

“GOVERNMENT FUNDING:

PITCHES & PITFALLS”

NATIONAL SPECTRUM MANAGEMENT
ASSOCIATION

INDUSTRY ROUND TABLE:
FIXED WIRELESS SERVICE
MAY 19, 2009

Andrew Kreig | 202-638-0070 | Andrew@EagleViewDC.com



OVERVIEW

- Fixed Wireless as a vital part of the historic new level of government spending on telecom and information technology now underway
- Given the economy, we all need to be sales people in our organizations, as well as service experts
 - Understand the Big Picture, and take advantage of it
 - Tom Hopkins
- But in making the “pitch” we must beware of the pitfalls





ANDREW KREIG

BIO (OR “CONFLICTS REPORT”)

Past:

- President, Wireless Communications Association International, 1996-2008
- “Reality Check” Columnist, *RCR Wireless*, 2008-2009

Current:

- Principal, Eagle View Capital Strategies
- Research Fellow, Information Economy Project, George Mason Law School
- Senior Fellow, Schuster Institute for Investigative Journalism, Brandeis University
- Co-Chair, Fixed Wireless Communications Coalition
- Journalist, author & commentator
 - Huffington Post (May 15, 2009)
 - “Siegelman Deserves New Trial Because of Judge’s ‘Grudge,’ Evidence Shows: \$300 Million in Bush Military Contracts Awarded to Judge’s Private Company,” <http://snipurl.com/i4085>
- Radio show co-host (“My Technology Lawyer Radio”) on Thursdays
- Founding Director, International Katrina Project (non-profit)



FIXED WIRELESS CURRENT OPPORTUNITIES

“Broadband is the new essential infrastructure. Access to broadband does not guarantee” success, but “lack of access to broadband will guarantee economic decline”

-- Susan P. Crawford, special assistant to President Obama for Science, Technology, and Innovation Policy and National Economic Council member (Speech on May 14, 2009)

Broadband’s vital importance for economic development, education, health care, social needs

Fixed wireless as critical infrastructure for both broadband and narrowband in public safety, military preparedness, green technology, railroads, pipelines, pipelines, etc.

Historic investment underway in broadband, with stimulus spending only part of the budget

-- Stifel Nicolaus Managing Director Blair Levin, former FCC chief of staff and former member of Obama transition team



PITCHES

- \$7.2 billion in broadband stimulus funding
 - Emphasize job creation in stimulus applications
 - “Stimulus bill will create 128,000 jobs designing, building and administering the broadband networks.”
-- Dr. Raul Katz, Columbia University School of Business (Feb. 19 working paper)
- Much larger role of Congress in departmental budget appropriations & earmarks
- Upgrading systems
 - Washington Post Copyright Office Story May 19, 2009
- Redundant Networks (Sen. Ted Stevens initiative for GSA contracts)
- Special factors include:
 - Stimulus spending needs to be done ASAP
 - Bush Administration decision-makers still in place;



PITFALLS

Funding seekers must thread the needle:

- Unprecedented Public Skepticism/Disclosure requirements
 - Most communications between registered lobbyists and officials with funding responsibility must be posted on website (March 20 Executive Order)
 - What about principals who hire lobbyists?
- Traditional Washington culture
- Potential draconian sanctions for some, business as usual for others





Eagle View
CAPITAL STRATEGIES

Thank you!

Andrew Kreig

Eagle View Capital Strategies

www.EagleViewDC.com

(202) 638-0070

