

# Smithville®

## A Visionary Communications Enterprise

*“A true champion of rural technology growth,”*  
said one state official. *“An architect of transformation,”*  
added a regional economic development professional.  
*“Changing lives in a profound way,”* asserted a mayor.

All these statements describe the visionary focus of Smithville, Indiana’s largest privately held telecommunications company. Five years ago, Smithville extended its reputation for embracing and advancing the latest in communication technology when it embarked on a multi-million dollar complete rebuild of its service areas in southern Indiana. The company’s extensive focus and performance has earned it

a spot in Broadband Communities’ annual Top 100 Broadband Properties for five consecutive years, a first for a company of Smithville’s size.

### The fastest speed and quality possible

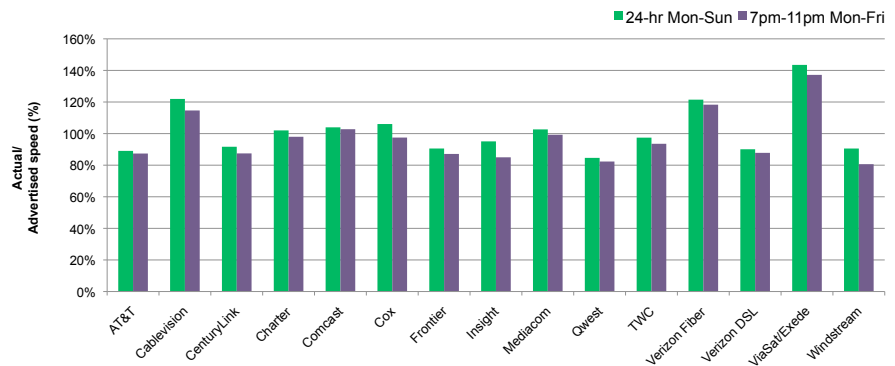
While bringing 1-10 Gbps high-speed fiber connectivity to residences, businesses and government that parallels what Google is doing in other parts of the country, Smithville also pioneered the Indiana Digital Gateway, a fully redundant, state-of-the-art fiber deployment that has literally transformed regions where it is in service.

While much larger telephone and communications companies publicly boasted of 10-20 mbps speed for their customers, Smithville successfully set the bar much higher, routinely reaching speeds of One Gigabit or higher. Further, while larger communications and cable companies would advertise higher

speeds, the FCC published independent broadband research that showed that not all advertised speeds were routinely met (see chart). Not so with Smithville.

Smithville’s established reputation for high performance has earned recognition from business, academia and government, as the full spectrum of services – from planning and construction to high-speed delivery and data support – offered by Smithville transcends what typically is available.

Serving well over 23,000 residential and business customers throughout southern and central Indiana, Smithville has deployed fiber-based installation for entire towns and city governments, creating new opportunities for transformation economic development. The company is well-known as a rural champion, bringing the same high fiber standards of performance to remote rural areas as well as serving larger cities. Branded by Smithville as Quantum Fiber®, this Fiber-to-the premise (residential or business) represents a true game-changer.



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**With Gigabit or near-Gigabit connectivity**, consumers can download full-length movies in seconds. Businesses can conduct transactions literally at the speed of light (186,000 miles per second), deploying Smithville's high speed and capacity to run bandwidth-hungry modeling software or push all Big Data safely up into the Cloud.

## Transforming lives with telehealth

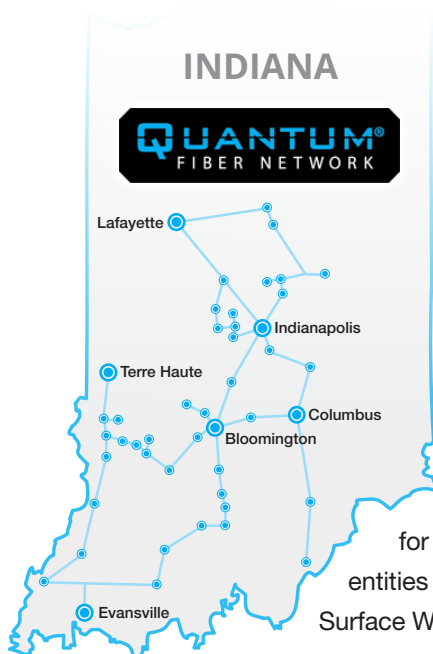
**Smithville's high-capacity and high-speed fiber changes how healthcare is delivered** in the 21st century. Live in either an urban or rural area? Doesn't matter. If you're connected by Smithville fiber, large image files from X-rays or other HD diagnostics transmit seamlessly with no loss of quality. Oncologists and other cancer professionals can confidently view images from patients hundreds or even thousands of miles away, looking at subtle tones in imagery that are preserved through Smithville's high-quality and secure fiber network.

**This same capacity, which has connected hospitals**, clinics and other professional medical facilities all over Indiana, aids physicians and medical professionals who can benefit from face-to-face consults or patient interaction. Smithville fiber-based connectivity allows real-time video conferencing with no quality loss, stutter-step video/audio or lag time, a critical function if you need instant feedback on medical procedures or options.

## Expanding into larger areas

**As its service rebuild nears completion**, Smithville also now focuses on bringing its legendary quality to larger urban areas, serving businesses, healthcare institutions, banks, data centers, schools, universities, government entities and other groups and organizations. Smithville often competes directly with larger telephone/communication companies and carriers.

**Expanding from the greater Bloomington, Indiana region**, Smithville is now moving into Indianapolis and Evansville. The company presently offers service in surrounding counties and cities around Indianapolis, including Fishers and Noblesville in Hamilton County and Lizton in Hendricks County.



**With two extensive and redundant** (to ensure continuous service despite virtually any kind of interruption) fiber builds in central and southern Indiana, Smithville is well-positioned to expand. Their new systems are totally fiber-based, taking out old "twisted-pair" copper connectivity (for both standard communication and DSL). All hybrid systems (fiber and copper) are being phased out in favor of total fiber, and Smithville does not deploy a typical cable company deployments that may combine fiber with coaxial cable.

**Given the cost of fiber expansion (about \$60,000 a mile)** and the extensive permitting and planning requirements to proceed, Smithville has targeted an expansion rate that is measured but sure, with the strategic capacity to quickly accelerate development to meet demand. The company is seeking enterprise-level accounts to help advance its fiber-expansion, which would include area hospitals, larger companies and school systems or university campuses. Smithville is also well-known for its success in providing high-speed secure connectivity in mission critical functions for entities like the WestGate @ Crane Technology Park, which serves the \$2 billion NAVSEA Naval Surface Warfare Center and military laboratory.

**Whether in Columbus, Seymour, Jasper or Indianapolis**, Smithville maintains its high standards of service delivery and performance, matching the Google fiber service capacity in Kansas and elsewhere. Smithville's commitment to continuous improvement ensures that its customers will receive the best that fiber and communication technology has to offer for many years to come.