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Winncom Technologies
Welcome to
WISPAPALOOZA 2017,

It is my great pleasure and honor to welcome you to Las Vegas for WISPAPALOOZA 2017, the premier conference for the Wireless Internet Service Provider industry. While here at the RIO, you will be surrounded by more than 1,500 WISPs, vendors, and technological innovators from across the country and around the world.

Like many of you, I’m always eager to attend this show as it is a time for us to come together to share experiences and ideas, make friends out of acquaintances, and learn about the latest innovations our industry has to share. WISPAPALOOZA is also a great place to learn new and evolving skillsets in a variety of areas that are taught by pros that successfully practice what they teach. In the exhibit hall, top manufacturers and service providers are unveiling new products and ideas; and their commitment to our success is demonstrated in the world-class training sessions they make available to each of us. As an attendee, your task is to ask questions and learn what you can do to improve your business; and then share what you learn, either with a friend, a group, or your company when you return home.

As a WISP myself, and as WISPA’s President & Chairman of the Board, I am excited not only about what WISPAPALOOZA has to offer, but I’m equally excited about the promise of the coming year. Our membership is now more than 800 strong and we are continuing to grow. Our team in Washington D.C. is fighting hard for our industry every single day, and each year we have increased our commitment to the legislative and regulatory efforts necessary to level the playing field for our members; while advocating for ideas that foster free and fair growth of our entire industry. With the addition of highly qualified staff, newly formed alliances, and continued dialog with policymakers in Washington, we are making our presence felt and your voices heard. To learn more about our latest fight in CBRS, and the challenges we face, be sure to attend the CBRS Workshop on Monday.

Once again, I’m very pleased that you’re here to experience and contribute to WISPAPALOOZA and I encourage you to take advantage of every educational and networking opportunity this week.

It's a great time to be a WISP! Welcome to WISPAPALOOZA 2017!

Regards,

Chuck

P.S. To those of you I already know, it’s great to see old friends and I look forward to catching up. And to those of you I have yet to meet, please be sure to stop and say hello so I can get to know you!
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Registration Desk Hours

Monday, October 9 ................................. 7:30am to 6:00pm
Tuesday, October 10 ............................ 7:00am to 7:00pm
Wednesday, October 11 ......................... 8:00am to 8:00pm
Thursday, October 12 ............................ 7:30am to 6:30pm
Friday, October 13 ................................. 8:00am to 12:00pm

Collocated Training at WISPA PALOOZA 2017

The following training sessions were held in partnership with WISPA PALOOZA. Thank you to the companies and attendees that participated:

3 DAY TRAINING
- MTCNA Training by Baltic Networks
- UBRSA Training by Baltic Networks
- Cambium PTP820 Basic & Advanced Certification by Winncom

2 DAY
- UEWA by Microcom
- Cambium PMP450 Certification by Streakwave
- UBWA V2.0 by Streakwave

1 DAY
- BaiCells Technical Training
- cnPilot & cnMaestro Certification by WAV
- Freeside Training
- Radwin Training
- Sonar Training
- Telrad Networks LTE seminar
- Cambium Networks Open House & Reception
- Mimosa Fest
- UBWS Training by Baltic Networks
- Fiber Training by Baltic Networks
- Fiber Optic Inspection, Testing Best Practices by Light Brigade
# WISPAPALOOZA 2017 AGENDA

## MONDAY, OCTOBER 9, 2017

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<td>1:00pm - 5:00pm</td>
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### Time Track Level

- **Technical**
- **Business**
- **Technical**
- **Regulatory**
- **Technical**

### Session Details

- **8:00am - 9:00am**: Breakfast  
  - **Brasilia 1**: Battery Backup / Off-Grid Electric
  - **Amazon Ballroom**: Opening Remarks / Breakfast / Sponsor Intros
- **9:00am - 12:00pm**: Morning Session  
  - **Brasilia 1**: Traction - A Deep Dive into How to Run Your Company Day-to-Day
  - **Brasilia 2**: Learn Grounding from the Experts
  - **Brasilia 3**: CBRS Opens New Shared Spectrum with Competitive Use Options for WISPs (Part 1 of 2)
- **12:00pm - 1:00pm**: Lunch  
  - **Amazon Ballroom**: Financial Fundamentals for Your Business
- **1:00pm - 5:00pm**: Afternoon Session  
  - **Brasilia 1**: IPv6 Rollout
  - **Amazon Ballroom**: RF Network Design
  - **Amazon Ballroom**: CBRS Opens New Shared Spectrum with Competitive Use Options for WISPs (Part 2 of 2)

## TUESDAY, OCTOBER 10, 2017

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<td>Session One</td>
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### Time Track Level

- **Technical 101**
- **Business**
- **HR**
- **Regulatory 201**
- **Business 101**
- **Vendor Spotlight**

### Vendor Spotlight

- **Battery Backup / Off-Grid Electric**
- **Selling to Multi-Dwelling Units (MDUs)**
- **Hiring the Right People for the Right Position**
- **ABC’s of Starting a WISP (Part 1 of 2)**
- **RF Elements**
- **Intermission**
- **Session Two**

## WEDNESDAY, OCTOBER 11, 2017

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### Time Track Level

- **Technical 201**
- **HR 201**
- **Regulatory**
- **Business 101**
- **Technical 101**
- **Vendor Spotlight**

