data and Voice communication lines, operating systems and other types of software. Provides assistance to client staff on the most difficult problems. Participates in the design and planning of infrastructure to support new applications and technologies

Duties and Responsibilities

- Performs analysis and makes recommendations regarding server and network related equipment and software
- Develops and evaluates options in infrastructure planning to support new applications and technologies. Configures, installs and administers Routers, DSLAM, servers and network hardware and software
- Provides network operations support including data back ups, data restores, disaster recovery and storage management. Analyzes server and network activity and maintains performance monitoring systems as well as other software programs
- Develops departmental hubbing, diversity and meshing schemes for intranet which meet user expectations for mission critical applications. Applies thorough professional knowledge and complex processes in the wide area data network architecture, developing and implementing for the enterprise intra net environments
- Provides database support services for critical computer applications. Provides backup for Internet system maintenance and support. Provides backup for Call Control system for prepaid calling card system maintenance and support
- Provides backup for billing operations, AS/400 system maintenance, and user support
- Performs other related duties as assigned

Education

- Bachelor of Science in Electrical Engineering Computers, Lyceum of the Philippines - Intramuros Manila, Philippines

Work Experience

- Considerable knowledge of computer systems, computer hardware and software applications. Working knowledge of local area networks, and wide area networks. Working knowledge of LANIWAN architecture to provide redundancy, fault tolerance and perimeter security. Working knowledge of network and client/server with a detailed understanding which includes Network Routing Protocols, Network Services such as IP VoiceNideo, DNS, Firewall policies, proxy and cache servers, mail servers, COMA network, and DSLAM technologies. Skilled at designing, planning, coordinating and implementing changes, maintaining and troubleshooting various aspects of multi-scaled, multiplatform and multi-protocol complex networks. Troubleshoot difficult hardware and software problems. Meet project deadlines. Ability to establish and maintain effective working relationships with Engineering, Support resources, customers and vendors

Ray Sanchez
Supervisor, Billing/Systems Engineer, PTI Pacifica Inc., dba IT&E

Job Summary

- The Supervisor, Billing Division/Systems Engineer, is responsible for supervising the staff and ensuring the accomplishment of the functional tasks of the Billing Division in processing all call records from the switches and loads them into the billing system, ensuring that all processes are performed properly and the customers are billed accurately. The Supervisor also performs as the Systems Engineer, analyzing and programming the Aptis system environment. The Supervisor will ensure that cost and quality objectives are achieved and customer expectations are met

Duties and Responsibilities

- Know and uphold established IT &E Mission, policies and procedures, relevant provisions of the union agreement, Department and Division objectives, quality assurance and safety programs and standards
- Develop, in conjunction with the Department Manager, goals and objectives for the Billing Division in line with the IT &E Mission and business strategy.
- Perform supervisory duties that include interview and hiring, coaching, counseling, monitoring attendance, taking disciplinary action, preparing performance appraisals, timekeeping and promoting employee involvement
- Ensure efficient and successful division operations through the implementation of performance measures, establishing and meeting all goals and objectives, setting priorities and obtaining and giving feedback
- Evaluate new projects prior to launch and investigates technical aspects, creates software programs and implementation procedures, assigns tasks to staff, verifies test run results, and implements project
- Evaluate current system processes and develops problem solutions to decrease time usage and to improve on ease of use
- Analyze current hardware and software used in billing process and finds, evaluates and recommends problem solutions to improve ease of use, save on monthly operations expensed and improve the overall billing system
- Develop and implement system standards, technical data and procedures to serve as a guide for division staff
- Refer Customer billing problems to Customer Service and assist by developing input error queries and generating reports for Customer Service to use in correcting problems
- Analyze, create, revise/fix programs in the Aptis system environment, using Command Language (CL) and Report Programming Generator (RPG), RPG-Integrated Language Environment (ILE), Structured Query Language (SQL) and SQL-ILE, to maintain and improve the billing software/system and accomplish any other corporate system needs

Education

- Bachelor's degree from an accredited college or university in computer science or related field

Work Experience

- Five years progressively responsible experience in systems analysis and systems administration

Ramir Deleon

Telecommunications Engineer, Network Operations, PTI Pacifica Inc., dba IT&E

Job Summary

- Responsible for supervising assigned staff in the accomplishment of the functional tasks of Network Operations, providing technical engineering support for International Services and Network Operations; provides engineering expertise primarily for international operations and, secondarily, assists in supporting the engineering requirements for proposal development and general technical support in the area of network systems; provides expertise and support for all engineering disciplines within the Network Operations Department, including, satellite, transmission, radio, and operational support systems such as network and facilities management systems. This position will work under the guidance and general supervision of the Manager of the Network Operations Department

Duties and Responsibilities

- Assist the Manager, Network Operations, in developing engineering goals and objectives for the Network Operations function in line with the PTI Mission and business strategy
- Assist in achieving efficient and successful network operations through the accomplishment of assigned performance measures, meeting all goals and objectives, setting priorities and obtaining and giving feedback
- Monitor wireless, local and long distance networks for issues affecting reliability and quality determine appropriate measures of quality and write software to produce reports to show levels of operational performance relative to these measures
- Troubleshoot network problems, analyze source of problems and assist in their correction
- Assist in the engineering design review of existing and proposed terrestrial carrier (transmission) systems to ensure operational performance and expansion/upgrade requirements
- Ensure equipment vendor/manufacturers' performance standards for new equipment are fully compliant with the specifications required by PTI and meet both North American and international standards
- Assist the Manager, Network Operations, in providing research and engineering design support for the development of major project proposals
- Prepare engineering and system drawings as well as support documentation for test and acceptance, training, cutover, and installation plans
- Provide technical support for all network and network-related systems (Billing; traffic engineering and separations/settlements; COE maintenance support programs, etc.).
- Cross-train other engineering and technical staff in various aspects of this position to prepare them to fill in as needed and for possible succession

Education

• Bachelor of Science in Electronics and Communication Engineering, Lyceum of the Philippines - Intramuros Manila, Philippines

Work Experience

- Two years experience in the operation and maintenance of wireless systems

Mar P. Santos
Regional Executive Director, PTI Pacifica Inc., dba IT&E

Job Summary:

- Responsible for overseeing the staff and all operational and administrative functions of the IT&E Network departments in Guam and the CNMI, providing a full range of local, inter-island and international telecommunication services, to include voice, data, image, CPE, cellular, and coin/prepaid card service for residential, business and government customers

Duties and Responsibilities

- Ensure the development and successful accomplishment or compliance with the established IT &E Mission, policies and procedures, relevant provisions of the union agreement, corporate business strategy and objectives, quality assurance and safety programs and standards
- Ensures that Network managers develop and accomplish departmental goals and objectives in line with the IT &E Mission and business strategy
- Provide guidance and oversight to Network Managers to assist them in ensuring efficient and successful departmental operations through the development of performance measures, establishment of goals and objectives, setting priorities and obtaining and giving feedback
- Work with General Manager and Regional Controller in the development of the annual IT &E budget, based upon input from the department Managers. Hold Managers accountable for ensuring that monthly actual expenditures remain within the budgeted amount
- Monitor the assignment and completion of tasks, projects and other responsibilities assigned to division directors to track effectiveness, ensure efficient and timely completions, and maintain compliance with Federal Communication Commission (FCC) regulations and other applicable federal, CNMI and Guam laws, and Department policies and procedures
- Ensure that all network and customer services provided in the CNMI meet or exceed industry quality standards (e.g., repair commitments, trouble reports, and answer time).
- Ensure that Switching, Transmission and Outside Plant and Land and Buildings management meets IT &E requirements for growth, providing sophisticated new services comparable to those in the U.S. domestic and Asian markets.
- Negotiate IT &E infrastructure support in the financial community (bankers, auditors, local government finance officials), participate in the development and presentation of rate case information to the Commonwealth Telecommunications Commission, and provide presentations and testimony to local government officials and the local legislature

Education

- Bachelor's degree from an accredited college or university in telecommunications, electronic engineering, business administration, marketing or a related field of study; an MBA or job-related Masters Degree desired

Work Experience

- Fifteen years progressively responsible experience in all aspects of telecommunications management, with five years as an operations manager or director, possessing strong telecommunications sales, services, operations, and engineering knowledge

Leanne Loan

Manager, Information Management Systems, PTI Pacifica Inc., dba IT&E

Job Summary

- Responsible for overseeing the staff and operational functions of the Information Management Systems Department in planning, managing, implementing and supporting billing operations, information systems/technology; Internet and Intranet, DSL, Call Control system for prepaid calling cards; and general management of all PTI information systems

Duties and Responsibilities

- Know and uphold the established PTI Mission, policies and procedures, relevant provisions of the union agreement, Department and Division objectives, quality assurance and safety programs and standards.
- Participate as a member of the management team in the development of the PTI business strategy and other short and long-term corporate plans, providing input and expertise relevant to information management issues.
- Provide guidance and oversight to division supervisors to assist them in ensuring efficient and successful departmental operations through the development of performance measures, establishment of sales quotas and other goals and objectives, setting priorities and obtaining and giving feedback.
- Develop, in conjunction with the Accounting Office, the annual budget for the Department, based upon input from the division supervisors. Reconcile monthly actual expenditures against the budget.
- Manage the development, testing and maintenance of billing processing and billing systems.
- Direct and manage the development and deployment of functional and system requirements based on customer and product demands.
- Evaluate new products and systems in order to keep company competitive through the billing process.
- Manage the mailing of billing statements to ensure that customers get the bills in a timely fashion.
- Direct, formulate, and approve computer system hardware/software installation, customization, and testing of maintenance in data centers.
- Execute strategy for the ongoing support of the distributed computing infrastructure and management environment.
- Direct technical support activities to manage application and/or system data to ensure that integrity, performance, and appropriate retention is maintained and that data is received by all systems interfaces.

Education

- Bachelor's degree from an accredited college or university in computer science or related field, or a combination of completion of a technical certificate program and equivalent additional work experience

Work Experience

- Seven years progressively responsible experience in data communication networks in LAN, MAN and WAN, operating systems, network and systems security with two years supervisory/managerial experience

Lawrence P. Knecht
Executive Vice-President/General Manager, PTI Pacifica Inc., dba IT&E

Job Summary

- Responsible for overseeing the staff and all operational and administrative functions of PTI and its subsidiary, PTI Pacifica (IT &E and Yellow Pages Ink) in directing the profitable growth of the Corporation's Micronesian operations, providing a full range of local, inter-island and .international telecommunication services, to include voice, data, image, CPE, cellular, and coin/prepaid card services for residential, business and government customers

Duties and Responsibilities

- Responsible for all accounting and financial reporting functions including forecasting (outlook), fiducimy, managerial, cost (FCC, RUS), and treasury functions for three operating companies.
- Initiate and develop the five-year strategic plan including current year operating budget and capital plan.
- Manage all corporate reporting requirements including internal and external audits.
- Analyze strategic implications of request for proposal opportunities, including marketing, financial, and regulatory impacts.
- Maintain international toll correspondent relationships and settlement administrations with carriers.
- Evaluate business development opportunities for financial viability and submit recommendations.
- Initiated, developed, and implemented a 401 K savings plan for management employees.
- Initiated and completed an internal capacity study for an International Long Distance Prepaid Phone Card, which has generated over $10 million in additional revenue since its rollout. Received a GTE International Individual Excellence Award for this project.

