



The Advantages of a Regional Network

- Economies of scale through regionalized design and construction
- Greater ability to exercise oversight of network design, construction and spending
- Economies of scale for operation and maintenance
- Greater flexibility to provide redundancy in connecting the network to the Internet
- Higher uptime and network resiliency (through interconnected equipment huts)
- Greater ability to upgrade network as technology evolves and user needs grow
- Greater ability to attract professional managers (versus town administrator or Select Board)
- Wider range of input and oversight from diverse members on WiredWest Board of Directors
- Economies of scale for service provision (acquiring bandwidth, TV programming, etc.)
- More flexibility in pricing and packaging of services over larger customer base
- Greater ability to introduce new services (e.g., telehealth) over larger customer base
- Reduction of demographic disparities between towns, such as high second-home ownership
- Greater negotiating leverage with contractors and suppliers
- Benefits of financial success (excess revenues) returned to towns
- Shared risk of financial underperformance and greater resources for responding
- Shared ability to respond to operating failures and emergencies
- More saleable asset serving 10,000+ customers (single-town network may be unsellable)

Towns participating in the WiredWest cooperative will own it (in proportion to their investment), be better protected against risk, have a better-performing asset and a greater upside for a return on their investment.

Small towns in western Massachusetts increasingly are recognizing the need to regionalize the delivery of many services. This is especially true for providing modern telecommunications on a regional basis rather than restricted by boundaries drawn in the 18th century.