



March 12, 2014

Attn: Diane Stoddard
Assistant City Manager
City of Lawrence
6 E 6th St.
Lawrence, KS 66044

Ms. Stoddard:

On behalf of ISG Technology, Inc. and Twin Valley Telephone, Inc. please accept this response regarding our interest to partner with the City of Lawrence in achieving your economic growth development goals.

1. OVERVIEW

ISG Technology, Inc. ("ISG") is a full spectrum Data Center and IT Infrastructure partner uniquely positioned to provide complete solutions from the client premises all the way to The Cloud, at a pace that makes sense to our clients. Our Consultative Partnership is a core differentiator between us and our competition. We bring a holistic and refreshing approach to an industry that has a historically narrow focus. ISG is owned and backed by Twin Valley Telephone, Inc., ("Twin Valley"). We are the largest privately owned communications company in Kansas. Together, ISG and Twin Valley are proposing a potential partnership with the City of Lawrence that would increase the availability of competitive bandwidth and Data Center Service solutions via the City's dark fiber assets. Our offering will include both the bandwidth Lawrence businesses require as well as the state of the art solution options these businesses need to manage, store, access, transport and secure their business critical data. We are also interested in partnering on City municipal initiatives, as well as security, medical and educational projects. We are sensitive to the needs of the underserved community and would like to share our ideas on conquering the "digital divide" in Lawrence.

2. SERVICES

ISG and Twin Valley are proposing a comprehensive information and communications environment for the City of Lawrence. In addition to broadband connectivity per your request we are also offering to connect our data center services to the network. This will make highly desirable voice, data and video services available to anyone connected to the network. The enhanced network will create a competitive advantage for Lawrence over other communities.

ISG and Twin Valley are proposing data, voice, video and full data center/cloud solutions for all public and private sector entities connected to the network. These solutions could include:

- Cloud/Virtual Servers
- Hybrid Cloud
- Disaster Recovery and Business Continuity
- Colocation
- Data Backup and Replication
- Managed Security
- Network Security
- Hosted Exchange
- Unified Communications (IP Telephony and IP Messaging)
- IT Staff Augmentation (ITaaS/IT-as-a-service)
- IT Infrastructure (on-premises IT equipment)
- Bandwidth

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Wichita, KS
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Oklahoma City
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Oklahoma City, OK 73132

www.twinvalley.net
1.800.515.3311

www.isgtech.com
1.877.334.4474



ISG's solutions will provide not only the scalable bandwidth to exceed business needs of up to 1 Gbps, but also data storage, data back-up, business continuity, and data security solutions. We eliminate the need to coordinate with multiple providers.

This is the comprehensive solution that businesses need to succeed in a technology intense world.

3. EXPERIENCE

With 30+ years of experience, ISG places a premium on our enduring customer relationships only achievable through deep understanding of customer business objectives, authoritative vision of what's possible, and the relentless commitment to deliver successful solutions.

ISG has experience partnering with the City of Columbia, MO, to gain access to a 10Gbps capable citywide fiber ring backbone. ISG leases the ring and lights it up to provide Broadband and Data Center solutions in this community. This is a partnership that has been extremely beneficial toward the development of economic growth. Our experience and success utilizing their citywide fiber network will directly translate to supporting your initiative.

ISG is owned and backed by Twin Valley Telephone, Inc. the largest privately owned communications company in Kansas. Twin Valley operates a 10 Gbps fiber to the premises network in North Central Kansas, which includes over 2,000 route miles of fiber covering 2,400 square miles of serving area. Twin Valley is also part owners of KsFiberNet, the Kansas statewide fiber network. The company also owns a regional network of data centers which are all interconnected with the statewide fiber network. With more than 65 years' experience, Twin Valley is a proven and successful operator of high-capacity bandwidth networks and data centers which support businesses throughout the region.

Twin Valley actively supports each of the school districts within its service area, along with anchor institutions. In addition to the many voice and broadband products and services Twin Valley has provided to the districts, within the last few years, Twin Valley has installed local access channels for all five districts, supplying school and community news specific to 15 area communities. All of the districts in our area are connected via Fiber-to-the-Premises (FTTP) technology, including 1 Gbps capable connectivity, which gives rural students access to the Internet at speeds equal or above those available in many urban areas, in addition to video capability for interactive distance learning and video conferencing. With this connectivity, students and teachers are empowered to teach, learn and compete on an even playing field.

Twin Valley also has experience proposing 10/20 year dark fiber IRU leases to tier 1 wireless carriers, is currently leasing dark fiber assets from a regional wireline carrier as a way to deliver data, voice, and IPTV services to residents in north central KS, and has experience utilizing WDM technology as a way to further optimize available fiber capacity. As discussions continue, we would be glad to provide contact names and information so you can validate our experience in this space.

4. TECHNOLOGICAL APPROACH

Together, ISG and Twin Valley have developed a solution that supports the City's goal of enhancing the availability of bandwidth, connectivity and Data Center solutions to the business community in Lawrence, KS. Rather than simply being a bandwidth provider or a cloud service provider our company has the ability to manage all aspects of critical business data needs. Our solutions provide all the necessary bandwidth at up to 1Gbps to connect all locations. In addition, we provide the necessary data center solutions that businesses use to manage, store, access, transport and secure business critical data. Specifically, such solutions include data storage, data-back-up, colocation, disaster recovery and data monitoring and security.

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ISG/Twin Valley are uniquely positioned not only to provide the bandwidth necessary to facilitate economic development but more importantly to provide everything else you need at the end of those fiber connections as way to attract new, small business and industry to Lawrence, KS.

5. PRICING

ISG/Twin Valley is open to discussing with the City the pricing structures that work best for the prospective businesses and non-profit organizations in Lawrence. We want to offer reasonably priced services that provide Lawrence businesses with a competitive advantage. We also want to provide the City with a way to maximize the value of their facilities.

6. TIMELINE

ISG/Twin Valley is willing to immediately engage in discussions with the City and other officials as way to plan and develop timelines.

7. WHAT IS NEEDED FROM THE CITY

ISG/Twin Valley appreciates the City's long tradition of diversity, energy and activity combined with your efforts to attract new businesses and industries. This is evident by your willingness to work with partners in the IT and Telecom industry as a way to advance your efforts. We look forward to the opportunity to collaborate and further discuss the best ways to reach your goals.

8. SCOPE

ISG/Twin Valley would propose connectivity and Data Center Services solutions tailored to the needs of businesses and industries in Lawrence, KS. The initial focus would be to utilize the City's existing fiber network while being open to the possibility of discussing fiber expansion opportunities. We look forward to teaming with the City in finding creative ways to achieve your goals of providing a model information and communication technology infrastructure.

Thank you for your time and consideration.
Sincerely,

Robert E Etzel
Vice President – Strategic Partners
ISG Technology, Inc.
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www.isgtech.com

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