

Goodman Networks Inc  
Form S-4  
December 30, 2013  
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As filed with the Securities and Exchange Commission on December 30, 2013

Registration No. 333-

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

**FORM S-4**  
**REGISTRATION STATEMENT**  
*UNDER*  
*THE SECURITIES ACT OF 1933*

**Goodman Networks Incorporated**

(Exact name of registrant as specified in its charter)

Texas  
(State or other jurisdiction of

4812  
(Primary Standard Industrial

74-2949460  
(I.R.S. Employer

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incorporation or organization)

Classification Code Number)

Identification Number)

See Table of Additional Registrants

**6400 International Parkway, Suite 1000**

**Plano, Texas 75093**

**(972) 406-9692**

(Address, including zip code, and telephone number, including area code, of registrant's principal executive offices)

**John A. Goodman**

**Executive Chairman**

**Goodman Networks Incorporated**

**6400 International Parkway, Suite 1000**

**Plano, Texas 75093**

**(972) 406-9692**

(Name, address, including zip code, and telephone number, including area code, of agent for service)

*With a copy to:*

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**Approximate date of commencement of proposed sale of the securities to the public:** As soon as practicable after the registration statement is declared effective.

If the securities being registered on this Form are being offered in connection with the formation of a holding company and there is compliance with General Instruction G, check the following box.

If this Form is filed to register additional securities for an offering pursuant to Rule 462(b) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering.

If this Form is a post-effective amendment filed pursuant to Rule 462(d) under the Securities Act, check the following box and list the Securities Act registration statement number of the earlier effective registration statement for the same offering.

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act (Check one):

Large accelerated filer  Accelerated filer   
 Non-accelerated filer  (Do not check if a smaller reporting company) Smaller reporting company

If applicable, place an X in the box to designate the appropriate rule provision relied upon in conducting this transaction:

Exchange Act Rule 13e-4(i) (Cross-Border Issuer Tender Offer)

Exchange Act Rule 14d-1(d) (Cross-Border Third-Party Tender Offer)

### CALCULATION OF REGISTRATION FEE

Title of Each Class of  Securities to Be Registered	Amount to Be  Registered	Proposed Maximum	Proposed Maximum	Amount of  Registration Fee
		Offering Price per  Unit (1)	Aggregate Offering  Price (1)	
12.125% Senior Secured Notes due 2018	\$100,000,000	100%	\$100,000,000	\$12,880.00
Guarantees of 12.125% Senior Secured Notes due 2018 (2)	\$100,000,000			(3)

- (1) Estimated solely for the purpose of calculating the registration fee pursuant to Rule 457(f) under the Securities Act of 1933, as amended.
- (2) See inside facing page for a list of guarantors, all of which are direct or indirect wholly owned subsidiaries of Goodman Networks Incorporated.
- (3) Pursuant to Rule 457(n), no registration fee is required for the guarantees of debt securities to be registered.

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The registrant hereby amends this registration statement on such date or dates as may be necessary to delay its effective date until the registrant shall file a further amendment which specifically states that this registration statement shall thereafter become effective in accordance with Section 8(a) of the Securities Act of 1933, as amended, or until this registration statement shall become effective on such date as the Securities and Exchange Commission, acting pursuant to said Section 8(a), may determine.

**Table of Contents****TABLE OF ADDITIONAL REGISTRANTS****Additional Registrants (as Guarantors of 12.125% Senior Secured Notes due 2018)**

<b>Exact name of registrant as specified in its charter</b>	<b>State or other jurisdiction of formation</b>	<b>I.R.S. Employer Identification Number</b>	<b>Primary Standard Industrial Classification Code Number</b>
Minnesota Digital Universe, Inc.	Minnesota	41-1883008	4812
Multiband Corporation	Minnesota	41-1255001	4812
Multiband EWM, Inc.	Texas	46-3763163	4812
Multiband EWS, Inc.	Texas	46-3753877	4812
Multiband Field Services, Incorporated	Delaware	61-1391746	4812
Multiband MDU Incorporated	Delaware	20-4352918	4812
Multiband Special Purpose, LLC	Minnesota	41-1255001	4812
Multiband Subscriber Services, Inc.	Minnesota	41-1958119	4812

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**The information in this preliminary prospectus is not complete and may be changed. We may not sell these securities until the registration statement filed with the Securities and Exchange Commission is effective. This preliminary prospectus is not an offer to sell these securities and is not soliciting an offer to buy these securities in any state where the offer or sale is not permitted.**

**SUBJECT TO COMPLETION, DATED DECEMBER 30, 2013**

**PRELIMINARY PROSPECTUS**

# **Goodman Networks Incorporated**

## **OFFER TO EXCHANGE**

**\$100,000,000 Aggregate Principal Amount of 12.125% Senior Secured Notes due 2018**

**For**

**\$100,000,000 Aggregate Principal Amount of 12.125% Senior Secured Notes due 2018**

We are offering to exchange, upon the terms and subject to the conditions set forth in this prospectus and the accompanying letter of transmittal, all of our outstanding \$100,000,000 aggregate principal amount of 12.125% Senior Secured Notes due 2018 issued on August 30, 2013, or the outstanding notes, for an equal amount of 12.125% Senior Secured Notes due 2018 that have been registered under the Securities Act of 1933, or the exchange notes, and collectively with the outstanding notes, the notes.