### Vendor Spotlight

- **DNS: Authoritative vs. Resolver vs Forwarder: Why and How**
- **Developing/Becoming an Effective Manager**
- **Net Neutrality - Understanding Internet Governance**
- **Entrepreneurial Operating System**
- **Point to Point Deployments**
- **SolidPhone Communications**
- **QOE A Better Customer Experience**
- **Building a Strategic Plan**
- **Team Building**
- **What Forms Should I Be Filling Out?**
- **Network Monitoring Options**
- **BillMax Billing Solutions**
- **Intermission**
- **KEYNOTE**
- **Exhibit Hall (Lunch served 12:45 - 2:00)**
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<td>Technical Business HR 101 Infrastructure Regulatory Vendor Spotlight</td>
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<td>Technical 101 Business 201 Marketing 101 Infrastructure Regulatory Vendor Spotlight</td>
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<td>12:15pm - 1:45pm</td>
<td>Lunch and Closing</td>
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Socialize with friends and colleagues at the Wine Cellar in The Rio. Featuring over 100 wines by the glass and an incredible collection of rare wines, the Wine Cellar stewards will help you find the perfect wine, port, or cognac in an authentic winery setting. While you enjoy your beverage of choice and a delicious plate of food, the PAC will present its contributions to date and the roadmap for the remainder of 2017.

**WISP PAC** is the political action committee (PAC) dedicated to supporting those Members of Congress who support the legislative agenda of the fixed wireless industry. Financial contributions to WISP PAC will be used to support members of Congress from both parties who are friends to the fixed wireless industry and small businesses and to counter messages delivered by incumbent PACs. For more information or to make a contribution, please visit our website at www.wisppac.org or call 202-618-5639.

**Important Information:** Federal law mandates that WISP PAC only accept individual (i.e. personal) contributions, and individuals may give a maximum of $5,000 per calendar year to WISP PAC. Contributions may be made via check or credit card. If your company is an LLC or partnership, your contribution may come from your company; otherwise, the check must come from an individual account. Contributions under $100 may be given in cash.

**Contribution Levels**
- **Supporter:** $50
- **Friend:** $100
- **Patron:** $250
- **Bronze Patron:** $500
- **Silver Patron:** $1,000
- **Gold Patron:** $2,500
- **Platinum Patron:** $5,000

Minimum contribution amount to attend is $50 per person.
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Want to learn more?
Visit us in Booth #608 at Wispapalooza in Las Vegas!

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1-VoIP Enhanced Services
Booth #328
www.1-voip.com

1-VoIP provides residential and business hosted VoIP solutions and PBXRealtime, a small business PBX and carrier switch with reliability and scalability at its core. With long-established credibility and owners having telecom background spanning 40+ years, 1-VoIP’s hosted services and PBX products are the solution for any of your telephony needs.

Adaptrum
Booth #241
www.adaptrum.com

Adaptrum is the leader in TV White Space (TVWS) wireless technology. Pioneering the use of dynamic spectrum access to provide non-line-of-sight (NLOS) broadband wireless access, Adaptrum is helping operators deliver affordable internet services in areas beyond the reach of other technologies.

AFL
Booth #08
www.aflglobal.com

Founded in 1984, AFL is an international manufacturer providing end-to-end solutions to the energy, service provider, enterprise and industrial markets. AFL products include fiber optic cable, transmission accessories, OSP equipment, connectivity, test and inspection equipment, fusion splicers, etc.

Alliance Corporation
Booth #232
www.alliancecomm.com

Alliance Corporation is your single source for broadband wireless and wireline solutions in the USA, Canada and Mexico. We’ve helped build thousands of networks for a variety of uses over the past 20 years. We are showcasing our fiber solutions, please drop by to see us!

Altelix
Booth #145
www.altelix.com

Manufacturer of RF equipment and connectivity products. For additional information, please call 866-660-9434 or sales@altelix.com.

AmCom Solutions
Booth #431
www.amcomsolutions.com

AmCom Solutions, Inc. is a leading telecom solutions provider. The company works with all the major carriers such as AT&T, Spectrum, Frontier, Comcast and Verizon. In addition to providing internet bandwidth, AmCom offers solutions such as VoIP, mobility, DDoS, disaster recovery and cloud services.

American Tower
Booth #213
www.amertower.com

American Tower is a leading independent owner, operator and developer of communications infrastructure. Our U.S. portfolio of approximately 57,000 sites includes towers, managed rooftops, in-building and outdoor Distributed Antenna Systems (DAS), rights-of-way options and services that speed network deployment.

ARIN
Booth # 137
www.arin.net

ARIN is the nonprofit, member-based organization that supports the operation of the Internet through management of Internet number resources - IPv4, IPv6, and Autonomous System numbers – in its service region (Canada, many Caribbean and North Atlantic islands and the United States).

AT&T Connected Communities
Booth #218

At AT&T, we’re bringing it all together. We deliver advanced mobile services, next-generation TV, high-speed internet and smart solutions for people and businesses. That’s why we’re investing to be a global leader in the telecommunications, media and technology industry.

Aterlo Networks
Booth #09
www.artelo.com

Preseem, by Aterlo Networks, is a network telemetry platform that allows WISPs to monitor & optimize their subscriber’s Quality of Experience (QoE) in real time. This helps WISPs become more effective, efficient and profitable.

