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November 3-5, 2020

VIRTUAL EVENT

How Spectrum Policy Thinking is Changing

DAN RABINOVITSJ

NOVEMBER 4, 2020

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Guest Speaker

Daniel Rabinovitsj

Vice President | Facebook

Dan has 30 years' experience in communications and networking and a passion for connecting people and building great products and disrupting markets. Dan has served in executive leadership roles in Silicon Labs, NXP, Atheros, Qualcomm and Ruckus Networks. Dan joined Facebook in August 2018 to lead Facebook Connectivity, a team focused on bringing more people online at faster speeds. He holds a Bachelor's and Master's Degree from the University of Texas at Austin where he graduated Summa Cum Laude.

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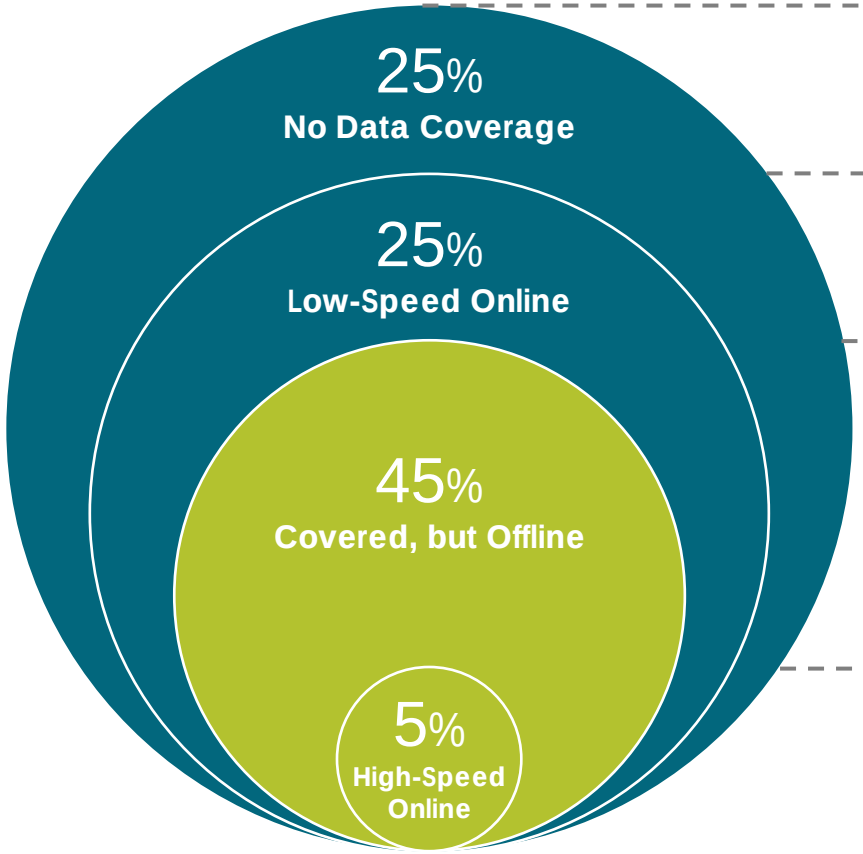
Over 500M Rural Residents are Un(der)-Connected in Emerging Markets



2G / Uncovered

Slow 3G/4G (<1.5Mbps)

Lack of Good Coverage

Covered Poor

Late Adopters

Lack of Awareness and Affordability

Note: Rural defined as settlements < 5000 people and density <200 people/km2
Data based on 2019 Facebook analyses and GSMA data for Mozambique, DRC, Ethiopia, NIgeria, Tanzania,, Brazil, Mexico, Indonesia, Philippines, India

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Spectrum is Essential to Solve Rural Connectivity Challenges

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Shared Infrastructure Makes Investment More Viable

Build One, Serve Many

- Increase connectivity and speed for the most people.
- Reduce costs for MNOs and enable affordability for consumers.
- Make it possible for more operators to offer service in more areas.
- Shared Infrastructure:
  - Shared towers
  - Shared backhaul
  - Shared Opex
  - (Why not shared spectrum?)

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Network-as-a-Service: Sustainable & Scalable Rural Connectivity Solution

- **Wholesale model.** Increase investment using a wholesale model.
- **Partnership.** Capitalize on the opportunity for public-private collaboration.
- **Drive sustainability**
  - Common technology, systems, and tools
  - Empower local operators to lower total capex for MNOs
- **Drive scale:**
  - Common regulatory framework
  - Roaming & access to spectrum

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The Industry Needs to Address the Value of Shared Spectrum

- It's well documented that connectivity and broadband drives economic development and GDP.
- Spectrum sharing can accelerate deployment of connectivity and broadband.
  - Both for underserved rural areas as well as capital-constrained urban areas
- As an industry, we should assess the economic impact of accelerating access vs. one-time license fees.

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