



Business Development Update

“Fiber Day” Declared at Clinton, IA Clinic



One of the main components of our mission statement is to provide services that will allow our customers to make of difference in the lives in the communities they serve. This concept could not have been more prevalent at the newly opened Community Care Center in Clinton, IA. This is one of several Federally Qualified Health Centers (FQHC) that are part of the HealthNet connect Consortium in the Quad Cities.

HealthNet connect has partnered with these clinics to provide high speed broadband so they can have the same advantages as larger clinics and hospitals relative to health information exchange. As you can see from the picture above the employees at the Clinton Clinic were excited about having a fiber connection!

FQHC's are critical to their communities providing high quality, low cost health care services. In order to do this effectively they require the same tools as their larger counterparts.

HealthNet connect Expansion

The HealthNet connect Consortium continues its expansion across the Midwest. HealthNet connect has grown from an Iowa based broadband consortium to one of the most innovative eHealth and Healthcare IT consortiums in the country.

HealthNet connect has expanded into 5 states (IA, NE, IL, WI, MO) with close to 150 hospital and clinic participants and now operates as a private Health Information Exchange!



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Alamakee-Clayton Community Development

Allamakee-Clayton Electric Cooperative has a mission to enhance the quality of life for their members, partners and neighbors by providing safe, reliable and affordable electric services and other innovative solutions. AC Skyways Broadband communication is one of the key “other innovative solutions”, AC Skyways Broadband currently provides reliable Internet to businesses and residents within their service area.

Skyways Broadband looks to expand their High-speed Internet services by adding additional bandwidth and extending their coverage area to 4 northeastern counties over the next couple of years. Counties include Allamakee, Clayton, Fayette, and Winneshiek. This initiative required Skyways Broadband to align themselves with a Broadband ISP provider that would enable greater bandwidth without the time consuming and expensive initial cost of building out a fiber optic network on their own. They chose to partner with the team at HealthNet connect BroadNet connect (HNcBNc) because they viewed BroadNet connect as a strategic partner and not another Tier 1 carrier that didn't have a strong reputation for quality broadband and exemplary customer care.

Skyways Broadband will also partner with BroadNet connect to extend to their business customers the ITaaS solutions that BroadNet connect offers. These all-in-one solutions brings a one-stop solution for quality IT and broadband to the Northeast section of Iowa, that has been lacking quality options.

These services encompass:

- Disaster Recovery
- Private Cloud Services
- Application-as-a-Service
- Support Infrastructure

BroadNet connect Community Focused

BroadNet connect works with communities across Iowa, Nebraska, Illinois and Wisconsin to provide leading edge broadband and IT services to small to medium businesses, schools and local government.

In today's business world, broadband and IT infrastructure has become as necessary as electricity and water and supporting that infrastructure is even more critical.



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HNcBNc Providing Security for Connected Networks

As more healthcare and SMB organizations are connected to networks, it is imperative that they have security measures in place for both the network and mobile devices connected to the network. Data breaches are becoming more common, particularly where there are no network security policies or mobile device management plan in place.

Mobile devices in the workplace are good and could create more efficient, effective and satisfied employees, however they also could create a host of challenges. There are a lot of connected services; Telehealth and Telepresence, VoIP, servers, desktops, and all can be accessed from mobile devices. Due to the inter-connection of networks and the lack of security and encryption on these networks, information flowing over these networks through the various devices could be compromised.

Hospitals/clinics and SMB's should ensure that this increased inter-connectivity does not put their organizations at risk. One way to do this is through mobile device management software. However, even before implementing a MDM solution, particularly in healthcare and financial services, organizations need to ensure the network connecting these devices is secure. A private network, like HNcBNc has total control over the security of the network vs a typical carrier network.

HNcBNc helps organizations look beyond the walls of their own infrastructure and work to ensure proper network security policies and service level agreements are in place. Keep in mind that an organization's ecosystem extends beyond the server room and the responsibility to secure that ecosystem rests with the organization...not the network provider or the mobile device provider.

HNcBNc can help ensure our customers are in compliance by doing a few things:

- Conduct regular Risk Assessments
- Employee communication and training
- Consistent monitoring of network and device infrastructure and incident reporting



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“Our mission is to integrate new business concepts and related technologies seamlessly within our clients’ organization. As a business partner and technology adviser, we will provide the best services, support and infrastructure enabling healthcare organizations, school, government and business entities to make a difference in the lives of the communities they serve.”

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