

CONSULTING

Converge Communications is a Portland based telecommunications consulting practice offering a full range of consulting services focusing on improving broadband infrastructure for a wide array of clients. Projects range from initial needs assessments and strategic planning, to network planning and design, regulatory approvals from state PUCs, FCC and rights-of-way.



We write telecommunications grants and project manage the grant to completion. Our portfolio includes municipalities, rural communities, school districts, Indian tribes and businesses. We provide clients with assistance in public safety radio, cable franchise negotiations, cellular deployment, outside plant operations, and project management. Our capacities also include marketing strategies for telecom products and services.



SERVICES

Strategic Planning

- Goal setting/Stakeholder analysis
- Industry trends
- Funding options
- Needs Assessments

Rural Broadband Access

- Wireless Deployment
- Hybrid fiber-coax
- Triple play
- Tele-Health/Distance Learning
- Broadband Mapping

Marketing and Business Plans

- New Product campaigns
- Sales strategies
- Training

Outside Plant

- Diverse and redundant routing
- Conceptual designs /Transport options
- Project management
- Cell Coverage

Public Safety Radio

- Site acquisition and development
- Conceptual designs
- Site surveys/Tower development
- Co-location agreements
- Site lease negotiations

Regulatory Services

- FCC/PUC filings
- Permitting/R-O-W/Easements
- Franchise Agreements
- ETC and USF funding
- CLEC Certifications

Grant Writing

- Broadband Stimulus grants
- Homeland Security/ RUS/EDA
- Grant administration and reporting

CLIENTS

School Districts

- Wide Area Networks

Indian Tribes

- Tribal Telcos
- Broadband Networks
- Public Safety Radio

Businesses/Start-ups

- Telecom Negotiations
- Business and Marketing Plans
- Shared Tenant Services/MDU Deployments

Municipalities/Cities

- Strategic Planning
- Franchise renegotiations

Engineering Consultancies & Utilities

- Permitting/Franchises agreements
- Prime or Subcontracting
- Smart Grid

Community Planners/Architects

- Telecom for "visioning" projects





**Marsha Spellman, JD
President/Principal**

With over 25 years experience in telecommunications consulting, Marsha specializes in regulation, strategic planning and business development. She is a successful telecom grant writer, with a background in public relations and marketing. Previous employment includes Telecom Specialist with the Oregon Cable TV Association and Assistant Director, Regulatory for CHR Solutions.



**Adam Haas
CEO/Principal**

Adam has deep telecom management experience in the US and UK, with established and start-up companies. He has operated businesses from large urban cable companies to integrated data, phone and video providers. Adam also served as Principal in charge of telecom practices in large engineering consulting companies, where he helped clients with a wide range of services, from planning and assessments to implementation and outside plant deployment.

CONTACT CONVERGE

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Converge Communications, Inc. is a certified Women Business Enterprise (WBE)
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TELECOMMUNICATIONS CONSULTING SERVICES