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## Encouraging News on the Unsupported Competitor Issue

On December 14 the FCC adopted an order that in a nutshell gave St Paul, Gervais, and Mt Angel Telephone Companies exactly what we were looking for: they do not have unsupported competition in 100% of their census blocks and therefore they will not lose all of their federal USF support over the following 36 months.

The one outstanding issue is Monitor Telephone Company's determination of such a competitor in 99% of their census blocks. Monitor made the same case, with the same reasoning and evidence as the others so it is reasonable to assume that the same result will occur.

This is really great news and a terrific Christmas present for these OTA members. Unlike some of the more theoretical, "this might be a problem" issues we discuss at our meetings, these companies were faced with the very real situation of actually losing their FUSF support in a very short period of time.

Consider this: Pineville Telephone Company was the only one of the original listed companies to not prove their case to the FCC and here is the language in the order pertaining to them"... The Universal Service Administrative Company SHALL REDUCE AND THEN TERMINATE payments to Pineville Telephone Company as specified..." That is the FCC's emphasis in the order, not mine.

Take out Pineville and insert your name and see if that doesn't make you want to hit the holiday eggnog hard and continually. The point being that we cannot let up. We got great support from Senator Merkley, Senator Wyden and Congressman Schrader on this matter. We also received excellent support from State Representative Betty Komp (D), Bill Post (R) and Vic Gilliam (R).

As we have talked about, the goal now is to attack the actual policy of unsupported competition. We will begin that effort in earnest in the first quarter of 2016. This is when we will begin our letter writing efforts and continue with members of Congress and the Governor's office.

So, with apologies for the lump of coal in the middle of this little article, good job to everyone who worked on addressing this issue. While we might have expected the result, it isn't very easy to get a monolithic federal agency to change their minds and absent our efforts, it might not have happened.

## Get informed 24/7/365

### Go to [www.ota-telecom.org](http://www.ota-telecom.org)

- up-to-date industry news
- event calendar
- seminar information
- member directory
- legislative updates

## Show off your stuff...

Are you a new member? Would you like your fellow OTA members to notice your company and products? If so, this quarterly online newsletter is a great way to be seen and make new contacts!

### Contact the OTA office today!

**503.581.7430**



# Huawei Technologies, USA Hires Kevin Poskitt as Senior Account Manager

Kevin comes to Huawei after spending nine years as the Regional Sales Manager for Calix covering the Tier 3 operators in the Western US including Alaska and Hawaii. Previous to Calix, Kevin was the Major Account Manager for Cisco Systems with nine years of service and, before Cisco, spent three years as Regional Sales Manager at Network Appliance (NetApp).

Bill Gerski, Vice President of Huawei Technologies USA states, "We are very excited to have Kevin on board with Huawei. He has a great reputation with the Tier 3 Operators and we know he will continue to be a successful advocate for the Tier 3 operators representing Huawei in western North America." Huawei is a leading global ICT solutions provider serving 45 of the world's top 50 operators and 1/3 of the world's population. With over \$50 billion dollars in revenue, Huawei is a Fortune Global 500 company with operations in 140+ countries, 150,000+ employees worldwide, and 70,000+ employees engaged in R&D.

The "Value" Huawei brings is not only their end-to-end systems approach and breadth of product offering unmatched by their North American competitors, but also their dedication to their customers. Huawei exists to serve customers and continuously creates long-term value by being responsive to customer's needs and requirements. Huawei wins their customers' respect and trust primarily through dedication.

Please feel free to reach out to Kevin using the contact information below and allow him to bring Huawei into your Network Planning meetings...



Kevin Poskitt  
Senior Account Manager, Huawei-North America  
Kimball Creek Dr., Snoqualmie, WA  
206-972-0250



The process is underway to update the information to appear in the 2016 OTA Membership Directory. You will very soon be receiving an e-mail with instructions on reviewing and updating your listing information. Please promptly respond to the update request when you receive it so that all our members can benefit from the most current information for your company. Please note that if we do not receive a response from you by the submission deadline, we will use your listing from the prior year.

#### **NEW THIS YEAR!**

If you are an Associate Member you have the opportunity to submit your greyscale logo for only \$25.00! Telephone Company Provider Members and Premier Associate Members will have logos added at no cost.

