

WEBVTT

01:15:43.980 --> 01:15:47.280

thomas.ross: That's great. Do you want to do an introduction, or should I just get started.

373

01:15:47.580 --> 01:16:05.430

Famis Florida2: I'll just let you get started you know I'm Mike volume from Plymouth County. I'm a member of the famous board and today we have a Thomas Ross and Laura Hester, and they're from crown cancel and they're going to give us a presentation on the private fiber optic network advantages.

374

01:16:06.990 --> 01:16:17.490

thomas.ross: Thank you Mike. Appreciate that. Welcome to the session, you know, this is new for us virtual session, we are used to doing a ton of conference bridges.

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01:16:17.520 --> 01:16:18.990

thomas.ross: Via WebEx is in

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01:16:19.140 --> 01:16:22.620

thomas.ross: Microsoft Teams and so forth, these days.

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01:16:22.980 --> 01:16:27.870

thomas.ross: And we're kind of glued to our laptops. I'm working from home, representing crown castle fiber.

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01:16:28.230 --> 01:16:29.610

thomas.ross: Laura Hester also

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01:16:29.880 --> 01:16:31.020

thomas.ross: Is also working

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01:16:31.020 --> 01:16:31.560

thomas.ross: From home.

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01:16:32.070 --> 01:16:34.590

thomas.ross: Laura is the account executive

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01:16:34.770 --> 01:16:35.490

thomas.ross: In the

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01:16:35.940 --> 01:16:47.460

thomas.ross: State of Florida and central North region, but we cover the whole state of course and I Tom Ross is the are the AM the regional

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01:16:48.750 --> 01:16:55.620

thomas.ross: Education and government overlay specialist that supports Lauren and the sales teams in the sales engineers.

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01:16:56.190 --> 01:17:11.400

thomas.ross: In the state of Florida. Just a little bit of a background. We've been doing business since 2008 in in Florida. We build private fiber networks for school districts and we connect individual schools out to the internet with D das mitigation.

386

01:17:12.780 --> 01:17:33.180

thomas.ross: Over over underlying are supported with that direct Internet access product we have Volusia County Schools has been using our network and the land in Daytona in the Bari and across the county there for the 2009 that were 11 years into that and then also

387

01:17:35.220 --> 01:17:42.420

thomas.ross: The Charlotte County schools on the west side of Florida has connectivity that we put in install and maintain today also

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01:17:44.160 --> 01:17:55.500

thomas.ross: The latest success story that we have right now is a partnership with education networks of America that we're building and deploying the same fiber network that I'm about to the

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01:17:56.490 --> 01:18:06.750

thomas.ross: Present in Broward County Schools in in of course down in South Florida, which is just south of Mike's Palm Beach County School District.

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01:18:07.740 --> 01:18:15.390

thomas.ross: So I'm going to go ahead and commence Lori Is Going to offer up some of the commentary coming color commentary on the slides.

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01:18:15.930 --> 01:18:22.500

thomas.ross: And we're going to shoot right through there, please feel free to ask any questions at any time. We do have a good gift.

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01:18:23.130 --> 01:18:41.850

thomas.ross: For people who do that ask the questions we're going to not going to tell you what that gift is until we're almost finished. But in any case, we welcome you. Melody and teaching TDD. So here we go. Educational private networks, the right solution for your schools today and tomorrow.

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01:18:42.990 --> 01:18:58.140

thomas.ross: So the background of growth of crown castle international started in 1970 sorry 1994 in it. It went all the way up until the last acquisition of fiber net direct from PL power.

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01:18:58.590 --> 01:19:15.630

thomas.ross: In South Florida and across the state. I was part of the synthesis acquisition in 2016 so I came on board and bridge my time I have 15 plus years officially with Crown castle and working with school districts directly across the country.

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01:19:18.720 --> 01:19:32.250

thomas.ross: The background or cop or portfolio that looks today. If you look at a map, you would see the 50,000 towers, the crown castle has an amends and rent space to their for large major

396

01:19:32.880 --> 01:19:40.260

thomas.ross: Customers and of course we know who those are because we pay the bill every month at AMP T, Verizon T Mobile sprint and then

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01:19:41.310 --> 01:19:42.210

thomas.ross: Left somebody out

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01:19:43.440 --> 01:19:50.160

thomas.ross: Besides those 50,000 tires as our core business portfolio which is we're crown castle started out today.

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01:19:50.550 --> 01:20:03.540

thomas.ross: We built out in preparation for those three or five, four or five cell phone provider customers small cells to support the five g transition or the transition in the five g

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01:20:04.020 --> 01:20:12.810

thomas.ross: So not only the big towers that you see maybe within your district in your town crown castle pretty much probably owns that tower.

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01:20:13.350 --> 01:20:26.400

thomas.ross: And provides that radius of cell coverage within that radius those small cells via a telephone pole connection a streetlamp connection or some other kind of

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01:20:27.060 --> 01:20:42.150

thomas.ross: Sub radio station that expands that coverage out within that initial radius, you can have more cell phone transactions, which is what your cell phone company really likes

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01:20:42.810 --> 01:20:53.790

thomas.ross: You can have faster speeds the five g will come in, even though most of our depending on your bars five g might not make a difference to you today because it might be very fast.

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01:20:54.390 --> 01:21:01.410

thomas.ross: But there's a lot of part A lot of parts of the country of LTE covers that will increase the speed. That's the whole premise.

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01:21:03.390 --> 01:21:21.600

thomas.ross: Women and then with our division, the crown castle fiber division has 75,000 rot miles of fiber throughout the United States. Many of those miles, our coverage for school districts building to building connectivity wide area network.

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01:21:23.340 --> 01:21:33.930

thomas.ross: Metropolitan area network connectivity dedicated fiber and we'll go. We'll get into that in an all back to your district office where you go out with your internet egress

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01:21:34.620 --> 01:21:42.570

thomas.ross: So that's the value we bring to the marketplace under the crown castle name our strength and stability is as long lasting.

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01:21:43.350 --> 01:21:51.900

thomas.ross: And we know that will be the last owner of our assets 7 billion plus in annual revenue. We're in the Fortune 500 now.

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01:21:52.410 --> 01:22:01.170

thomas.ross: The New York Stock Exchange and s&p and then 20 plus years of owning and operating the assets. So all the experience that goes along with that.

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01:22:01.710 --> 01:22:11.370

thomas.ross: I do have to say to crown Castle, once we had commenced in the Florida market and secure the contract with a Volusia County schools.

