

## Colin Guinn Interview with John Vislosky of Access Spectrum 5.5.15



**John Vislosky**  
**Senior Vice President**

- John Vislosky is a 1982 Graduate of the United States Military Academy, at West Point, with a Bachelor of Science Degree in Engineering and Management. He proudly served in the United States Infantry and later as an Officer in US Army Special Forces (Green Berets).

After his military service, John held senior executive positions in both Publicly Traded and privately held companies. During his professional business tenure, John has built and successfully sold his own company, established new product sales channels and managed sales teams in over 40 countries.

John's current role is as Senior Vice President at *Access Spectrum, LLC*. John has been charged to take the sales lead to sell the Upper 700 MHz A Block spectrum held by Access Spectrum. This spectrum is ideal for critical infrastructure industries given its unique propagation characteristics (more on this later). It is also ideal as a spectrum band for ***Beyond Line of Sight*** control of unmanned aircraft and vehicles.

- **Questions and Summary of responses:**
  - **John, why is Access Spectrum selling licenses now at what I understand is a very competitive price?**
    - Access Spectrum originally purchased its licenses in 2001 to pursue a spectrum leasing business to utilities and other private wireless users.
    - In 200[7], the FCC granted Access Spectrum's petition to reconfigure its spectrum holdings which provided much more flexible uses and a wider variety of applications
    - More recently, given the increasing demand from utilities who prefer to own and new applications (like UAVs), we have re-focused our efforts on selling our licenses.
  - ***Could you give a brief description of your spectrum assets?***
    - Our spectrum is situated in the Upper 700 MHz in the A Block. The A Block is paired spectrum, 1 MHz x 1 MHz. Our service and technical rules are the same as Verizon's C Block which is adjacent to our spectrum which permits a wide variety of applications and technology. The 700 MHz Spectrum is often referred to as "beachfront property" due to its optimal combination of propagation (meaning, how far the signal travels) and its ability to penetrate buildings and other objects such as foliage.

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- ***What are your targeted markets and what is the tie in to the Commercial UAS Market?***
  - We are targeting potential buyers in a variety of industries from critical infrastructure (including utilities, oil and gas companies, and the like) to technology companies to the commercial UAS market
  - What all of these potential buyers have in common is a need for dedicated, protected spectrum with superior propagation characteristics to transmit critical data both mobile and point to point
  - This can be used for everything from monitoring electric substations or gas pipelines to controlling UAVs in flight
  - Critical Infrastructure Industry for conventional data and mobile data applications. More specifically with respect to the commercial UAS market, in our meetings with the FAA and FCC, it has become clear that licensed spectrum will be required for BLOS flight control systems. However, every conference and meeting that I have attended has begun with the question and the conundrum of where will the UAs commercial community find spectrum for BLOS?
  - Maintaining control of commercial UAVs is critical for both LOS and BLOS, and it is our view that the 700 MHz A Block spectrum is ideal for secure uninterrupted control and data applications including UAVs
  
- ***Why is the 700 MHz Spectrum suitable for the UAS BLOS flight controls and data applications?***
  - It is clean, unencumbered, and has very favorable FCC rules to promote commercial use. The band width is plenty for flight controls and data applications. It overcomes the dilemma of channel skipping and interference and allows for an uninterrupted signal between the control station and the aircraft/vehicle. Using exclusive spectrum in the control architecture, therefore, allows for a smaller band width for control. While we understand that this challenges conventional thinking, we as well as many others believe this is the safest and most secure way to control vehicles BLOS.
  
- ***What is the process should an entity be interested in acquiring this spectrum for UAS use?***
  - Find me and let's discuss the geographies you are interested in. We have the ability to parcel these licenses for sale down to a county sized geography
  - After that the process is very simple. We agree to terms and then file for the licenses transfer at the FCC together. Access Spectrum will do the majority of the prep work to insure a smooth transition.
  - The process from start to finish is 90 days or less until you own the license and begin operating. We recently filed with the FCC for permission to sell some geographies to two utilities, and others have expressed interest from Utilities, Petrochemical, Tower companies to various industries supporting the Commercial UAS Market.

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- The FCC is very supportive of the A Block for Commercial Use and we have found the purchase process to be uncomplicated. Please come to see me at Booth 2114 on the main isle of the exhibition hall and we can provide information and perhaps answer more of your questions.
  - ***What other resources can you provide in conjunction with the spectrum sale?***
    - We have partnered with Praxis Aerospace to provide technical assistance and customer support; including technology acquisition, implementation and safety assessments. Jon Daniels and his team are collocated with us in Booth 2114 and will be there to answer your questions.
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- **Other Questions should we have extra time**
    - ***You spoke of favorable FCC Rules for the 700 MHz A Block. Could you highlight some of those supportive rules?***
      - I don't want to get too technical – both b/c it will quickly be above my pay grade and b/c this isn't the setting for that sort of discussion – but there are two broad areas where the rules governing our spectrum are favorable:
        - 1. Technical rules are very flexible and permit a wide variety of technologies and types of equipment as well as things like tower heights (may not be applicable to UAS) allowable power transmitting levels. A power utility called Salt River Project recently tested and confirmed this in a pilot project and they subsequently signed a contract to acquire our spectrum in Phoenix, AZ.
        - 2. Construction requirements are for a substantial use test at the end of the license term as opposed to the more stringent and onerous geographic coverage and/or population coverage rules. The first such test for our spectrum wouldn't be until 2019 and then ten years after that.
    - ***You spoke of a competitive price. What is the price?***
      - We are selling our spectrum for \$.75/MHz-POP; this is calculated by taking the population covered and multiplying by 2 (because there are two megahertz of spectrum) and then multiply by \$0.75.
      - By comparison, the most recent AWS spectrum auction fetched prices of well over \$2.00/MHz-pop.
      - Ours is priced lower to reflect the more narrow bandwidth than the AWS spectrum which means that our spectrum on its own would not be of interest to cell phone companies.