Education

- Indiana Wesleyan University, Master of Business Administration
- Indiana University, Bachelor of Science in Business

Work Experience

- Ten years progressively responsible experience in all aspects of telecommunications management, with five years as an operations manager or director, possessing strong telecommunications sales, services, operations, and engineering knowledge

Jim Calderwood
Manager, Network Technical Services, PTI Pacifica Inc., dba IT&E

Job Summary

- Responsible for overseeing the staff and operational functions of the Network Services Department in the management and direction of the PTI network operations in the installation, maintenance and operation of international toll services, local telephone services, data, satellite, private line and other telecommunications services. The Manager will ensure that all customer service objectives are met or exceeded with the highest customer satisfaction as a primary target

Duties and Responsibilities

- Know and uphold the established PTI Mission, policies and procedures, relevant provisions of the union agreement, PTI and Department objectives, quality assurance and safety programs and standards
- Participate as a member of the management team in the development of the PTI business strategy and other short and long-term corporate plans, providing input and expertise relevant to network operations issues
- Develop, in conjunction with the division supervisors, goals and objectives for the Department in line with the PTI Mission and business strategy
- Provide guidance and oversight to division supervisors to assist them in ensuring efficient division operations through the development of performance measures, establishment of goals and objectives, setting priorities and obtaining and giving feedback
- Develop, in conjunction with the Accounting Office, the annual budget for the Department, based upon input from the Division Supervisors. Reconcile monthly actual expenditures against the budget
- Ensure the availability and timely provision of PTI telecommunication services through the smooth and efficient operation of all network operations, to include network switching, cellular, terrestrial and underwater fiber optic, earth station and private line systems, as well as Tinian, Rota and Guam network operations
- Monitor the assignment and completion of tasks, projects and other responsibilities assigned to division directors to track effectiveness, ensure efficient and timely completions, and maintain compliance with Federal Communication Commission (FCC) regulations and other applicable federal and CNMI laws, and Department policies and procedures
- Ensure that each division develops and implements a preventive maintenance program for all Plant facilities and equipment for which the Department is responsible.
- Provide networking technical expertise and support to Division Supervisors, project developers, customers and other PTI Departments, as requested

Education

- Bachelor's degree from an accredited college or university in telephony, electrical or electronic engineering, engineering management or related field, or a combination of completion of a technical certificate program in electronics and equivalent additional work experience

Work Experience

- Seven years experience in the networking and/or engineering aspects of telecommunications, with two years related supervisory/managerial experience

Gina Leon Guerrero, Manager, Network Services

Job Summary

- Responsible for the management, optimization and overall technical operation and maintenance, including advance planning, design recommendations, and implementation of telecommunications networks, i.e., interconnection mediums, switching systems, terminal equipment, etc.

Duties and Responsibilities

- Know and uphold the established IT &E Mission, policies and procedures, IT &E and Department objectives, quality assurance and safety programs and standards
- Participate as a member of the management team in the development of the IT &E business strategy and other short and long-term corporate plans, providing input and expertise relevant to switching and network services
- Provide guidance and oversight to the Department to assist them in ensuring efficient departmental operations through the development of performance measures, establishment of goals and objectives, setting priorities and obtaining and giving feedback
- Develop, in conjunction with the Accounting Office, the annual budget for the Department, based upon input from the Regional Executive Director for Network.
- Manage the Department Operating Expense Budget
- Monitor the assignment and completion of tasks, projects and other responsibilities assigned to unit supervisors to track effectiveness, ensure efficient and timely completions, and maintain compliance with Federal Communication Commission (FCC) regulations and other applicable federal and local laws, Department policies and procedures
- Approve Purchase Requisitions for materials and equipment needed by the department
- Provide technical expertise and support to Wireless Network Services supervisors, engineers, technicians, and other IT &E Departments, as requested.
- Review Department work assignments, performance reports with the Network Services team
- Coordinate with the Human Resources office to develop and implement in-service and cross-training, certification programs and other programs and strategies to improve staff skill levels and advancement potential, productivity, safety, and quality within the department
- Serves as project manager on special projects, as assigned by the Regional Executive Director for Network

Education

- Bachelor's degree from an accredited college or university in telephony, electronic/electrical engineering, engineering management, computer science or related field

Work Experience

- Six (6) years experience in the technical and/or engineering aspects of telecommunications with Two (2) years supervisory/managerial experience

Alan Pacheco, Supervisor, Wireless Network Operations Center

Job Summary

- Responsible for the direct supervision of the staff and operational functions of the Wireless NOC Unit which conducts routine maintenance, trunk provision, circuits, and provisions and maintain subscriber database

Duties and Responsibilities

- Supervise personnel of the Wireless Network Operations Center.
- Conduct routine maintenance, provision trunks, circuits, and provisions and maintains subscriber database.
- Administrator of SMSC.
- Provide technical support for Roaming Implementation.
- Conduct routine maintenance and clearing alarms as required.
- Updates switch database and other related equipment.
- Ensures trouble reports are processed and cleared.
- Assist and support Customer Service in updating subscriber information and accounts.
- Provision and maintain other aspects of the Wireless service such as the Pre-paid System and Voice Mail System.
- Train and assist subordinate technicians on complex, routine and enhanced maintenance.
- Provide technical assistance on Wireless digital issues and complex translations.
- Review Unit work assignments and performance reports.
- Perform other related duties as assigned or required.

Education

- Bachelor's degree from an accredited college or university in telephony, electronic/electrical engineering, engineering management or related field, or equivalent training

Work Experience

- Four (4) years experience in the technical aspects of switching and telecommunications related equipment

Ernesto Baysa, Head of Wireless and VSAT Operations, PTI Pacifica Inc., dba IT&E

Job Summary

- Head of Wireless and VSAT Operations
- Handles 32 Engineers and Technical specialist for the O&M of Telicphil FOC Operations,SAT Satellite Earth Station, Terrestrial Backbone Management and O&M, Power Plant Operations and South Luzon Operations
- Plan, Operate and Maintain DWDM system of 14 POls with combined links of undersea and land FOC over 1700 Km of submerged FOC span (16ch x lOG DWDM system with undersea links of up to 50dB with RAMAN technology and working since year 2004 under ECI XDM Platform: XDM-2000, XDM-I000, XDM-100 and BG 40s with NMS under Lightsoft system)
- Operate and Maintain the existing 2x2.5G FOC network using Fujitsu FLX 2000 and FLX 1501600 ADM using FLEXR Plus NMS and SIEMENS DXCs. Installed since year 1996
- Support the O&M of Nortel TNIX FOC transmission for LEe services on 126 units of
- OPAC system (Outside Plant Access Cabinet) for Provincial Area
- Operate and Maintain 2+1 Fujitsu 5G SDH Microwave Network of48 Relay Stations
- including its support facilities. Installed since 1995 to present
- Plan, Operate and Maintain Satellite Earth Station of 10m antenna system in Antipolo Citywith 101 remote VSAT nodes.
- Manage the Power Plant Operations for support facilities compose of 225 generator sets and 210 UPS system installed nationwide
- Operate and Maintain PDH DMR spurs in Metro Manila of 26 links and support the
- Involved in BAYAN's Special Project Group for the rollout and implementation of the Phase 1 (23 stations) & Phase 2 BTS (30 Provincial stations) of WLL-CDMA1x technology as Project Manager ofBSS implementation: BTS and BSe installation, Wireless Network
- Planning, Wireless Network Optimization, Coverage Planning, Capacity Planning and Site Acquisition
- 13 years of experienced in telecoms industry and specialized in FOe Transmission, DMR Microwave, VSAT and CDMA Wireless Operations and Maintenance, Implementation, Commissioning and Engineering
- OPEX/CAPEX Management, Staff Management and Development

