



November 21, 2023

Dear Mr. Smith and Mr. Lynne,

Since 1998, LANet has been a steadfast local internet provider in Los Alamos, offering fiber optic and wireless network services. Our mission has always been to enhance internet accessibility and quality for the residents and businesses of Los Alamos County. Our dedication to this mission has seen us compete effectively with major providers like Centurylink and Comcast, resulting in a higher standard of service and an expanded network.

LANet is fully supportive of the county's initiative to extend fiber optic connectivity to all homes and businesses. We recognize the immense long-term benefits of a fully fiber-optic network, especially in today's digital age where reliable internet is crucial for education, healthcare, work, banking, and personal lives.

To support this vision, LANet proposes to contribute to the CBN project by transferring some of our existing network assets to the county. This gesture is aimed at accelerating the project's progress while reducing costs and construction disruptions.

Key Assets Offered by LANet:

LANet has valuable infrastructure in multiple locations in the community. The specifics of the infrastructure in each of the following locations are further detailed in an attachment to this letter.

- **Quemazon Fiber Infrastructure:** LANet's existing network in Quemazon is already prepped for fiber expansion, with conduits that navigate the region's rocky and compact landscape. This foundational work promises a smooth transition to comprehensive fiber coverage.
- **Hawks Landing:** The infrastructure at Hawks Landing is ripe for fiber upgrade. The conduits we've laid down are just the beginning, allowing for quick fiber rollout to homes currently off the grid. .
- **Central Area Network:** Our established conduits serve as the veins of Los Alamos's central commercial hub, interconnecting businesses and residential areas. This network is primed for fiber integration, which will boost the economic and social vitality of the district.
- **Multi-Dwelling Units:** With high-speed fiber directly installed in multiple apartments, LANet offers up to 1000Gbps speeds, including individual routers in each unit for uninterrupted service. Our agreements integrate internet costs into residents' rent, ensuring streamlined billing and service continuity.

- **Ready-for-Fiber:** While our approach has been wireless-first for certain buildings, the internal wiring is deliberately designed for easy fiber adoption. This strategic foresight enables a quick switch to Fiber to the MDU services when the CBN project progresses to these locales.

Benefits of transfer of LANet infrastructure:

- **Reduction in Capital Expenditure:** By incorporating LANet's existing infrastructure into the CBN project, the county can avoid significant capital expenditures that would otherwise be required for new installations.
- **Economies of Scale:** The transfer of assets from LANet will allow the county to achieve economies of scale more quickly, as the cost per unit of service decreases with the integration of LANet's existing network.
- **Ready-Made Infrastructure:** The presence of LANet's conduits and fiber means many areas of Los Alamos County can be served immediately, bypassing the time-consuming processes of planning, excavation, and construction. Citizens will appreciate avoiding the disruption of duplicate infrastructure installation.
- **Quick Service Rollout:** The availability of LANet's network would allow the county to roll out services much faster than if starting from scratch, delivering immediate benefits to the community.
- **Established Customer Relationships:** LANet has built a strong customer base with existing relationships and trust. This will encourage a more receptive and less resistant transition to the new CBN project.
- **Local Knowledge and Expertise:** LANet's experience in navigating the local terrain and understanding community needs will be invaluable in tailoring the project for maximum community benefit.
- **Enhanced Public Perception:** The partnership with a known local provider like LANet can boost the project's public image, showcasing a commitment to local business involvement and community-focused development.

Moving Forward:

We are eager to provide detailed information and maps of the areas served by our network. LANet is committed to making any necessary improvements to our infrastructure to ensure its readiness for integration into the CBN project. We will also take an active role in informing and educating our clients and the broader community about the project and its benefits.

We propose that it would be beneficial to begin a discussion of the conditions and compensation under which LANet assets could be transferred to the County as the project proceeds. This would allow the County to determine and verify the savings and other benefits to the project and to be prepared for an expeditious transfer when it is time to do so. LANet is committed to the proposition that the compensation level established be fair and provide savings and other benefits to the County project.

LANet is enthusiastic about supporting and participating in the CBN project as one of the multiple providers, ensuring a diverse and robust internet service landscape for Los Alamos County.

We look forward to discussing this proposal further and finding a mutually beneficial path to agreement.

Thank you for considering this proposal. We are excited about the potential for a collaborative effort towards a more connected Los Alamos County.

