



# E-COPERNICUS

## ***“Understanding the New Center of the Economic Universe in Telecommunications and Technology”***

**e-Copernicus** is a telecommunications and electronic commerce government affairs and business development consulting firm dedicated to assisting companies, communities and organizations thrive and prosper in the New Economy.

**Our Mission** is to help companies grow; expand markets; and generate opportunities through telecommunications network deployment and service offerings with a special commitment to under-served and un-served areas – rural and urban – ranging from the Dakota prairies to the streets of Harlem.

Whether you need support with government affairs, business development or financing, we provide service throughout the process from planning, development, implementation to the ongoing operations of the project for start-ups and large telecommunications and technology companies alike.

- Our **Governmental Affairs Services** helps clients advance their legislative and regulatory policy goals through effective strategy and representation before the Congress and Federal agencies.
- Our **Business Development Services** helps businesses to grow and prosper through strategic business relationships and partnerships with the Federal government.
- Our **Financing Services** assists clients in obtaining government grants, low-interest loans, and municipal funding from private sources to fund telecommunications and broadband deployment and enhancement of services, including telemedicine, distance learning, and public safety.

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## ***“Understanding the New Center of the Economic Universe in Telecommunications and Technology”***

**e-Copernicus** is a telecommunications and electronic commerce government affairs and business development consulting firm dedicated to assisting companies, communities and organizations - through telecommunications deployment and service enhancement - thrive and prosper in the New Economy. The e-Copernicus team has extensive experience and is led by former senior government officials from the legislative and executive branches of the government. We are able to leverage policy expertise and experience with the legislative, regulatory, and executive branches of the U.S. government to deploy networks, expand markets, and generate opportunity for industry, communities, and consumers.

Providing service throughout the planning, development, implementation and ongoing operations of projects to achieve tangible results, our focus is assisting clients obtain low-cost financing, venture funding, development of business and government relationships, and achieve legislative and regulatory goals before the U.S. Congress, federal, state, and international regulatory bodies, and the Executive Branch.

As a government and business consulting firm specializing in the area of telecommunications, e-Copernicus successfully bridges the worlds of government affairs and business development - providing a unique application of government experience to business growth that includes financing and market opportunities. Services provided by the firm are diverse: ranging from advocacy and representation to business development activities, such as obtaining attractive financing for network deployment and service offerings from government and private sector sources.

### **Mission of e-Copernicus**

The **mission** of e-Copernicus is to help grow companies and build communities and organizations through telecommunications deployment by utilizing a full constellation of financing services and government affairs representation, serving clients of all sizes, including: start-up telecommunications companies, large corporations, not-for-profit organizations, and state and municipal entities.

The firm has a special commitment to the digitally-divided in under-served and un-served areas (rural and urban). e-Copernicus is working on telecommunication projects (broadband, mobile wireless and satellite) from the Dakota prairies to the streets of Harlem, assisting clients in obtaining low-cost financing (grants and loans), building business partnerships, and expanding market opportunities.

## **e-Copernicus Government Affairs Representation & Strategy**

Advocacy and full service representation before the U.S. Congress, federal agencies, state and federal regulatory commissions, and international organizations and governments is another service specialty of e-Copernicus.

We have a long history of legislative successes, playing key roles in the passage of the broadband loan program and the 911 financing provisions under the 2002 Farm Bill. Currently, we are assisting clients to:

- develop major policy initiatives and advance policy change before the U.S. Congress and regulatory commissions;
- expand emergency communications market opportunities in federal transportation programs;
- utilize the e-rate to provide Internet access services to remote schools and libraries in minority communities; and
- leverage Congressional support for government grants and loans.

## **e-Copernicus Business Development**

e-Copernicus also assists companies develop strategic partnerships and expand market opportunities as well as foster economic development in under-served and un-served communities through access to advanced telecommunications and information services.

Our business development services include assisting businesses to grow and prosper as well as to help communities create opportunities and enhance health care, education, public safety, and economic development through telecommunications deployment and services.

We assist our clients in identifying and developing strategic partnerships, creative venture funding, including through the Technology Development Fund (TDF).

We are currently working with:

- a business to provide affordable Internet and broadband access in an area of Harlem surrounded by public housing projects to sell computers, cell phones, and PDAs, and provide business incubation opportunities for technology companies to locate in empowerment zones; and
- a public interest television programming company to expand commercial underwriting and sponsorship by companies and government agencies.

## e-Copernicus Financing

e-Copernicus assists clients in obtaining government grants and low-interest loans to fund telecommunications and broadband deployment and enhancement of services, including telemedicine, distance learning, and public safety applications.