Education

- Electronics Communication Engineering (BS) Rizal Technological Colleges, Mandaluyong City, 1994.
- SDH TechnologlJ and Fujitsu DMR equipment
- AWA 8 x E1 and 16 x El PDH DMRfacilities
- In-depth PMI of Fujitsu SDH DMR thru NMS
- Antenna Assembly and Waveguide Installation

Work Experience

- Bayantel Inc. Philippines, Team Leader, Head - Wireless and VSAT Operations, Strategic Project - WLL CDMA Implementation Manager
- 1995 – 1996 Radio Communication Philippines Inc., Systems Engineer
- 1993 – 1995 Metrotech Inc., Philippines, Cadet Engineer

Dr. Frederick Richard Hill
Chief Technical Officer, PTI Pacifica Inc., dba IT&E

Education Background

- D.Sc., Communications Engineering, George Washington University, 1992
- MSEE, Communications, George Washington University, 1981
- BSEE, George Washington University, 1979
- AOS, Electronics Technology, RCA Institutes, 1973

Work Experience

- **Present**, Verizon Pacifica/PTI/IT&E
- **1995 – 2001**, Department of Business, Hospitality, and Computer Technology, Northern Marianas College
- **1992-1994**, Independent Consultant to Commonwealth Ports Authority - Oversaw construction and outfitting of Air Traffic Control Tower at Saipan International Airport.
- **1985-1992**, BDM International - Wrote technology assessments for Joint Tactical Command, Control, and Communications Agency (JTC3A); Designed major portions of FAA's Data Multiplex Network. Oversaw editing of FCC's annual submission of 5-year communications forecast to the Congress (Fuschia Book).
- **1984-1985**, Tariff Resources, Inc - Designed and implemented large scale marine tariff database using ISMA on Convergent Technologies equipment running CTOS.
- **1982-1984**, C3, Inc. - Designed and implemented system software on Stratus Cloud non-stop computers running VOS and on USCG Standard Terminals (Convergent Technologies computers) running CTOS. Wrote software in ASM-86, 680x0 assembler, PLM-86, and PL-1.
- **1963-1983**, U. S. Coast Guard - Electronic technician responsible for shipboard communications, radar, and navigation equipment and high powered Loran C transmitters and timing equipment; Communications engineer responsible for design of short range and microwave radio communications systems; laboratory engineer responsible for design and construction of unattended telemetry equipment on Large Navigation Buoys; Systems programmer for USCG Standard Terminal (Convergent Technologies equipment running CTOS). Designed USCG National VHF-FM Search and Rescue System constructed between 1974 and 1978.

Current Duties and Responsibilities

- Managed both Information Systems and Network Planning and Engineering departments; designed and implemented DSL network in CNMI; designed Saipan-Guam microwave backbone; designed new cellular network for Guam; redesigned existing cellular network for Guam; Wrote TAP 3.11 software for GSM roaming billing operations; participated in design of new telephone billing system; implemented trans-Pacific connectivity for call center; installed DACS equipment in Hawaiian Telcom's main building on Bishop Street
- Design & implementation of communications systems (wireless, optical, & wire line); Software development and design; Analysis of packet communications protocols; Computer systems integration; High level and assembler language programming (C, C++, PL-1, PLM-86, ASM-86, 680x0 assembler); Computer operating systems (Windows, Linux, VOS, CTOS); Database design and implementation; Network technology

Alan Pacheco, Supervisor, Wireless Network Operations Center

Job Summary

- Responsible for the direct supervision of the staff and operational functions of the Wireless NOC Unit which conducts routine maintenance, trunk provision, circuits, and provisions and maintain subscriber database

Duties and Responsibilities

- Supervise personnel of the Wireless Network Operations Center.
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- Provision and maintain other aspects of the Wireless service such as the Pre-paid System and Voice Mail System.
- Train and assist subordinate technicians on complex, routine and enhanced maintenance.
- Provide technical assistance on Wireless digital issues and complex translations.
- Review Unit work assignments and performance reports.
- Perform other related duties as assigned or required.

