CONFRONTING AND SOLVING THE PROBLEMS WE’RE ALL WORRYING ABOUT
MODERATOR

BOB KNIGHT,
CEO, Harrison Edwards Integrated Marketing
CRITICAL INFRASTRUCTURE
Segment 1: How to Position Your Community For a More Efficient Construction Process
CORPORATE HOST:
BROADBAND.MONEY

PANELISTS:

TRENT EDWARDS,
Executive Vice President, Mears Group, Inc.

ANDREW EUBANK,
Senior Technical Solutions Engineer, VETRO

JOE PELLEGRINI,
Chief Construction Officer, Great Plains Communications

OLAF STORAASLI,
Business Development Manager, Micro Technology, Dura-Line
From Good to Game-Changing with Novel Approaches to Infrastructure

May 10, 2023

Olaf Storaasli, Business Development Manager - MicroTechnology
Olaf.storaasli@duraline.com
What’s Standing in our Way?

**COST**
Traditional trenching costs up to $100/ft. with as little as 100 ft. per day completed

**PERMITTING**
Major administrative burden for communities, operators and contractors

**SUPPLY CHAIN**
52+ week lead times on some network components

**LABOR & SKILLS**
86% of telecom executives cite labor availability as the industry’s top challenge

**SUSTAINABILITY**
An increasing concern to operators, investors, and communities
From Good to Game Changing in Three Steps

1. Shift from traditional networks to scalable designs
2. Collaborate across the ecosystem to improve outcomes
3. Tap into infrastructure that already exists
Shift from Traditional Networks to Scalable Designs

**SPACE**
More pathways in the same or a smaller footprint

**DENSITY**
Up to 864 F per cable can mean thousands of fibers in one structure

**ROUTABILITY**
Multi-use infrastructure perfect for FTTH and 5G distribution

**UPGRADABILITY**
Dig-free, permit-free future capacity upgrades

**HANDLING**
Easier installations completed by smaller crews
Collaborate Across the Ecosystem to Improve Outcomes

OPEN ACCESS NETWORKS
- ISPs rent from neutral host
- Removes barriers to entry
- Drives competition
- Reduces overbuild & permitting

DIG ONCE POLICIES
- Include digital infrastructure during other capital projects
- Highway work, utility upgrades, new housing developments, etc.
- New policies in place across US

CO-INVESTMENT MODELS
- Share risk, costs, and returns
- Public-private partnerships
- Operators with complementary assets, e.g., fixed and wireless

California Dept. of Technology $3.25B middle mile network
Dig Once cited in "Action Plan to Accelerate Infrastructure"
Pennsylvania Turnpike Commission & Tilson
Tap into Infrastructure that Already Exists

UNLOCK NEW SPACE IN OLD INFRASTRUCTURE
Create new pathways with minimal cost, disruption and permits by completing a MicroDuct OverRide, even if the duct has cables inside.

REPURPOSE SPARE CAPACITY IN PUBLIC SECTOR ASSETS
CCTV, traffic signaling, and ICT infrastructure can provide ready-made routes for new projects that can supercharge a community.

DIVERSIFY YOUR BUSINESS WITH EXISTING RIGHTS-OF-WAY
Many power, gas, and water providers own existing rights-of-way, creating an opportunity to deploy fiber infrastructure at the same time as their utilities.
Project Highlight: Pennsylvania Turnpike Commission

• New 220-mile network
• MicroTrenching in existing right-of-way
• Essential for roadway monitoring and surveillance
• Sets foundation for rural broadband:

FLEXIBLE, SCALABLE, FUTURE-FIT:
• MicroDuct bundle with 8 pathways
• 2 pathways for the Commission
• 6 pathways for leasing to ISPs
From Good to Game Changing in Three Steps

1. Shift from traditional networks to scalable designs
2. Collaborate across the ecosystem to improve outcomes
3. Tap into infrastructure that already exists
Dura-Line is an Orbia business and part of the Connectivity Solutions group.

Olaf Storaasli, Business Development Manager - MicroTechnology
Olaf.storaasli@duraline.com
Critical Infrastructure
Segment 2: Navigating the Obstacles and Quality Control
PANELISTS:

JEFF BOOZER,
Director, Utility & Municipal Sector, ETI Software

JOHN GEORGE,
Senior Director, Solutions Engineering and Fusion Splicers, OFS
Critical Infrastructure
Segment 3: Saving Projects
PANELISTS:

KATHERINE SONGSTER, Communications Director, Harrison Edwards Integrated

BARRY WALTON, Telecom Solution Architect, Corning