



TARANA WIRELESS, INC.

Responses to Questions for the Record

Submitted to the House Committee on Energy and Commerce Subcommittee on Communications and Technology

Hearing: "From Introduction to Implementation: A BEAD Program Progress Report" September 10, 2024

Submitted by: Basil Alwan, Chief Executive Officer, Tarana Wireless

Questions from The Honorable Earl L. "Buddy" Carter

Question 1: How are you preparing for the influx of BEAD projects when it comes to workforce?

Workforce readiness is one of the most significant and underappreciated challenges facing the successful deployment of BEAD-funded broadband, and it is one Tarana Wireless takes seriously as a technology partner to the ISPs and operators who will do the on-the-ground work of connecting unserved and underserved communities. As a next-generation fixed wireless access technology company, Tarana is in a unique position to support our ISP partners as they prepare for BEAD deployment. One of the distinct advantages of our ngFWA technology is its deployment efficiency relative to fiber. Our technology can be deployed in weeks or months rather than the years often required for trenched or aerial fiber construction. This meaningfully reduces the labor hours required per connected household and allows a smaller, more accessible workforce to serve a larger coverage footprint. In high-cost, low-density areas, precisely the communities BEAD is designed to serve, this deployment efficiency advantage is both a cost consideration and a workforce sustainability consideration. That said, we recognize that no technology eliminates the workforce challenge entirely. Tarana actively supports our ISP partners through comprehensive technical training and certification programs, ensuring that the technicians responsible for deploying and maintaining our equipment are equipped to do so efficiently and safely. We work closely with our partners to transfer knowledge and build local technical capacity, recognizing that the communities being served benefit most when the workforce serving them is drawn from those communities whenever possible. We also believe that industry-wide coordination will be essential. We encourage the Committee to consider supporting workforce development initiatives at the trade association level, as well as partnerships between state broadband offices, community colleges, and technical training institutions to build the pipeline of trained broadband deployment technicians the BEAD program will require. The workforce challenge is a shared one, and it will require a shared solution.


Questions from the Honorable Doris Matsui

Question 1: Mr. Alwan, in April your company announced plans with unWired Broadband to expand affordable, high-speed internet service throughout Central and Northern California. Can you provide an update on this project?

Thank you for the question, Congresswoman Matsui, and for your continued leadership on broadband connectivity and affordability in California and across the nation. I am pleased to report that our partnership with unWired Broadband continues to grow and deliver meaningful results for the communities of Central and Northern California. unWired has been one of Tarana's most valued and committed ISP partners, and their work on the ground in California is a testament to what a dedicated, community-focused operator can accomplish with next-generation fixed wireless access technology. Since our joint announcement, unWired has continued to expand its subscriber base, connecting additional families and businesses across their service territory to affordable, high-speed broadband using our ngFWA platform. We are proud to report that the deployment continues to add customers and deliver the reliable, fiber-class service that residents of Central and Northern California deserve. The partnership reflects exactly the kind of collaboration between innovative technology companies and committed regional ISP partners that we believe will be essential to the success of BEAD and to California's broader broadband goals. California is home to some of the most geographically diverse and challenging terrain in the United States, and we are proud that our technology is helping unWired deliver service across that terrain in areas where fiber deployment would be cost-prohibitive or logistically impractical. We look forward to continuing to grow this partnership and to supporting unWired's efforts to serve communities across the state. We remain deeply committed to California and to ensuring that the promise of affordable, high-speed broadband is realized for every Californian, from the agricultural heartland of the Central Valley to the communities of the greater Northern California region.

Question 2: Mr. Alwan, what steps is Tarana Wireless taking to ensure its next-gen fixed-wireless technologies can consistently meet the broadband reliability, speed, and latency needs of modern-day consumers?

Investment in the continuous advancement of our technology platform is at the core of Tarana's mission, and I am pleased to share the steps we are taking to ensure that our ngFWA technology continues to meet and exceed the broadband reliability, speed, and latency standards that modern consumers and the BEAD program require. Tarana invests approximately \$80 million or more annually in research and development across our technology platform. This sustained, privately funded R&D commitment, totaling more than \$400 million over the life of the company, reflects our belief that the work of solving the digital divide is not finished with the first generation of a technology, but requires continuous innovation to stay ahead of consumer demand and the evolving needs of the communities we serve. I am proud to share that Tarana has recently announced the development and commercial availability of our G2 platform, which represents a significant and meaningful advancement in our ngFWA technology roadmap. The G2 platform builds directly on the foundation established by our G1 product, which has now been commercially deployed across 47 states and 26 countries through nearly 350 ISP



partners, and takes our technology capabilities to an entirely new level. We are already seeing our technology deployed as part of BEAD-funded and BEAD-adjacent projects, with operators reporting impressive speeds and reliability metrics that demonstrate the readiness of ngFWA to serve as a primary broadband solution for unserved and underserved communities. G2 represents an important milestone in Tarana's broader technology roadmap. Our platform is designed and engineered to deliver very high speeds while remaining dynamic and reliably capable of delivering service in unlicensed and lightly licensed spectrum across near and non-line-of-sight environments. This is not a trivial engineering challenge. The ability to maintain high performance in terms of speed, latency, and reliability through obstructions, interference, and variable channel conditions is what distinguishes next-generation fixed wireless access from legacy wireless technologies. Tarana's continued investment in distributed massive MIMO architecture, real-time interference cancellation, and advanced spectrum management is how we ensure that our technology does not merely meet today's broadband standards, but is positioned to continue meeting them as those standards evolve. We are committed to ensuring that the ISP partners deploying our technology on behalf of their communities, and the families those ISPs serve, have access to a platform that delivers a broadband experience that is genuinely comparable to fiber in reliability, speed, and latency. That commitment drives our R&D investment, our product roadmap, and our partnerships, and it is one we take seriously as a company founded and headquartered in the United States with a mission to help close the digital divide for every American family.