

# **Washington Report**

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**OPASTCO 46th Annual Winter Convention**



# Opportunities

- Policy
- Technology
- Customer



# OPASTCO 2008

## USF

- Broadband
- Maintain Revenues
- Lift the CAP



# Intercarrier Compensation

- Missoula Plan
- OPASTCO/WTA
  - Intra to Inter RM
  - Lower Rate – Larger RM
  - Optionality



# October Showdown

- Broadband Build-Out
- Fixed/Frozen USF
- Fixed/Frozen ICC
- ICC Low - Low Rates



# Obama Stimulus Package

- 28 Billion
- 25 Megabit Broadband
- Grant
- Separate from USF



# Policy Prospects for 2009

- New Commission
- New Chairman
- New Policies
- Broadband
- Net Neutrality
- ICC/Access



# Congress

- Stimulus Package
- Broadband
- Net Neutrality
- USF
- ICC/Access



# Business Prospects for 2009 & Beyond Retail Network

Telephone

Broadband

Long Distance Resale

**Wholesale (Access, Other)**

**Customer**



# Revenue Growth

- Local Telephone (lines, minutes)
- Broadband
- Wholesale (Access)
- Customer



# Considerations

- Regulated/Non-Regulated
- USF/Access
- Wholesale/Retail
- Own/Rent
- Services/Pipe



# Revolutionary Consumer Devices

- HDTV Large Screens & Sound
- Super Smart TV Remotes
- TiVO / DVRs / Large Storage
- Cheap Availability



# Revolutionary Consumer Networks

- Home – TV, Computers, Voice, Sound, Operations
- Upload Management to Someone
- Maintenance, Integration, Interoperability



# Revolutionary Consumer Usage

- Time Shifts
- Channels, Websites, Home Storage
- Mobility Devices, Rooms, On the Road
- Seamless / No Maintenance



# The Customer

- Old Tariff Service
- New Personal Service





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# The Big Change - 1

- Carrier Selected to Customer Selected
- Channel to the Websites
- Voice as a Service to an Application
- Pipes Not Services



# The Big Change - 2

- Network / Non-Network
- Wholesale / Retail
- Own / Rent
- Smarts / Switches / Edge



# Customer Opportunities

- Install & Sell Everything
- Maintain Everything
- Manage the Environment
- Host It All (Cloud Computing)
- Basic & Beyond



# How to Prosper

- Right Regulatory Environment
- Embrace the Future Business

