

Shutesbury Broadband Committee		
11.12.2018	5:30 PM EST	Shutesbury Town Hall
Facilitator	Gayle Huntress	
Minute Keeper	Asha Strazzero-Wild	
Committee Attendees	<input checked="" type="checkbox"/> Gayle Huntress <input checked="" type="checkbox"/> Asha Strazzero-Wild    Craig Martin <input checked="" type="checkbox"/> Frank Cintino <input checked="" type="checkbox"/> Steve Schmidt    Ayers Hall Graeme Sephton <input checked="" type="checkbox"/> Eric Stocker    Kent Whitney	
Community members	Jim Hemenway (Community Member), Becky Torres (Town Admin) Peter Johnson from Calix (Littleton and Westborough MA) Steve Abraham from Calix	
Notes		
<p>Calix versus Nokia  From Steve:  The ONTs and our carrier class router/gateway are very competitively priced as well as is our Wifi mesh solution. I will try to get you a formal quote on Monday but pricing is:  801G: \$85, 803G: \$90, 844E: \$107</p> <p>Background</p> <ul style="list-style-type: none"> <li>• Founded in 1999</li> <li>• ONLY do Broadband access equipment and solutions</li> <li>• Really understand the needs of rural communities</li> <li>• 8 municipalities in MA that are based on Calix and 6 more in NE and VT, ME</li> <li>• Large enough to not worry about finances but small enough to still listen - \$511M with 1K employees</li> <li>• Some shifts in the way equipment is set up; fiber termination point in the home</li> <li>• Developed some analytic software tools- eliminated via network ops center</li> <li>• Internet of Things – made management more complicated. Gigacenter box can go anywhere in the house/customer wants it and it connects to the ONT box (terminates the fiber) - (under \$200 for both)- allows managed wifi solution.</li> <li>• Known for being the most innovative and leader in technology; user group convention in Vegas.</li> <li>• Main value prop: Full service that will save you time and money down the road</li> </ul> <p>3 key value props</p> <ul style="list-style-type: none"> <li>• 24-7 access to technical center</li> <li>• Can do online tickets, all software upgrades- part of support package</li> <li>• Wifi coverage area has expanded beyond home coverage- can do up to four extender boxes (mesh solution). Software will give you same stats per device.</li> </ul> <p>Latest software</p> <ul style="list-style-type: none"> <li>• Rolled out the Gigaspire comes in 2 flavors- a next gen router and a bunch of other stuff (see white paper).</li> <li>• Provides next gen wifi, has Alexa (Amazon voice commands), and has ability to be your IoT device manager</li> </ul> <p>HG&amp;E has Leverett email alias and they will call on their behalf</p> <p>Battery back up: two choices- 24 volt, should last 8ish hours outside. Only put on ONT. Designed for 8 hours for battery (always get dial tone but not talk for 8 hours). ~\$40 that we can pass on as a third party (Cyberpower).</p> <p>Comes with a 1 year and a couple dollars to extend the warranty</p> <p>Equipment in the hut</p> <ul style="list-style-type: none"> <li>• Been selling for 8 years</li> <li>• Simple</li> <li>• Put in blades as you turn up customers; only pay for physical subscribers</li> </ul>		

Recommended for Shutesbury

- Fiber through the home and in home (least intrusive space), terminated into ONT device and Ethernet
- Should do a managed service- Calix has a cloud-based tool to manage- called Support Cloud- they host the software and can manage through to the device level
- Steve to send Gayle over doc of tech pieces to circulate

**Next steps:**

- **Check in with references (Holyoke, Concord, Isles burrow Maine)**
- **Send specs on the Ethernet port (re: surges)**
- **Steve to send Gayle over doc of tech pieces to circulate**
- **Gayle to set up a portal on Calix site for Shutesbury**

Action Items	Person Responsible	Deadline
See above		

MEETING WRAP UP

Set Next Meeting

	11/26/2018
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