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01:22:11.790 --> 01:22:20.520

thomas.ross: We had to go through a rigorous registration to be a public utility within the state of Florida. That gives us the right

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01:22:21.240 --> 01:22:26.580

thomas.ross: Just like any other power company that operates or any other telecommunications company that operates in the state.

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01:22:27.240 --> 01:22:40.440

thomas.ross: To go ahead and use the public right away to put our fiber in or lease conduit within that city to shoot our fiber through them to get to each one of the school sites.

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01:22:41.280 --> 01:22:57.570

thomas.ross: Or individual schools that we may provide dedicated Internet access from and not building to building connectivity. So I think that's that's speaks a lot to their commitment to the market, the Florida market that we have and also the

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01:22:59.430 --> 01:23:02.460

thomas.ross: The ongoing maintenance and operation that we have with our existing

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01:23:03.330 --> 01:23:14.430

thomas.ross: School District clients. So just to round that out in the background National Telecommunications provider build and maintain customized fiber networks. Keep districts educators and students connected

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01:23:14.880 --> 01:23:31.080

thomas.ross: We offered manage wide area networks dark fiber for those wide area networks and then internet direct Internet access solutions would be das option that would go on to our specific internet product that's been very popular.

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01:23:32.370 --> 01:23:39.120

thomas.ross: We design, build, maintain a complex erased solutions for 330 plus school districts and that's growing every rate cycle.

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01:23:39.720 --> 01:23:56.970

thomas.ross: And libraries, of course, we can't forget about the valuable libraries within our communities. Since the inception of program in 1997 we build 85 million plus in revenue category one he raised services in 2019, of course, that will keep rising year over year.

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01:23:58.410 --> 01:24:08.250

thomas.ross: Our reach. We like to tell some of our more notable school district clients you see Volusia county their Cobb County Schools in Georgia all been in Texas.

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01:24:09.150 --> 01:24:25.860

thomas.ross: One of our larger school district clients is a city of Philadelphia and then our very biggest one is the 1800 School network that we build maintain and operate for the New York City Department of Education. I'm just in your neighboring

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01:24:28.020 --> 01:24:44.730

thomas.ross: neighboring state of Georgia Jersey counties. Their whole county is also their Garden Grove School districts is 88 schools connected via our fiber optic network in Southern California. And then, of course, Charlotte County schools in the west side of Florida.

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01:24:46.020 --> 01:25:00.300

thomas.ross: This is our map. This is our fiber coverage today might need a little bit of updating, but all total the statistics are 60 220 50 224 miles of fiber.

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01:25:00.930 --> 01:25:12.480

thomas.ross: And five total school districts and we need to express what the other besides the Broward County deployment that we're in. It's in phase one right now.

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01:25:14.220 --> 01:25:17.490

thomas.ross: We can go back over there. But as you can see we have extensive coverage.

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01:25:35.910 --> 01:25:48.570

thomas.ross: Just looking at looking at the the past demand across networks 100 megabit per 1000 students since 2000 basically 16 through 19

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01:25:49.050 --> 01:25:56.880

thomas.ross: That demand is called, of course, increasing with distance learning coming on board the building. The building connecting the man.

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01:25:57.690 --> 01:26:09.720

thomas.ross: Connections. The man isn't as great but dress on the Internet access and the firewalls and so forth that facilitates all the distance learning will be very great.

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01:26:10.380 --> 01:26:24.000

thomas.ross: And we see that going into 20 2021, of course, we'd like to follow the rate fiscal cycle. So one gigabit per shared per 1000 students and staff and then up to

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01:26:25.080 --> 01:26:31.050

thomas.ross: Under the problem when auspices, and then up to 10 gigabit under the public commodity.

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01:26:32.220 --> 01:26:34.740

thomas.ross: Which many of you are using today.

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01:26:36.000 --> 01:26:58.260

thomas.ross: Advantage of the private fiber land if you're in the IT department and you know how things could go slow or could go fast and date, day to day basis. We offer that 100% full throughput of your bandwidth, all the way to the edge sites on your remote sites being schools are in, I have

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01:26:59.550 --> 01:27:11.970

thomas.ross: Buildings dedicated fiber strands no public switching that these fibers go through the they're all dedicated to the school district or the school individual school where the library provide fewer points of failure.

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01:27:13.710 --> 01:27:26.580

thomas.ross: The security course. And that's a really big hot topic in this today's environment internal data never passenger any public switches. So you have less vulnerability

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01:27:27.690 --> 01:27:38.010

thomas.ross: With less failure points, which is really valuable to most of the school districts we present this to the flexibility equipment. It could be swept

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01:27:38.610 --> 01:27:48.240

thomas.ross: switched out, you definitely go from all 10 make 100 megabits of 500 megabit two gigabit all the way up to 10 or 100 gigs, you really

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01:27:48.570 --> 01:28:04.110

thomas.ross: Have the demand across your network and then the cost efficiency that we like to bring in is the is the business discussion. Yes, we like to live up to the consent of what the board approved when they initially went through the motion.

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01:28:05.610 --> 01:28:07.530

thomas.ross: Going through private bid. Hi, how are you

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01:28:12.660 --> 01:28:14.670

thomas.ross: Can you please mute your phone. Thank you.

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01:28:21.060 --> 01:28:35.190

thomas.ross: So she might be at the conference in person online. So let manage fiber versus dark lit managed course is the traditional connectivity many school districts libraries and individual schools might be on today.

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01:28:36.240 --> 01:28:45.090

thomas.ross: And that's typically the income or local exchange provider that you have in your area who that may be. There's a few different ones across the state of Florida, of course.

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01:28:45.660 --> 01:29:01.170

thomas.ross: That's at least bandwidth from a service provider sometimes. Most of the times it's a shared environment. We do offer managed fiber also still on that dedicated fiber strand platform that I just mentioned earlier.

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01:29:02.310 --> 01:29:09.690

thomas.ross: The other alternative today is dark fiber and that's where we provide those fiber strands totally dedicated isolated.

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01:29:10.170 --> 01:29:22.170

thomas.ross: Non shared then we hand those strands off to the IT department to go ahead and put the right switches, routers or what have you. On the end of those fibers and they control their basically control your own number

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01:29:23.400 --> 01:29:32.910

thomas.ross: It seems to be the preferred platform, we like to use the words evergreen architecture open architecture and again 100%

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01:29:34.080 --> 01:29:35.340

thomas.ross: Throughput to the edge.

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01:29:36.480 --> 01:29:44.760

thomas.ross: So the lead manager goes into the lower layer two dedicated fiber strands. This is our live managed product scalable from 500 megs to 100 gigs.