Aviat Networks
Booth #01
www.aviatnetworks.com

Aviat Networks is a leading wireless expert in advanced IP network migration, building the foundation for the 4G/LTE broadband future.

Azotel|Solutions4ebiz
Booth #305
www.solutions4ebiz.com

Azotel|Solutions4ebiz helps WISPs improve operations, services and profitability with automated CRM, billing and network management solutions. The Azotel North American distributor, Solutions4ebiz also offers Saisei, Scale Computing, My Turf and other technologies to fit your business needs.
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Baicells Technologies N.A.

Booth #223
www.baicells.com

Baicells is a privately held, high-tech company providing disruptively priced and technically innovative LTE wireless broadband access solutions, supporting fixed wireless and mobile small cells. With the vision to connect the unconnected, Baicells has introduced some real breakthrough technologies to LTE.

Baltic Networks

Booth #335
www.balticnetworks.com

Baltic Networks, a leading distributor of cost effective networking solutions, offers a complete line of products for WISPs and training certifications. We sell routers, antennas, back haul and fiber equipment, mounting hardware, licensed and unlicensed radios, telephony and surveillance equipment.

Beka Business Media

Booth #446
www.channelvisionmag.com

ChannelVision magazine is a bi-monthly publication read by 30,300 channel partners selling all manner of voice, data, access, managed and business services — both on-premises and in the cloud — primarily in the small/medium business space. ChannelVision goes to 10,250 telecom agents, 10,150 IT VARs & MSPs and 9,900 carriers and NSPs.

Bicom Systems

Booth # 120
www.bicomsystems.com

Bicom Systems works with WISPs to add unified communications and telco offerings that add value and reduces churn. It does this through its turnkey combination of seven softwares: PBXware, SERVERware, TELCOware, sipPROT, sipMON and gloCOM.

BillMax Billing Solutions

Booth #242
www.billmax.com

BillMax Billing Solutions has provided software and consulting services for successful internet service providers for two decades. BillMax 2017 is a complete software toolkit that offers the flexibility to run your business your way. We build a long term relationship with each of our clients. Come by and see us!

BKD CPAs & Advisors

Booth #117
www.bkd.com

The telecommunications industry is constantly changing. Between stiff competition and ever-changing regulations, staying ahead of the game can be daunting. BKD, LLP can help. BKD is a national CPA and advisory firm that offers a variety of tax, accounting, attestation and consulting services for telecommunication companies.

BridgeWave Communications

Booth #111
www.bridgewave.com

BridgeWave Communications provides high-capacity microwave and millimeter wave backhaul systems to carriers, service providers, governments and private enterprises. Our innovative, field-proven solutions enable highly reliable and secure, high-capacity, gigabit connectivity while reducing operating costs relative to fiber.

Brink Networks

Booth #208
www.brinknetworks.com

Brink Networks is a distributor of advanced, high-performance radio and antenna solutions.

Calix

Booth #302
www.calix.com

Calix: The leader in access network platform innovations. Its Intelligent Access portfolio enables service providers to transform their businesses and be the winners of tomorrow.

Cambium Networks, Inc.

Booth #249
www.cambiumnetworks.com

Cambium Networks is a leading global provider of wireless broadband solutions that connect the unconnected. Our extensive portfolio includes reliable, scalable and secure WiFi, wireless broadband point-to-point (PTP) and point-to-multipoint (PMP) platforms managed by cloud-based software.

Cayman Wireless, Inc.

Booth #210
caymanwireless.com

Cayman Wireless is a U.S. owned and operated company located in south Texas that has served the WISP community for more than 10 years as a VAR distributor, both domestic and internationally. Whether it’s a hard to find part, a project budget or looming deadline, we are here to help you. Cayman Wireless is committed to meeting the needs of our customers.

Clearfield, Inc.

Booth #234
www.seeclearfield.com

Clearfield’s fiber management platform, OSP fiber enclosures and terminals, microduct, pushable fiber and drop cable platform, set the standard for a scalable fiber optic network and unmatched fiber performance while lowering the cost of broadband deployment.

Communications Data Group

Booth #220
www.cdg.ws

CDG offers service bureau, online and licensed BSS/OSS solutions for retail and wholesale telecommunications service providers. Our solutions include: BDS, interconnect, customer care, plant, trouble, service provisioning, and mediation.

Compliance Solutions

Booth #229
www.csilongwood.com

Compliance Solutions Inc. (CSI) is the leading provider of telecom tax, FCC, tax rating, tax mapping, corporate income
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ISP Supplies provides complete integrated global networking solutions and technologies to its customers. Since 2009, we have implemented wired and wireless equipment designed to handle ever increasing performance requirements. Our solutions transform networks into scalable, secure, and converged infrastructures built to communicate today’s messages with tomorrow’s technology.

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Commscope is a market leader in telecommunications equipment and services. Since 1977, thousands of commercial customers and government agencies have turned to CommScope’s Comsearch division for their spectrum management needs. We have helped develop the industry standard of interference analysis and mitigation processes, an expertise that has helped our customers effectively and efficiently manage their spectrum resources. Based upon our long-standing background in spectrum management, our history of developing and maintaining some of the largest commercial telecommunications databases, and our strength and corporate breadth, CommScope is ideally positioned to deliver a high quality Spectrum Access System to meet the CBRS ecosystem’s demands.