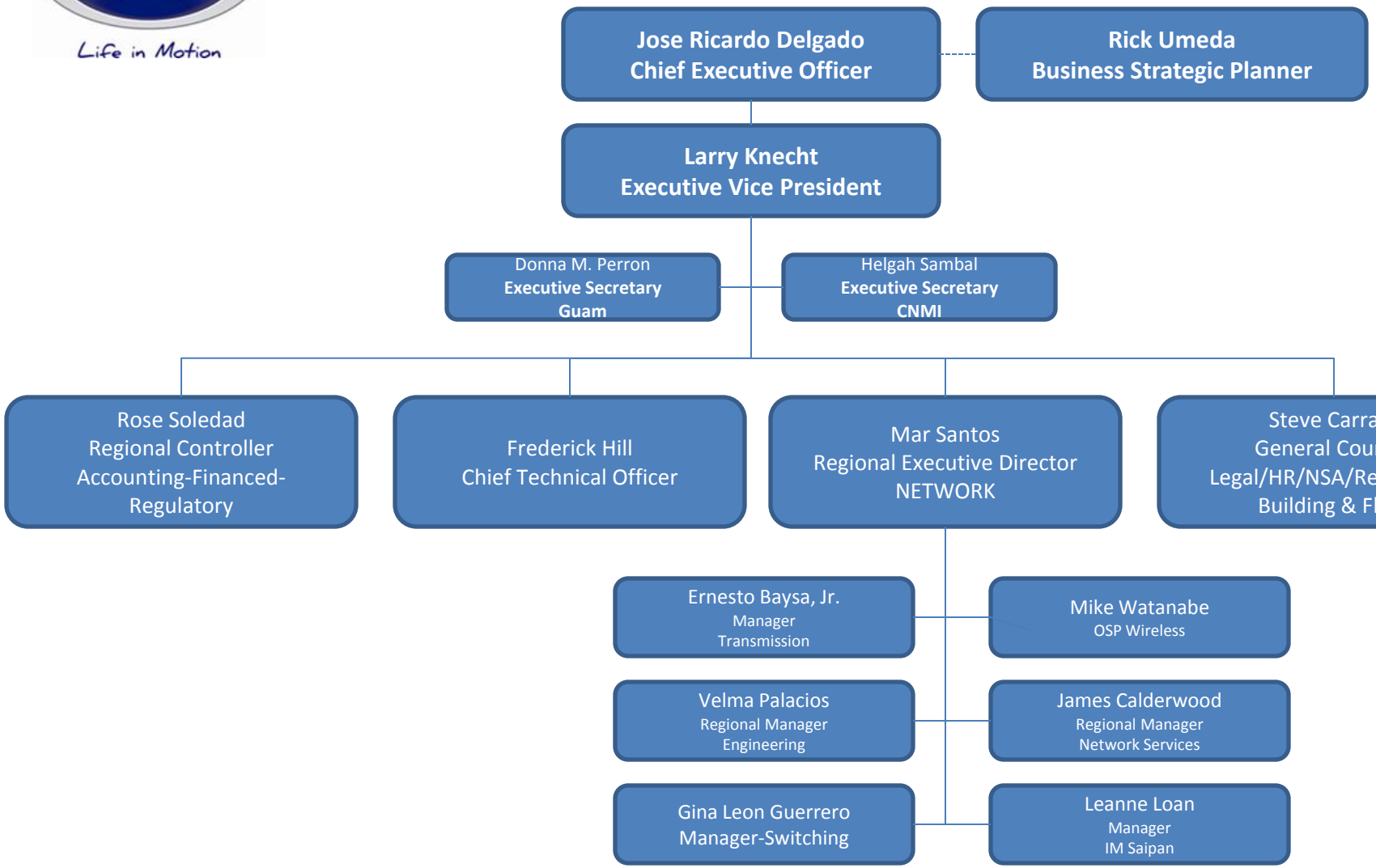
Education

- Bachelor's degree from an accredited college or university in telephony, electronic/electrical engineering, engineering management or related field, or equivalent training

Work Experience

- Four (4) years experience in the technical aspects of switching and telecommunications related equipment

Grant Application
Organizational Chart



taro leaf
P.O. Box 501232 Saipan Mp 96950

rooted in creativity and innovation

August 11, 2009

Hafa Adai!

This communication is to demonstrate support for IT&E and their efforts to offer improved internet access to the community. Broader use of the internet at more capable speeds will help the Commonwealth of the Northern Mariana Islands (CNMI) access important resources and information.

The internet creates a new medium for communal environments supportive of learning and sharing. Furthermore, IT&E has a plan to provide internet services and equipment at affordable rates to impoverished families and individuals in need of these supportive resources.

IT&E is supportive of the community in other ways as well. It is not a stretch of the imagination that they would take advantage of this American Recovery and Reinvestment Act to help pump energy into a depressed economy. It is important to lift the social morale and maintain cultural events celebrating our rich traditions and history.

IT&E continuously sponsors local events and provides many donations to organizations such as public education. It is easy to understand how IT&E is committed to sponsoring a plan for broadband, especially when there are factors that cloud our economic future.

The community continues to run the gauntlet in efforts to push through to stability. The CNMI and its businesses will encounter tough challenges with issues like the adoption of federal immigration policies and minimum wage increases. The plan IT&E will implement will be a steady hand down an unsteady path.

I am encouraged by the opportunities this will present for the Commonwealth of the Northern Mariana Islands. It is with full confidence I write this letter to support IT&E's commitment to connect the community.

Sincerely,

Laila Y. Boyer
President

Tel. No.: 233 - TARO (8276) • Fax: 233-8277 • TaroLeafGroup@gmail.com

SAIPAN CHAMBER OF COMMERCE

P.O. Box 500806 Saipan, MP 96950 • Tel: (670) 233-7150 • Fax: (670) 233-7151
www.saipanchamber.com info@saipanchamber.com

August 14, 2009

To Whom It May Concern:

This letter is written in support of IT&E's proposed plans to be enacted through ARRA funding. The plans support access to broadband services within the community of the Commonwealth of the Northern Mariana Islands. A diverse broadband environment will help create opportunities beginning with individual usage and spanning to the larger community through economic impact.

The ability for individuals and families to obtain broadband internet services through subsidies and at affordable costs will help in the development of services for the insular area of the CNMI. The infrastructure plans will help create employment opportunities that support the next level of technology advancements. This will also have an impact on businesses by creating an increased demand for local goods and services. Tourism, the main industry in the CNMI, will also benefit through the wide availability of internet service and options to purchase prepaid timecards through retailers and wholesalers. Retail stores can create increased traffic and wholesalers will have an additional product line to provide. This type of progression creates the sort of multiplying factor the economy of the CNMI can benefit from. The government may be able to prototype this program in future funding requests or economic development programs.

We strongly encourage the approval of this grant application. The funds will promote opportunities to the community by stimulating broadband services and access, an important initiative of the ARRA. We believe IT&E is committed to supporting community efforts, and the initiatives proposed will sponsor immediate and sustained development within the CNMI.

Sincerely,

James T. Arenovski
President

Northern Marianas College
Office of the President

P.O. Box 501250, Saipan, MP 96950
World Wide Web Site: www.nmcnet.edu
Phone: (670) 234-5498/99
Fax: (670) 234-1270

To Whom It May Concern:

Re: IT&E request for funding through the Broadband Initiatives section of the ARRA.

The Northern Marianas College is in strong support of IT&E's grant application requesting funding through the American Recovery and Reinvestment Act of 2009 (ARRA). IT&E is a true partner of NMC through their generosity in extending assistance free of charge to the college, request for internet, DSL dedicated line for live coverage of events such as seminars on the environment, education, economics, health, culture, language symposium and more to the islands of Tinian and Rota during the past 14 months.