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01:29:45.120 --> 01:29:56.400

thomas.ross: Traffic agnostic. We don't do any traffic shaping at all. It's all up to the school districts or the individual schools or libraries to handle that and we could offer the direct

449

01:29:57.570 --> 01:30:00.750

thomas.ross: Optical plug into your existing switches

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01:30:02.490 --> 01:30:03.120

thomas.ross: ESPN.

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01:30:04.560 --> 01:30:12.000

thomas.ross: The dark fiber dedicated fiber strains again. So it's almost the same product. Except it's not lead managed under the compliance.

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01:30:12.540 --> 01:30:33.840

thomas.ross: Guidelines of the rate. It's a layer zero solution. So it's strictly the hand that off fiber strands, which seems to be desirable. These days, you can control your own network 100% we always own the fiber in Lisa to the school district schools and libraries, but it is scalable.

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01:30:34.860 --> 01:30:45.810

thomas.ross: By choice of the school district. So there's no increase in cost when you go up and bandwidth and that seems to be a desirable situation also

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01:30:46.320 --> 01:30:58.170

thomas.ross: Trap again is traffic agnostic and the total cost of ownership really in any longer term, four years, six years 10 year term. You can show your school board.

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01:30:59.250 --> 01:31:07.860

thomas.ross: That T co in conjunction with the return with the return on the initial investment school board members really like to see that.

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01:31:09.390 --> 01:31:22.860

thomas.ross: The private network advantages secure reliability flexibility flexible connectivity via the direct the dedicated fiber strands full bandwidth to the edge supports all your I it applications.

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01:31:23.910 --> 01:31:34.350

thomas.ross: Future proof your own with unlimited bandwidth unlimited bandwidth unmeasured usage network expansion, you know, all this network.

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01:31:35.040 --> 01:31:46.710

thomas.ross: Represents all Cape capabilities to support all those under future proof unlimited bandwidth subject title and then substantially lower cost per incremental bit. Yes.

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01:31:47.190 --> 01:31:52.020

Famis Florida2: We had a question here. The question was, you build a network for each district is needed.

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01:31:53.340 --> 01:31:56.910

thomas.ross: Correct. And we typically do that under a public bid situation.

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01:31:59.160 --> 01:32:05.610

thomas.ross: Which is course within the re compliance. So we do build that specifically for school.

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01:32:07.710 --> 01:32:11.850

Melody Stevens: Yes, because when you showed them out before I didn't see that much in the barn.

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01:32:13.620 --> 01:32:14.850

thomas.ross: Yeah, and

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01:32:15.930 --> 01:32:16.590

thomas.ross: So,

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01:32:18.330 --> 01:32:22.410

thomas.ross: Regarding the Space Coast and the 73 miles north to south.

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01:32:22.950 --> 01:32:35.970

thomas.ross: Requires a ton of fiber build cross. And that's a good question. There is one of our competitors that was secure that contract with Tommy Fitzgerald and the record it group after your bid was out last year.

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01:32:37.980 --> 01:32:46.860

thomas.ross: And they should be building that fiber network for you in deploying and I'm not sure it's going to, it's going to July 1 2021 or the following year depends on how long

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01:32:48.330 --> 01:32:56.100

thomas.ross: It depends on how long they take to build that that is a stretch of long stretch north to south, like I said 73 miles.

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01:32:56.550 --> 01:32:58.950

thomas.ross: So yeah, that is a major undertaking.

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01:33:00.000 --> 01:33:03.210

thomas.ross: We wish we had that contract but

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01:33:03.840 --> 01:33:13.530

lhester: I do want to share with you guys. On that note, though, we can certainly I'd like to take this one offline if we can. We have a build out happening in that area. And there is some fiber.

472

01:33:14.730 --> 01:33:16.170

lhester: It's actually what roads.

473

01:33:18.390 --> 01:33:26.100

lhester: That us one of trying to get rid of that is we have fiber in that area. I'm trying to see, this is Laura, by the way, so

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01:33:26.910 --> 01:33:31.080

lhester: And it was built out for we do small cell deployment. I'm not serving when you joined

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01:33:31.890 --> 01:33:40.740

lhester: Melanie, but that was done for our tower side and our fiber really follows our tower. So that has helped our presence in that area of regard which we are

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01:33:41.100 --> 01:33:53.010

lhester: Looking to expand out to. So if we could connect after the call, or even at a later time, I would like to share with you what our expansion is in that area and our plans to see if it aligns with your, your

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01:33:53.910 --> 01:33:59.310

lhester: Really what your plans are for the future. So because we have expansion going on in that area as you speak.

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01:34:00.840 --> 01:34:07.410

Melody Stevens: Okay, I'm just, I'm on this because I wanted to learn more, because that's not really my area of expertise. So I was just kind of

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01:34:07.410 --> 01:34:08.760

lhester: Over here so I can learn

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01:34:08.850 --> 01:34:10.230

A little bit more about that.

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01:34:11.490 --> 01:34:11.910

lhester: A bit

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01:34:12.210 --> 01:34:16.200

lhester: Like I could share network map with you in that area. Okay, cool.

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01:34:17.460 --> 01:34:18.090

That's great.

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01:34:19.200 --> 01:34:30.060

thomas.ross: We're happy to have you on melody definitely will. You know, anything can grasp and then we'll send out via Mike the our facilitator, the whole presentation.

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01:34:31.170 --> 01:34:31.560

lhester: Okay.

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01:34:31.620 --> 01:34:32.100

lhester: Great.

487

01:34:32.190 --> 01:34:33.000

thomas.ross: Thank you. Great.

488

01:34:33.960 --> 01:34:37.080

Famis Florida2: Presentation and transcriptions will all be on the

489

01:34:37.500 --> 01:34:40.740

Famis Florida2: Famous website and about a week and a half or so.

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01:34:41.610 --> 01:34:41.970

thomas.ross: Okay.

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01:34:42.090 --> 01:34:44.400

thomas.ross: Thank you, appreciate your question.

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01:34:45.990 --> 01:35:00.930

thomas.ross: I'm gonna go back to the slides. We're on 17 the private fiber network attributes covered a little bit as again. But we do like to stress this because it does provide a high level security performance and reliability.

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01:35:02.610 --> 01:35:07.980

thomas.ross: Everybody has challenges with connectivity, not only in a state of Florida but across the country.

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01:35:09.360 --> 01:35:22.080

thomas.ross: When there are multiple failures, when there's a lot of challenges for having the classrooms connect back to the servers where they need really need to access or vice versa.

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01:35:23.010 --> 01:35:34.800

thomas.ross: That really disrupts we know that we really know it disrupts the whole learning day and the whole curriculum. Overall, so our network is built.

