

# ionSKY Inc.

www.ionsky.com

Michael Wisdom  
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The Next Mile Project  
San Luis Valley Development Resources Group

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Michael and Kristin:

Thank you for giving us the opportunity to meet with Kristin immediately after the supplier "buy-in" meeting on Friday, December 12. We appreciated that you were able to accommodate our schedule even though it gave us only a few hours to prepare a presentation of our proposal. Of course, our task was easier because we have previously worked with you on analyzing the project requirements and providing an inventory of existing fiber in the San Luis Valley.

Now, with the benefit of several more days of work on the details of our proposal, we are pleased to report that we are firmly convinced that our initial assessment was correct and our initial proposal provides the fastest, lowest-risk and most cost-effective solution to the connectivity part of DRG's "Next Mile" project.

We shared with Kristin our opinion that the design and deployment of the fiber optic network is only a small fraction of your project compared to the organizationally and technically complex challenging of deploying the envisioned data sharing system.

We believe that ionSKY is uniquely qualified and positioned to provide superior value to your project. We are proposing that ionSKY acts as DRG's Business and Technical Project Manager, thus freeing up your resources for the complex tasks of coordinating the data sharing project among the various agencies of the State and the six counties. ionSKY would design the fiber optic network to perform to project requirements, coordinate with the participating vendors and ensure compliance with specifications and project timelines. We would also operate the network as part of our business presence in San Luis Valley.

ionSKY has the necessary experience, skills and resources to design, engineer, build, deliver and operate the required high-speed fiber broadband network solution between the six county courthouses, DRG and the State of Colorado. Additionally, we can build a redundant high-speed broadband delivery system to provide fault tolerance for the fiber-based system.

Just as importantly, we propose to accelerate the timeline of the network deployment and provide an opportunity for the Governor's office to respond positively to the expectations created previously in rural Colorado counties by the MNT Project. Under our plan, we can complete and deploy the fiber optic network in the first half of 2004.