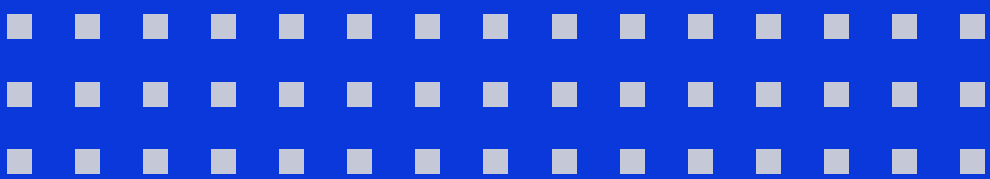




Navigating the BEAD Program

3) Application Phase

January February March April May June July August September October November December



PHASE 3: APPLICATION

Prepare Your Application Package

This phase requires thorough alignment with state guidelines and a well-organized application that showcases your project’s readiness, feasibility, and community support

1. Align with State Broadband Plans and Goals

Tailor your proposal to align closely with your state’s broadband action plan and goals. Review the state-specific priorities, such as supporting workforce development and developing cybersecurity plans, to ensure your project matches these objectives. *Make sure to attend webinars and office hours your state hosts for the latest updates!*

→  Reach out to Calix’s funding team for an intro to your State Broadband Officer.

2. Complete the Pre-Qualification Process

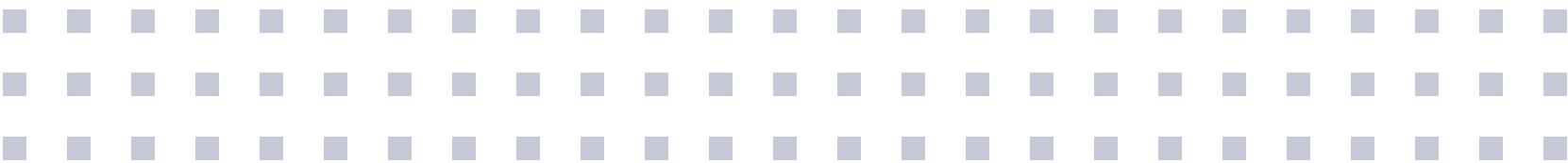
Many states require applicants to pre-qualify for BEAD funding. Ensure your organization meets all pre-qualification criteria, such as financial viability, technical capabilities, and a history of project completion, if applicable.

3. Define an Application Strategy

States have different expectations when it comes to the application and how the ISPs present their proposals.

- a. **Technology Choice:** Decide on fiber vs. hybrid solutions based on state preferences and project requirements.
- b. **Application Type:** Reach out to your local State Broadband Office (SBO) and determine if a single application or multiple for different projects (such as geographic areas or technology types) is best. Attend webinars and office hours your SBO hosts to understand the expectations and restrictions of the BEAD application process.
- c. **Consortiums and Partnerships:** If possible, consider joining a consortium or partnering with other local entities to strengthen your application by pooling resources and demonstrating broad impact.

→  Allow Calix to introduce you to our wide variety of grant writers who can assist with your applications.



4. Define a Comprehensive Application Checklist

Complete all required documents and supporting materials, which may include:


- a. **Engineering and Network Plans:** Detailed network design documents and equipment specs.
- b. **Cost Estimates and Financial Models:** Clearly itemized cost estimates, per-passing cost, CAPEX, and a financial model demonstrating ROI.
- c. **Maps and Coverage Data:** GIS maps showing target areas and evidence of need.
- d. **Letters of Support and Community Buy-In:** Collect endorsements from local officials, organisations, and community leaders.

e. **Supply Chain Readiness:** Show evidence that you have supply chain plans in place to avoid delays in equipment and materials.

→  **Reach out to Calix** for our BABA compliance and supply chain certification.

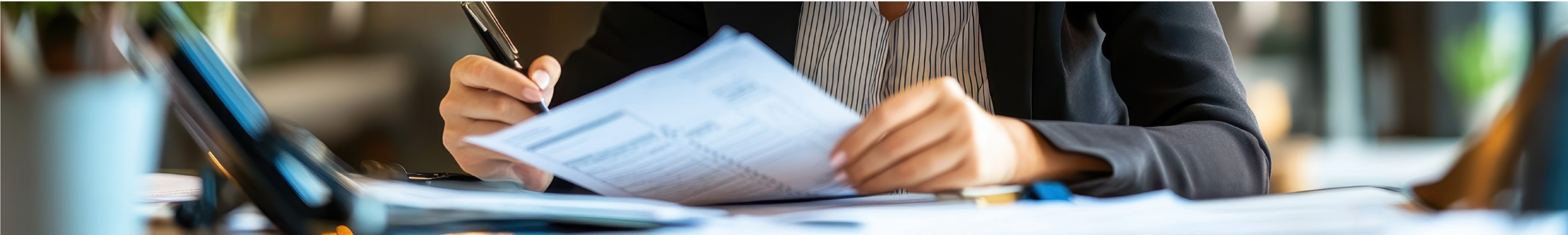
f. **Match Requirements/LoC or Performance Bonds:** Clearly document your funding match, including cash contributions, in-kind support, or private funding. Obtain commitments to receive either a LoC or performance bond for your project.

g. **Cybersecurity Plan:** Submit a cybersecurity plan that outlines measures to secure your network and project customer data.

→  **Visit Calix University** for more information on what this requirement is and how we can help you build your plan.

5. Review the Scoring Criteria and Tailor Content

Each state may have a unique scoring rubric. Review these criteria and emphasize elements that will boost your score.



Submit the Application



Allow Calix to assist you in finding the right CE Firm for you.

1. Ensure timely submission and include a buffer

Submit the application well before the deadline. An early submission allows you to correct any errors or respond to additional requests from the review team without time pressure.

2. Coordinate with the State Broadband Office (SBO)

Engage with your SBO throughout the application process for guidance. Request feedback on preliminary drafts if possible and seek advice on any unclear requirements.

3. Address orphan location negotiations (if applicable)

Work with the SBO to discuss how your project may address so-called orphan locations—hard-to-reach or remote areas that need coverage and no one has applied for. You can strengthen your application by demonstrating comprehensive service coverage.

4. Monitor submission confirmation and follow up

Confirm that your application has been successfully received by the SBO and is under review. Follow up to ensure all documentation is complete and address any further requests promptly.

5. Prepare for potential revisions

Be prepared to revise or update elements of your application if the state provides feedback after submission. Having flexibility in your proposal, such as alternate funding or networks plans, can make this process smoother.





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