



October 2, 2015

Elizabeth A. Copeland  
Associate General Counsel, Massachusetts Technology Collaborative &  
Deputy Director, Massachusetts Broadband Institute  
75 North Drive  
Westborough, MA 01581

RE: Supplemental Information Request  
RFQ No. 2015-MBI-03

Dear Ms. Copeland,

Comcast is pleased to supplement our response to RFQ No. 2015-MBI-03, with the following information, as requested by the Massachusetts Broadband Institute.

**1. *Timeframe for the project in Comcast's proposal:*** In the proposal, Comcast indicates that it is "willing to work with the MBI to discuss a mutually acceptable deployment schedule." Please provide as much additional detail as possible about Comcast's estimated deployment schedule for the project proposed in your response (e.g., number of months from project start to project completion).

Response:

If the MBI and Comcast reach an agreement, Comcast commits to complete the proposed builds within 36 months of the date on which an agreement is reached. In addition, Comcast will work with the MBI to establish a mutually agreeable timetable with benchmarks for each year. For example, we may establish post make-ready thresholds such as 40% of the project to be completed in year 1; 40% to be completed in year 2; and the remainder to be completed in year 3. The terms of any such schedule would be dependent on when an agreement is reached (e.g. after the close of construction season) and final scope of the project.

**2. *Incentives to exceed 96% coverage:*** In the proposal, Comcast indicates that it is "willing to work with state or local officials to identify the unserved locations and costs associated with expansion to those locations". Please provide additional information about specific incentives – for example, additional funding from alternative sources such as a municipality – that would allow Comcast to expand its proposal to cover additional households in target communities.

Ms. Copeland  
October 2, 2015

Response:

Comcast is cognizant of the limited resources available to towns and the Commonwealth, particularly with respect to exceeding the stated goal of 96% coverage. Comcast is willing to work with both the towns and the Commonwealth to help identify any locations not serviceable by Comcast and to quantify the costs to construct plant to those locations. Once costs are determined, Comcast would seek to partner with the Commonwealth, towns or individual consumer through some type of cost apportionment plan, or perhaps through a more traditional contribution-in-aid-of-construction process used for video service expansion, in order to reach these locations.

**3. *Coordination with municipalities:*** Please provide additional detail about the level of coordination and engagement with municipalities that Comcast will undertake through the life of the project.

Response:

As with any construction project, Comcast will work with the individual municipalities to ensure compliance with local construction requirements, arrange necessary police details and in some instances coordinate make-ready.

**4. *Clarification of conditions in Gill:*** In the proposal, Comcast states that “Gill is excluded...because the company is engaged in ongoing franchise negotiations to expand plant... (and that) Comcast expects that 96% of the town will have access” at the completion of that expansion. Please provide additional details about coverage in Gill resulting from this franchise agreement, including the estimated number of households passed, total new miles to be constructed, or similar information.

Response:

In our franchise proposal to the Town of Gill, Comcast has committed to expand our network an addition 4.03 miles, passing 43 residential locations and 6 commercial locations. Comcast has committed to complete this build within 36 months. The proposal is pending before the Town for approval.

**5. *Clarification of Franchise Agreement extensions:*** In the proposal, Comcast proposes to extend its network to 1,032 homes in 9 communities. Are any of the 1032 homes passed in your proposal homes that Comcast is obligated to pass pursuant to existing, or currently being negotiated, franchise agreement terms?

Response:

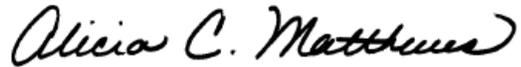
Comcast’s proposal includes only locations that the company is not already obligated to provide service nor is currently negotiating service extension in a franchise agreement. Moreover, the locations included in our proposal are not likely to be served by Comcast plant given the

Ms. Copeland  
October 2, 2015

excessively high costs to serve these locations. Please note, that in calculating whether a community would reach the 96% coverage goal, Comcast did include franchise commitments together with areas identified in the proposal as well as, of course, already serviceable locations.

Please do not hesitate to contact me should you have further questions.

Sincerely,

A handwritten signature in black ink that reads "Alicia C. Matthews". The signature is written in a cursive, flowing style.

Alicia C. Matthews  
Senior Director, Government and Regulatory Affairs  
Comcast – Northeast Division

By electronic mail: [copeland@masstech.org](mailto:copeland@masstech.org).