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01:35:35.520 --> 01:35:45.840

thomas.ross: With that reliability performance with a very low latency to to go ahead and combat those challenges, you know, on a day to day, week to week basis.

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01:35:46.470 --> 01:35:57.240

thomas.ross: We're proud to bring it to the marketplace. Because of that supports the RP enterprise resource planning integrated management of core business processes collect store manage data.

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01:35:57.690 --> 01:36:06.210

thomas.ross: District data transport stream number of passes through any public switching station which makes it highly secure in high reluctant and highly reliable.

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01:36:06.600 --> 01:36:12.990

thomas.ross: Or the central the traditional central offices, which the at AMP T and A LOT OF THE CENTURY links and

500

01:36:13.770 --> 01:36:20.010

thomas.ross: The expert house spectrums represent so reducing the vulnerability and network intrusion across the network.

501

01:36:20.610 --> 01:36:32.220

thomas.ross: Which is a big subject in today's world environment. And then the private dedicated to blab platform, again, is how secure scalable, which means that increase in bandwidth without that extreme.

502

01:36:33.480 --> 01:36:35.910

thomas.ross: High level of costs increase in cost.

503

01:36:37.110 --> 01:36:38.280

thomas.ross: To the school districts

504

01:36:39.300 --> 01:36:42.960

thomas.ross: Which brings in its, its own financial efficiency.

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01:36:44.910 --> 01:36:55.470

thomas.ross: The inherent benefits gives control to the IT management through an unlimited unlimited bandwidth and measured usage network expansion future proof evergreen infrastructure.

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01:36:55.950 --> 01:37:16.710

thomas.ross: Impacts all to all departments across the district. So in any one organization being educational higher ed government or enterprise commercial business you have those hierarchies and those different departments and divisions that really need to keep up the communications between them.

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01:37:17.940 --> 01:37:29.610

thomas.ross: departments within the school district. We learned over the years had had and still have a lot of challenges with enter departmental collaboration and communication.

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01:37:30.780 --> 01:37:35.220

thomas.ross: What this network does because it's so Robust. Robust and so open

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01:37:36.690 --> 01:37:37.410

thomas.ross: It allows

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01:37:38.490 --> 01:37:57.570

thomas.ross: The M is in the IT department to offer support vehicles to bring that your whole organization within your within your district together. And I think that's the best way to put it. It brings in efficiencies streamlines, of course, all your data transmission

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01:37:59.160 --> 01:38:06.240

thomas.ross: And just it rounds out your district. We've been told that by a lot of our district users over the years.

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01:38:07.740 --> 01:38:19.950

thomas.ross: And also the efficiency of brings in like to pull in all the servers across the school districts and centralized servers, of course, have one or two egress points to go on to the internet.

513

01:38:20.490 --> 01:38:28.980

thomas.ross: And then that last point is enables supports for data support transport or any of the application. You can think of, starting with the voice over IP.

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01:38:29.400 --> 01:38:39.870

thomas.ross: Time Division multiple time division multiple flexing for just voice HD video streaming video conferencing, which is really big right now of course

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01:38:40.290 --> 01:38:59.880

thomas.ross: And then centralized server arrangements which I just mentioned with a disaster recovery connectivity that we can offer that to be a dedicated fiber strains. I think are good examples between two data centers in any one district in a real time server replication San vs San device.

516

01:39:01.980 --> 01:39:10.530

thomas.ross: Private optic networks facilitates the security cameras, which is big. These days, so let's just envision to

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01:39:11.700 --> 01:39:25.950

thomas.ross: Small little fiber connected to one of your schools or one of your non instructional facilities and then handles all those applications, plus all these and you have maybe 20. Go ahead.

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01:39:29.880 --> 01:39:30.960

Right. Correct.

519

01:39:37.650 --> 01:39:42.000

thomas.ross: Yeah, I didn't hear you too well. Oh, sorry about that.

520

01:39:43.710 --> 01:39:50.280

thomas.ross: But a good example. If you have 20 or 30 or 50 cameras security cameras at one location.

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01:39:50.910 --> 01:40:09.330

thomas.ross: You can go ahead and send that data stream that IP cameras send that data stream back the centralized DVR server where your security force may be located or you can have it local to that one building and then share and record everything back in a centralized station.

522

01:40:11.160 --> 01:40:19.620



thomas.ross: Because of the next point, the extremely low latency expected delivery package delivery across the Ultra available dedicated home on fiber streams is there.

523

01:40:20.100 --> 01:40:33.360

thomas.ross: So I think a good robot example was a local area network within one building you connected via your laptop to a wireless hop station somewhere up in the ceiling or out in the hallway and it's really super fast.

524

01:40:34.140 --> 01:40:45.450

thomas.ross: When you're communicating within the building. What's your own local area network. Once you go outside the building across your wide area network and try to hit another database or server.

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01:40:45.810 --> 01:41:01.140

thomas.ross: We're trying to go on to the internet, then all of a sudden things kind of slow down on what we do and what this network does is eliminate that slow down. So I think that's that's a real good example of

526

01:41:02.280 --> 01:41:07.980

thomas.ross: How the value of the value that this brings to the school districts because of those

527

01:41:09.270 --> 01:41:18.780

thomas.ross: Attributes. We guarantee 100% full bandwidth through up through put to the edge again return them. Let's go down to the next point return on the district's financial investment.

528

01:41:19.230 --> 01:41:32.400

thomas.ross: While meeting the obligations obligation to the Board of their consent. So if you're going to deploy a network, such as this, you're going to ask the your school board for

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01:41:33.210 --> 01:41:44.130

thomas.ross: A lot of to. Okay. A lot of money. I'm not that it's not going to be so much more than what you're paying today because we can try to bring it to market within reason and affordability.

530

01:41:45.180 --> 01:41:58.350

thomas.ross: But you're going to make an obligation, starting with your superintendent, all the way down through all your ID department that boards consent that you made the right decision. And it's going to this networks going to service your school district.

531

01:41:59.700 --> 01:42:08.820

thomas.ross: For the next three to five to 15 to 20 years. Once the network like this is deployed it becomes very sticky and everybody relies on it.

532

01:42:09.960 --> 01:42:17.940

thomas.ross: And to that point on its meaning that obligation, the financial obligation because the price will never increase

533

01:42:19.590 --> 01:42:35.100

thomas.ross: On on our networks. So you can definitely meet that obligation that was made way back when, when the board approved a contract with Crown castle deploy their fiber networks.

