

The Honorable Eliot Engel

1. There seems to be a consensus that we should expand broadband access in the United States, but of course it is expensive to build the necessary infrastructure. In New York, we have an aggressive broadband expansion plan that offsets high costs through a reverse auction process. We use data from the FCC to identify both unserved and underserved areas. Then we auction off grant money for each area, awarding financing to the private company that seeks the lowest state subsidy. The system has attracted many different providers, including major telecommunications companies like Fairpoint and Frontier, as well as small utilities like Middleburgh Telephone Company and Margaretville Telephone Company.
 - a. Can you comment on New York's plan and whether you think we should adopt certain aspects of it at the Federal level?

While I am not an expert on New York's plan, it sounds like it is analogous to the FCC's Mobility Fund II process, in which reverse auctions will be employed to make Universal Service Fund support available to bring mobile LTE service to unserved areas across the United States.

There are two key elements to making efforts such as MF-II and the New York program work effectively. First, there must be upfront agreement on the definition of broadband and what constitutes an unserved or underserved area. Second, regulators or program administrators need access to meaningful data to evaluate and make determinations regarding which areas fit these definitions and are thus eligible for either Federal or state support. It is on this latter point that Mosaik can provide substantial input to inform better decision-making by policymakers.

Mosaik has built and maintains the largest coverage database offering visibility into the reach and performance of U.S. mobile networks. These datasets are more robust, and updated more frequently, than those managed by the FCC or by any state. Furthermore, on June 19, 2018, Mosaik was acquired by Ookla, the company behind Speedtest® network performance testing platform. The combination of Ookla and Mosaik opens up exciting new data and visualization capabilities and further strengthens the company's position as the global leader in both fixed and mobile network analysis.

By providing regulators and other broadband program administrators with the budgetary resources to access commercial datasets such as those collected and managed by Mosaik and Ookla, Congress and state governments can accurately identify areas where broadband services are either non-existent or substandard so that appropriate steps can be taken to provide or improve service. A modest investment in better data can render improved outcomes and ensure that outlays

from either the Federal Universal Service Fund or other relevant Federal or state support programs are appropriately targeted.