We understand that the application is to enhance coverage at broadband speeds. This is an exciting opportunity, as it will have a wide ranging of impact in the community, from education to health care and for vulnerable native population of Saipan, Tinian and Rota. It is also an opportune time for NMC to continue its partnership with such a reliable and committed corporate partner like IT&E in shaping our future through advancement of technology needs in the CNMI. With a most cost-effective system to deliver programs, workshops, and on-line courses, NMC will be able to provide more course and training opportunities on-line to the native population of Saipan, Tinian and Rota without bearing the exorbitant costs of sending faculty to the islands to conduct the courses or trainings.

As President of Northern Marianas College, I am committed to increasing educational opportunities for the purpose of improving the quality of life for the native population of the CNMI. With our strong partnership with IT&E, this project will be able to expand educational/trainings opportunities through distance learning to the native population of the CNMI and has my full support and commitment.

Sincerely,

Dr. Carmen Fernandez
President

August 11, 2009

Subject: IT&E (CNMI) Grant Application to the American Recovery and Reinvestment Act of 2009 (ARRA)

To whom it may concern:

Warm Hafa Adai greetings from the Commonwealth of the Northern Mariana Islands of Saipan, Tinian and Rota!

The Marianas Visitors Authority has been informed by IT&E (CNMI) that it is applying for a Broadband Initiatives Grant under the American Recovery and Reinvestment Act of 2009 (ARRA). It is our understanding that this grant will assist IT&E (CNMI) by enhancing internet coverage and will have a wide ranging and positive impact in our community.

As you may know, tourism is now the primary industry and revenue driver for the Northern Marianas. As the State Tourism Office, the Marianas Visitors Authority is charged with the responsibility of promoting travel to our tropical islands. Branded as a resort destination, the Northern Marianas' natural environment is its primary asset and source of attraction for would be travelers.

As our visitor base expects technological advances similar to those in their home country, the Marianas Visitors Authority feels that the enhancement to the IT&E (CNMI) system would be a great added value to our visiting guests on business or leisure. Certain application advantages to our visitors include 1) a variety of prepaid options for internet access allowing visitors to stay connected while on vacation, 2) dedicated WiFi signals in tourist hot spots, and 3) internet access through wireless services will be enhanced giving visitors more places to connect and at faster speeds, to name a few.

The Marianas Visitors Authority solicits your consideration in approving the Broadband Initiatives Grant under the ARRA as submitted by IT&E (CNMI).

Thank you for your attention and consideration. Should you have any questions, please do not hesitate to contact me.

Sincerely,

PERRY JOHN P. TENORIO
Managing Director

Distribution: MVA Board of Director

MADELEINE Z. BORDALLO
GUAM

427 CANNON HOUSE OFFICE BUILDING
WASHINGTON, DC 20515-5301
(202) 225-1188
FAX: (202) 226-0341

DISTRICT OFFICE:
120 FATHER DUENAS AVENUE
SUITE 107
HAGÅTÑA, GUAM 96910
(671) 477-4272
FAX: (671) 477-2587

http://www.house.gov/bordallo

NATURAL RESOURCES COMMITTEE
CHAIRWOMAN, SUBCOMMITTEE ON INSULAR AFFAIRS, OCEANS AND WILDLIFE
SUBCOMMITTEE ON NATIONAL PARKS, FORESTS AND PUBLIC LANDS

ARMED SERVICES COMMITTEE
SUBCOMMITTEE ON READINESS
SUBCOMMITTEE ON MILITARY PERSONNEL

Congress of the United States
House of Representatives

August 13, 2009

Mr. David Villano
Assistant Administrator Telecommunications Program
Rural Utilities Service
United States Department of Agriculture
1400 Independence Avenue, SW, Room 2868
Washington, D.C. 20250

Dear Mr. Villano,

I write to respectfully request the consideration by the Rural Utilities Service (RUS) of the application submitted by IT&E, Guam for a grant funded under the American Recovery and Reinvestment Act of 2009 (ARRA) to support its broadband initiatives. The funds appropriated under the ARRA for broadband development present an important national opportunity to meet identified needs in rural and insular communities.

The broadband initiative of IT&E proposes to meet the individual and organizational needs of the community on Guam by developing a needed network to provide enhanced services creating expanded, affordable options for greater Internet use. Specifically, IT&E's Community Outreach Program has been developed to provide affordable broadband access to disadvantaged segments of our community on Guam. Its initiatives are consistent with Congressional intent to focus on job preservation and creation as well as infrastructure investment.

The focus of the IT&E program is on two primary aspects of broadband adoption: Broadband Access and Broadband Equipment. Both will serve disadvantaged community members, particularly low income families, by offering flexible options to tailor broadband Internet usage based on lifestyle or budget and allowing qualifying individuals to purchase equipment for a significantly reduced cost.

The ARRA calls for at least one award for each State and territory under its funded broadband grants programs. I request therefore that the applications submitted by IT&E and other eligible entities on Guam be fully considered in the competitive award process. I place this request with you consistent with all applicable law, regulations, and agency guidelines. Thank you for your consideration.

Sincerely,

Madeleine Z. Bordallo
Member of Congress

American Red Cross

August 19, 2009

To whom it may concern:

This letter serves to support the efforts of Micronesian Telecommunications Company (dba: IT&E) in their efforts to obtain funding through the *American Recovery and Reinvestment Act* to improve access to internet coverage at broadband speeds here in the CNMI. IT&E has a long history of community service and involvement by supporting non-profit and social service organizations. Their lifeline and 211 services have enable and provided access to vulnerable populations who would not normally be able to afford service. IT&E regularly supports various community and sports organizations as well as being a leading member of civic groups like the Saipan Chamber of Commerce.