The principal features of the exchange offer, the exchange notes and the resales of exchange notes are as follows:

### **The Exchange Offer**

We will exchange all outstanding notes that are validly tendered and not validly withdrawn for an equal principal amount of exchange notes that are freely tradable.

You may withdraw tenders of outstanding notes at any time prior to the expiration of the exchange offer.

The exchange offer expires at 5:00 p.m. New York City time, on \_\_\_\_\_, 2014, unless extended. We do not currently intend to extend the expiration date.

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The exchange of outstanding notes for exchange notes in the exchange offer will not constitute a taxable event for United States federal income tax purposes.

We will not receive any proceeds from the exchange offer.

### **The Exchange Notes**

The exchange notes are being offered in order to satisfy certain of our obligations under the registration rights agreement entered into in connection with the placement of the outstanding notes.

The terms of the exchange notes to be issued in the exchange offer are substantially identical to the outstanding notes, except that the exchange notes will be freely tradable, except in limited circumstances described herein.

### **Resales of the Exchange Notes**

The exchange notes may be sold in the over-the-counter market, in negotiated transactions or through a combination of such methods.

We do not plan to list the exchange notes on an exchange or national market.

All untendered outstanding notes will continue to be subject to the restrictions on transfer set forth in the outstanding notes and in the indenture. In general, the outstanding notes may not be offered or sold, unless registered under the Securities Act of 1933, or the Securities Act, except pursuant to an exemption from, or in a transaction not subject to, the Securities Act and applicable state securities laws. Other than in connection with the exchange offer, we do not currently anticipate that we will register the outstanding notes under the Securities Act.

Each broker-dealer that receives exchange notes for its own account pursuant to the exchange offer, where such outstanding notes were acquired by such broker-dealer as a result of market-making activities or other trading activities, must acknowledge that it will deliver a prospectus in connection with any resale of such exchange notes. This prospectus, as it may be amended or supplemented from time to time, may be used by a broker-dealer in connection with resales of exchange notes received in exchange for outstanding notes where the outstanding notes were acquired as a result of market-making activities or other trading activities. The letter of transmittal states that by so acknowledging and by delivering a prospectus, a broker-dealer will not be deemed to admit that it is an underwriter within the meaning of the Securities Act. See Plan of Distribution.

**You should carefully consider the Risk Factors beginning on page 25 of this prospectus before participating in the exchange offer.**

**Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or passed upon the adequacy or accuracy of this prospectus. Any representation to the contrary is a criminal offense.**

**The date of this prospectus is \_\_\_\_\_, 2013.**

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You should rely only on the information contained in this prospectus. We have not authorized any person to provide you with any other information or represent anything that is not contained in this prospectus. If given or made, any such other information or representation should not be relied upon as having been authorized by us. We are offering to exchange the outstanding notes for the exchange notes only in jurisdictions where the exchange offer is permitted. You should not assume that the information contained in this prospectus is accurate as of any date other than the date on the front cover of this prospectus.

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**CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS**

Certain statements contained in this prospectus are not statements of historical fact and are forward-looking statements. These forward-looking statements are included throughout this prospectus, including in the sections entitled Summary, Risk Factors, Management's Discussion and Analysis of Financial Condition and Results of Operations and Business, and relate to matters such as our industry, business strategy, goals and expectations concerning our market position, future operations, revenues, margins, profitability, capital expenditures, liquidity and capital resources and other financial and operating information. Words such as anticipate, believe, continue, could, estimate, expect, forecast, may, plan, potential, predict, project, should, would, and similar expressions are intended to identify forward-looking statements but are not exclusive means of identifying such statements. We have based these forward-looking statements on our current assumptions, expectations and projections about future events.

Forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from those anticipated in such statements. Most of these factors are outside our control and difficult to predict. Factors that may cause such differences include, but are not limited to:

our reliance on three customers for substantially all of our revenues;

our ability to refinance existing indebtedness;

our ability to raise additional capital to fund our operations and meet our obligations;

our ability to translate amounts included in our estimated backlog into revenue or profits;

our ability to maintain our certification as a minority business enterprise;

our reliance on subcontractors to perform certain of our services;

our ability to maintain proper and effective internal controls;

our reliance on a limited number of key personnel who would be difficult to replace;

our ability to effectively integrate acquisitions;

potential credit risk arising from unsecured credit extended to our customers;

economic downturns and the cyclical nature of the telecommunications industry;

competition in our industry;

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rapid regulatory and technological changes in the telecommunications industry; and

our substantial level of indebtedness and our ability to generate sufficient cash to service our indebtedness.

For a more detailed discussion of these and other factors that may affect our business and that could cause the actual results to differ materially from those anticipated in these forward-looking statements, see Risk Factors, and Management's Discussion and Analysis of Financial Condition and Results of Operations herein. We caution that the foregoing list of factors is not exclusive, and new factors may emerge, or changes to the foregoing factors may occur, that could impact our business. All subsequent written and oral forward-looking statements concerning our business attributable to us or any person acting on our behalf are expressly qualified in their entirety by the cautionary statements above. We do not undertake any obligation to update any forward-looking statement, whether written or oral, relating to the matters discussed in this prospectus except to the extent required by applicable securities laws.