534

01:42:36.870 --> 01:42:53.190

thomas.ross: That's a big statement on hundred percent category one e re compliant, which we have a great relationship with the right program throughout the years monthly least cost to the district includes the service installation and ongoing service.

535

01:42:55.050 --> 01:42:57.360

thomas.ross: Service bet on SLA back maintenance.

536

01:42:59.040 --> 01:42:59.610

thomas.ross: For the

537

01:43:00.720 --> 01:43:03.600

thomas.ross: Life cycle. The term so that our service level agreement.

538

01:43:04.950 --> 01:43:20.850

thomas.ross: Is industry standard, but it is flexible, so if there is a situation where a district might ask us for a customized SLA that would cover some of the uniqueness in some that goes on within their district.

539

01:43:22.470 --> 01:43:31.950

thomas.ross: Within our district data, we would definitely consider that and tried to formulate that customized SLA, the way the school district.

540

01:43:33.120 --> 01:43:33.930

thomas.ross: Would like to see

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01:43:35.850 --> 01:43:41.370

thomas.ross: The typical network case study in this is a big one. This is the Hillsborough County School District. This is

542

01:43:42.330 --> 01:43:57.420

thomas.ross: This is a preliminary fiber map. And this is what we're trying to present to require know and the regiment over at Hillsborough County and Tampa. This is what our fiber networks look like. So it's the blue or magenta.

543

01:43:58.770 --> 01:44:12.660

thomas.ross: Lines throughout the city and then stretch out of course county wide and this is what we deploy. Again, we're a private fiber provider and we're registered

544

01:44:13.440 --> 01:44:35.100

thomas.ross: Utility in the state of Florida and we put our fiber in just like any other provider or vendor, you might see but it's unique because, you know, we put it in dedicated specifically to the school district. We do have some dedicated conduit we follow the

545

01:44:36.780 --> 01:44:55.920

thomas.ross: Existing utility routes. So if it's Ariel on the telephone poles or if it's underground we follow that also. And then we maintain that throughout the lifecycle of the term. So when we say we connect educators and students know we truly do and we're truly dedicated to that.

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01:44:57.930 --> 01:45:06.660

thomas.ross: Some of the different configurations look like I have been spoken or core ring and spoke, you can have multiple core rings, depending on

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01:45:07.350 --> 01:45:20.700

thomas.ross: what the requirements are within the specs, or the scope of the RFP that we've been on in when some school districts are big enough for they have multiple core rings feeding multiple

548

01:45:22.260 --> 01:45:41.100

thomas.ross: Clusters that reach out to the schools. And then I asked most of our networks and built and constructed under the supervision of the school districts and put in there, mostly hub and spoke and they still have a very, very low failure rate across them.

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01:45:42.540 --> 01:45:50.580

thomas.ross: So I think that speaks to our proficiency level in deploying a network for school districts, similar to these these see

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01:45:52.080 --> 01:45:54.120

thomas.ross: In all in also.

551

01:45:56.580 --> 01:46:06.540

thomas.ross: The usability of it, you know, in the financial stability. Our success stories. We'd like to top within the state of Florida Volusia County Public Schools.

552

01:46:07.050 --> 01:46:25.320

thomas.ross: Since 2008 they're always growing actually like most school districts are 62,000 students 7300 employees. And then we have four clusters build off of one big large ring that connects the bar in Deland Daytona, and pretty much Ormond beach

553

01:46:27.360 --> 01:46:33.150

thomas.ross: And then there's 20 to 25 schools off of each of the four clusters.

554

01:46:35.280 --> 01:46:46.140

thomas.ross: Charlotte County School District. And there's goes our lines across, across the city and then out to the beach area 14,000 plus students 23 locations.

555

01:46:46.560 --> 01:47:04.320

thomas.ross: one gigabit of fiber at each school. School and it's all converged back at the district office where their Internet egress in their data center is so primarily they have 23 gigabit sitting back at their district office.

556

01:47:05.730 --> 01:47:08.190

thomas.ross: For us, which says a lot

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01:47:09.390 --> 01:47:11.130

thomas.ross: Typically that's not your typical

558

01:47:12.330 --> 01:47:20.970

thomas.ross: Provider configuration. It's usually kind of choked down by what's called a collector circuit going into your district office from a switched

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01:47:21.450 --> 01:47:33.630

thomas.ross: Central Office or switching station somewhere within their community. They've been a customer legacy fiber net customer, which is something that a crown castle umbrella. Now since 2016

560

01:47:34.890 --> 01:47:38.610

thomas.ross: One of our largest school districts Philadelphia in a minute. Atlantic region.

561

01:47:39.720 --> 01:47:44.700

thomas.ross: Where we first started seventh largest district in the nation hundred 31,000

562

01:47:46.140 --> 01:48:05.580

thomas.ross: Students and then 18 over 18,000 employees dark fiber solution. This is a good example. They started probably with 260 schools back in 2001 and we've grown the network as the school districts have grown so expansions very important affordable expansion is more important.

563

01:48:06.810 --> 01:48:22.710

thomas.ross: So we've been able to offer and live up to the promise that we made to them and they made to their school board. Way back in 2001 so now it's grown over to 300 and 10th district sites. And again, very low failure rate.

564

01:48:24.690 --> 01:48:31.440

thomas.ross: Network and monitoring maintenance. This is kind of our background, we have three knocks across the country network operations centers.

565

01:48:31.950 --> 01:48:47.730

thomas.ross: They monitor our networks 20 473 65 they use the packages and that serve 365 and or global capacity to monitor those networks with. So once we deploy network, get it up and running handed off to the school district.

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01:48:48.900 --> 01:48:54.930

thomas.ross: Maintenance and the for the life cycle of the term come into play. And we'd like to talk that also

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01:48:56.280 --> 01:49:05.100

thomas.ross: best in class service level agreement, we looked at the industry, seeing what the SL A's were built up throughout all the carriers across the nation and then

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01:49:05.580 --> 01:49:14.490

thomas.ross: Formulated our own at three, nine uptime protected circuits four nines of uptime on protected protected and unprotected. Sorry.

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01:49:15.090 --> 01:49:23.880

thomas.ross: And milliseconds latency around trip throughout the network. Doesn't matter how large the network is the industry standard that we see is typically 50

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01:49:24.510 --> 01:49:41.250

thomas.ross: Milliseconds latency round trip. So we're well below that, and that speaks to the, the light in the latency and full package delivery across our network so 99 9.95% accurate delivery, which means you get your data from point A to point z.

