

Broadweave drops bombshell as council weighs iProvo sale

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PROVO -- As the City Council heard recommendations on whether to sell iProvo for \$40.6 million, Broadweave Networks dropped a bombshell, announcing low-priced, high-speed packages.

The City Council gathered for a special meeting to hear recommendations on Mayor Lewis Billings' proposal to sell the city- owned network to South Jordan-based Broadweave -- a company that provides voice, video, data and communication services. The council had the task of wrangling with the question of keeping the network that's experienced slow growth, high churn rates and consistent cash losses for the city.

Broadweave CEO Steve Christensen said if the council decides to sell the network to Broadweave, they cut down on inefficiency and turn it into a fierce force for incumbent service providers to compete with. "We plan on beating the competitors," he said. "And I mean that in a friendly sort of way."

And with that he unveiled pricing packages.

Broadweave will offer phenomenal network speeds, Christensen said. Starting at \$19.99, Broadweave will offer customers what they call Fiber Basic, which will provide 3 megabyte downloads and 12 megabyte upload capacity. Then the pricing packages work their way up to the deluxe package, Fiber Demon Plus, which Christensen said will provide subscribers with 60 megabyte, upload/download, for \$150.89.

Then Christensen said Broadweave will provide a wide range of triple-play packages that offers customers variety. Starting with the Economist package, Broadweave will offer Lifeline TV and VOP telephone connection with high network connection for \$52.22, the packages go up to the Teleworker, a package that emphasizes network work connection with 15 megabytes upload and download, for \$101.77. They also will offer a custom package that will allow subscribers to pick and choose their levels of service for an unspecified price.

As the council heard arguments from city staff to sell the network, Christensen also felt impressed to refute some "rumors" and accusations that have recently been aired. Foremost, he refuted statements that Broadweave won its contract with Traverse Mountain because his dad is a part owner in the development. He said they got the contract because of their capability, not nepotism.

The City Council did not take action on the proposal to sell, but it heard public comment. Melanie McCoard said she's adamantly opposed to the sell. She said she feels the public has not had enough time to discuss concerns about the sale.

"There's a whole lot more we need to talk about," she said.

Cindy Richards emphasized the council would not take action tonight but would revisit the issue in the next few weeks.

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