



Supervisor Tony Buffington  
**Blue Ridge District**  
NewsFlash

## **Big News!**

# **New In-ground Broadband Fiber Coming to Western Loudoun!**

December 6, 2019

I'm happy to announce that earlier this week, as part of the Board's work to expand broadband services throughout western Loudoun, we approved a \$15,481,205 contract with Lumos Networks (Segra) over the next 9 years (2020-2029) to connect Loudoun County government owned facilities throughout western Loudoun with new in-ground broadband fiber. **In doing so, Segra will install additional fiber lines to be made available to residents and internet service providers, thus creating a new middle-mile-network and offering last-mile-connections to those in need.**

The County now expects to double current bandwidth to County owned facilities while avoiding a projected cost of \$32,980,800 for upgrading currently leased Verizon circuits with security, performance, and other quality of service improvements that are no longer needed. **In total, the County will now save an expected \$16,203,595 while doubling its current bandwidth and ensuring a new privately**

**owned middle-mile-network to be made available for last-mile-connections.**

This new partnership leverages extensive cost saving benefits of simultaneous build pricing through combination with a Loudoun County Public Schools (LCPS) contract with Segra to connect LCPS owned facilities throughout western Loudoun.

# SEGRA<sup>SM</sup>

Lumos Networks (dba Segra) is honored that the Loudoun County Public Schools ("LCPS") chose us to provide fiber connectivity to 101 school sites, and other LCPS facilities throughout Loudoun County. Additionally, because of the LCPS contract award, we are excited that Loudoun County Government will be able to leverage the cooperative procurement opportunity with LCPS in order to extend fiber over 40 miles to Loudoun County Government facilities.

Segra is also excited about the opportunities that this platform in Loudoun County provides to serve the fiber needs of other potential customers. Indeed, an important customer segment for Segra is other telecommunications carriers. In this regard, we work continuously with wireless carriers who need fiber and backhaul services to their towers. We thus offer lit services and fiber to other carriers to facilitate their connections to their customers.

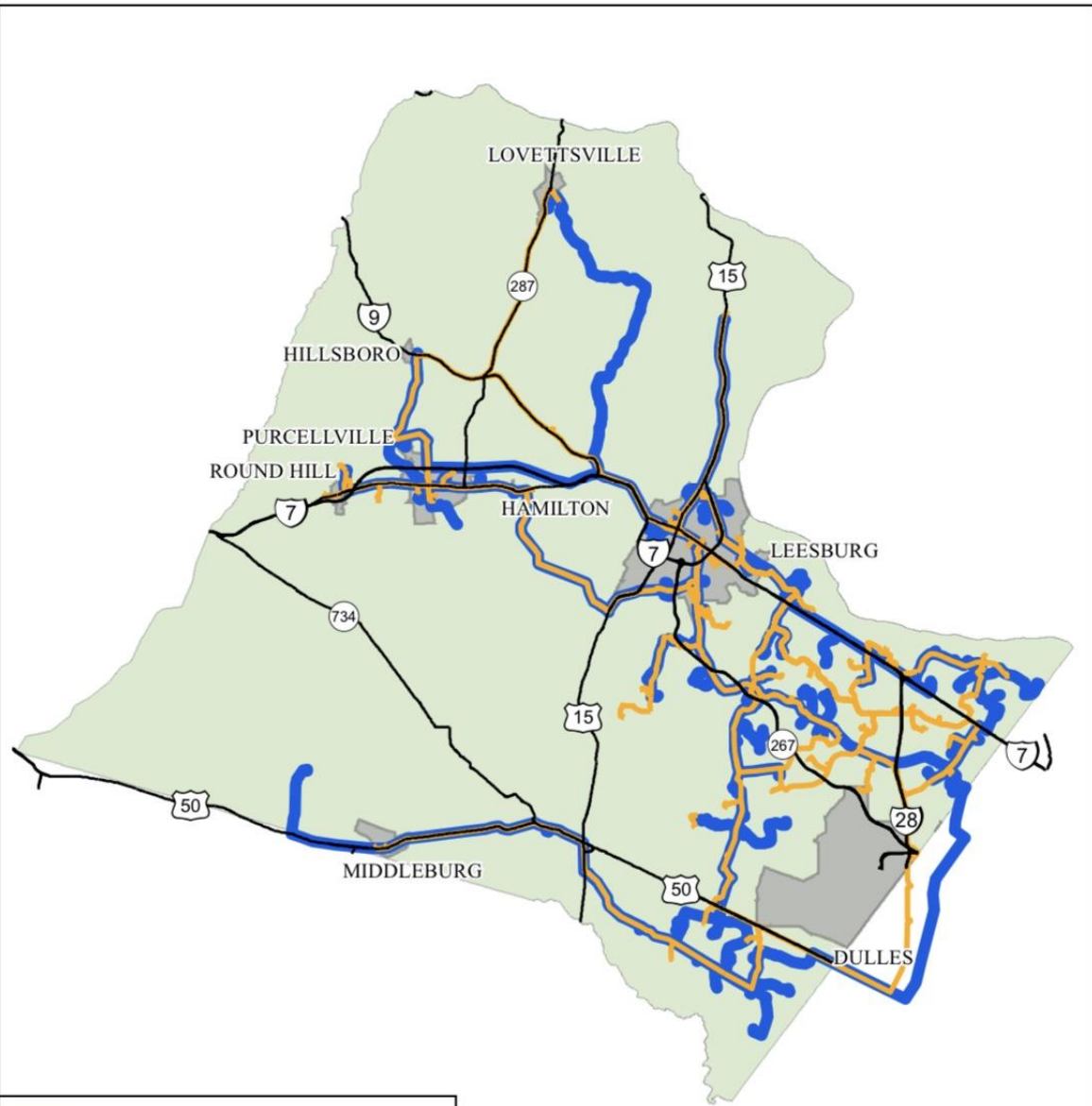
Prior to the LCPS project, Segra had offered service to some parts of Loudoun County, but for the most part, our core network was simply too far away for Segra to build fiber for new customers that would have ensured the provision of quality broadband services. Because of our partnership with Loudoun County Public Schools and Loudoun County Government, however, that situation has now changed in a decidedly positive manner. Accordingly, Segra looks forward to serving a whole range of customers – other telecom carriers, government, schools, businesses, colleges, hospitals, and others that can benefit from the provision of high speed, high quality broadband services. More importantly, Segra's intent is to provide its broadband services in an open and competitively priced manner.

Segra will build out extensive fiber routes in order to serve LCPS and Loudoun County at Segra's own cost. Segra is including additional capacity in those routes and commits to offer to all other potential customers in Loudoun, whether communications provider or not, services on fair, reasonable, consistent, and competitively-neutral terms and prices which will incorporate a portion of the savings attributable to the avoidance of incremental build costs due to the build costs funded by LCPS and Loudoun County as appropriate.

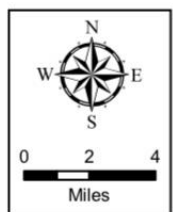
Sincerely,



Steven Hamula  
Associate General Counsel  
Lumos Networks Inc. dba Segra



— Loudoun County proposed dark fiber  
— LCPS planned dark fiber



## Dark Fiber Wide Area Network Services

Map Number: 2019-384      Mapped Date: October 2019

Loudoun County is not liable for any use of or reliance upon this map or data, or any information contained herein. While reasonable efforts have been made to obtain accurate data, the County makes no warranty, expressed or implied, as to its accuracy, completeness, or fitness for use of any purpose.

### Attachment 1

All my best,



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