

Accelerate Guide to Interviewing Broadband Providers

Questions for broadband providers already offering service in your area

1. Please describe the broadband services that you can currently deliver to residents and businesses across our community. What percentage of customers can obtain broadband services that meet current state goals?
2. Here is the broadband map that illustrates current broadband coverage. What plans does your company have that would move our area toward the state broadband goal?

Question for all broadband providers

3. What impact will previously committed federal dollars—including the Rural Digital Opportunity Fund (RDOF), Connect America Fund Phase II (CAFII), the Alternative Connect America Cost Model (ACAM), and USDA ReConnect—have on your company's plans for broadband investment in our area?
 4. What could we do to spur investment by your company in high-performance broadband infrastructure in our area?
 5. As you consider the business case for infrastructure investment in our area, what can you tell us about the public investment needed to make that happen? What else could our community do to assist you, including permitting, rights of way, market development activities, and so forth?
 6. If there were an effort to build publicly owned broadband infrastructure in our area, would your company consider leasing access on it as sole provider or, in an open access model, as one of several competitive providers?
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7. What are your most popular internet service packages, and what are the prices for those packages?

 8. What is your company's capital investment decision-making process, and what is the typical timeline for these decisions?

 9. Over what time frame does your company measure required return on investment?

 10. Besides the delivery of broadband services, what other benefits does your company bring to the communities that you serve?

 11. Can you describe any economic development projects in which your company has been involved in a community similar to ours?
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