Comtrend
Booth #231
www.comtrend.com

Comtrend, with more than 25 years of experience, has become a leading global provider of advanced networking solutions. Service providers look to Comtrend for gateways, WiFi, Powerline and more. Comtrend remains committed to industry standards like G.hn for home networking, as well as interoperability and market-leading performance.

Convergence Technologies Inc.
Booths #517, 518, 523
www.converge-tech.com

Headquartered in Riviera Beach, Fla., and with resources in Illinois, Michigan, Kentucky, Colorado, Virginia, Pennsylvania, Indiana and Texas, ConVergence Technologies is “Where Best of Class Technologies ConVerge.”

COS Systems
Booth #233
www.cossystems.com

COS Service Zones is a demand aggregation platform enabling network builders to sign up customers prior to build-out. What drives people to commit is the zone concept – splitting the targeted area into neighborhoods competing to reach take-rate targets and first building where demand is greatest.

Crossover Distribution.com USA Inc.
Booth #201
www.crossoverdistribution.com

Crossover is more than a distribution partner for many of the world’s top wireless broadband and in-building wireless/distributed antenna systems (DAS) manufacturers. Crossover is more than an engineering firm with world class engineers utilizing powerful software tools such as Pathloss and iBwave.

DASAN Zhone Solutions
Booth #650
www.dasanzhone.com

DASAN Zhone Solutions, Inc. is a global leader in network access solutions for service provider and enterprise networks. The company provides a wide array of reliable, cost-effective networking technologies, including broadband access, Ethernet switching, passive optical LAN, and software-defined networks.

DirectlinkAdmin - Video Direct
Booth #216
www.directlinkadmin.com

DirectlinkAdmin (DLA) is a complete billing and provisioning ISP management system that enables internet service providers to control virtually every aspect of their business from one place. Being highly dynamic, DLA allows for customized integration and remote access to a valuable all-in-one ISP solution.

DoubleRadius, Inc.
Booth #347
www.DoubleRadius.com

DoubleRadius, Inc. is a North Carolina-based provider of technology solutions in the wireless networking arena. Our team of industry experts offers creative solutions for our customers’ networking problems, saving them thousands of dollars annually. DoubleRadius welcomes any opportunities to serve you!

DragonWave Inc.
Booth #146
www.dragonwaveinc.com

DragonWave provides high-capacity packet microwave solutions that bring increased capacity and new capabilities to rural wireless networks. Harmony Enhanced MC also delivers the highest system gain in the industry, allowing customers to maximize capacity and minimize antenna sizes on longer links.

EPCOM
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www.epcom.net

With more than 30 years of experience, EPCOM is one of the top leading suppliers for wireless networks, radio communication equipment, and electronic security systems throughout the world.

ET Fusion
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Hana Wireless provides quality components for both indoor and outdoor wired and wireless broadband solutions. Product categories include antennas, enclosures, unique custom kits, mounts, adapters, power supplies and pre-made jumper cables.

Huawei Technologies USA
Booth #405
www.huawei.com/us
Huawei is a global leader of ICT solutions committed to enhancing customer experiences and creating value for telecom carriers, enterprises, and consumers. Our telecom network solutions and smart devices are used in 170 countries and regions. Leveraging our experience and expertise, we continuously strive to ‘Build a Better Connected World.’

Hughes Systique Private Limited
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www.hsc.com
Hughes Systique Corporation (HSC) is a boutique R&D firm that provides product engineering services and solutions. From expertise in the complete mobile terminal lifecycle to in-depth expertise in LTE, Wi-Fi, and other radio protocols HSC has helped customers deploy state-of-the-art products into the market.

Hutton Communications of Canada
Booth #501
www.huttoncom.com
Hutton Canada provides numerous communication services across all vertical markets and offers its customers a complete outsourced solution. Hutton’s hard-earned reputation has made the company a leader in the wireless infrastructure industry.

IgniteNet
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www.ignitenet.com
IgniteNet has a proven track record of producing powerful, reliable and easy to deploy, innovative cloud managed wireless solutions and the industry’s lowest cost 60 GHz wireless technology through channel partners worldwide focused on enterprises and service providers.

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Intelligent DC power solutions from ICT help increase quality of service while reducing operating costs, and even avoiding unplanned site visits, by providing affordable, easy to use remote management capabilities over Ethernet that allow you to control your DC power devices as well as connected loads.
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Interstate PowerCare is a full service provider of uninterruptible power systems (UPS systems), batteries for your backup and a technical resource for our customers. When it comes to your backup power, Interstate PowerCare truly is ‘Outrageously Dependable.’

IPiFony Systems Inc.  
Booth #448  
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IPiFony offers a turkkey VoIP solution and takes all the guesswork out of your move into voice by providing the structure and assistance needed to ensure a seamless, affordable transition.

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IsoTruss Carbon Towers: the strongest, lightest towers on the market.

ISP Supplies  
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ISP Supplies provides complete integrated global networking solutions and technologies to its customers. Since 2009, we have implemented wired and wireless equipment designed to handle ever increasing performance requirements. Our solutions transform networks into scalable, secure, and converged infrastructures built to communicate today’s messages with tomorrow’s technology.

ispMint  
Booth #303  
www.ispmint.com  
ispMint helps service providers integrate SD-WAN solutions to their customers which increases ROI, reliability and customer retention. We turn your worst customers into happy customers by eliminating circuit issues.