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**SUMMARY**

*The following summary highlights selected information contained in this prospectus and may not contain all of the information that may be important to you. You should carefully read this entire prospectus, including the information set forth under Risk Factors and Cautionary Statement Regarding Forward-Looking Statements before making an investment decision. The terms we, us and our as used in this prospectus refer to Goodman Networks Incorporated and its directly and indirectly owned subsidiaries on a consolidated basis; references to Goodman Networks or our Company refer solely to Goodman Networks Incorporated; and references to Multiband refer to Multiband Corporation.*

**Overview**

We are a leading national provider of end-to-end outsourced network infrastructure, engineering and technical services to the wireless industry. Our telecommunications services include the design, engineering, construction, deployment, integration and maintenance of converging wireless networks. Our highly specialized and technical services are critical to the capability of our customers to deliver voice, data and video services to their end users. We believe our proven ability to offer a wide range of services quickly and effectively for the full wireless network lifecycle provides a differentiated value proposition to our customers. With our acquisition of Multiband on August 30, 2013, we have expanded our services to the installation of a vast and growing array of technologies including electrical power systems, digital signage, commercial audio/video solutions, hospitality Internet Protocol television, or IPTV, video on demand, or VOD, systems and renewable energy. Sales of our television and Internet services are primarily to a satellite television provider. These services enable this customer to provide video and data services to its end users. We operate from a broad footprint, having provided services during 2012 in 47 states. As of November 15, 2013, we employed over 5,000 persons and operated 65 regional offices and warehouses. During the two years ended December 31, 2012, we completed over 70,000 projects. We have established strong, long-standing relationships with leading telecommunications companies, including AT&T Inc., DIRECTV and Alcatel-Lucent USA Inc., or Alcatel-Lucent. We have recently been awarded work from CenturyLink, Inc., or CenturyLink, Clearwire Corporation, or Clearwire, Nokia Siemens Networks US LLC, or NSN, Sprint/United Management Company, or Sprint, and Windstream Supply, LLC, or Windstream. We generated nearly all of our revenues over the past several years under master service agreements, or MSAs, that establish a framework, including pricing and other terms, for providing our services. We believe our long-standing relationships with our largest customers, which are governed by MSAs that historically have been renewed or extended, provide us with high visibility to our future revenue.

Several favorable trends exist in the telecommunications industry that are driving the growth of our business. The wireless industry is going through an unprecedented phase of expansion and increased complexity as the number of wireless users and their consumption of mobile data continues to grow rapidly. Users are upgrading to more advanced mobile devices, such as smartphones and tablets, and accessing more bandwidth-intensive applications. According to Cisco Visual Networking Index: Forecast and Methodology, 2011-2016, dated May 30, 2012, internet traffic from wireless devices will exceed traffic from wired devices by 2016 when Wi-Fi and mobile devices will account for 61% of internet data traffic. These developments are creating significant challenges for service providers to manage increasing network congestion and continually deliver a high quality user experience. In response, carriers, governments and enterprises are making significant investments in their wireless infrastructures, such as upgrading networks to the Long Term Evolution, or 4G-LTE, standard, and integrating new technology, such as small cell technologies, into wireless networks. In an effort to deploy capital more efficiently and to ensure schedule attainment, wireless carriers and original equipment manufacturers, or OEMs, have increased their dependency on an outsourcing model for these investments. We believe our leading reputation and capacity to provide services on a national scale positions us to increase our market share and capitalize on future growth opportunities in the wireless telecommunications industry.

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For the year ended December 31, 2012, we generated revenues of \$609.2 million and net loss of \$2.5 million. For the nine months ended September 30, 2013, we generated revenues of \$573.7 million and net loss of \$20.4 million. Our 18-month estimated backlog as of September 30, 2013 was \$1.8 billion.

On August 30, 2013, we acquired Multiband through its merger with our subsidiary, or the Merger, at an aggregate purchase price, excluding merger-related fees and expenses, of approximately \$101.1 million. Multiband provides contract installation services, voice, data and video services, and design, engineering and construction services in the United States. Upon the closing of the Merger, Multiband became our wholly owned subsidiary, and Multiband and its subsidiaries became restricted subsidiaries and guarantors under the indenture governing the notes, or the Indenture, and our amended and restated senior secured revolving credit facility, or the Credit Facility.

### **Our Telecommunications Services**

We help wireless carriers and OEMs design, engineer, construct, deploy, integrate, maintain and decommission critical elements of telecommunications network infrastructure through our two operating segments, Professional Services and Infrastructure Services. We believe our ability to provide this combination of services on a national scale is a distinct competitive advantage because it provides customers with a complete outsourced services offering, which equates to improved quality, timing and cost efficiency.

The following diagram illustrates our customers' recurring need for the services we provide:

#### ***Professional Services***

Our Professional Services segment provides customers with highly technical services primarily related to installing, testing and commissioning or decommissioning of core, or central office, equipment of wireless carrier networks from a variety of vendors. These services include network design, engineering, optimization and maintenance. Additionally, we offer staffing services on a temporary contract basis to OEMs and carriers for

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their technical operations. When a network provider integrates a new element into its live network or performs a network-wide upgrade, a team of in-house engineers from our Professional Services segment can administer the complete network design, equipment compatibility assessments and configuration guidelines, the migration onto the new or modified network and the network activation.

