THE JOURNEY
OUR START

- December 31, 2015: Board approval
- June 16, 2016: Project launch
- November 2016: First install
Purpose:
“Improve our Member’s quality of life in the communities we serve.”
<table>
<thead>
<tr>
<th></th>
<th>RESULTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>19 zones with live service</td>
</tr>
<tr>
<td>2</td>
<td>12,000+ preregistrations</td>
</tr>
<tr>
<td>3</td>
<td>5,000+ live customers</td>
</tr>
<tr>
<td>4</td>
<td>15,000 passed</td>
</tr>
<tr>
<td>5</td>
<td>$3,500/home investment by DMEA in dark fiber</td>
</tr>
</tbody>
</table>
INTERNET

Residential
100 Mbps - $49.95/mo.
1 Gig (1,000 Mbps) - $79.95/mo.
Phone - $30/mo.
TV – $29.95/mo. Basic

Business
100 Mbps - $79.95/mo.
300 Mbps - $249.95/mo.
1 Gig (1,000 Mbps) - $499.95/mo.
Phone - $50/mo or custom pricing

PHONE

TELEVISION
DMEA IS DEFINED BY OUR EMPLOYEES.
THE FUTURE
A good hockey player plays where the puck is. A great hockey player plays where the puck is going to be.

- Wayne Gretzky
“. . . the information networks that are transforming our economy in other areas are also being applied to applications for dynamic optimization of electric system operations, maintenance, and planning.”
THE POWER SYSTEM OF THE FUTURE

• Generation Becomes More Flexible
• Consumers Become Energy Producers
• Loads Become More Interactive and Dynamic
• Transmission and Distribution Becomes More Controllable and Resilient
• Electric Vehicles
• Battery Storage
• Blockchain
• Micro Grids
• Demand Response Systems
• Smart Homes
• Dynamic Pricing Models
• Big Data Management
• Utilities must think and operate differently.

• Instead of voltage decreases along the length of a circuit, there is a rise in voltage where intermittent resources are connected.

• Instead of thinking about load curtailment on peak days, engineers and operators are now thinking about capacity adjustments from distributed energy resources.

• All starts with a robust and secure communications systems.
Successful business strategy is about actively shaping the game you play, not just playing the game you find.

- Adam Brandenburger & Barry Nalebuff
QUESTIONS?

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