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Media Contact:

Jacki Miskimins
605-995-1784

Jacki.Miskimins@vantagepnt.com

Vantage Point crosses \$1.4 Billion Milestone in Loan and Grant Funding for Clients

With success in NY Grant program, Vantage Point exceeds \$1.4 billion in broadband financing secured for clients.

MITCHELL, SD (February 5, 2018) – \$1.4 billion, with a B. That’s the milestone recently crossed by Vantage Point Solutions measuring the loan and grant financing they have secured for clients.

In the New NY Broadband Grant Program’s Phase 3 grants, announced January 31, Vantage Point clients were awarded tens of millions of dollars to provide broadband to unserved and underserved areas of New York. That dollar amount, added to previous awards, put Vantage Point’s total loan and grant funding secured for clients over \$1.4 billion.

Through a combination of federal and state loan and grant programs, Vantage Point has assisted dozens of companies in securing the funding necessary to support multi-state, statewide, and local broadband buildouts and network improvements using fiber-to-the-home (FTTH), wireless, and middle mile technologies. These programs include RUS Community Connect, BIP Stimulus, NTIA Stimulus, state grants, and federal loan programs.

In recent years, Vantage Point has been especially successful with state grant programs in New York, Wisconsin, and Minnesota.

Wednesday’s announcement marks the third round of the New York state grant awards. The awards, announced by Governor Andrew Cuomo, include New York CAF II funding, a separate funding program made available to New York broadband providers through the New York Broadband Program Office and the FCC as part of the Phase 3 funding.

Carmen O’Neill, Assistant Director of Engineering, attributes Vantage Point’s success in these funding programs to the company’s unique combination of expertise. “Grant and loan applications typically require both engineering plans and financial analysis. Because Vantage Point has both engineering and consulting under one roof, our clients’ applications benefit from the synergy and collaboration of those experts working together.”

The company’s success had been supported by other factors, as well. “I think part of our success is from our creativity, to be honest,” said Andy Deinert, Network & Security Services Manager. “We have been really quite successful working on the network designs and business plans for new and unusual



scenarios. Having the in-house expertise and experience across the board is obviously a great asset to our clients in that regard.”

Kristy Szabo, Director of Consulting, agrees, adding “We have secured loans and grants for clients in a huge variety of scenarios, from mergers and acquisitions to debt refinancing to new broadband investments. That experience works in favor of the companies we work with, because we can take lessons learned from one situation and apply it to other, new situations. It’s really unique and powerful.”

All agree, however, that the greatest driver of Vantage Point’s success in securing funding for broadband networks has been the company’s focus on client relationships. “We put clients first every day,” says Kevin Kloehn, Vice President of Customer Relations. “We get to know them – the company, the operation, the network, their team, their goals. There’s definitely a personal touch. Do we make sure their network designs are future-proofed and their financial analysis is realistic? Absolutely. But more importantly, we make sure our work is aligned with what they really need.”

Vantage Point provides engineering, consulting, outside plant, data network and cybersecurity, and integration services for hundreds of data network operators across the country and international.

“It’s really extraordinary,” said Larry Thompson, Vantage Point CEO. “I’m proud of the dedication and success of our team and the vision of our clients. It’s fulfilling to know that we’re helping our clients improve the lives of the customers they serve by providing better broadband.”

ABOUT NEW NY BROADBAND GRANT PROGRAM – Recognizing the importance of broadband infrastructure and building on prior State investments in broadband deployment, Governor Andrew M. Cuomo in 2015 established the \$500 million New NY Broadband Program. The Program provides New York State grant funding to support projects that deliver high-speed Internet access to Unserved and Underserved areas of the State.

An “Unserved” area is defined as an area where the fastest available advertised Internet download speed offered by a wireline-based provider is less than 25 Mbps. An “Underserved” area is defined as an area where broadband service is only available from a wireline-based provider at advertised Internet download speeds between 25 Mbps and 99 Mbps. The Program is the nation’s largest and most ambitious state investment in broadband, with a goal of achieving statewide broadband access in New York. (Source: <https://nysbroadband.ny.gov/about>)

ABOUT VANTAGE POINT SOLUTIONS – Vantage Point Solutions is a national provider of engineering and consulting services for the broadband/telecommunications and financial industries. Vantage Point combines professional engineering, technical expertise and extensive regulatory knowledge to design technically advanced and economically viable solutions customized for each client. With over 250 employees and hundreds of clients across the country and international, VPS has the vast experience necessary to understand the best solution for any company.