

VCTI

# Fiber IQ™

## Drive Your Capital Budget Further

Driving the highest possible return on investment for your network expansion capital budget hinges on the accuracy of the costing analysis assumptions built into the business cases guiding allocation decisions and the quantification of the individual market opportunities. VCTI Fiber IQ provides crucial insights into the deployment options, aerial and underground, and their respective cost implications without sending resources into the field to visually inspect.

These insights include the viability of aerial deployment and estimated make-ready costs (Pole IQ™), the terrain's hardness along the network route, and the underground construction implications (Geology IQ™), allowing you to more accurately assess the build costs specific to that market rather than rely on general assumptions.

Fiber IQ maps the viability of utility poles and the actual geological layer along the planned network route, with accompanying cost implications. Fiber IQ also enables you to easily conduct "what if" analytics, comparing different assumptions in the drivers of deployment cost, such as length of time for make ready or permitting.

Fiber IQ empowers you to make more informed and reliable decisions for broadband deployment, thereby more efficiently allocating your capital budget and achieving a higher return on investment.

### How it Works

- ▶ **No need for field crews to develop high-level cost estimates:** You no longer need to choose between speed and deeper insight when building cost assumptions for prospective projects. Fiber IQ leverages AI to provide more insight into construction options and cost implications without sending crews into the field.
- ▶ **Actionable insights:** You receive mapping on infrastructure and terrain with guidance on construction implications, helping you plan and budget more effectively.
- ▶ **Accelerate costing analysis and process:** Skip time-consuming field visits and start sooner.



**Enjoy a 20-30% improvement in capital efficiency by making better investment decisions early.**



**Protect your business case against incorrect assumptions about the true aerial or underground deployment costs.**



**Speed time to market leveraging automation, not field crews.**

## Advantages

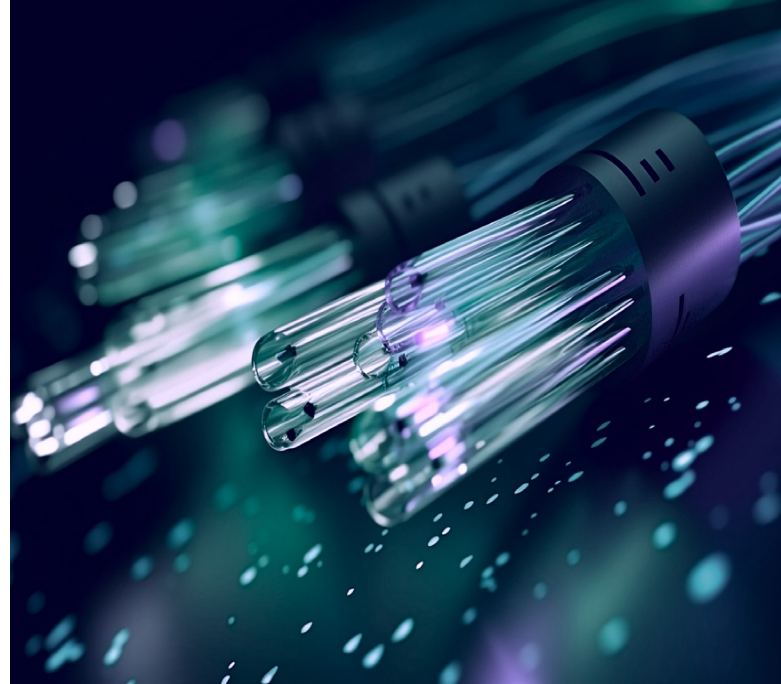
- ▶ **Achieve a higher ROI for your capital budget:** Avoid costly surprises down the road and optimize capital allocation.
- ▶ **Make informed decisions:** Know the upfront challenges and costs before committing capital.
- ▶ **Boost efficiency:** Minimize time-consuming field visits and optimize resource allocation.
- ▶ **Gain a competitive edge:** Make faster, data-driven decisions to seize market opportunities.
- ▶ **Enhance the probability of market success:** Avoid costly surprises and optimize capital allocation.
- ▶ **Unite leadership with a standardized analytic framework:** Empowering leaders to make data-driven decisions with a consistent approach.

## The Dilemma of Speed vs. Accuracy in Infrastructure Planning

Service providers and their engineering partners constantly struggle to balance the need for accurate cost estimates at the planning stage (when investment decisions are made) with the need for speed and agility to capture market opportunities.

Traditionally, achieving accuracy meant sending field technicians to visually inspect utility poles and terrain, a time-consuming and expensive process. The alternative? Relying on broad assumptions and “tribal knowledge” risks significant cost discrepancies when detailed designs are finalized.

This leaves the industry in a bind: invest heavily upfront for better accuracy, potentially wasting resources on projects ultimately abandoned, or rely on risky assumptions, potentially exceeding budgets later. In both cases, capital isn't used efficiently.



## Know Before You Invest

VCTI offers a third option. Fiber IQ offers greater accuracy for cost estimations leveraging AI-enabled analysis of the infrastructure available and terrain on which the prospective network will be built. Without the need to deploy people, Fiber IQ will map and assess the viability of utility poles and the soil type/rock hardness level going down to 4-6 feet and provide the relevant construction implications for each.

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