Itelite Antennas, Inc.  
Booth #07  
www.itelite.net  
Itelite is an antenna and IP67 enclosure manufacturer from Poland with a distribution warehouse in Miami. We design antennas for different manufacturers such as Mikrotik, Ubiquiti, Cambium, Engenius and others. We specialize in antenna custom design where we offer low volume minimum orders and fast prototype design times.

KP Performance Antennas  
Booth #125  
www.kppa.ca  
With decades of in-the-field expertise as former WISP operators and Ph.D antenna engineers, KP Performance Antennas has designed a suite of wireless products that are engineered to exceed your expectations for performance, value and quality. With 100% performance guarantee, a commitment to same-day shipping for everything we sell and expert technical support, the KP team has you covered.

Last Mile Gear  
Booth #423  
www.lastmilegear.com  
Powered by technology and passionate customer care, Last Mile Gear is a premier supplier of wireless networking equipment based out of Longview, Wash. A set of skilled and knowledgeable team members offer friendly customer service as well as the answers you need for your business!

LEAF Commercial Capital  
Booth #106  
www.leafnow.com  
LEAF, a subsidiary of People’s United Bank, N.A., is a leading U.S. equipment finance company helping businesses build out their wireless future easily and affordably, working directly with wireless buyers and manufacturers, distributors and dealers of wireless infrastructure solutions.

Link Technologies, Inc.  
Booth #509  
www.linktechs.net  
Link Technologies is a premier ISP consulting company, which provides a vast array of products and services including network design, consulting, support and sales and RF propagation coverage mapping.

LinuxMagic Inc.  
Booth #317  
www.linuxmagic.com  
LinuxMagic has been providing service and products to North American ISP/telco markets since 1997. Its flagship product, “MagicMail” is the top-selling carrier grade email platform, designed specifically for ISPs, it includes unlimited users/domains and spam protection and 24/7 support.

MarketBroadBand.com/Lorex, Inc.  
Booth #332  
www.MarketBroadband.com  
MarketBroadband.com provides turnkey marketing programs for fixed wireless and wireline ISP’s. Inhouse, GIS-based mapping and targeting tools make it easy to market only to the homes and businesses in your service area – at the address level! Direct mail, email, events, D2D and more!
ConVergence Technologies, Inc. has been providing administrative and management support services to multiple business units since 1995. Over that period, ConVergence has developed answers to clients and industry needs. Those solutions have redefined execution of credit card processing, technology, distribution and communications needs for businesses.

In 2017, ConVergence Technologies, Inc. organized its business units into three wholly owned subsidiaries of ConVergence Technologies, Inc.: IPpay LLC, MitoTec LLC and CTIconnect LLC. Benefits of each business are listed below. For more information please visit www.ConVergenceTec.com.

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Booth #243
www.mbsiwav.com

MBSI WAV is Canada’s premier wireless distributor; with strong stocking positions for a number of prominent wireless broadband and accessory manufacturers. MBSI WAV provides depth of knowledge and expert services required to fully address the technology and value-added service needs of the WISP, VAR and solution provider community.

MCP Networks LLC

Booth #03
www.mcpnetworks.us

Give your customers safe control of their network – a great value add while increasing your revenue!

Microcom Technologies

Booth #419
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Microcom Technologies is a stocking, wholesale distributor of innovative, low-cost wireless networking products.

Micronet Communications, Inc.

Booth #544
www.micronetcom.com

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Millennium is a wholesale distributor of communications and electrical outside plant products. We specialize in the utility, electrical, fiber optics and outside plant industries. Millennium provides you expert product knowledge with hands-on industry experience, and will make sure that we stock the products you need and deliver when you need them.

Mimosa

Booth #221
www.mimosa.co

Mimosa Networks is a leading provider of 5G Fixed wireless solutions that enable service providers to connect dense urban and hard-to-reach rural homes at a fraction of the cost of fiber-to-the-premises solutions.

Mission Critical Energy, Inc.

Booth #500
www.missioncriticalenergy.com

Providing power to off-grid sites in remote and harsh conditions for more than 15 years, Mission Critical Energy’s integration of Superwind Turbines is the backbone to long-term, reliable on-site energy for the military, border defense and communications industries, worldwide.
Morningstar Corporation
Booth #604
www.morningstarcorp.com
Morningstar’s solar charge controllers and inverters have set new standards in performance, quality and reliability. Our products are manufactured in a world-class ISO 9001 facility, using the latest computerized test equipment and processes. We offer the most innovative remote solar power solutions for the wireless internet service provider industry.

MTI Wireless Edge
Booth #135
www.mtiwe.com
MTI Wireless Edge is engaged in the development, production and marketing of antennas for broadband wireless access, LTE, WiMAX, Wi-Fi and other wireless infrastructure and networking applications, 100KHz-90GHz, sector, directional and omni for outdoor and indoor deployments.

Multilink Solutions Inc.
Booth #401
www.multilink.us
Multilink, one-stop solution for all your networking needs. We offer wired, wireless, fiber networking solutions. Multilink is a master distributor and reseller for major networking manufactures such as Mikrotik, Ubiquiti, Revo, Grandstream, Edimax and much more.