Sincerely,

Allan Saenz
Owner, Los Alamos Network (LANet)

1. Quemazon

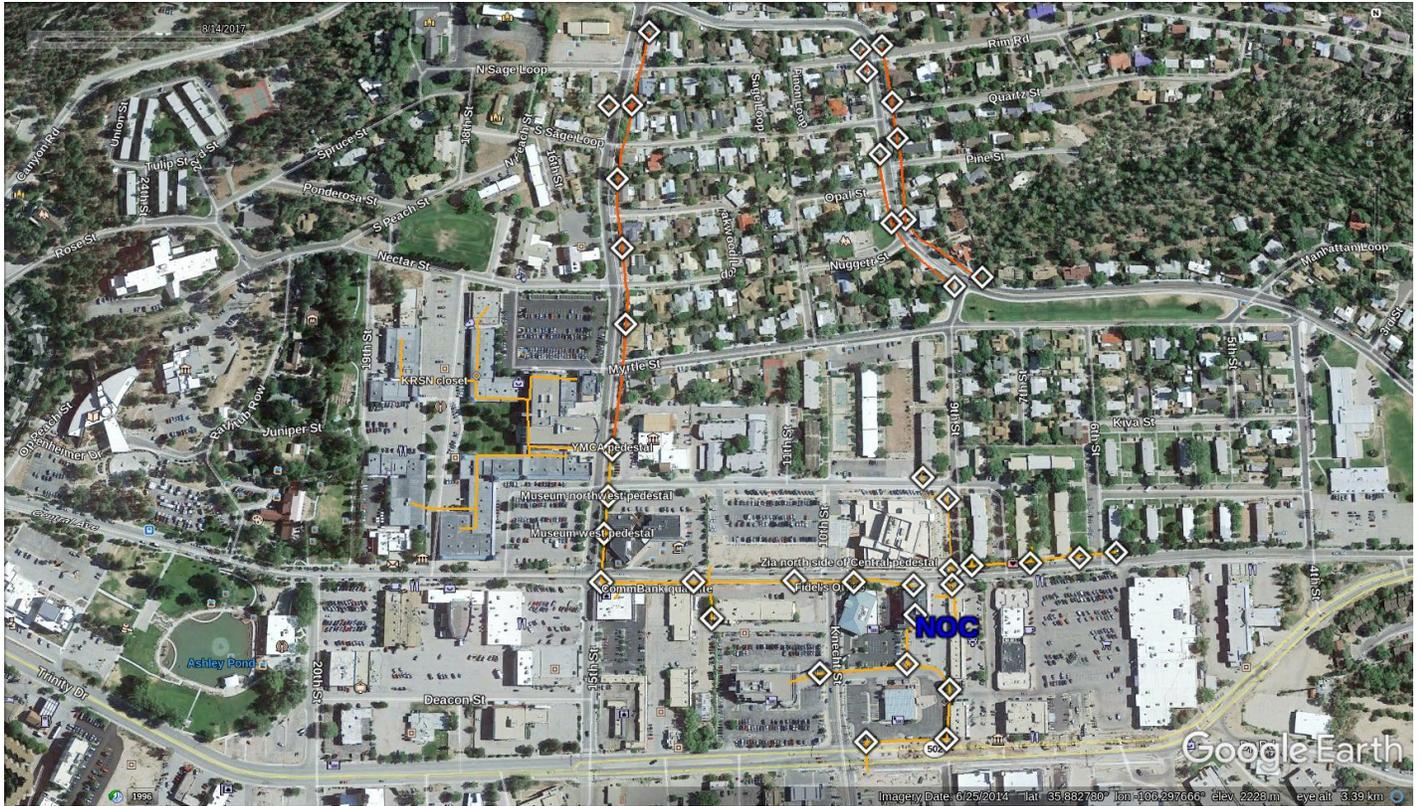


In the Quemazon area, LANet has developed a comprehensive conduit infrastructure, successfully connecting over 260 houses despite the challenging environment. This area is particularly difficult for new construction due to its dense housing layout, rocky terrain, and the potential risk of disrupting other utilities during construction processes.

Our existing setup in Quemazon includes a network of conduits, pedestals, fiber boxes, and a vault. Currently, we are utilizing active Ethernet with multimode fiber. However, for integration into the CBN project and to align with modern standards, there will be a need to upgrade this to GPON (Gigabit Passive Optical Networks) or single-mode fiber.