We have successfully assisted clients in securing millions of dollars in low-interest loans to deploy broadband and mobile wireless networks in rural areas as diverse as New York and West Virginia. We are currently working with companies and municipal utilities to obtain affordable low-interest financing to deploy broadband networks utilizing:

- unlicensed spectrum to provide fixed wireless broadband to rural mid-western communities;
- next generation satellites to provide residential and small business broadband services in a national footprint; and
- a fiber-to-the-home network to an entire population in a very rural community in a western state.

## Company Information

Founded in February, 2001 by Gregory L. Rohde, the former Assistant Secretary of Communications and Information for the U.S. Department of Commerce and Administrator of the National Telecommunications and Information Administration (NTIA) is a limited liability consulting firm based in Washington, D.C. Christopher McLean, the former Administrator of the Rural Utilities Service (RUS), is a principal partner in the firm.

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## **The Honorable Gregory L. Rohde**

Gregory L. Rohde is the former Assistant Secretary of Commerce for Communications and Information and the Administrator of the National Telecommunications and Information Administration (NTIA), the telecommunications and information service policy agency of the United States government and manager of the federal radio magnetic spectrum. As the head of NTIA, he served as the principal advisor on telecommunications and information policies, domestic and international, to the President of the United States and was the lead voice of the Administration on matters before the Federal Communications Commission (FCC) and on international telecommunications policy issues.

In addition to serving as the President of e-Copernicus, Mr. Rohde serves on the Board of Directors of Extend America and he is the Executive Director of the E9-1-1 Institute, a not-for-profit organization which serves the Congressional E9-1-1 Caucus.

While at NTIA, Mr. Rohde was the Administration's point person on efforts to close the "digital divide;" promoting innovation and development of wireless technologies; and advancing pro-competitive international telecommunications policies in important areas such as Internet charging arrangements and privacy protection. Rohde spearheaded the Administration's effort to implement the agreement on advanced wireless services, otherwise known as Third Generation wireless services (3G). Working closely with Congress, Rohde doubled funding for the Technology Opportunities Program (TOP), a grant program which brings telecommunications and local organizations emphasizing cutting technologies to under-served populations and the Public Telecommunications Facilities Program (PTFP), another federal grant program which funds digital broadcast conversion for non-commercial broadcasters. Rohde also established a strong record of enhancing national security and public safety needs related to spectrum use and promoting innovative wireless technologies.

Rohde's public service career began in 1988 with U.S. Senator Byron L. Dorgan (D-ND) for whom he worked for more than 10 years as chief policy advisor for all areas of jurisdiction under the Senate Committee on Commerce, Science and Transportation. Rohde played a key role in major legislation such as the Telecommunications Act of 1996, the Internet Tax Freedom Act, and the Wireless Communications and Public Safety Act of 1999.

Born in Pierre, South Dakota in 1961, is Rohde graduated from North Dakota State University, where he graduated in 1985 with a B.S. in Education with Sociology and Philosophy majors. He holds a graduate degree in Theology from the Catholic University of America in Washington, D.C. where he graduated in 1988.

## **The Honorable Christopher A. McLean**

Christopher McLean is a principal partner in e-Copernicus. He also serves as Counsel to the ComCARE Alliance, a nonprofit coalition of over 80 organizations dedicated to improving emergency communications. Mr. McLean served as Administrator of the Rural Utilities Service (RUS) and Governor of the Rural Telephone Bank. Mr. McLean came to RUS in January 1998 as Deputy Administrator of the Telecommunications Program. He was nominated and confirmed for the position of Administrator in November 1999, and served through the end of the Clinton Administration. Mr. McLean is an advocate for rural consumers, and has testified on their behalf before congressional committees, the Federal Communications Commission (FCC) and state regulators.

The RUS is an agency of the United States Department of Agriculture that helps finance rural electric, telecommunications and water projects, and administers distance learning and telemedicine loan and grant programs. The RUS loan portfolio contains over \$42 billion in investments in rural utility infrastructure. The Rural Telephone Bank is a public/private lending institution that provides loans for rural telecommunications infrastructure in concurrence with RUS.

During his tenure at RUS, Mr. McLean championed broadband deployment by creating the Broadband Loan Pilot Program, new and renewable energy technologies and universal service. Congress responded with an historic budget and new responsibilities for the agency in broadband technologies, local television service, merger and acquisition financing for electric utilities, and infrastructure investments in Alaska and other remote areas. The agency's first loans for solar and wind energy systems were made under his leadership as well as the agency's first loans under its new broadband authority. Mr. McLean was also appointed by the FCC and the Federal State Joint Board to serve on the Rural Task Force, which recommended reforms to universal service support for rural telecommunications carriers.

