Meeting with local providers is a great opportunity to learn about their plans for your community and to weigh if they are the right fit for a public-private partnership. Some questions to ask could include:

### *Have you developed plans for our community's unserved and underserved locations?*
- Learn if the provider has developed thoughtful plans for your community that take your unique needs into account.

### *What is your timeline for delivering qualifying broadband service to our community's unserved and underserved locations?*
- Understand when to expect qualifying broadband service in your community. This will help with tracking the progress of BEAD and managing expectations.

### *What technology are you planning to deploy to our community?*
- BEAD specifies Priority Broadband Projects as Fiber-to-the-Home (FTTH) as the preferred technology. BEAD specifies Other Broadband Projects as technologies that are not FTTH such as Fixed Wireless and Coaxial (CATV) technologies. Digital Subscriber Line (DSL — Telco Copper) is not an acceptable technology.

### *Do you need assistance with local or state Permitting, Rights-of-Way, Pole Attachments, Railroad Crossings, or other Easement needs to reach the unserved and underserved locations?*
- Ask this question to give you an opportunity to streamline construction deployment, which is attractive to Providers. This will help you gauge your community's need to sign up for Kansas Broadband Ready Communities.

### *What can we as a community do to help drive adoption?*
- Ask this question to show that you are willing to be a good partner by helping Providers receive a return on their investment.
- Providers may have suggestions and resources to help drive adoption in your community.
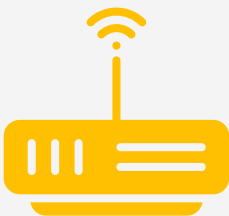
*questions continued...*

### What are your rate plans? Low-cost options? What are your terms and conditions, service commitments and billing formats?

- Ask this question to help you know what to expect for your community's broadband adoption efforts.
- Subgrantees are required to participate in the Affordable Connectivity Program or any successor program, and eligible subscribers that are eligible for a broadband service subsidy can apply the subsidy to the proposed service option.
- For the BEAD program, KOBD requires a Low-Cost Option broadband service as a plan that is $30 per month or less to qualify for BEAD funding. All recurring fees include monthly subscription, Wi-Fi router or modem fees, and any taxes or surcharges applied. No charges for repair or maintenance of qualified broadband service will be allowed. No charges will be allowed for installation. For ACP participants, the net end-user cost would be zero dollars ($0) and then the barrier for affordability is eliminated and adoption of qualifying broadband service for participation in the digital world is stimulated. To be eligible to receive maximum points for affordability, the prospective subgrantees must provide the recommended service plan to the entire proposed Project Funding Area and all prospective customers within.

### How will you support digital literacy/education after deployment?

- Digital literacy is the ability to leverage current technologies, such as smartphones and laptops, and Internet access to perform research, create content and interact with the world
- Ask this question to gauge Provider's plans for user technical support, beyond technical support for the Provider's network-user app.

*For more examples of questions to ask, we have included the NTIA's Interview Guide for meetings between State Broadband Offices and Internet Service Providers.*