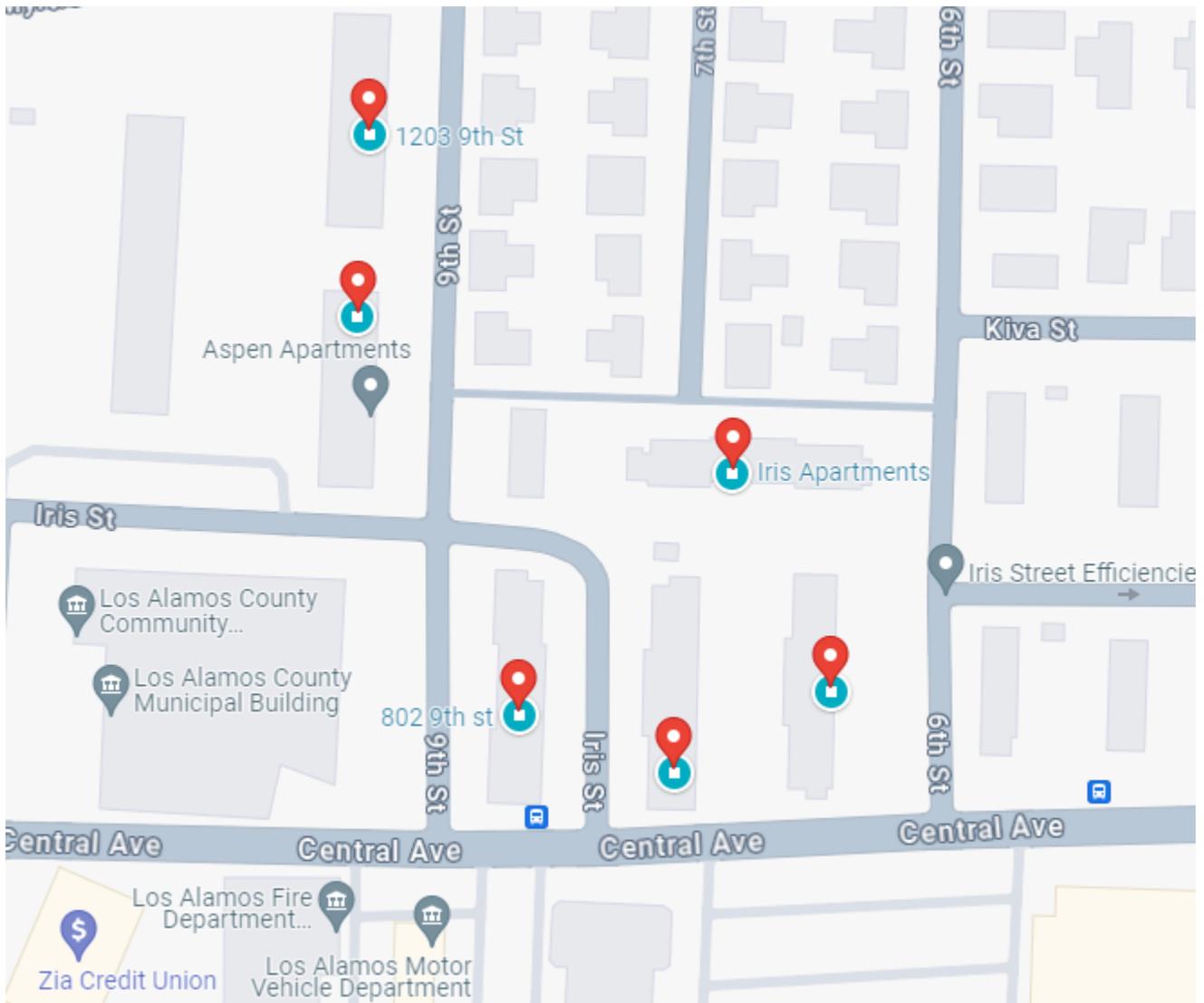
It's worth noting that the cost of fiber itself is relatively low, which means that the primary investment would be in the labor and expertise required for this upgrade. This transformation will significantly enhance the network's capacity and reliability, making it a future-proof investment for the community's growing digital needs.

3. Central Area



In the Central Area, LANet's network infrastructure serves key community and residential locations, including Central Square Park and extends to multi-dwelling units along 15th Street and Canyon Road. This area, with its blend of residential and business clients, is ideal for the first phase of the CBN project due to its readiness for quick service deployment and potential for early revenue generation. Integrating our assets with the county's resources in this zone can expedite the project's launch and showcase its immediate benefits to the community. Further specifics on our Central Area network will be detailed to aid in the project's development.

4 FTT-MDU Multi-Dwelling Units - Central



In the Central Area, our conduit infrastructure connects 6 apartment complexes, encompassing 192 units, all equipped with fiber optic cables capable of delivering Gigabit-speed internet. Each unit within these complexes is hardwired with Cat5e cabling, ensuring a robust and reliable connection. Additionally, we have installed manageable routers in each unit, which LANet actively monitors and supports, guaranteeing optimal service and rapid response to any issues.

Our business model with these multi-dwelling units (MDUs) involves agreements with the property owners. They subscribe to our services and incorporate the cost into the residents' rent. This arrangement simplifies the billing process and ensures uninterrupted service for the tenants. This Fiber-to-the-MDU (FTT-MDU) setup is an efficient and effective way of providing high-speed internet to a concentrated population, and it demonstrates the scalability and adaptability of our network infrastructure in meeting the diverse needs of urban residential areas.

