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Clearwire Q1 2009 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions) Your first question comes from the line of Rick Prentiss of Raymond James. Please proceed.

Rick Prentiss - Raymond James

Thanks. Good afternoon, everybody. A couple of questions -- with the Atlanta launch coming up in June, we've actually been seeing some gorilla marketing already, kind of flyers being hung and kind of the pre-launch type stuff. What are the plans with the cable partner there? Is Comcast going to participate in Atlanta? Or when would the first time be that we expect your cable partners to participate in the market launches?

William T. Morrow

Well, obviously they are the best people to kind of get this relevant information. But what we can share with you, Rick, is that we are expecting to see the first cable partner come on I think this summer with Portland and that's Comcast, and then Time Warner is intending to launch this year with one of the markets. That's their commitment and that's our plans.

Perry, do you want to add anything else to that?

Perry S. Satterlee

Yeah. I think, Rick, we've been working very closely with all of them to make sure that they are well-enabled to go to market as soon as possible, and as Bill said, I think it's best -- we don't necessarily -- it's better for you to get that information directly from them.

Rick Prentiss - Raymond James

Sure. And then, I saw in the press release and Bill, I think you mentioned it a couple of times in your prepared remarks, about the pervasive network. Can you talk a little bit about what you guys mean by that word? Does that going deep in your coverage in the markets you're in, or does that mean going broadly as far as where coverage is at? Or is that saying 4G and 3G combined together would be pervasive?

William T. Morrow

Well, no, I think first of all, if you look at consumer behavior, I know we like to think in terms of broad ubiquitous coverage across the United States, but the fact of the matter is each of us don't travel in each of the geographical areas across the states. So when we look at this, it's more in a market situation where most of the applicability is. So our intent is to go deep there to give them again this freedom to have what they have on the fixed broadband side but to offer mobility that way. And so this is why you are going to see the high [DPS], you are going to see the low latency, you are going to see the depth of capacity to where we don't have to constrain our networks, we don't have to lock and block some of the applications that are out there. And that's what we mean by pervasive.

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