## 2016 OTA-WITA Joint Annual Meeting

*May 16 – 18 at Motif (formerly known as the Red Lion Hotel) on Fifth Avenue in downtown Seattle.*

The planning committee is hard at work securing speakers and topics of interest to our members. We hope you will join us in beautiful downtown Seattle and take in the sites of the Emerald City and all that it has to offer. During this 2 ½ day event you will enjoy educational and informative sessions, learn of new innovative products and services and spend time networking with your peers.

Please be watching for further details in the near future, mark your calendars now and plan to attend!





## 2015 CO-IT Seminar Recap...

The Central Office & Information Technologies group held this year's event at Three Rivers Casino Resort in Florence, OR.

Attendance was up slightly from last year and thanks to the CO-IT Committee and their diligent planning, we had a full lineup of relevant topics and speakers.

Our opening session was provided by **Jim Mendez**, Industry Liaison - Indianapolis (retired FBI Agent) and **Matt Baer**, Industry Liaison, FBI – Quantico. Jim and Matt gave attendees an overview of CALEA covering the basics of electronic surveillance and components of interception. FBI Special Agent Dal Rae Pelath talked briefly to the group about a program called "InfraGard," an alliance for national infrastructure protection. InfraGard provides a secure environment for the exchange of intelligence, strategy, and expertise amount government agencies and the public and private sectors. The diverse partnerships forged through the alliance better equip us to disrupt criminal threats, prevent terrorism, and safeguard our communities. We will be asking Dal Rae to come back and join us again for a more in-depth discussion on InfraGard, its evolution and the benefits of becoming a member. To find out more information about this program you can visit [www.InfraGard.org](http://www.InfraGard.org).

**Steve Lentz** from **Moss Adams** provided a current update on A-CAM and discussed relevant regulatory topics of present interest to our industry.

**Jeremy Harris** of **Adtran's FTTP Product Management Team** discussed "Equipping the Gigabit Toolkit," discussing market trends that continue to build momentum for offering Gigabit services, challenges that telcos have in deployment and scaling these services. Jeremy talked about technologies and deployment approaches that have successfully addressed these challenges in real deployments and touched on emerging technologies that will further increase the scale and coverage of Gigabit services in real-world networks.

**Canby Telcom's Justin Radke** and **Chris LaPlante** did a two-part presentation on Wireshark, the world's most popular protocol analyzer. In Part I they discussed when to use Wireshark, how to set it up for a successful capture and navigating the GUI. In Part II they showed us how to find the useful data from the capture packets. The OTA will be working with the Canby Telcom folks to put together a 1/2 day hands-on training session to be offered to our members in the very near future — watch for further details on this soon!

**Judson Foster** of **Ruckus Wireless** offered a presentation "State of WiFi – Discussing the 'Nitty Gritty' of WiFi." His discussion included proper engineering in multiple environments and a thorough overview of the new 802.11ac WiFi standard.

**Jeff Smith, GVNW Consulting, Inc.** and **Brant Wolf, OTA** tag teamed this session to offer attendees an update on policy issues important to the telecommunications industry, covering issues at both the federal and state level such as federal and state USF support.

**Anthony Saccacio**, Director of Channel Sales at **Comtrend** discussed how TR-069 software can reduce truck rolls, boost revenue and make customer CPE management easy.

**David Warner**, Director of Information Technology & Engineering at **Beaver Creek Telephone Cooperative**, illustrated several different actual customer WiFi networking problems that one local service provider was asked to resolve this year and how they were turned into successes, sharing the knowledge gained from each of those experiences.

Thank you to all who sponsored, exhibited, and attended this event!!

This year's CO-IT Seminar was sponsored in part by:



The following companies came and exhibited their products and services:



# OTA EVENT CALENDAR

## **ITA Showcase**

**March 2 – 3, 2016**

Holiday Inn Portland Airport Hotel – Portland, OR

## **Outside Plant Seminar**

**April 14 – 15, 2016**

Best Western Agate Beach Inn – Newport, OR

## **OTA- WITA Joint Annual Meeting**

**May 16 – 18, 2016**

“Motif” (formerly the Red Lion Hotel) on Fifth Avenue – Seattle, WA

## **Central Office & Information Technologies Seminar**

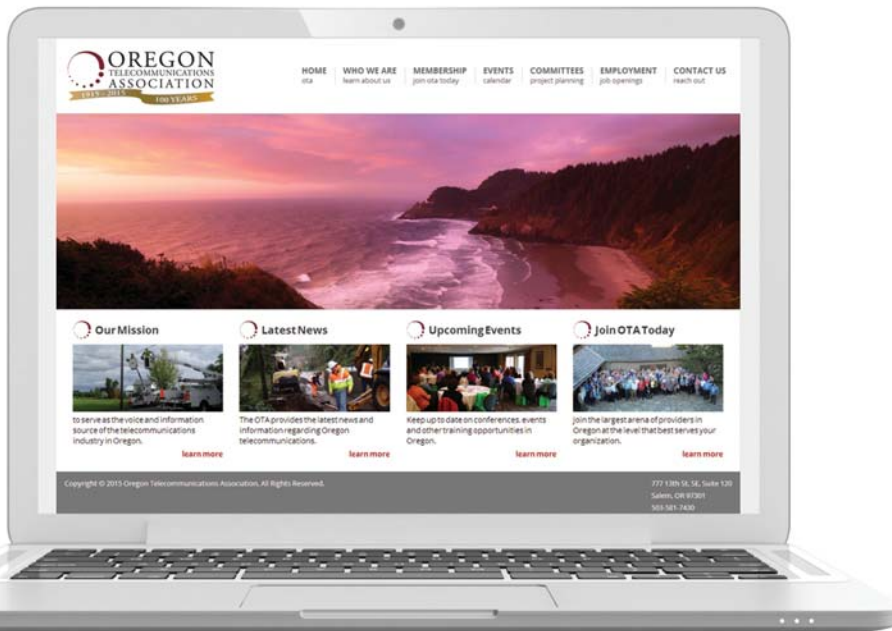
**September 8 – 9, 2016**

Best Western Agate Beach Inn – Newport, OR

## **Accounting Seminar**

**October 13 – 14, 2016**

Best Western Agate Beach Inn – Newport, OR



*The new look website is now ready!*

**[www.ota-telecom.org](http://www.ota-telecom.org)**

*Check it out today!*

## **Notification of OTA President of Any Antitrust Concerns**

OTA members, representatives and attendees should promptly bring any antitrust concerns to the attention of OTA President. Because antitrust law and policy is legally complex (especially in view of the heavily regulated nature of the telecommunications industry), all OTA members, representatives and attendees are expected and instructed to seek promptly the advice of counsel for OTA in the event that there is any question as to whether any contemplated action, activity, proposal, or other course of action may be in conflict with applicable law.

OTA members, representatives and attendees should terminate any discussion, seek legal counsel's advice, or, if necessary, leave any meeting or discussion where improper subjects are being discussed and explain the reasons for departure to those still in attendance.

*For a copy of OTA's Antitrust Policy in its entirety, please contact the OTA office.*

## **OTA Legal Counsel**

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### **Richard A. Finnigan**

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# New Members

The OTA would like to welcome the following companies who have recently joined the association.

For contact info and links to their websites, please visit the OTA website.

**New Associate Member:**  
Cordell, Inc.

## OTA COMMITTEE MEETINGS CALENDAR

### JANUARY 2016

- 5 *OTA Board of Directors & Small Company Committee Meetings*  
Tuesday – 12:00 p.m. at OTA in Conference Rm A – Salem, OR
- 12 *OTA-WITA Joint Annual Meeting Committee Meeting*  
Tuesday – 9:30 a.m. – Conference Call
- 19 *OTA Consumer Services & Marketing Committee Meeting*  
Tuesday – 10:00 a.m. at SCTC – Stayton, OR
- 20 *OTA CO-IT Committee Meeting*  
Wednesday – 10:00 a.m. at OTA in Conference Rm A – Salem, OR
- 27 *OTA Outside Plant Committee Meeting*  
Wednesday – 10:00 a.m. at OTA in Conference Rm A – Salem, OR

### Security and Home Automation Service

Protect your customers. Protect your Future.

Offer your customers reliable security and home automation they can access remotely through a custom app on their smartphone, tablet and web-portal.

- ✓ Interactive home security
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Contact Jay Henke at  
[jhenke@ClearViewAlarm.com](mailto:jhenke@ClearViewAlarm.com)  
(503) 631-2101 | (855) 709-4466



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Jim Casqueiro  
503-678-2981  
cell 503-348-0560

[jim@publicworkssupply.com](mailto:jim@publicworkssupply.com)

10751 Oak Street Suite #2 Donald OR 97020 [www.publicworkssupply.com](http://www.publicworkssupply.com)

## Need to contact the Oregon Telecommunications Association?

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