1. **Zia Apartments** 802 9th Street

Total units: 24

Connection Type Fiber Optic

Wire Specifications: Cat5e

Conduit to Building Specs: 3 inches diameter

Gigabit Capability: Yes

Router Model in each unit: Mikrotik ax3 Gigabit

Main Switch Model: Netgear GS724T

2. **Casa de Luz Apartments** 801 6th St

Total Units: 24

Connection Type: Fiber Optic

Wire Specifications: Cat5e

Conduit to Building Specs: 3 inches diameter

Gigabit Capability: Yes

Router Model in each unit: Mikrotik ax3 Gigabit

Main Switch Model: CSS326-24G-2S+

3. **Casa de Luz Apartments** 799 6th St

Total Units: 24

Connection To the building: Fiber Optic

Wire Specifications: Cat5e

Conduit to Building Specs: 3 inches diameter

Gigabit Capability: Yes

Router Model in each unit: Mikrotik ax3 Gigabit

Main Switch Model: CSS326-24G-2S+

4. **Iris Apartments** 712 Iris St

Total units: 24

Connection Type: Fiber Optic Direct Bury

Gigabit Capability: Yes

Wire Specifications: Cat6

Router Model in each unit: Mikrotik hAP Lite AC

Main Switch Model: CSS326-24G-2S+

5. **Aspen Apartments** 1027 9th St

Total Units: 48

Wire Specifications: Cat5

Connection To the Building: Fiber Optic

Router Model in each unit: Mikrotik hAP Lite

Main Switch: Netgear GS724T

Conduit Specs: 3 inches diameter

6. **Aspen Apartments** 1203 9th St

Total Units: 48

Wire Specifications: Cat5

Connection To the Building: Fiber Optic

Router Model in each unit: Mikrotik hAP Lite

Main Switch: Netgear GS724T

Conduit Specs: 3 inches diameter

4 FTTB (fiber-to-the-building) - Central

1. **MVD Building** 997 Central Avenue
(all office spaces available 991, 967, 935, 927, 919)

Total Units: 10

Connection to the Building: Fiber Optic

Wire Specifications: Cat5e

Gigabit Capability: Yes

2. **Shannon Corp Building** 1247 Central Avenue

Connection to Building: Fiber Optic

Total Units: Multiple Spaces Available

Wire Specifications: Cat5e

Gigabit Capability: Yes

Conduit Specs: ¾ inch diameter

3. **Alice Building** 999 Central

LANet Main Servers

Connection to the Building: Fiber Optic

Total Units: Multiple Offices Available

Total Units Wired: All Units

Wire Specifications: Cat5e

Gigabit Capability: Yes

Main Connection Speed: 10 Gbps

Backup Connection: 2 Gbps

4. Central Square Park
5. 1475 Central Avenue
6. 1350 Central Avenue
7. 1200 Trinity Drv
8. 1001 Central Ave

5 Wireless to the MDU

1. Tres Casitas 588 Central Ave

Total Units: 8

Wire Specifications: Shielded Cat5e

Connection Type: Wireless

Total Units wired: 8

Router Model in each unit: Mikrotik hAP Lite AC

Main Switch Model: Mikrotik PowerBox Pro

Option to fiber optic upgrade: Yes

2. Tres Casitas 562 Central Ave

Total Units: 8

Wire Specifications: Shielded Cat5e

Connection Type: Wireless

Router Model in each unit: Mikrotik hAP Lite AC

Main Switch Model: Mikrotik PowerBox Pro

Option to fiber optic upgrade: Yes

3. Tres Casitas 536 Central Ave

Total Units: 8

Wire Specifications: Shielded Cat5e

Connection To the building: Wireless

Total Units wired: 8

Router Model in each unit: Mikrotik hAP Lite AC

Main Switch Model: Mikrotik PowerBox Pro

Option to fiber optic upgrade: Yes

4. Myrtle Apartments 1075 Myrtle

Total Units: 48

Wire Specifications: Cat5e

Connection to the Building: Wireless

Total Units wired: 48

Router Model in each unit: Mikrotik hAP Lite

Main Switch Model: Netgear GS724T

Option to fiber optic upgrade: Yes

5. **Thunderbird Apartments** 1211 11th Street

Total Units: 24

Connection to the Building: Wireless

Total Units Wired: 24

Wire Specifications: Cat5

Router Model in each unit: Mikrotik hAP Lite

Main Switch Model: Netgear GS724T

Service per Unit: 20 Mbps paid by Landlord

Option to fiber optic upgrade: Yes

6. **Canyon Apartments** 3200 Canyon Rd

Total Units: 120

Connection to the Building: Wireless

Wire Specifications: Cat5e

5 Wireless to the Building

1. 800 Trinity

Connection to Building: Wireless

Total Units: Multiple Offices Available

Total Units Wired: 4

Wire Specifications: Cat5e

Main Switch Model: Netgear GS724T