### ***Infrastructure Services***

Our Infrastructure Services segment provides program management services of field projects necessary for deploying, upgrading and maintaining wireless networks. We support wireless carriers in their introduction of critical new services such as 4G-LTE, the addition of new cell sites, improvement of coverage at their existing cell sites through technology upgrades or enhancements and the maintenance of their cell sites. When a network provider contracts for our services to build or modify a cell site, our Infrastructure Services segment handles all the required pre-construction leasing, zoning, permitting and entitlement activities for the acquisition of the cell site, prepares site designs, structural analysis and certified drawings after analyzing a customer's needs and manages the construction or modification of the site including tower-top and ground equipment installation, drive-testing verification and site commissioning. These services are managed by our wireless project and construction managers and are performed by a combination of scoping engineers, real estate specialists, ground crews, line and antenna crews and equipment technicians, either employed by us or retained by us as subcontractors.

The Infrastructure Services segment also provides backhaul services to wireless carriers, commonly referred to as Fiber to the Cell, or FTTC, from existing points in their fiber networks to thousands of cell sites needing the bandwidth and Ethernet capabilities for launching 4G-LTE networks or upgrading backhaul capacity at 3G cell sites. This fiber work often involves the planning, route engineering, right-of-way and permitting, logistics, project management, construction inspection and optical fiber splicing and connection work necessary to extend existing optical fiber networks owned by wireline telecommunications carriers, typically between one-half mile and three miles, to those cell sites of the various wireless carriers. Our FTTC services can ensure backhaul/fiber planning aligns with the scheduled capacity needs of the wireless carrier. Similar to our service offerings directly to the wireless carrier market, our fiber backhaul solutions are bundled with services from our Professional Services segment.

The following diagram illustrates the locations where we performed services during 2012 and cell sites that we were assigned to maintain during 2012:

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### **Services Provided Through Multiband**

We operate two segments through Multiband, as follows: (i) Field Services, where we provide installation services to paytelevision (satellite and broadband cable) providers, internet providers and commercial customers and (ii) Other Services. Other Services aggregates Multi-Dwelling Unit services, or MDU, where we bill voice, data and video services to subscribers as owner/operator and also act as a Master System Operator, or an MSO, for DIRECTV, receiving net cash payments for managing video subscribers through its network of system operators, and Engineering, Energy & Construction, or EE&C, services where we provide engineering and construction services for the wired and wireless telecommunications industry, including public safety networks. Multiband had 37 field offices with coverage across 18 states as of November 15, 2013.

Multiband performed approximately 1.5 million installations and service calls during 2012 for DIRECTV, which represented approximately 28% of DIRECTV's outsourced installations, maintenance and upgrades for residents of single-family homes and multifamily dwellings during 2012. We believe that Multiband is the largest, nationwide DIRECTV MSO in the MDU market and we estimate that Multiband has provided services to approximately 55% of all of DIRECTV's MDU customers. MDUs include apartment buildings, condominiums, gated communities, universities and other properties having multiple units located within a defined area. Multiband reported total revenues, EBITDA and net income of \$294.0 million, \$10.0 million and \$2.6 million, respectively for the year ended December 31, 2012. For the six months ended June 30, 2013, Multiband reported total revenues, EBITDA and net loss of \$143.9 million, \$4.3 million and \$0.8 million, respectively. See Summary Historical Consolidated Financial and Operating Data of Multiband for a reconciliation of Multiband's EBITDA to net income for the year ended December 31, 2012, and the six months ended June 30, 2013.

### ***Strategic Rationale for Merger with Multiband***

We believe that the acquisition of Multiband provides long-term strategic and financial benefits, including long-term revenue growth prospects, the addition of a business with a historically stable and recurring cash flow and other important benefits including:

allowing us to more adequately address our customers' evolving needs for small cell and distributed antenna systems, or DAS, solutions with a low cost technician-based workforce;

adding television and internet providers as novel end-markets;

significantly increasing our backlog;

diversifying our customer base, revenues and service offerings;

accelerating our ability to enter and compete in new growth markets, including next-generation wireless infrastructure (i.e., small-cell and DAS); and

providing opportunities to increase our profitability through synergies, automation enhancements and resource utilization improvements.

### **Industry**

We believe the following industry trends will increase the size of the outsourced wireless market and drive increased demand for our services:

#### ***Growing Wireless Market Driven by Increasing Demand for Wireless Services***

We are addressing a vast and growing market opportunity resulting from an unprecedented increase in both the number of wireless devices and their consumption of mobile data services. Wireless data growth in North





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America is forecasted to increase at a compound annual growth rate, or CAGR, of 56% from 2012 through 2017, according to Cisco Visual Networking Index: Global Mobile Data Traffic Forecast Update, 2012-2017, dated February 6, 2013, or the Cisco VNI Mobile Update, as smartphones, tablets, laptops, 3G and 4G-LTE modems and other telecommunications devices are becoming increasingly utilized by consumers. An October 2010 study conducted by the Federal Communications Commission, or FCC, estimates that mobile data demand in the United States will exceed available wireless capacity in the near-term, growing to between 25 and 50 times 2010 levels of demand by 2014. This capacity shortfall will require service carriers to build-out new infrastructure and invest in existing infrastructure to avoid slow data connections and dropped calls that negatively impact the experience of their customers and result in costly churn.

