



SAMCAT
San Mateo County Telecommunications Authority



News Release

For More Information, Call:
Brian Moura, Chairman
(650) 802-4210
Seth Fearey, Executive Director,
Smart Valley
(408) 938-1511

For Release June 30, 2006, 5:00 P.M.
Internet e-mail: bmoura@cityofsancarlos.org
Internet web: <http://www.samcat.org/>
Internet e-mail: fearey@jointventure.org
Internet web: <http://www.jointventure.org/>
www.wirelessiliconvalley.org

WIRELESS SILICON VALLEY RECEIVES 7 REPLIES TO RFP Review of Vendor Proposals Next Step in Selection Process

The Wireless Silicon Valley Task Force, a project of SAMCAT and Joint Venture: Silicon Valley Network, announced this afternoon that they have received seven replies to its Request for Proposal (RFP) for a high speed broadband wireless network to cover 40 cities, counties and communities in Silicon Valley. Replies to the RFP came from the following organizations and teams:

- Azulstar, Cisco Systems, IBM, SeaKay
- Blue Horizon Group (San Francisco, California)
- Community Wireless (Palo Alto, California)
- Fire 2 Wire / Ubiquity Broadband Communities (Carmel, California)
- MetroFi (Mountain View, California)
- Next WLAN Corp. (Los Gatos, California)
- VeriLan (Portland, Oregon)

Earthlink Municipal Networks submitted a letter in which they decline to participate.

The next step in the Wireless Silicon Valley project process will be to review and evaluate the responses to the RFP. To do this, the Wireless Silicon Valley Task Force is assembling an RFP Selection Committee that will begin its work shortly. The RFP Selection Committee will review the proposals and make recommendations to representatives of the 40 member cities, counties and communities. The team will be assisted by experts from the agencies and technologists who are not affiliated with any of the companies that have submitted responses.

SAMCAT Chairman and Wireless Silicon Valley Co-Chairman Brian Moura said, “We are very pleased to announce that a number of companies and organizations in the Broadband Wireless Field have responded to our Request for Proposals (RFP) to provide a Broadband Wireless Network for Silicon Valley. Now that the responses are in, we will start the process of reviewing and evaluating these responses and moving toward the preparation of a “short list” of the most responsive proposals. Much work has gone into the preparation of the Request for Proposals and the specification of the kind of Broadband Wireless Network we believe is needed to serve Silicon Valley. We are looking forward to moving to the review stage to see how each of these companies and organizations proposes to bring our vision to reality.”

The first step of the review process will be to identify a short list of the strongest proposals. The team then plans to interview the short list companies to ask questions and learn more about the companies’ visions and strategies on the path to coming up with a recommended vendor or vendors to provide broadband wireless services to the region.

The goal is to announce the best proposal, or proposals, in early September. The team will then work with the vendor or vendors to develop a model agreement. The model agreement will include elements such as rights to access street lights and public buildings, tiers of service, pricing for services, privacy, and security. Each member agency will then have the opportunity to approve a final agreement for service in their city, county, or community.

“Only in Silicon Valley can we bring together forty public agencies and the private sector to collaborate on the development of 21st century infrastructure,” said Eric Benhamou, chairman of 3Com and Smart Valley, a public/private collaborative created to apply technology to improving services and opportunities in Silicon Valley. “The excitement level among residents and wireless entrepreneurs about Wireless Silicon Valley and what it can deliver is very encouraging indeed.”

Dan Fenton, Co-Chair of Wireless Silicon Valley, and President and CEO of the San Jose Convention Center and Visitors Bureau reported that, “the people I talk with in the hospitality industry here in the Valley are very excited about this project. People will want to come here to see what it’s like to be in the best connected economy in the world.”

Additional information about the Wireless Silicon Valley project is available at www.wirelessiliconvalley.org.

###

ABOUT SAMCAT

The San Mateo County Telecommunications Authority (SAMCAT) is a Joint Powers Authority (JPA) formed in June 1989 to manage the negotiations and renewal of the franchise for Cable TV with TCI for five agencies. SAMCAT expanded its charter in 1996 to include all aspects of telecommunications including competitive access providers, telephone and cellular services, wireless companies, fiber optics and antenna siting issues. It has developed model agreements that have sped time to market for companies such as RCN which obtained their first competitive Cable TV Franchises in California from San Mateo County agencies that are SAMCAT members.

ABOUT JOINT VENTURE: SILICON VALLEY NETWORK

Established in 1993, Joint Venture: Silicon Valley Network provides analysis and action on issues affecting our region's economy and quality of life. The organization brings together established and emerging leaders — from business, government, academia, labor and the broader community — to spotlight issues and work toward innovative solutions. Additional information about Joint Venture Silicon Valley is available at: www.jointventure.org.

ABOUT SMART VALLEY, a Project of Joint Venture

Smart Valley's mission is to promote pervasive public access to information technologies in the Silicon Valley region by exploring applications that significantly improve the lives of the people who live here, and by encouraging the rapid deployment of next generation communications infrastructure. In addition to Wireless Silicon Valley, Smart Valley is managing two other projects. Wireless Campus seeks to transform instruction in the community college system by encouraging the use of wireless networks on campuses and in classrooms. Smart Health seeks to build a Healthcare Information Exchange that will improve outcomes, reduce errors, and reduce the cost of care in Silicon Valley.



Participating Entities as of June 30, 2006

San Mateo County

- Atherton
- Belmont
- Brisbane
- Burlingame
- Colma
- Daly City
- East Palo Alto
- Foster City
- Half Moon Bay
- Hillsborough
- Menlo Park
- Millbrae
- Pacifica
- Portola Valley
- Redwood City
- San Bruno
- San Carlos
- San Mateo
- San Mateo County
- San Mateo County Sheriff's Office
- South San Francisco
- Woodside

Santa Clara County

- Campbell
- Gilroy
- Los Altos Hills
- Los Gatos
- Milpitas
- Monte Sereno
- Morgan Hill
- Mountain View
- Palo Alto
- San Jose
- Santa Clara
- Santa Clara County
- Saratoga
- Stanford Campus Residential Leaseholders
- Sunnyvale

Alameda County

- Fremont
- Newark

Santa Cruz County

- Santa Cruz