



Magellan Advisors: Company Overview

2



Magellan develops ubiquitous fiber + wireless Infrastructure that powers the smart city

Broadband

Fiber To The Home
Middle Mile Networks
High-Speed Wireless
Cellular & DAS

Utilities

Smart Grid
Smart Home Automation
Grid Security
Energy Efficiency

Transportation

Intelligent Traffic Systems
Vehicle Detection
Smart Parking
EV Charging

Healthcare

Telehealth
Telemedicine
Remote Monitoring
Records Management

Public Safety

Video Surveillance
Sensor Networks
Secure Communications
Emergency Operations

Magellan Advisors: Company Overview

3

PROVEN PROCESS. PROVEN RESULTS.

Planning, Deploying & Managing FTTP Networks

250

250 PUBLIC &
PRIVATE CLIENTS
SERVED

50+

OVER 50 NETWORKS
IMPLEMENTED
NATIONWIDE

\$1B

OVER A BILLION IN
BROADBAND
PROJECTS FUNDED

1M

1 MILLION FIBER TO
THE PREMISE
CONNECTIONS

1K

1,000 COMMUNITY
ANCHORS
CONNECTED

Our Value Proposition

4

- Real-world tested studies based on actual deployments
- Customized studies specific to local government agencies
- Hundreds of clients across North America, over 100 electric utility customers
- Honest, independent advice built on the business of fiber connectivity
- Deep technical, financial and risk analysis

Southeast US | Engagements*

5

- City of Ft. Lauderdale, FL
- Charlotte County, FL
- Chatham County, GA
- City of Savannah, GA
- City of Clermont, FL
- City of Lakeland, FL
- City of Ormond Beach, FL
- City of Winter Park, FL
- Fort Pierce Utility Authority, FL
- Town of Longboat Key, FL
- Town of Palm Beach, FL
- Town of Jupiter, FL

**Partial List*

Sample Engagements – Scope of Expertise

6

- Town of Longboat Key, FL
 - Fiber Master Plan, FTTH and Smart Street Lighting P3
- City of Clermont, FL
 - Fiber Plan, Turnkey Implementation, WiFi Planning and Procurement, PM/CM
- South Bay Council of Governments and Workforce Investment Board, CA
 - Fiber Master Plan focused on supporting workforce transformation, and P3
- City of West Hollywood, CA
 - Fiber Master Plan and Wireless Master Plan
- Niagara Falls International Airport Stakeholders Group, NY
 - Network Plan focused on Economic Development in the Airport Focus Area
- City of Rancho Cucamonga and RCMU, CA
 - Fiber Master Plan, P3, and Turnkey Design/Implementation
- Fort Pierce Utility Authority, FL
 - FPUAnet Assessment and Expansion Plan

Community Based Broadband

7

Communities across the US are taking charge to determine their own digital destinies.

Focusing on:

- Economic Development
- Digital Divide/Inclusion
- Public Safety
- Governmental Uses
- Business/Residential Broadband Services
- Smart City/Connected City
- Participating/Leading Community Innovation

Mount Dora: Key Objectives

8

- Support the conceptual vision of Wolf Branch Innovation District for the establishment of an employment-based economic development area
- Ensure that advanced communications and technology infrastructure is preplanned, and built out during development
- Assist the City and Mount Dora Electric in understanding/identifying its role, including business, operating, and technical requirements
- Ensure the District includes key connectivity and innovation opportunities that will drive the future “Smart Development” of Wolf Branch

Mount Dora: Project Team

9



**Courtney
Violette**
Project Exec.

Project Executive

Project Manager



Greg Laudeman
Sr. Consultant

Research &
Analysis



Gillian Violette
Project Analyst

Network
Engineering &
Costing



Dan Howick
VP Design &
Construction

Market Analysis &
Demand Planning



Eric Ogle
Sr. Consultant

Tasks

- 1. Needs Assessment**
- 2. Market Analysis**
- 3. Visioning**
- 4. Business Model Development**
- 5. Marketing Program and Development**
- 6. Smart Community Integration**
- 7. Communications and Technology Technical Plan**
- 8. Communications and Technology Operations Plan**
- 9. Communications and Technology Financial Plan**
- Develop ICT Master Plan and Presentations**

Mount Dora: Project Timeline

11

Timeline for Proposed Statement of Work	Month >	1	2	3	4	5
Assessments						
Business Planning						
Technical Planning						
Operational Planning						
Financial Planning						
Final Plan Development and Presentations						

QUESTIONS?

Thank You!