Spending on wireless data services has grown at double digit rates since 2005 and is forecasted to increase at a CAGR of approximately 18% from \$95 billion in 2012 to \$184 billion in 2016. Spending on data rose by a third year-over-year in 2012, and during the next four years it is expected to increase by approximately 94%. By 2016, data is expected to comprise more than 72% of total wireless services spending. The following chart illustrates historical and projected growth in the domestic wireless data services market:

Source: Telecommunications Industry Association, citing Consumer Electronics Association and Wilkofsky Gruen Associates, 2013.

### ***Need for Ongoing Capacity Management and Network Modernization to Address Growing Demand and Complexities***

The rapid evolution of services, technology and usage in wireless networks is driving service providers to undertake a number of initiatives to increase coverage, capacity and performance of their existing networks. Three predominant methods that carriers utilize to meet traffic and data demands include: (i) improving the macro network layer by upgrading the radio access of existing cell sites to new technologies such as 4G-LTE, which can then be further enhanced by adding more antennas, more spectrum and advanced processing within and between nodes; (ii) increasing the density of the macro network layer by adding additional cell sites; and (iii) supplementing the macro network with small cell technology, creating a heterogeneous network. The addition of cell sites to an existing network alone is a substantial market opportunity. According to the *2013 Market Review and Forecast* © 2013 by the Telecommunications Industry Association, or the TIA Report, wireless data growth will result in the addition of approximately 49,000 new cell sites, or a 16% cumulative increase, between 2013 and 2016. Based on our cost estimate of \$150,000 per cell site, these new cell sites would cost carriers approximately \$7.4 billion.

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Given the multiple approaches that carriers are utilizing to address the growing demand placed on their networks, these networks are becoming increasingly complex and require active monitoring and management. As a result, wireless carriers will be required to perform ongoing optimization of their networks to ensure competitive service levels to their customers. This provides an opportunity for services partners of carriers to provide ongoing solutions relating to network balancing, optimization, downscaling and decommissioning and capacity alignment.

### ***Increasing Implementation of Small Cell Site and DAS Technology***

Escalating demand for wireless services has caused carriers to begin offloading mobile traffic from macro networks to preserve available spectrum through small cell and DAS technology. Small cells are low-powered radio access units that have an approximate range of 10 to 200 meters as compared to a typical wireless macro cell having a range of a few kilometers. Compared to the traditional macro cell, small cell technology features a higher quantity of smaller transmitters at a cell site, which boosts the coverage and capacity of wireless networks, results in fewer dead zones and reduces competition for cellular tower resources. DAS is a way to efficiently offload data from cell towers and distribute it to wireless connections inside sports stadiums or large buildings. DAS technology consolidates the wireless connections building occupants often need including cellular, emergency bands and Wi-Fi into a few centralized locations and then routes the signals from those connections through a single wireless antenna infrastructure that is deployed throughout the building.

Wireless carriers are in the early stages of implementing small cell solutions, often in conjunction with DAS, to extend their service precisely and inexpensively in dense urban areas. Industry studies estimate that more than 500,000 small cells, exclusive of femtocells, will be deployed in the United States by the end of 2016 according to the Small Cells and Carrier Wi-Fi report published by ABI Research on June 29, 2012. Increased network complexities and capacity needs will require network providers to evolve their networks into a heterogeneous architecture involving a combination of macro cells and small cells. Deployment and optimization of these diversified architectures will require a full array of network services, which we expect will drive increasing reliance on infrastructure services providers.

Small cell network and DAS deployments will create a new and very different set of challenges for network operators and their outsourced service providers including complex logistics, differentiated site acquisition strategies, reduced revenue per service and increased device management costs. The small cell and DAS cost models, volume and unique technological challenges will drive the need for increased standardization, consistency and ultra-efficient processes. We believe the combination of higher site volume and lower services revenue per site across pre- and post-deployment small cell and DAS services, as compared to macro cell services, will drive the need for fewer, larger and more financially stable outsourced service providers that will be capable of providing a full range of services across a large geographic footprint in a cost effective manner.

### ***Evolution to 4G-LTE Wireless Standard Driving Infrastructure Buildouts***

To meet the increased demand for wireless data services, several wireless carriers, including AT&T Mobility LLC, or AT&T, have begun upgrading their wireless networks to support the 4G-LTE wireless standard. According to Gartner Market Statistics Forecast: Mobile Connections by Technology, Worldwide, 2009-2016, dated July 9, 2012, the number of 4G-LTE mobile connections in North America is expected to grow at a CAGR of 125.3% from 2010 to 2016. In addition, Apple Inc. introduced the next generation of its smartphone in September 2012, which supports 4G-LTE and will drive additional end-user demand for 4G-LTE networks. The 4G-LTE network evolution will be accomplished primarily through: (i) purchase of additional spectrum; (ii) deployment of additional and upgraded equipment at existing cell sites; (iii) construction of additional backhaul capacity and (iv) proliferation of small cell site and DAS across high-density urban areas. We believe the 4G-LTE network buildout of wireless networks by carriers could take at least five years and will require comprehensive service providers to assist in the implementation and ongoing maintenance of these 4G-LTE networks.