571

01:49:42.630 --> 01:49:54.270



thomas.ross: Like a split. There's nothing there to to really impede that and then meantime for repairs four hours and then we have a 24 hour full failure fix

572

01:49:55.050 --> 01:50:10.530

thomas.ross: Dedication. Of course that's backed up its liquidated liquidated damages, if we go beyond that. And then we have a full five step escalation this starting with our knock supervisor, all the way up to the President of our company he needed to grow that form.

573

01:50:12.000 --> 01:50:12.570

Famis Florida2: And Tom

574

01:50:13.020 --> 01:50:14.910

Famis Florida2: Yeah. And then we had another question.

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01:50:15.180 --> 01:50:21.360

Famis Florida2: Right, one to know if there was any problems in Florida, because of all the storms. Specifically, I guess, hurricanes,

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01:50:22.830 --> 01:50:26.610

thomas.ross: Yes, that's a, that's a great question. And we do have

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01:50:27.990 --> 01:50:40.830

thomas.ross: Repair and we are repair lots. We have a bucket trucks for our own crown castle repair employees maintenance technicians engineers and so forth.

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01:50:41.460 --> 01:50:58.290

thomas.ross: And we know the volatility of the Florida, you know, coast totally know that. And we've experienced that. That's why we try to shield our fiber. If it's up on the telephone poles in a certain manner. And of course, if we go underground

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01:50:59.340 --> 01:51:07.890

thomas.ross: It's even more protection. There are some vulnerabilities for underground cables called backhoe fade, which means the local construction company.

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01:51:09.000 --> 01:51:22.980

thomas.ross: Could accidentally cut something in the ground, you know, three your conduit and so forth. So there's always that risk. But with hurricanes. We have preparedness. We do follow all of our school districts

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01:51:25.320 --> 01:51:33.780

thomas.ross: Kind of a procedure, if you will, emergency procedures that are put out hopefully about a week ahead of time. And then we have specific

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01:51:34.560 --> 01:51:42.030

thomas.ross: Equipment repair equipment and repair technicians in certain places. So if it's hurricane or a big storm.

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01:51:42.930 --> 01:51:55.230

thomas.ross: tropical storms going to hit the east coast of Florida. We're going to move a lot of our repair folks over from the Panhandle and from from Tampa area over to the east coast and prepare for that.

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01:51:56.280 --> 01:52:05.100

thomas.ross: We do have priority fix. We have priority maintenance and fix and repair that goes into place as a protocol.

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01:52:06.150 --> 01:52:14.430

thomas.ross: Typically if hurricane comes across through Daytona wipes out a lot of the communications and electricity, of course.

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01:52:14.670 --> 01:52:16.950

thomas.ross: The priorities electricity comes up first.

587

01:52:18.120 --> 01:52:19.620

thomas.ross: Then any critical

588

01:52:20.730 --> 01:52:22.230

thomas.ross: Critical connection lines.

589

01:52:23.310 --> 01:52:29.310

thomas.ross: Mainly government comes up. Second, and then we step in third to repair our stuff.

590

01:52:29.910 --> 01:52:32.610

thomas.ross: A lot of times it's done simultaneously.

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01:52:33.420 --> 01:52:35.340

thomas.ross: But we're ready right there in the

592

01:52:37.170 --> 01:52:39.660

thomas.ross: In the highly critical protocol.

593

01:52:41.220 --> 01:52:44.790

thomas.ross: Which is where we need to be for our users. That's a great question.

594

01:52:48.390 --> 01:52:50.070

thomas.ross: I'll piggyback on that and say the

595

01:52:50.070 --> 01:52:56.580

lhester: Customers that take precedence or healthcare and Gov. So you guys are in a good sector for us to support

596

01:52:58.290 --> 01:53:03.810

lhester: We have customers that we have to respond to timely just tell it, it's regulated. So

597

01:53:04.830 --> 01:53:06.240

lhester: That's part of our preparedness.

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01:53:10.080 --> 01:53:10.950

thomas.ross: Very good point.

599

01:53:13.140 --> 01:53:15.690

thomas.ross: We just as far as

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01:53:18.090 --> 01:53:29.280

thomas.ross: Being in the community participating, the famous conferences, been a favorite one of ours actually throughout the years for the last eight to 10 years so and we basically

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01:53:30.510 --> 01:53:47.160

thomas.ross: Participated when it was in Tallahassee on FSU campus, all the way up till now, which is very different from us and then we are also and I don't want to touch on any other conference platforms, but we are active and participating in the FA E. S. Conference each year.

602

01:53:48.900 --> 01:54:03.900

thomas.ross: And so we like to have that commitment to the market committed mentor or existing customers and future prospects to go ahead and deliver this information, talk about it and try to gain some interest and that's what our jobs are

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01:54:05.070 --> 01:54:17.010

thomas.ross: We're also involved in many government conferences that eventually could affect anyone district, especially on County Library networks.

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01:54:17.910 --> 01:54:28.110

thomas.ross: And those really come into play when you're in a discussion with a county government entity. How can you service and help service our libraries, bring them up to speed.

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01:54:28.770 --> 01:54:38.760

thomas.ross: And now in the coven situation libraries really aren't aren't aren't open, but eventually people start going there who really don't have

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01:54:40.230 --> 01:54:54.900

thomas.ross: Internet access or anything usable and there's a lot of parts of Florida that that that covers. So a lot of the underserved areas the libraries and become really important access points.

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01:54:55.530 --> 01:55:06.540

thomas.ross: For those people are trying to get online. Um, the other thing is we do realize in today's environment that of course all the students

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01:55:07.050 --> 01:55:15.570

thomas.ross: Are working from home, a lot of those students are underprivileged they don't have access to high speed internet access at all.

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01:55:16.530 --> 01:55:34.590

thomas.ross: And we do have some solutions that we're rolling out one is in beta test right now in Southern California and Fontana Unified School District that we're working on in bringing that product out to our general district market place and vertical and it's very exciting.

610

01:55:35.670 --> 01:55:49.140

thomas.ross: So once that comes out, we can go ahead and make the market splash in the product delivery speeches and then, you know, see if we can gain even more interest in serving a lot of the underserved.

611

01:55:51.180 --> 01:55:59.790

thomas.ross: So we're definitely working on that crown castle also has a coven expedition expedited installation timeframe now.

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01:56:00.420 --> 01:56:07.920

thomas.ross: So you know what may take us leisurely at a three to six to nine month installation for

613

01:56:08.370 --> 01:56:25.020

thomas.ross: For an internet dedicated line that getting into the light may take us now a fraction of that time. So we're stepping that up in a concerted effort to respond to this to this coven environment for learning customers in our teaching customers.

