

# Range of Options - Construction

Vendor	Financing	Ownership	Scope
MBI	Town	Town	All Towns
Axia	Private	Axia	All Towns
Graybar / Corning / Sertex / Fujitsu	Town	Town	All Towns
Frontier	Town / Private	Frontier	New Marlborough, Monterey
Westfield G&E	Town	Town	Otis, Becket, Blandford, Tyringham...
Matrix	Town / Private	Matrix with option to buy	Qualified Towns
Mid-Hudson	Unknown	Unknown	Tyringham
Charter			Towns Bordering Charter Towns

## Range of Options - Operations

Vendor	Model	Scope
Axia	Unregulated ISP / Third Party Service Provider	All Towns
Graybar / Corning / Fujitsu / Sertex	Other Service Companies / White Label to WiredWest	All Towns
Frontier	Owner / Operator with no option to buy	New Marlborough +
Westfield G&E	Operator	Otis, Becket, Blandford, Tyringham, Monterey, New Marlborough, Sandisfield, Tolland
Holyoke G&E	Operator	Leverett, Wendell

Vendor	Model	Scope
Matrix	Operator	Open to All
Mid-Hudson	Operator	Tolland, Tyringham
Cornerstone	Operator	Chesterfield
Crocker	Operator	Open to All
WiredWest	Operator / Aggregator	Open to All
Greenfield	Operator	Leyden

# RFI Responses

Vendor	Location
Vtech Solutions Inc.	Washington D.C.
Design Nine Inc.	Blackburg, VA
Full Channel	Santa Barbara, CA
The Mail Room Inc.	Cumberland, MA
GLDS	Carlsbad, CA
Atlantis Services	Uxbridge, MA
Answer Net	Willow Grove, PA
ISPN Internet Services	Lenexa, KS
Momentum Telecom	Philadelphia, PA
Hampshire Council of Gov'ts	Northampton, MA
Kyle Hilderbrand	Omaha, NE
Matrix Design	NJ
Fujitsu	Sunnyvale, CA