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### ***Increasing Trend for Carriers to Outsource Non-Core Services***

Service providers are under mounting competitive pressure to deliver a high level of performance and additional next generation services to their customers. As a result, many service providers have outsourced many of the non-core services required to design, build and maintain their complex network offerings, which provides them better flexibility, efficiency and lower costs than self-performing these services. According to the TIA Report, services in support of wireless infrastructure in the United States has grown annually at a 7.2% rate from 2005 through 2012 and is expected to continue to grow at an 8.8% rate, becoming a \$27 billion market in 2016. The Telecommunications Industry Association estimates that approximately two-thirds of this spending on services in support of wireless infrastructure is outsourced.

### ***Growing Demand for Wireless Services in Adjacent Markets***

The positive trends in the wireless telecommunications industry are also relevant to numerous other markets, including the public safety and enterprise markets. We foresee a large opportunity in the governmental telecommunications infrastructure market. In February 2012, a federal law was amended that provides for the creation of a nationwide interoperable broadband network for police, firefighters, emergency medical service professionals and other federal, state and local public safety personnel. This legislation established the First Responder Network Authority, or FirstNet, charged with the deployment and operation of this network, and allocated FirstNet \$7 billion in funding towards deployment of this network, as well as \$135 million for a new state and local implementation grant program.

Additionally, faced with the rapidly growing number of wireless devices and increased user demand requirements, enterprises have begun to deploy wireless infrastructures within their organizations. Historically, most enterprises had limited use of wireless networks due to reliability, security and complexity issues but are now seeking to strategically integrate wireless networks for business-critical converged voice, video and data applications. We believe that we are in the beginning of a long-term transition from wired networks to increasing usage of wireless networks within enterprises and that significant opportunity exists for wireless specialists to serve the increasingly complex requirements of those enterprises.

### ***Strong Industry Dynamics in the Satellite Television Market***

The United States markets for satellite television subscribers and cable television viewers are significant. According to the Satellite Broadcasting and Communications Association, there were approximately 34.1 million paying satellite television subscribers in December 2012. We believe that the demand for our outsourced installation and maintenance services related to the satellite television market will remain steady as leading national providers continue to upgrade technology and invest in competitive marketing efforts.

## **Our Business Strengths**

We believe the following business strengths position us to capitalize on the anticipated growth in demand for our services:

### ***End-to-end Service Offering Providing Compelling Value Proposition***

As the telecommunications sector continues to evolve and become more complex due to increasing demand for wireless data, wireless carriers and OEMs will increasingly seek outsourced providers that can seamlessly service the full wireless network lifecycle. Accordingly, we believe our end-to-end service offering provides a compelling and differentiated value proposition to the marketplace. Many infrastructure services providers do not offer the professional network services of design, integration, optimization and business consulting. As a result, telecommunication companies typically need separate professional services companies to provide complementary and higher-end services, creating incremental project coordination and financial risks. Our ability

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to seamlessly provide both of these solutions to our customers reduces the associated risks and limits inefficiencies associated with service provider transitions, thus improving overall quality and schedule attainment and reducing costs for wireless carriers and OEMs. The addition of Multiband allows us to better serve our customers, increasing our ability to take on larger scale small cell and DAS deployments.

### ***Reputation for Consistent, High Quality Service and Technical Expertise***

We maintain an exemplary track record with our customers and regularly outperform delivery targets on safety, quality and an on-time delivery basis. Our technical expertise is supported by a staff of over 550 engineers as of November 15, 2013. In 2012, we earned quality scorecard ratings of over 90% from AT&T while also performing critical wireless work in AT&T's individually managed discrete geographical regions, or Turf Markets, 15% faster than the composite of all Turf Market vendors. In 2012, our safety rating (reported incidents) assigned by the Occupational Safety and Health Administration, or OSHA, was in the top half of all companies in our industry. We believe our consistent operational execution and strong technical capabilities have translated into high customer satisfaction.

We are also a leader in assisting carriers in the deployment of 4G-LTE technology, having assisted AT&T with the deployment of 4G-LTE in the first five cities in which AT&T launched 4G-LTE service. As our experience has grown, we have increased our profitability on 4G-LTE installations. Additionally, our customers further rely on us for our leading safety credentials, with a track record that outperforms the industry average pursuant to OSHA incident rates. We believe our reputation for technical expertise and high quality, reliable service provides us with an advantage when competing for new contracts and maintaining and expanding our current customer relationships.

The addition of Multiband's technician-based workforce, which included 2,398 full-time technicians as of November 15, 2013, accelerates our ability to provide advanced wireless infrastructure solutions across multiple industries and further bolster our record of high quality service and technical expertise. DIRECTV surveys every customer install, which provides a significant amount of data on each of its Home Service Providers, or HSPs. In 2012, Multiband outperformed all DIRECTV HSP suppliers in the important areas of New Installation Completion Rate and the Average Days to Close for both new customer installation and service upgrades.