Prior to joining RUS, Mr. McLean worked on Capitol Hill for more than 15 years on telecommunications, budget, transportation and international trade issues. He joined Senator Exon's staff in 1982 and served as Legislative Assistant and Legal Counsel until the Senator's retirement in January 1997. In 1997 he was Legislative Counsel to Senator Kerrey. Mr. McLean was a founding member of the group of Senate staffers known as the FARM TEAM who helped craft the universal service and rural provisions of the Telecommunications Act of 1996.

Mr. McLean hails from Omaha, Nebraska. He received an L.L.M. in International and Comparative Law from Georgetown University in 1985, a J.D. from Creighton University School of Law in 1982, and a B.S. in Business Administration from Creighton University in 1980.

## **Carla A. Anderson**

Carla A. Anderson has more than 20 years of experience in grant and foundation proposal writing. Ms. Anderson has worked successfully with various grant and loan agencies including the Rural Utilities Services, Department of Commerce, the Office of Rural Health Policy, and the Office of Advancement for Technology. She has also received foundation monies, including a grant from IBM to establish a computer-training center to provide computer education for the elderly and from the Mental Health Association to provide services for the depressed and underserved citizens.

Anderson served as a national council member for the Veteran's Administration, which developed the first education conference for employees of the VA titled Telemedicine 101. She has served on the Governor's Task Force for Telemedicine and presented before the Western Governor's Association and National Governor's Association. Anderson was also selected to serve on the Board of Directors for the Information Technology Council of North Dakota (ITCND), where she served as secretary.

Ms. Anderson has worked in community health care since 1981 at which time she managed a Community Health Center in Center, ND. In 1990, Carla was the North Dakota delegate for the National Association of Community Health Centers (NACHC) "Policies and Issues Forum" held in Washington, DC. In 1993, Ms. Anderson joined Medcenter One Health Systems to expand her role of helping rural primary care clinics and she was responsible for the certification of 12 Rural Health Clinics located throughout central and western North Dakota.

Ms. Anderson is credited as one of the primary founders and developers of the first telemedicine network established in North Dakota. Ms. Anderson was instrumental in the research, development, implementation and ongoing operations of the Dakota Telemedicine Network. She has obtained over \$2 million in grant funds for the network that was established in 1995. The network has received awards regarding the network including: One of the Nation's Top 10 telemedicine programs in 1996, the Outstanding Program of the Year from the Center for Rural Health and in 1997 received the International Teleconferencing Association Excellence Award for the work done in the telemedicine field. The Public Service Commission in 1995 named her one of Telemedicine's Top 100. Ms. Anderson received the Rural Health Professional Award from the University of North Dakota - Center for Rural Health in 1994 for her outstanding advocacy role in rural health care.

Ms. Anderson is skilled at creating innovative partnerships to establish successful projects ranging from economic development, telecommunications, and health care in rural communities. She oversaw the contract with the Veterans Administration to provide primary care to veterans in central and western North Dakota. Ms. Anderson also has experience with the designation of Health Professional Shortage Areas (HPSA), National Health Service Corp (NHSC) site development and placement of physicians and midlevel practitioners, and site locations for physicians under the J1 Visa program.

## **Mike Kanger**

Mike Kanger has worked at all three levels of government – federal, state and local. Mike is a former Grant Writer for the City of Omaha where he also was a project manager of the City's juvenile gun crimes initiative. He worked for U.S. Senator Jim Exon (D-NE) for nearly three years on communications policy and Internet legislation.

Mike has also worked closely with two Internet start-ups. He was the co-founder of a commercial website for swimming pool consumers and former P.R. and Marketing director of a company producing content-filtering devices for Internet users. Mike also has extensive campaign experience ranging from formulating the campaign's message and issues development to fundraising for statewide races.

## **Glen Cooney**

Mr. Cooney has worked for the Republican National Committee during the first Bush Administration. Prior to this Cooney worked as the manager of a grass tops account at Direct Impact and worked in public relations at Edleman PR.

Cooney adds expertise in public relations and grass roots/tops outreach. As a lobbyist and program manager Cooney leads the firm's services in developing public relations strategy and grass roots/tops strategies.

## **Amber Vestal**

Amber Vestal assists with various client activities at the firm and is the executive assistant to the firm's principals. Prior to joining the organization, Amber was an intern for U.S. Senator Byron L. Dorgan (D-ND). She graduated from University of North Dakota in 2005 with a Bachelor of Arts in Sociology.

## **Jackie Parker**

Jackie Parker worked for 32 years in Federal government. She worked for over a quarter century in the United States Senate, 18 of which were with U.S. Senator David Pryor (D-AR). Jackie is also a past political appointee to the U.S. Department of Agriculture, where she served as executive assistant to the Administrator.

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