Grant funding directed to IT&E for broadband enhancements will have a positive impact on our community, from education to health care and for vulnerable populations such as low income families.
If you should have any questions about the letter of support, please contact me directly at 234-3459

Sincerely,

John Hirsh
Executive Director
NMI Chapter
American Red Cross

Northern Mariana Islands Chapter
P.O. Box 500814
Saipan, MP 96950

Phone: 670-234-3459
Fax: 670-234-3457
Email: arcnmi@pticom.com
Website: www nmi redcross.org

WORKFORCE INVESTMENT AGENCY
OFFICE OF THE GOVERNOR
Commonwealth of the Northern Mariana Islands
BUILDING NO. 1215, CAPITAL HILL, CALLER BOX 10007, SAIPAN, MP 96950
TELEPHONE: 670.664.1708* FAX: 670.664.1710 * EMAIL: gov.wia@pticom.com

August 13, 2009

IT & E
P.O. Box 502753
Saipan, MP 96950-2753

Subject: Letter of Support for Broadband Initiatives Grant Application under the American Recovery and Reinvestment Act of 2009

Gentlemen:

Thank you for seeking the Workforce Investment Agency's support for your grant application under the American Recovery and Reinvestment Act of 2009. This grant application will certainly benefit the CNMI community at large most especially in the area of employment and training opportunity.

The Workforce Investment Agency funded under the USDOL Employment and Training Administration is primarily focused in the development of a talent based workforce system in demand driven sectors. This grant application offers the opportunity for WIA to establish a partnership with IT & E for its registered participants to enter into employment and training opportunities within the Information Technology sector and strongly supports your organization's grant application.

Sincerely,

Edith DeLeon Guerrero
WIA Executive Director

DETAIL OF PROJECT COSTS

PLEASE COMPLETE THE TABLE BELOW FOR THE DIFFERENT CATEGORIES OF EQUIPMENT THAT WILL BE REQUIRED FOR COMPLETING THE PROJECT. EACH CATEGORY SHOULD BE BROKEN DOWN TO THE APPROPRIATE LEVEL FOR IDENTIFYING UNIT COST

SERVICE AREA or COMMON NETWORK FACILITIES:	Description	Eligibility (Yes/No)	Unit Cost	No of Units	Total Cost	Support of Reasonableness
Network & Access Equipment						
Switching	MPLS Switches	YES	$ 16,380.53	11	$ 180,185.85	Price is inclusive of shipping, insurance and excise tax. Quotes were provided by traditional vendors and are inline with national averages. The total quantity is based upon the current network layout.
			$ -		$ -	
			$ -		$ -	
N&A - Routing	MPLS Routers	YES	$ 16,421.79	14	$ 229,905.00	Price is inclusive of shipping, insurance and excise tax. Quotes were provided by traditional vendors and are inline with national averages. The total quantity is based upon the current network layout.
			$ -		$ -	
			$ -		$ -	
N&A - Transport			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
N&A - Access	Microwave Radio Installation	YES	$ 364,162.50	4	$ 1,456,650.00	Price is inclusive of shipping, insurance and excise tax. The vendor Quote inlcudes all necessary items for each island (4 islands in total). The quantity is based upon the total number of islands. The vendor will provide the needed items for each island.
	Fiber Access Cards	YES	$ 61,893.00	12	$ 742,716.00	Price is inclusive of shipping, insurance and excise tax. The vendor Quote inlcudes all necessary items for each island (4 islands in total). The quantity is based upon the total number of islands and the circuit packs to be replaced. Also includes 1 additional OME6500 which is required at one of the POP sites.
	3G Local Backhaul	YES	$ 26,939.11	46	$ 1,239,198.88	Price is inclusive of shipping, insurance and excise tax. Quotes were provided by traditional vendors and are inline with national averages. The total quantity will meet the needs of the current design.
N&A - Other			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
Outside Plant Equipment						
OP - Cables			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
OP - Conduits			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
OP - Ducts			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
OP - Poles			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
OP - Towers	Microwave Radio - OP Tower Work	YES	$ 7,200.00	6	$ 43,200.00	This price is inclusive of the work which needs to be performed on each of the towers in order to install the upgraded Mirowave Radio equipment.
			$ -		$ -	
			$ -		$ -	
OP - Repeaters			$ -		$ -	
			$ -		$ -	

			$ -		$ -	
OP - Other	Microwave Radio - OP Other	YES	$ 4,000.00	6	$ 24,000.00	This item contains the rectifiers, fuse panels and other various equipment which needs to be used in order to prepare the towers for the additional Microwave Radio capacity.
			$ -		$ -	
			$ -		$ -	
Buildings and Land						
BLD - New Construction			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
BLD - Pre Fab Huts			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
BLD - Iimprovements & Rennovations			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
BLD - Other			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
Customer Premise Equipment						
CPE - Modems			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
CPE - Set Top Boxes			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
CPE - Inside Wiring			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
CPE - Other			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
Billing & Operational Systems						
BSS - Billing Support Systems	Billing Consulting	YES	$ 92.80	17,000	$ 1,577,616.00	Estimated price for consulting/contracting implementation of the billing system. 17,000 hours supports roughly 5 and 1/2 full time contractors for 18 months. Project is inclusive of requirements, design, development, testing, UAT and deployment. Also includes data conversion from old to new platform.
	Billing Equipment	YES	$ 79,176.01	20	$ 1,583,520.18	Price is inclusive of shipping, insurance and excise tax. Quotes were provided by traditional vendors and are inline with national averages. The total quantity includes licensing of third party software for use by the pilling and prepaid systems.
			$ -		$ -	
BSS - Customer Care Systems			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
BSS - Other Support			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
Operating Equipment						
OE - Vehicles			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
OE - Office Equipment/Furniture			$ -		$ -	
			$ -		$ -	
			$ -		$ -	

