

*1. Please discuss what the market trial is for; why is it necessary; what is its' purpose*

With the FCC definition of broadband meaning service speeds of 25 mbps down / 3 mbps up, it is important for Softcom to be able to test equipment and potential service offerings of packages up to and including the FCC defined broadband speed in real world environments. Because Softcom offers unlimited data packages without blocking or throttling, it's important to determine how these potential service offerings using FCC defined broadband speeds will be utilized in real world usage situations. This data will be gathered via several fronts, first by the technical data generated from the equipment involved in the trial, and second by reaching out to the customers involved in the trial and gathering their own valuable feedback about their experience in real world environments. The technical data can often overlook or offer an incomplete picture about the overall experience. All of the above is tied in concert with the CBRS band to determine which service offerings are financially viable and technically feasible, specifically giving us a better insight in developing the financial model of offering such services in conjunction with the bidding for Priority Access Licenses.

*2. What parameters will be tested?*

We will be testing (in varying combinations) the maximum aggregate throughput, ideal average aggregate throughput, channel widths, co-channel interoperability and impact on noise floor, self-interference impacts and avoidance, latency, range, the effect on different types of foliage on signal / capacity, and how customer use of a FCC defined broadband service package would impact the overall service quality on equipment. We will also determine what the optimum oversubscription ratio is to ensure that each customer on the sector is receiving the service level that they are paying for. We have a fairly wide service area of varying topology and foliage and it's important to know how the varying permutations of technical and environmental parameters will affect potential service offerings using the equipment.

*3. What are the criteria for success?*

The criteria for success would be being able to know, with reasonable certainty, how many customers could be provided service at the broadband definition level and what caveats need to be adhered to in offering the service to customers.

*4. How does the technical trial relate to the market trial?*

The technical trial relates to the market trial as we will be using the equipment in the technical trial to perform the market trial; the equipment will be operated in the 3550-3650 MHz band during the trial and, when made available for service, operated using the SAS.

*5. What is the smallest number of units needed to test the objective compared to the size of the existing customer base?*

Due to our wide service area and varying topology in the service area, we believe the minimum amount of end users we would need to be able to test to gather sufficient data on the test would be 450. We currently have approximately 4,500 wireless customers; the trial would be involving, at most, 10% of our current customer base. Our application specified a maximum of 1,000 end users, and we would accept a condition on the experimental authorization that reduces that maximum to 450.