614

01:56:26.250 --> 01:56:27.780

thomas.ross: And I think that says a lot also

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01:56:30.930 --> 01:56:36.930

thomas.ross: I think I covered it. Lord, you want to add anything or we're 141 we did pretty good.

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01:56:39.690 --> 01:56:43.920

lhester: Know you come in a lot of ground. I just left the thing by his questions because you did cover so much

617

01:56:45.150 --> 01:56:49.080

Melody Stevens: Um, how is the distance learning going with your network.

618

01:56:50.310 --> 01:56:52.080

Melody Stevens: You put hotspots out or

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01:56:53.370 --> 01:56:55.140

Melody Stevens: For the students or how does that work.

620

01:56:55.440 --> 01:57:03.630

thomas.ross: And that's a, that's a really good question. We appreciate that to one of our customers actually has hotspots on their school buses in our parking them around town.

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01:57:04.650 --> 01:57:06.240

thomas.ross: So they're reaching out to those

622



01:57:08.070 --> 01:57:08.970

thomas.ross: Lower economic

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01:57:11.040 --> 01:57:23.250

thomas.ross: Underprivileged users that really don't have the access they need to watch a video that's broadcast from your school district via internet that's, that's one thing we're seeing today, the other

624

01:57:24.510 --> 01:57:37.170

thomas.ross: Product that we're formulating is in beta test right now. So it's in its trials is called CVR s. And that's the traditional seat CB radio signal that's wrapped around LTE

625

01:57:37.650 --> 01:57:50.340

thomas.ross: Platform, which is what your cell phones, you know, use and run on today LTE, so that's in beta test. So that'll be a signal that goes out from the schools where we have this fiber connectivity to

626

01:57:51.030 --> 01:58:02.310

thomas.ross: Up to via the airwaves out to a certain certain patch or radius within the community. They had some of those places, um,

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01:58:03.480 --> 01:58:10.740

thomas.ross: Other than that, typically we will provide Internet access for the school district to us on in

628

01:58:10.830 --> 01:58:12.360

lhester: Under normal circumstances.

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01:58:12.600 --> 01:58:13.860

thomas.ross: And they'll use that

630

01:58:14.910 --> 01:58:15.810

thomas.ross: For students

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01:58:15.870 --> 01:58:17.850

thomas.ross: And teachers to dial into

632

01:58:18.180 --> 01:58:19.920

thomas.ross: The database or

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01:58:20.310 --> 01:58:22.830

lhester: Maybe use the cloud services like we are.

634

01:58:22.830 --> 01:58:23.310

Today,

635

01:58:24.780 --> 01:58:26.610

thomas.ross: To access the system to learning.

636

01:58:30.690 --> 01:58:36.300

thomas.ross: And it seems to be the seems to be doing well. We have had a lot of quest to increase that bandwidth

637

01:58:38.040 --> 01:58:49.170

thomas.ross: For that Internet access port and and connection that we, you know, that we have in place today for school districts. Well, so we had to give them a bigger access pipe basically

638

01:58:50.460 --> 01:58:51.120

thomas.ross: Great question.

639

01:58:53.520 --> 01:59:03.000

lhester: So I will just add the only other solution that we do have now so thing again. Newer we're having to get creative was something that we were offering

640

01:59:03.480 --> 01:59:11.130

lhester: To actual or customers, a big part of our, our customer base that we support about 80% of our portfolio as

641

01:59:11.490 --> 01:59:18.330

lhester: Tom said, I don't know if everybody joined it very beginning of the call, but it's the four major carriers based on our tower side.

642

01:59:18.690 --> 01:59:26.730

lhester: Of our company right so in with our towers, we support that at AMP T, Verizon, Sprint t mobile side of the world.

643

01:59:27.090 --> 01:59:40.440

lhester: Based on that with our small cell deployment. So everybody cell phone that you know you hear about small cell 5G. You're welcome. Right. We all use a cell phone. We have a product that we're we're taken to market called fixed wireless

644

01:59:40.980 --> 01:59:55.740

lhester: So in the situations where we're all working from these remote environments or you have these locations that let's just say they're hard to reach there may be in a rural capacity or you're always having to try to service it not on the best

645

01:59:56.340 --> 02:00:06.330

lhester: You know, we'll just call it medium or method of transport, where maybe it's a microwave solution or it's coaxial because you just can't get dedicated access there and it's not

646

02:00:06.720 --> 02:00:14.940

lhester: It's not a good fit because you're in a higher education vertical what we have that fixed wireless solution. It starts at a minimum of again.

647

02:00:15.360 --> 02:00:24.960

lhester: Because it's coming in. This is pulling from the tower from one of our towers and it can pull from miles. So now we're able to deploy that

648

02:00:25.500 --> 02:00:39.990

lhester: To the customer marketplace on take it to the customer Prem typically we're been using it on a temporary hiatus separate basis until we can get fiber built out, but we've been getting real creative given this

649

02:00:40.290 --> 02:00:47.490

lhester: Very unique environment that we're all in and who knows what the norm is going to be if we ever do return to it.

650

02:00:48.090 --> 02:01:07.860

lhester: So we're just very unique company and we're just kind of rolling with it and being a chameleon and changing our colors as it goes to just accommodate the customer needs as they also adjust to the whatever that new norm may become so that's something new that that we are

651

02:01:09.270 --> 02:01:11.700

lhester: Offering based on what the need is

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02:01:14.760 --> 02:01:14.880

And

653

02:01:16.110 --> 02:01:16.920

lhester: I work remote

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02:01:18.660 --> 02:01:21.660

lhester: Yes, we're all reacting quickly into an

655

02:01:21.690 --> 02:01:23.310

Melody Stevens: ever changing environment.

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02:01:24.060 --> 02:01:24.630

Melody Stevens: Right, right.

657

02:01:25.650 --> 02:01:35.340

lhester: Yeah, so there's there's a lot of interest in that, you know, is it the best fit. No. Has it been a lifesaver for some people. Absolutely. Because some people are like, I'm having to

658

02:01:35.760 --> 02:01:44.550

lhester: Operate this temporary school location because we're trying to start back and do social distancing and we're going to put pop our kids in a trailer

659

02:01:44.910 --> 02:01:54.090

lhester: Okay, let's try to accommodate it. You don't want to build dedicated access to it because it's not going to be part of your permanent infrastructure, what can we do to accommodate you guys

660

02:01:54.510 --> 02:02:06.420

lhester: So we're very flexible or customer centric, we get it. This is it. Nobody anticipated this happening. So we always put humanity first and and being that flexible provider.