OE - Other			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
Professional Services						
PS - Engineering Design	Equipment - Engineering Design	YES	$ 125.00	960	$ 120,000.00	Hourly rate is inline with Department of Labor statistics and inclusive of facilities use (lights, space, power, etc.), equipment, supplies and other personnel costs.
	Billing Systems - Engineering Design	YES	$ 125.00	1,136	$ 142,000.00	Hourly rate is inline with Department of Labor statistics and inclusive of facilities use (lights, space, power, etc.), equipment, supplies and other personnel costs.
			$ -		$ -	
PS - Project Management	Grant Mgmt - Project Management	YES	$ 125.00	6,656	$ 832,000.00	Hourly rate is inline with industry average inclusive of facilities use (lights, space, power, etc.), equipment, supplies and other personnel costs.
	Equipment - Project Management	YES	$ 100.00	1,728	$ 172,800.00	Hourly rate is inline with Department of Labor statistics and inclusive of facilities use (lights, space, power, etc.), equipment, supplies and other personnel costs.
	Billing Systems - Project Management	YES	$ 100.00	3,216	$ 321,600.00	Hourly rate is inline with Department of Labor statistics and inclusive of facilities use (lights, space, power, etc.), equipment, supplies and other personnel costs.
PS - Consulting	Equipment - Consulting	YES	$ 198.51	2,684	$ 532,800.00	Hourly rate is inline with Department of Labor statistics and inclusive of facilities use (lights, space, power, etc.), equipment, supplies and other personnel costs.
	Billing Systems - Consulting	YES	$ 81.03	10,672	$ 864,800.00	Hourly rate is inline with Department of Labor statistics and inclusive of facilities use (lights, space, power, etc.), equipment, supplies and other personnel costs.
			$ -		$ -	
PS - Other			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
Testing						
TEST - Network Elements			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
TEST - IT System Elements			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
TEST - User Devices			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
TEST - Test Generators			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
TEST - Lab Furnishings			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
TEST - Service Computers			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
Other						
OTHER - Site Preperation			$ -		$ -	
			$ -		$ -	
			$ -		$ -	
OTHER - Other			$ -		$ -	
			$ -		$ -	
			$ -		$ -	

Balance Sheet

	Historical		Forecast Period				
Assets			Year 1	Year 2	Year 3	Year 4	Year 5
Current Assets							
Cash	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Marketable Securities	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Accounts Receivable	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Notes Receivable	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Inventory	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Prepayments	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other Current Assets	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Current Assets	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Non-Current Assets							
Long-Term Investments	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Amortizable Asset (Net of Amortization)	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Plant in Service	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Less: Accumulated Depreciation	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Net Plant	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Non-Current Assets	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Assets	$ -	$ -	$ -	$ -	$ -	$ -	$ -

Liabilities and Owners' Equity			Year 1	Year 2	Year 3	Year 4	Year 5
Liabilities							
Current Liabilities							
Accounts Payable	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Notes Payable	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Current Portion - Total RUS Debt	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Current Portion - Other Debt	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other Current Liabilities	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Current Liabilities	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Long-Term Liabilities							
Existing RUS Debt	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Proposed RUS Debt	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Existing non-RUS Debt	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Long-Term Liabilities	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Liabilities	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Owner's Equity							
Capital Stock	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Additional Paid-In Capital	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Patronage Capital Credits	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Retained Earnings	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Equity	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Liabilities and Owner's Equity	$ -	$ -	$ -	$ -	$ -	$ -	$ -

Statement of Cash Flows

	Historical		Forecast Period				
			Year 1	Year 2	Year 3	Year 4	Year 5
Beginning Cash	$ -	$ -	$ -	$ -	$ -	$ -	$ -
CASH FLOWS FROM OPERATING ACTIVITIES:							
Net Income	-	-	-	-	-	-	-
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities							
Add: Depreciation	-	-	-	-	-	-	-
Add: Amortization	-	-	-	-	-	-	-
Changes in Current Assets and Liabilities:							
Marketable Securities	-	-	-	-	-	-	-
Accounts Receivable	-	-	-	-	-	-	-
Inventory	-	-	-	-	-	-	-
Prepayments	-	-	-	-	-	-	-
Other Current Assets	-	-	-	-	-	-	-
Accounts Payable	-	-	-	-	-	-	-
Other Current Liabilities	-	-	-	-	-	-	-
Net Cash Provided (Used) by Operations	$ -	$ -	$ -	$ -	$ -	$ -	$ -
CASH FLOWS FROM FINANCING ACTIVITIES:							
Notes Receivable	-	-	-	-	-	-	-
Notes Payable	-	-	-	-	-	-	-
Principal Payments	-	-	-	-	-	-	-
New Borrowing	-	-	-	-	-	-	-
Additional Paid-in Capital	-	-	-	-	-	-	-
Additions to Patronage Capital Credits	-	-	-	-	-	-	-
Payment of Dividends	-	-	-	-	-	-	-
Net Cash Provided by Financing Activities	$ -	$ -	$ -	$ -	$ -	$ -	$ -
CASH FLOWS FROM INVESTING ACTIVITIES:							
Capital Expenditures	-	-	-	-	-	-	-
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-	-
Long-Term Investments	-	-	-	-	-	-	-
Net Cash Used by Investing Activities	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Net Increase (Decrease) in Cash	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Ending Cash	$ -	$ -	$ -	$ -	$ -	$ -	$ -

Financial Assumptions:

Entity: The Corporation is considered a “living, fictional” being
Going Concern: The Corporation is assumed to remain in existence indefinitely
Measurement & Units of Measure: Financial statements show only measurable activities of a company. Financial statements are reported in the national monetary unity of U.S. dollars
Periodicity: The Corporation’s continuous life is divided into measured periods of time for which financial statements are prepared
Disclosure: All relevant economic information is revealed
Estimates & Judgments: Certain measurements cannot be performed completely accurately, and so must utilize conservative estimates and judgments
Conservatism: Asset, revenues, expenses, and liabilities are not overstated or understated
Projections: Assume a flat, a modest decline, or a modest growth based on actuals

Income Statement

	Historical		Forecast Period				
			Year 1	Year 2	Year 3	Year 4	Year 5
Revenues							
Network Services Revenues:							
Local Voice Service	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Broadband Data	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Video Services	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Network Access Service Revenues	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Universal Service Fund	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Toll Service/Long Distance Voice	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Installation Revenues	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other Operating Revenues	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other Revenues	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Uncollectible Revenues	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Revenues	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Expenses							
Backhaul	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Network Maintenance/Monitoring	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Utilities	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Leasing	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sales/Marketing	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Customer Care	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Billing	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Corporate G&A	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other Operating Expense	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	$ -	$ -	$ -	$ -	$ -	$ -	$ -
EBITDA	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Depreciation	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Amortization	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Earnings Before Interest and Taxes	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Interest Expense - New RUS Debt	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Interest Expense - Existing RUS Debt	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Interest Expense - Other	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Income Before Taxes	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Property Tax	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Income Taxes	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Net Income	$ -	$ -	$ -	$ -	$ -	$ -	$ -