

NC Broadband Matters *Quick Tech Talks*

# Partnership Models

June 9, 2022

DOUG DAWSON, PRESIDENT, CCG CONSULTING



# Types of Partnerships

---

2

- Public-Private Partnerships
- Public-Public Partnerships

# Public-Private Partnerships

- ISP Leases Lit Network – Springfield, MO
- ISP Leases Dark Fiber – Most Common
- ISP Leases Conduit – West Des Moines
- True Partnerships - Rare
- Open-Access - Utopia
- Grant-only Partnerships – The big thing in 2022!

# What Makes for a Good ISP Partner?

---

4

- Experience Working with Municipalities
- Financial Strength
- Future-proof Technology
- Fair Recognition of Municipal Value

# Fair Recognition of Value

---

5

- Funding
- Anchor Tenant
- Other Assets
- Easing Construction
- Contribute Labor
- Tax Abatements

# Drawbacks for Partnering with a City

---

6

- Slow Decision Making
- Public Records Laws
- Municipal Purchasing Practices
- Non-discrimination
- No Assurance of Continuity

# Public-Public Partnerships

---

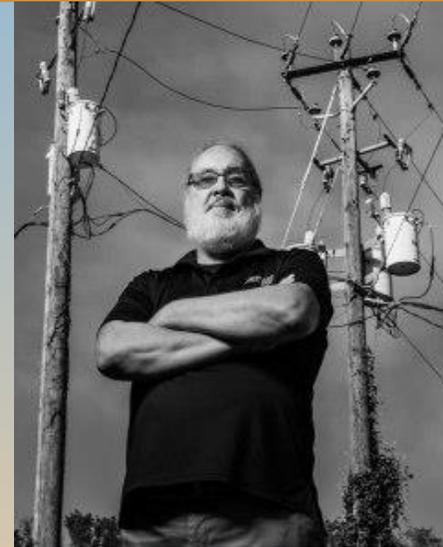
7

- Your Neighbor Might be Your Best Partner
  - Collaboration Creates Economy of Scale
- Collaboration Within a Community
  - Connectivity
  - Digital Inclusion

# Contact Doug Dawson

8

Doug Dawson  
President, CCG Consulting  
[blackbean2@ccgcomm.com](mailto:blackbean2@ccgcomm.com)



Blog: <https://potsandpansbyccg.com/>