Multilink, Inc.
Booth #133
www.gomultilink.com
Multilink is an industry leading designer, developer and manufacturer of products for voice, data, video, CATV and FTTX applications. Multilink manufactures a full line of fiber optic products.

netsapiens
Booth 315
www.netsapiens.com
netsapiens provides advanced VoIP communications technology to the industry’s leading service providers. The scalability and flexibility of the netsapiens platform gives WISPs of any size the ability to offer more value to their customers, increase their ROI and stay ahead of the competition.

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DC UPS systems, batteries, power components and complete pole mount power enclosures. Remote site monitors provide vital information and alarm conditions via Ethernet and cellular communications.

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- Supports two bands in one radio
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Booth #608
www.ooma.com

Ooma provides innovative communications solutions and other connected services to small businesses and consumers. Its smart platform serves as a communications hub, offering cloud-based telephony services that combine Ooma’s proprietary PureVoice® HD call quality with mobile applications for reliable calling.

Pace International
Booth #407
www.paceintl.com

Pace International is an industry-leading distributor of solutions and services for WISPs, PCOs, integrators and other installers. Pace distributes solutions from the telecom industry’s most recognized manufacturers and helps translate that technology into business strategy to help our customers’ businesses be more successful.

PacketFlux Technologies, Inc.
Booth #109
www.packetflux.com

PacketFlux Technologies makes products for Power Injection, Cambium Synchronization, Site Monitoring, and Remote Control. Stop by our booth to see our products including our new RackInjector which provides up to 16 ports of midspan power injection in a 1U enclosure.

PBX-Change
Booth #128
www.pbx-change.com

Managed Hosted PBX solution provider. Referral based compensation plans also available. Offer the best-in-class solution to your customer base without owning or managing a soft-switch!

PCS Technologies Inc.
Booth #148
www.pcs-tech.com

Operating for more than 20 years, PCS Technologies, Inc. is a trusted wireless broadband integrator for Telrad, Siklu, Radwin, Ceragon (point-to-point microwave) and Adaptrum. We provide full service RF system design, installation, warranty service and support.

Platypus
Booth #403
www.ispbilling.com

Platypus has been providing billing software to ISPs since 1996. With features such as daily task automation, customer web portal, ticketing, provisioning, scheduling and inventory, Platypus has all the tools you need to manage your business in one place.

Powercode
Booth #323
powercode.com

Powercode leads the industry in providing a complete software solution for ISPs to manage and automate billing, network monitoring, provisioning, scheduling, inventory and more. For more than 15 years, Powercode continues enabling ISPs to scale more quickly and efficiently.

Preformed Line Products
Booth #104
www.preformed.com

Preformed Line Products (PLP) is a worldwide designer, manufacturer and supplier of high quality cable anchoring and control hardware systems, fiber optic and copper splice closures and high-speed cross-connect devices.

RADWIN Inc.
Booth # 528
www.radwin.com

RADWIN is a market leader in high-performance broadband wireless access, dedicated to satisfying the needs of service providers. RADWIN carrier class wireless suite including beamforming point-to-multipoint and point-to-point is widely deployed in tier 1 service providers worldwide.

Raycap
Booth #136
www.raycap.com

Raycap is a world leader in connectivity and lightning protection solutions for FTTA/PTTA wireless networks. Raycap’s fully customizable RRH Total Connectivity Solutions feature the innovative maintenance-free Strikesorb Class I lightning and surge protection technology.

ReadyNet Solutions
Booth #301
www.readynetsolutions.com

ReadyNet Solutions designs and manufacture technology platforms that drive service provider success. We partner well; and though our ecosystem partners such as RNControl.com, Router Limits, Powercode, Affinegy, Friendly Technologies and many others – the ReadyNet routers are the base that enables these many innovative solutions.

Redline Communications
Booth #113
www.rdlcom.com

Redline Communications is the creator, implementer, and supporter of impressively powerful wide-area wireless networks for the most challenging locations and mission-critical applications.
Automated Subscriber Billing and Provisioning with Built-in HyperRADIUS™ Authentication

Featuring SmartSession™ Control:

- Manage speeds and usage limits
- Instantly activate and deactivate subscriber access
- Easy upgrade or downgrade of subscriber service

Streamline • Take Control • And Grow

www.visp.net
RF Elements North America

Booth #413  
www.rfelements.com

RF elements is an innovative manufacturer of wireless networking equipment. We are a team of talented people thinking outside the box. We believe in the power of innovation, technology and creativity. Our unconventional approach results in unique, game-changing products.

Safety One Training International, Inc.

Booth #503

Safety One Training provides safety and survival training courses. Courses offered but not limited to Fall Protection, Tower Climber Safety and Rescue, Rope Access, SPRAT, Snowcat/Snowmobile/ATV/UTV Operator and Winter Survival.

Ritalia Funding

Booth #433  
www.ritaliafunding.com

Ritalia Funding is an equipment finance company. We can finance any solution in the wireless industry. Our value proposition is simple, quick and simple approval process, we are not equipment or location sensitive, flexibility and we can work with the vendor of your choice.

Rodeo

Booth #02  
www.rodeonetworks.com

Rodeo Networks are the leading experts in delivery of IPTV based fully licensed TV channels over multi-platform delivery systems including WISPS, fiber, cable, microwave and satellite.

ROHN Products, LLC

Booth #144  
www.rohnnet.com

ROHN has been designing and manufacturing towers for more than 70 years. Our products are proudly made in the USA. ROHN offers poles, self-supporting towers, guyed and bracketed installations, as well as a wide variety of mounts.