### ***Long-term Relationships with Key Wireless Customers***

We have long-standing relationships with two of the largest telecommunication companies, AT&T Inc. and Alcatel-Lucent. We believe we serve as a strategic partner to our customers' services organizations. Although substantially all of our revenue during the year ended December 31, 2012 was derived from work performed under multi-year MSAs with these customers, AT&T assigns work to us under our MSA on a market-by-market basis as the sole, primary or secondary vendor in 9 of AT&T's 31 Turf Markets. Our reputation and experience enhance the loyalty of our customers and position us to become an increasingly important service provider in the outsourced wireless telecommunications industry, and the visibility into future revenues provided by these long-term relationships assists us in profitably managing our business.

The acquisition of Multiband adds a significant blue-chip customer in DIRECTV. Multiband has maintained a long-term, strategic partnership with DIRECTV, performing 1.5 million installations and service calls during 2012. The relationship between Multiband and DIRECTV has lasted over 15 years. Multiband is one of three HSPs that DIRECTV utilizes in the United States, and during the year ended December 31, 2012, Multiband performed approximately 28% of all of DIRECTV's outsourced installation, upgrade and maintenance activities. We also provide customer support and billing services to certain of DIRECTV's MDU customers through our MDU segment.

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### ***National Footprint with Scalability of Operations***

We have established significant scale and have the proven ability to increase our operations to meet the needs of our customers. We have developed a nationwide platform for the provision of our network services with 65 regional offices and warehouses in 24 states across the United States as of November 15, 2013. With over 5,000 employees, including over 1,000 in our Infrastructure Services division, over 580 in our Professional Services Division, and over 2,800 in our Field Services and Other Services divisions, as of November 15, 2013, and an extensive network of subcontractors, we have the ability to execute large and complex, multi-location projects across the United States by allocating personnel and resources quickly and efficiently. Our extensive experience provides us with a proven framework to quickly replicate the services we provide, thereby maximizing efficiency. As of November 15, 2013, through our MSA with AT&T, our largest customer, we serviced 5 of the 10 most populous cities in the United States. The Turf Markets that AT&T has assigned to us as of November 15, 2013 cover an estimated 26.7% of the total U.S. population based upon 2010 census data.

The addition of Multiband further enhances our national footprint. As of November 15, 2013, Multiband operated out of 37 field offices with coverage across 18 states with additional offices for marketing, analytics, sales and corporate headquarters. As of November 15, 2013, Multiband had 3,055 full-time employees, including 2,398 full-time technicians. We plan to leverage this technician-based workforce, with proper training, to provide large-scale wireless infrastructure deployments and improve the utilization of existing infrastructure. Multiband's experienced workforce, and significant information technology investments, provides us with additional scale and operational effectiveness.

### ***Experienced Management Team with Exceptional Track Record***

Our proven and experienced management team has an exceptional track record and plays a significant role in establishing and maintaining long-term relationships with our customers, supporting the growth of our business and managing the financial aspects of our operations. Under their leadership, we have grown substantially to become one of the largest providers of wireless infrastructure services in the United States. Our management team possesses significant industry experience and has a deep understanding of our customers and their performance requirements. We were founded in 2000 by our Executive Chairman, John Goodman, and under his leadership our revenue has increased to \$609.2 million in 2012. Over the three years ended December 31, 2012, we have experienced a revenue CAGR of 28%. Many of our new business relationships in the last year have been developed from long-standing relationships between management and our customers.

The addition of Multiband adds to our existing experienced management team. The Chief Executive Officer of Multiband, James Mandel, has served in his position since 1998. The Chief Financial Officer of Multiband, Steven Bell, was General Counsel of Multiband from June 1985 through October 1994, at which time he also became Chief Financial Officer and has since operated in that role. In connection with the Merger, we entered into employment agreements with each of Messrs. Mandel and Bell to continue serving in their roles with Multiband.

### ***Our Growth Strategies***

Our mission is to leverage our market leading capabilities to take advantage of a number of long-term favorable industry trends. We have developed a multi-year strategic plan to grow and improve our business, which includes the following strategies:

#### ***Capitalize on Rapid Growth in the Wireless Carrier Sector***

Rapidly increasing data usage on wireless networks and expanded development and consumer usage of innovative telecommunications devices have led to a significant increase in the amount of data traffic on wireless networks. These trends are driving service providers to increase capacity and upgrade cell sites nationwide to

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handle current and future wireless data traffic demands and to improve wireless quality, reliability and performance. In addition, the wireless industry is in the early stages of 4G-LTE buildout, small cell site proliferation and DAS deployments. We expect to benefit from these developments in both the near- and long-term. We believe our end-to-end service capabilities, geographic reach and reputation for quality position us to capitalize on these opportunities and trends in the wireless sector and grow our business. Additionally, we believe that Multiband provides us with the skilled workforce that we can utilize to address the installation, deployment and maintenance needs of major communications operators, including those of our current largest customer, AT&T.

