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OACYS
INTERNET TECHNOLOGY

OLSON
COMPUTER
SERVICES

NETWORKING THE
COMMUNITY
SINCE 1982

THE AMERICANS WHO RISKED EVERYTHING

INDEPENDENCE DAY 2006

OACYS Econ 101

The first half of 2006 has been good at OCS. Our customer count continues to grow (thank you!) and there are no signs of slowing down. Why? Well, there's no question that computers and the Internet have become permanent fixtures in our society and in our community. OCS envisioned this many years ago, and our team has worked tirelessly to continue anticipating and exceeding the ever-growing demand in our local communities.

Local growth has not been a surprise. As families and businesses have moved out of the big cities from San Jose to Stockton and Fresno and further south, and from LA to Lancaster and Bakersfield and further north, where else would they eventually meet? Think tanks everywhere are now describing this demographic migration phenomenon, which OCS was forecasting to local farm show and service club audiences years ago.

This article is about an interesting question we now hear periodically – "Since you have so many more customers now, are you going to reduce your rates?" Or sometimes, "Others are offering service for less than OCS, are you going to match them?"

The short answers are "No, and no." The reality is that no company can simply rest on its laurels, and those who do so will eventually be left behind. Many are simply in business for the short haul and hopes for a quick success, and we've all seen many competitors come and go over the years both large and small.

And then there are companies who have the vision and determination and whatever-it-takes mindset for the long haul. OCS has always chose to continue investing in the company and in the community more so than in the

OACYS VoIP is here at last!

And we think it's been worth the wait. After running into too many obstacles in our pursuit of a truly local solution, we ultimately did pretty much what we've always done – we did it ourselves. Only OCS can now provide these combined values:

- **True local numbers**
- **Unlimited long distance**
- **Emergency E911 service**
- **Integrated faxing**
- **Alarm system support**
- **Uses your normal phone**
- **Extra calling features**

OCS VoIP $24.95

Only OACYS can completely replace your traditional phone lines. We can provide your high-speed Internet service, your telephone and fax service, and we even support STOP Alarm systems – all with no phone lines! Call us or email for details.

Work from home!!!

OCS can connect your home to your office or tie multiple offices together at high speed and with full "VPN" security, anywhere in the Valley or beyond…

OCS dialup and wireless plans are described at www.porterville.com

Internet Plans and Pricing

Call about eCommerce!

Need qualified computer or network maintenance? Give us a call!

THE *NATIONWIDE* OCS REFERRAL PROGRAM
If you refer a friend, family, or business associate to OCS, tell them to mention your name and you'll receive up to a month of free service! **Our subscribers have earned $43,862 so far!** Click *Referrals* on our home page for details. Your friends may simply click *Subscribe* to sign up online, now from anywhere in the country!

OLSON 1982 • 2006
24 YEARS
COMPUTER SERVICES

WIRELESS SERVICE AREAS

Subscribers on our new Rocky Hill Exeter tower say service is GREAT!

- Porterville
- Springville
- Pleasant Valley
- River Island
- Globe Drive
- Strathmore
- Terra Bella
- Lindsay
- Exeter
- Visalia
- Yokohl Valley
- Camp Nelson

In progress
- Success Valley
- Richgrove

Our new Rocky Hill Exeter tower also covers Badger Hill Estates!

- **VIRUSES STOPPED BY OCS SYSTEM: 1,259,841** (Jun 2006: 2,136)
- **SPAM BLOCKED BY OCS SYSTEM: 39,654,842** (Jun 2006: 1,388,192)

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OACYS Econ 101

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pursuit of short-term profits, and that's a big part of why we're still here while so many others have come and gone.

The questions above assume that costs don't change no matter how many customers are added. In the case of technology in particular the investment never ends, and more customers always means more costs if service and performance are to remain viable. As just one example, each of the transmitters on our towers can support only a specific number of subscribers, and when that number is reached another transmitter must be added. And when there's no more frequency space on a tower, another must be built.

In Q1 2006 OCS committed an additional quarter-million dollars to increase our fiber connection to the global Internet backbone, and then to increase the backhaul capacity between each of the community towers we've built. As customer counts increase this continuing investment is necessary to maintain performance, and a failure to do so would only lead to eventual congestion and slower speeds. Are DSL or cable or other wireless operators doing this as they offer ever-lower introductory rates? Or has performance that may have seemed fast at first declined steadily as they've added more customers without increasing capacity? Unfortunately for their subscribers, once that slow-down becomes obvious it's usually too late to get out of the long-term contracts those operators require -- while at OCS we don't need contracts to retain our customers, we do that by keeping up the quality of our service and performance.