SAF

Booth #443  
www.saftehnika.com

SAF’s point-to-point systems cover 5GHz-38GHz range with data transmission speeds exceeding 1Gbps. By choosing SAF you gain superior build quality, exceptional service and technical support as well as industry leading performance!

Siklu

Booth #451  
www.siklu.com

Siklu paves the way for 5G fixed wireless access applications: residential gigabit access (FTTH/ GTTH) and smart city connectivity. With a wide portfolio of PtP and PtMP solutions that operate in the 60, 70 and 80 millimeter wave bands, Siklu provide speeds of up to 10Gb/s required in urban and rural areas by leading operators and service providers.

Saisei

Booth #209  
www.saisei.com

Saisei FlowCommand delivers advanced network performance enforcement software with cutting-edge real-time network visibility, analytics and control capabilities – increasing customer experience whilst reducing operational expenditure.

Select Spectrum LLC

Booth #421  
selectspectrum.com

Select Spectrum’s brokerage services allow companies to efficiently acquire spectrum rights. The upcoming Spectrum Lease Auction will feature over 400 EBS and BRS licenses covering more than 140 million POPs. Visit us at Booth #421 to learn more about 2.5 GHz spectrum opportunities in your area.

SolidPhone Communications

Booth #121  
solidphone.us

SolidPhone Communications provides VoIP services for homes and businesses with a private label solution for WISPs.

Solutions4ebiz

Booth #404  
www.solutions4ebiz.com

Azotel | Solutions4ebiz helps WISPs improve operations, services, and profitability with automated CRM, Billing and Network Management solutions. The Azotel North American distributor, Solutions4ebiz also offers asei, Scale Computing, My Turf and other technologies to fit your business needs.

Sonar Software, Inc

Booth #504  
https://sonar.software

Sonar is an ISP billing/OSS solution. With a modern interface, powerful API and support for leading industry vendors, Sonar is the platform of choice for many of the largest ISPs in the WISP industry.

Streakwave

Booth #541  
streakwave.com

Streakwave Wireless, Inc. is a global value added distributor with sales and distribution facilities in San Jose, Calif., (headquarters);
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Target Market Your Service Area by Technology—at the Address Level

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High Response Radius Marketing Programs Around New Installations
We mail to households around a new activation but only in your service area.

Choose Which Offer & Tactics in the Overlap

Only Fiber/Wireline Tactics & Offers Here

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www.gotfusion.net
The Fusion Network is a collaboration between smaller ISP/WISPs. We have developed relationships with the top data centers, internet exchanges, content providers and large fiber owners to create a true backbone network for smaller carriers with large, combined purchasing power that is passed on to our partner networks.

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Booth #110
www.TowerOneInc.com
Tower One Inc. is a professional safety training company specializing in the WISP market for tower climbers and installers alike. Tower One’s courses were designed by WISPs for WISPs to give you and your employees the most comprehensive safety training available today.