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02:02:06.810 --> 02:02:11.910

lhester: We get it. That's why we're here for right to work together and make things happen. So

662

02:02:12.750 --> 02:02:19.380

lhester: Again, being fortunate to have such a vast and diverse portfolio of unique solutions and options.

663

02:02:19.800 --> 02:02:29.490

lhester: I think I feel like we're like Disney. We're very magical over here and have all these unique tools that we can use to customized solutions for customers. That's why technology so much fun. You can mold it to make it

664

02:02:29.790 --> 02:02:35.850

lhester: achieve the objectives. Right. So it's fun and we're created. So if you have an

665

02:02:35.850 --> 02:02:39.810

lhester: Objective we'd like to go to work and see what we can make happen for you guys.

666

02:02:49.320 --> 02:03:03.330

thomas.ross: Well, I think we've come to the conclusion of our session. We really appreciate your participation. Of course, the questions melody T JD, and I think Mike sim was on my correct Mike

667

02:03:03.600 --> 02:03:04.620

thomas.ross: Yeah, actually.

668

02:03:04.740 --> 02:03:09.930

Ihester: Right now we have Kimberly on we got Lisa melody and Peggy. Great.

669

02:03:10.860 --> 02:03:11.250

Famis Florida2: So,

670

02:03:11.280 --> 02:03:12.480

Famis Florida2: Now comes the fun part.

671

02:03:13.740 --> 02:03:20.520

Famis Florida2: Tom and Laura, you get to come up with a question first person that answers it received a Roku se

672

02:03:25.800 --> 02:03:29.460

Ihester: Should I ask who knows what a Roku it. No, I gotta, I gotta come up. The real question.

673

02:03:34.260 --> 02:03:36.330

Ihester: Did you have a question or do you want me to ask one

674

02:03:36.570 --> 02:03:38.820

thomas.ross: Oh, go ahead and ask a question. Awesome. This slides.



675

02:03:39.000 --> 02:03:39.780

thomas.ross: Or please

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02:03:39.870 --> 02:03:42.720

lhester: Okay, so I have one in mind.

677

02:03:43.920 --> 02:03:49.800

lhester: Since we're all ladies, I'll say, LADIES, LADIES, PLEASE. Take your phone's off mute.

678

02:03:51.630 --> 02:03:56.310

lhester: So you can ping in I want it to be fair if you're on mute. I'll give you a chance to take it all.

679

02:03:57.660 --> 02:03:59.250

lhester: Okay, so

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02:04:00.330 --> 02:04:01.230

lhester: Name.

681

02:04:02.370 --> 02:04:17.250

lhester: I'll make it easy. You can just name. One advantage of a private network because that's pretty much what our entire presentation was about, even if you joined late you can name at least one advantage of a private network central

682

02:04:17.790 --> 02:04:18.900

Peggy Schwartz: Guard connectivity.

683

02:04:23.190 --> 02:04:23.670

lhester: I heard

684

02:04:27.930 --> 02:04:28.620

You're connected

685

02:04:33.270 --> 02:04:34.410

Kimberly Mullis: Mike, can we cut a

686

02:04:34.410 --> 02:04:35.580

lhester: Roku and a half.

687

02:04:38.730 --> 02:04:39.930

Famis Florida2: Unfortunately, no.

688

02:04:43.320 --> 02:04:48.450

lhester: Electronic gift card. I could, if we could split it. I think both answer for. Right.

689

02:04:50.190 --> 02:04:50.580

lhester: You just

690

02:04:50.610 --> 02:04:52.680

Famis Florida2: You decide. This is your session so

691

02:04:56.700 --> 02:04:59.340

lhester: Yeah, I really can't tell you spoke first. Mike.

692

02:04:59.340 --> 02:05:02.370

thomas.ross: See, you're gonna have to be the officiate are on that one.

693

02:05:02.940 --> 02:05:05.190

Famis Florida2: I couldn't tell. I was looking to see who was talking

694

02:05:05.700 --> 02:05:08.940

Famis Florida2: And I couldn't tell who was talking to time. I think it was, Peggy.

695

02:05:11.070 --> 02:05:11.610

thomas.ross: Okay.

696

02:05:11.880 --> 02:05:13.140

Famis Florida2: But it couldn't remember lady.

697

02:05:13.710 --> 02:05:14.700

thomas.ross: Who you represent

698

02:05:15.960 --> 02:05:16.290

thomas.ross: At

699

02:05:17.550 --> 02:05:18.360

Peggy Schwartz: Orange County.

700

02:05:19.050 --> 02:05:19.320

Great.

701

02:05:20.340 --> 02:05:21.540

Famis Florida2: Oh, then it wasn't tagging.

702

02:05:21.930 --> 02:05:22.800

Peggy Schwartz: Right. Yes.

703

02:05:27.060 --> 02:05:27.810

Famis Florida2: Had to do that.

704

02:05:28.260 --> 02:05:30.000

Peggy Schwartz: It nowhere yeah hater on the

705

02:05:30.000 --> 02:05:30.510

Phone.

706

02:05:31.950 --> 02:05:32.970

lhester: So, Peggy.

707

02:05:33.720 --> 02:05:42.270

Famis Florida2: Peggy, you need to send your name and your address to the famous online the email that they talked about this morning.

708

02:05:42.600 --> 02:05:44.190

Famis Florida2: When you were in this session.

709

02:05:44.640 --> 02:05:46.200

Famis Florida2: And then they'll mail out your

710

02:05:46.260 --> 02:05:47.250

Famis Florida2: Your Roku to you.

711

02:05:47.790 --> 02:05:49.050

Peggy Schwartz: All right, great. Thank you.

712

02:05:49.530 --> 02:05:51.630

Peggy Schwartz: Alright, thanks a lot.

713

02:05:52.290 --> 02:05:54.810

lhester: Thank you everybody say you're joining today.

714

02:05:56.580 --> 02:06:04.080

thomas.ross: We appreciate your time and have fun on the art your virtual famous conference, this is just the beginning. Day.

715

02:06:04.530 --> 02:06:04.980

Famis Florida2: Yep.

716

02:06:05.310 --> 02:06:08.100

Famis Florida2: Hopefully we'll be back next year. Yep.

717

02:06:08.490 --> 02:06:11.880

thomas.ross: definitely look forward to seeing everybody take care now.

718

02:06:11.970 --> 02:06:12.600

lisa slavens: Thank you.

719

02:06:13.380 --> 02:06:17.190

lhester: So much, everyone. Take care. Thank you. Bye bye.

720

02:06:19.320 --> 02:06:19.770

Bye guys.