

From: Eric Nakajima [nakajima@masstech.org]
Sent: Wednesday, January 27, 2016 2:57 PM
To: Chris Lynch
Cc: Michael Baldino; Maeghan Welford
Subject: Follow-up from discussion at Board Meeting

Chris,

I appreciate the opportunity that we had to speak before yesterday's meeting of the MBI Board of Directors. I would like to confirm the next steps that you agreed to undertake to provide information that the MBI initially requested from Matrix in my December 24, 2015 letter. My understanding is that Matrix will submit to the MBI the following information by email:

- A PDF of a coverage map for the Town of Hardwick delineating the areas of the town that would be covered under Matrix's proposal to expand broadband availability to at least 96%
- A high-level sources and uses statement for Matrix's proposed projects in Hardwick and Montague
- Responses to questions in the December 24th letter that seek additional information on how Matrix would operate and sustain broadband networks in Hardwick and Montague, including, but not limited to, a description of how Matrix would stand up operations and approach the provisioning of service in these towns. It is my understanding that Matrix will utilize non-proprietary information from its business plan in its answers.

Any further discussions regarding access to the full business plan developed by Matrix will be addressed separately. Please respond to let me know if you share my understanding of next steps and please provide the date by which you plan to submit this information to the MBI. We look forward to continuing the due diligence process with Matrix.

Eric

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