OCS VoIP *is here!*

NATIONWIDE OCS SERVICE for
FRIENDS • FAMILY • BUSINESS

In Q4 2005 OCS added fixed generator backup at our operations center in Porterville and at all of our most critical tower sites. This ensured that our annual uptime would be increasingly reliable without regard to possible power outages, and in fact the Winter 05-06 season was our best ever in terms of system uptime and sustained performance with minimal need for emergency tower service calls.

In the summer of 2005 we built new tower facilities near Exeter and up to the Alpine Village and Camp Nelson areas. Service from Blue Ridge into the Yokohl Valley was added in 2004, and to Lindsay and Visalia in 2003.

A major new link to Tulare will be added this month, and extensions to better serve the Terra Bella and Ducor area and other points south are planned for later in the summer.

These projects have brought service to areas where broadband had never before existed nor was likely to become available if dependent on DSL and cable companies, for whom the costs are deemed too high for such small market areas. And in many cases our expansions have also helped to relieve the load on other towers and to thereby help maintain quality of service and performance to all of our subscribers.

To the extent that we've been able to expand our service areas and add more subscribers, the increased revenue and profitability has also helped us to add more jobs and personnel and to retain our community's best and brightest.

All of this will hopefully help to explain why we're "still there" for our customers after so many years. The payback is not in reduced rates, it's in our constant reinvestment to continue improving the quality and reliability of our service and our value to the community. How many other rural communities like Porterville have a dedicated and capable and viable technology provider like OCS? Not many that we know of.

Fan Mail

"Your spam filtering is phenomenal. I've talked to friends who have other services and OCS seems to be way ahead of the game as far as blocking spam. I don't know what your trick is, but I am very happy with it." -JS, 5/06

OACYS INTERNET SERVICE PLANS

Plan Name	Average Speeds			B-M-W[1]	One-Time Fees			Monthly Service
	Min	Typ	Max		Service Activation	Install/ Configure	Equipment Deposit	
1 Bandwidth-Mailboxes-Webspace (see notes)								
DIALUP	26K	40K	53K	1-5-5	25.00	-	-	24.95
Accelerator	Typically 2-5X faster			-	-	-	-	+5.00
**WIRELESS	STANDARD 2.4 GHz**								
24 Basic	125K	500K	750K	10-5-5	25.00	100.00	100.00	49.95[2,3]
24 Premium	250K	1M	1.5M	15-5-5	25.00	100.00	100.00	79.95[2,3]
24 Business	375K	1.5M	2M	20-10-10	25.00	100.00	100.00	129.95[2,3]

2 Add $10 per month amplifier fee for locations beyond 5 miles from nearest tower
3 Add $10 per month for locations in designated remote service areas

Plan Name	Min	Typ	Max	B-M-W	Service Activation	Install/ Configure	Equipment Deposit	Monthly Service
900 Basic	125K	375K	750K	5-5-5	25.00	100.00	100.00	59.95[4,5]

Special "mission impossible" cases are those where obstacles such as trees or buildings between the wireless tower and the customer site normally make wireless service impossible. OACYS can now use new technology to provide service in some cases, sending signal around or through the obstacles. Individual circumstances will vary and this plan may not be available from all towers. Our free site survey will determine whether 900 service may be feasible when standard 24 service is not.

4 Add $10 per month amplifier fee for locations beyond 5 miles from nearest tower
5 Add $10 per month for locations in designated remote service areas

Plan Name	Min	Typ	Max	B-M-W	Service Activation	Install/ Configure	Equipment Deposit	Monthly Service
**WIRELESS	MISSION CRITICAL 5.8 GHz (where available)**								
58 Premium	250K	1M	1.5M	15-5-5	25.00	100.00	100.00	99.95
58 Business	375K	1.5M	2M	20-10-10	25.00	100.00	100.00	129.95
58 Professional	500K	2M	3M	25-25-25	25.00	100.00	100.00	159.95
58 Corporate	750K	3M	4M	30-30-30	25.00	100.00	100.00	199.95
58 Enterprise	1M	4M	5M	40-40-40	25.00	100.00	100.00	249.95

Notes. All plans include automated central email virus scanning, email spam filtering, and website parental controls. Some plan types permit webspace for personal use only. Wireless installation and deposit package may be paid in installments upon request. All speeds are symmetrical (same for upload and download) within the OACYS network only. All plans terminate at OACYS Porterville headquarters and transport to the Internet via dual T3s over dedicated OC12 fiber optic circuit. All plans subject to change without notice. Pricing and terms are current at the date of this newsletter and supersede previous versions. Please check with our office for additional detail regarding any of our Internet service plans.

I Didn't Know That!

OCS provides "A-to-Z" computer technology services:

• Complete computer service and repair shop

• Broad variety of Internet access plans and packages

• Professional website design, development, and hosting

• Professional programming and custom application development

• eCommerce and business groupware solutions

• Computer and Internet technology consulting

• Secure branch office inter-networking

• Internet-based "VOIP" telephone services

• iSuite of online utility applications

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