



IBT Group USA, LLC

November 26th, 2024

Virginia Department of Housing and Community Development
Attn: Office of Broadband Development
600 East Main Street, Suite 300
Richmond, VA 23219

Subject: Letter of Intent to Apply for Broadband Funding under the BEAD Program

Dear Virginia Office of Broadband Development Team,

On behalf of IBT Group USA, LLC, I am reaching out to declare our intent to submit applications for broadband funding under the BEAD program in the Commonwealth of Virginia.

IBT has been serving over 4,000 users for more than 10 years with a team of more than 50 fully qualified professionals with industry-specific experience in building, managing, and operating passive and active networks to deliver high-speed internet and related services, particularly in mission-critical environments that exceed the technical requirements of this endeavor. Most of our team's expertise comes from the Business to Business (B2B) world, where the service level requirement is higher and where we provide true 24/7 network and customer service and technical assistance to mission-critical businesses, including hospitals that demand high-quality service and security standards objectively measured through performance and management indicators. The team has extensive construction management experience, including deploying fiber-optic cabling, structured cabling, and installing active and passive equipment.

Over 10 years ago, IBT began offering internet connectivity and data transmission services, dedicated internet access services, point-to-point data links between customer sites, VPN links, extranets, and other IT services for sectors or industries related to healthcare, construction, and large commercial accounts. Leveraging this experience with high-quality performance standards and fiber optic deployment, IBT expanded into providing residential broadband services in Texas and Florida to provide the same high quality of services we deliver in the B2B world to individual residential households, primarily in unserved and underserved areas. IBT does this by offering high-quality broadband internet and customer service to Business to Consumer (B2C) accounts such as residential, Multi-Dwelling Units (MDU), and small businesses, including in areas where it would not be economically feasible otherwise by applying for federal, state, and local funds.

IBT's Broadband experience includes rural broadband builds where, in the last year alone, IBT has been awarded nearly \$43 Million in federal, state, and local funding to

expand our network and over 200 miles of buried fiber-optic cabling and deploy broadband internet services to pass more than 5,500 unserved and underserved households, businesses, and community anchor institutions. In total, IBT's network will expand to bring broadband internet services to an additional 1,200 customer premises over 2024 and 4,700 additional homes passed over the course of 2024 and 2025 through its currently financed and awarded project alone.

Our approach is rooted in collaboration. We strategically partner with local governments, community organizations, and private stakeholders to ensure our projects are tailored to meet the specific needs of the communities we serve. These partnerships enable us to maximize resources, streamline implementation, and foster local economic development.

As an applicant for the BEAD Program in Virginia, IBT is committed to bringing this same level of expertise and innovation to the Commonwealth. Our proposed projects will prioritize unserved and underserved households and businesses while ensuring equitable access to community anchor institutions. With scalable designs, cutting-edge technology, and a focus on affordability, IBT is poised to bridge the digital divide and contribute meaningfully to Virginia's broadband goals.

We look forward to the opportunity to work with the Virginia Department of Housing and Community Development to expand broadband access and deliver transformative connectivity to communities in need.

A handwritten signature in blue ink, appearing to read "Sangelaji".

Keyvan Sangelaji
Managing Director
IBT Group USA, LLC
keyvan.sangelaji@ibtgroup.com

Counties that IBT Group USA, LLC may apply to serve under the BEAD program

Accomack
Albemarle
Alleghany
Amelia
Amherst
Appomattox
Ashe
Augusta
Bedford
Berkeley
Bland
Botetourt
Buchanan
Campbell
Caroline
Carroll
Caswell
Charles City
Charlotte
Charlottesville
Chesapeake
Chesterfield
Clarke
Colonial Heights
Craig
Culpeper
Danville
Dickenson
Dinwiddie
Essex
Fauquier
Floyd
Franklin
Frederick
Fredericksburg
Galax
Giles
Gloucester
Goochland
Granville
Grayson
Greene

Halifax
Hampshire
Hancock
Hanover
Hardy
Harrisonburg
Hawkins
Henrico
Henry
James City
Jefferson
King and Queen
King George
King William
Lancaster
Lee
Letcher
Loudoun
Louisa
Lunenburg
Lynchburg
Madison
Martinsville
Mathews
Mecklenburg
Middlesex
Montgomery
Morgan
Nelson
New Kent
Newport News
Norfolk
Northumberland
Nottoway
Orange
Page
Patrick
Pendleton
Person
Petersburg
Pike
Pittsylvania
Portsmouth
Prince George

Prince William
Pulaski
Radford
Rappahannock
Richmond
Richmond
Roanoke
Rockbridge
Rockingham
Russell
Salem
Scott
Shenandoah
Smyth
Spotsylvania
Stafford
Staunton
Stokes
Suffolk
Sullivan
Surry
Surry
Sussex
Virginia Beach
Warren
Warren
Waynesboro
Westmoreland
Williamsburg
Winchester
Wise
Wythe
York