PO Box 78192
SAN FRANCISCO,CA 94107
Phone (415) 710-0144 Fax (415) 643-9881
e-mail smartgrid@seakay.org

Smart Grid A Seakay Initiative

# Community Home Area Networking

SeaKay in its Broadband initiatives is actively looking for opportunities to promote ubiquitous free to low cost broadband access. SeaKay can be a catalyst and enabler to spread emerging solutions We are looking to partner with a technology solution providers and public sector entities to roll out networks. SeaKay is looking to provide the grassroots advocate, promoter, distributor, and support roles for the network.
Our value proposition is as follows:

- SeaKay enables the widest range of financial resources to support networks
  - Philanthropic funding through government and foundation grants
  - Tax deductible donations from individuals
  - Corporate sponsorships

- SeaKay is positioned to effectively accelerate network rollout and support using a wide range of resources available to non profit organizations
  - Contacts with the non-profit community reach a wide range and large percentage of the population
  - Relationships with training/ service learning programs, networking academies, and volunteers provide a cost effective tool for network roll out and technical support
  - Access to public broadband resources lower deployment and operating costs
  - Computer hardware purchase, financing and distribution programs increase network usage
  - Strong Public Relations and Advocacy successfully generate public involvement and outreach.

# Smart Communication Grid

SeaKay would like to start a dialog with Public Sector Entities and Public Utilities to design a smart communication grid using home area networking solutions. The resulting networks can eventually provide internet access to all Utility customers. This level of connectivity would enable data collection, power management and a community engagement conservation & energy efficiency programs. One of the key goals of the collaboration is to impact climate change by reducing the Utility's carbon footprint as a power provider. The implementation would also encourage computer distribution and adoption of smart appliances to increase energy conservation.
Elements of the discussion are as follows:

- Utility Objectives
  - Go Green Initiatives and Climate Change
  - Solar Initiatives, Solar Technologies, and Sustainable Energy
  - Digital Inclusion for access to Utility programs & services
  - Partnering with entities who can provide broadband access to rural or underserved areas where none exists similar to electricity Co-ops in the early 19th century.

- Business Model
  - Utility Cost reduction / avoidance.
  - Reduce Utility cost to service and improved effectiveness of customer & community-based organizations awareness of green initiatives and available energy efficiency programs & services via sign-up over various communication channels (e.g. Internet, Green portal).
  - Generate new revenue sources by leasing excess bandwidth to other agencies, etc.
  - Link-up with regional broadband initiatives; generate revenue by using mounting assets with some kind of fee / revenue sharing agreement. Extend broadband services into wider geographic area.
  - Generate revenue from service contracts regarding the wireless system by providing hardware support and system maintenance.