



Spectrum Marketplace Background

Since 2014 Select Spectrum has achieved significant success for our clients in the 2.5 GHz band through a semi-annual Spectrum Lease Auction (SLA) platform. Our firm has completed more fair market transactions in the 2.5 GHz band using this process than any other advisor/broker group in the country. However, due to recent developments in the band¹, we believe that it is in our clients' best interests to make a change to the SLA format that will produce benefits for both licensees and buyers/lessees of these valuable licenses and also transition our platform to support spectrum opportunities created by the FCC's new Order. The changes will allow for licensees to continue to receive full market value for their spectrum assets, while simultaneously increasing the efficiency for buyers/lessees to gain access to spectrum rights so that they may continue to provide wireless connectivity and introduce Internet options in unserved and underserved markets.

The Spectrum Marketplace:

Select Spectrum's new platform will be known as the Spectrum Marketplace, a name which properly reflects the following key changes -

- Open year-round, allowing organizations to make offers at a time of their choosing, and allowing license holders to have access to more dynamic offers for consideration.
- An interactive platform, allowing organizations to make more robust offers for spectrum assets of interest.

As before, the system will also provide accurate information about Geographic Service Area's (GSA), populations and channel groups of licenses that are potentially available for sale or lease.

We look forward to your participation in our Spectrum Marketplace and also to the process in which we assist your organization in selling, leasing or obtaining spectrum rights in the 2.5 GHz band.

Sincerely,

Andreas Bitzarakis

Director of Broadband Spectrum

¹ Federal Communications Commission adopted a [Report & Order](#) on July 11th, 2019, introducing a number of significant changes to the 2.5 GHz band.