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TyconSystems.com designs and manufactures turnkey Remote Power Systems such as RemotePro® utilizing solar power, Outdoor Backup Power Systems (UPSPro™), wind power (BreezePro®), unique Power over Ethernet, and power conversion products. Tycon® also manufactures point-to-point wireless systems (EZ-Bridge®) for connecting IP networks.
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Booth Number</th>
<th>Website</th>
<th>Description</th>
</tr>
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<tbody>
<tr>
<td>Ubiquiti Networks</td>
<td>#529</td>
<td><a href="http://www.ubnt.com">www.ubnt.com</a></td>
<td>With more than 70 million devices shipped in more than 200 countries in the world, Ubiquiti aims to connect everyone to everything, everywhere.</td>
</tr>
<tr>
<td>UNITEL Insurance</td>
<td>#108</td>
<td><a href="http://www.unitelinsurance.com">www.unitelinsurance.com</a></td>
<td>Unitel is the country’s largest insurance agency specializing in communications companies, with products and relationships to cover the unique risks associated with this industry.</td>
</tr>
<tr>
<td>Vapor WiFi</td>
<td>#114</td>
<td><a href="http://www.vapor-wifi.com">www.vapor-wifi.com</a></td>
<td>Vapor offers a subscriber management platform and hotspot controller that is full-featured, scalable, affordable and easy to use. Vapor’s plug-and-play system provides simplified management of customer plans and new ways to monetize your network and engage with customers in the WISP and hotspot markets.</td>
</tr>
<tr>
<td>VETRO Fiber Map</td>
<td>#142</td>
<td><a href="http://www.vetrofibernmap.com">www.vetrofibernmap.com</a></td>
<td>VETRO FiberMap is the complete mapping solution for your Fiber and Hybrid networks. Planning, Strategy, Costing, ROI, Inventory, Operations, and more.</td>
</tr>
<tr>
<td>VJJT Networks</td>
<td>#449</td>
<td><a href="http://www.vjjt.com">www.vjjt.com</a></td>
<td>VJJT networks is a leading supplier of networking devices and equipment. VJJT products include wireless bridge, wireless AP, router, switch, antenna, POE, etc. Excellent performance, steady signal, easy use and installation, top quality with competitive price are the common features of all VJJT products.</td>
</tr>
<tr>
<td>Windstream Communications, Inc.</td>
<td>#06</td>
<td><a href="http://www.windstream.com">www.windstream.com</a></td>
<td>Windstream is a leading provider of advanced network solutions for wholesale customers across the U.S., including WISPs as well as cable and other network service providers. We supply high bandwidth transport solutions over our 100G long-haul and regional express fiber-optic network, spanning almost 150,000 miles.</td>
</tr>
<tr>
<td>Vitelity</td>
<td>#212</td>
<td><a href="http://www.vitelity.com">www.vitelity.com</a></td>
<td>Vitelity, a division of Inteliquent, provides WISPs direct access to the largest Tier 1 carrier network in N. America. We offer numbers in more than 13,000 rate centers with instant provisioning via API or portal. With more than 31 Million numbers in service and 27 billion minutes switched per month, you know you are working with a true wholesale carrier.</td>
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<tr>
<td>Wireless Connections</td>
<td>#445</td>
<td><a href="http://www.wirelessconnections.net">www.wirelessconnections.net</a></td>
<td>Wireless Connections is your premier managed services provider and integrator of fixed wireless broadband systems. Wireless Connections partners with ISPs, utilities, telcos, emergency management agencies, municipalities, educational institutions and healthcare.</td>
</tr>
<tr>
<td>ZTE (USA) Inc.</td>
<td>#429</td>
<td><a href="http://www.zteusa.com">www.zteusa.com</a></td>
<td>ZTE Corporation is a globally-leading provider of telecommunications equipment and network solutions. ZTE delivers cutting-edge technology to telecommunications clients in wireless, access &amp; bearer, value-added services, terminals, managed network services, and ICT solutions for enterprises.</td>
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<tr>
<th>50/50 WISPAPALOOZA DRAWING</th>
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<tr>
<td><strong>RODEO IPTV</strong> 02</td>
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<td><strong>Subsentio</strong> 203</td>
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<td><strong>Alliance Corporation</strong> 232</td>
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<td><strong>FiberSmith Company</strong> 330</td>
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<td><strong>RF Elements</strong> 413</td>
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<tr>
<td><strong>Graybar</strong> 450</td>
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INSTRUCTIONS: Visit each 50/50 Sponsor's booth and have them sign or stamp their logo block + meet one (1) WISPA Director and obtain his signature. After all signatures/stamps are obtained, come to the Registration Desk where your entry will be verified and you can drop your business or name-card into the drawing bin. The drawing will be held Wednesday at the WISPA Awards Dinner and you must be present to win.
## WISPA 2017-2018 BOARD OF DIRECTORS

### Officers

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company</th>
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<tbody>
<tr>
<td>Chuck Hogg</td>
<td>President/Chairman</td>
<td>Shelby Broadband</td>
</tr>
<tr>
<td>Garth Nicholas</td>
<td>Treasurer</td>
<td>New Wave Net Corp</td>
</tr>
<tr>
<td>Brian Young</td>
<td>Vice Chairman of the Board</td>
<td>Convergence Technologies Inc.</td>
</tr>
<tr>
<td>Mike Whelan</td>
<td>Secretary</td>
<td>AirLink Internet Services</td>
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### Directors

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<thead>
<tr>
<th>Name</th>
<th>Title</th>
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<tr>
<td>Dennis Burgess</td>
<td></td>
<td>Link Technologies, Inc.</td>
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<tr>
<td>Mark Radabaugh</td>
<td></td>
<td>Amplex</td>
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<td>Jimmy Carr</td>
<td></td>
<td>All Points Broadband</td>
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<tr>
<td>Blair Davis</td>
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<td>West Michigan Wireless ISP</td>
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## WISPA 2017-2018 COMMITTEE CHAIRS

### Agenda Committee

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Company</th>
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<tbody>
<tr>
<td>Trina Coffey</td>
<td>Co-Chairperson</td>
<td>Wireless Internet Service Providers Association</td>
</tr>
<tr>
<td>Nathan Stooke</td>
<td>Co-Chairperson</td>
<td>Wisper ISP</td>
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### Budget Committee

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<th>Name</th>
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<tr>
<td>Garth Nicholas</td>
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<td>New Wave Net Corp</td>
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### Bylaws Committee

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<th>Name</th>
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<tr>
<td>Brian Young</td>
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<td>Convergence Technologies Inc.</td>
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### FCC Committee

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<tr>
<td>Mark Radabaugh</td>
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<td>Amplex</td>
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### Government Affairs Committee

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<tr>
<td>Chuck Hogg</td>
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<td>Shelby Broadband</td>
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## AGENDA COMMITTEE MEMBERS

<table>
<thead>
<tr>
<th>Name</th>
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<th>Company</th>
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<tbody>
<tr>
<td>Nathan Stooke, Co-Chair</td>
<td></td>
<td>Steve Coran</td>
</tr>
<tr>
<td>Trina Coffey, Co-Chair</td>
<td></td>
<td>David Golob</td>
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<td>Jonathan Allen</td>
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<td>Tara Griffin</td>
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<td>Rob Bresnahans</td>
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<td>Jason Guzzo</td>
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<tr>
<td>Arielle Coffey</td>
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<td>Gary Helmers</td>
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<tr>
<td>Martha Huizenga</td>
<td></td>
<td>Tom Innes</td>
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<tr>
<td>Kylee Brown</td>
<td></td>
<td>Amanda Gress</td>
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