### ***Continue to Increase our Operational Capabilities***

We believe our comprehensive range of network services and reputation for outstanding performance differentiates us in the marketplace. We plan to continue to develop our service and technical capabilities to ensure we remain highly valued to our customers and have the capabilities needed to effectively and profitably manage our operations. As our business expands and telecommunications technology evolves, we will continue to invest in processes, programs and systems designed to enhance our operational performance, profitability and cash flow. The acquisition of Multiband increases our national footprint and our ability to provide advanced communications solutions across a variety of industries. We plan to realize synergies from the operational and workforce expertise of our two organizations, as well as the ability to offer additional infrastructure services to existing and new potential customers.

### ***Selectively Pursue New Profitable Long-Term Relationships***

We have developed strong relationships with two of our largest customers, AT&T and Alcatel-Lucent. We intend to primarily pursue similar long-term relationships with new customers. Historically, we have often declined opportunities for short-term services projects in order to focus on long-term opportunities that generate more predictable results without sacrificing acceptable profit margins. Our ability to secure these contractual relationships is demonstrated through the recent establishment of relationships with CenturyLink, Clearwire, NSN, Sprint and Windstream. We believe that there are significant opportunities to continue expanding our scope of work with our new and legacy customers. With the acquisition of Multiband, DIRECTV became our second largest customer behind AT&T. Multiband has maintained a strong relationship with DIRECTV over the past 15 years.

### ***Extend Capabilities to Adjacent Wireless Markets***

We plan to apply the wireless expertise we have developed serving wireless carriers and OEMs to expand into the enterprise and public safety markets. The U.S. market for services in support of enterprise networks is estimated at \$415 billion for 2013 and is expected to grow to \$497 billion by 2016, according to the TIA Report. The growth of the enterprise network services industry is driven by growth in cloud-based services and the continued proliferation of tablets and smartphones. As their employees increasingly use mobile devices to conduct critical business activities, enterprises are requiring enhanced speed and coverage from their wireless networks. For many enterprises, small cell and DAS are effective solutions to increase data throughput in their networks. Significant overlap exists among the services we provide to network carriers and those needed by enterprise networks. In February 2013, we acquired the Custom Solutions Group of Cellular Specialties, Inc., or CSG. The acquisition significantly strengthens our position in some of the fastest growing areas of the wireless infrastructure industry: in-building DAS, small cells and Wi-Fi offload.

We also see a considerable opportunity to address the public safety market. Our initial entry would focus on providing services to federal agencies. We believe the planned \$7 billion deployment of a nationwide interoperable broadband network for public safety officials over the next 10 years by FirstNet represents an immediate opportunity for growth in the public safety sector. Although actual physical deployment is not

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expected to begin until 2014, there is significant planning, design and engineering to be performed prior to physical deployment. Our Professional Services and Infrastructure Services segments offer the capabilities, scale, reputation and knowledge to provide substantial support in the design, deployment and maintenance of this network. Our leadership team, as well as our government relationships team, is focused on leveraging existing relationships to help ensure participation in this initiative. In addition to this entry strategy, we plan on targeting business opportunities with the Department of Defense in regions where we have concentrated resources. Furthermore, Multiband, through the EE&C services, provides a range of services to the public safety market, including the design and construction of public safety network infrastructure.

### ***Pursue Complementary Strategic Acquisitions***

We plan to selectively pursue strategic acquisitions that will enhance our service offerings and enable expansion into new markets. We may also pursue acquisitions in complementary fields such as smart grid technology and public safety. The market for network and infrastructure service providers to the wireless telecommunications industry is highly fragmented and consists of a large number of small, local and regional providers throughout the United States. A number of high quality network providers exist that could serve as potential acquisition targets to complement our existing services and markets. Strategic acquisitions may provide us with the opportunity to build market share and geographic density in a cost-effective and efficient manner. We believe this market fragmentation creates a compelling consolidation opportunity given the limited number of large-scale national network and infrastructure service providers.

### **Recent Developments**

On February 28, 2013, we completed the acquisition of CSG, which provides indoor and outdoor wireless distributed antenna system and Wi-Fi solutions, services, consultations and maintenance. The purchase price consists of \$18.0 million in cash, earn-out payments of up to an aggregate of \$17.0 million through December 31, 2015 and the assumption of certain liabilities related to the acquired business. We believe the acquisition will help us better serve our customers' evolving needs by addressing the increasingly used in-building DAS, small-cell and Wi-Fi offload solutions.

In connection with the Merger, we solicited the consent of the holders of the original notes to make (i) certain amendments to the Indenture and the intercreditor agreement that would permit us to incur additional secured indebtedness under the Indenture and the intercreditor agreement in order to fund the Merger, and (ii) certain additional amendments to the Indenture, or collectively, the Indenture Amendments, pursuant to a Consent Letter dated April 30, 2013, or the Consent Letter. We obtained the requisite consent of the holders of the original notes on May 6, 2013, the expiration date of the consent solicitation. Following receipt of the requisite consent, we executed and delivered a supplemental indenture to the Indenture and a first amendment to the intercreditor agreement setting forth the Indenture Amendments. The Indenture Amendments became operative upon our payment of the consent fee of \$5.1 million, pursuant to the Consent Letter in connection with the Merger. We also entered into an amendment to our Credit Facility which effects certain changes conforming to the Indenture Amendments.

On June 13, 2013, GNET Escrow Corp., which was then a wholly owned subsidiary of Goodman Networks, or the Stage I Issuer, issued \$100.0 million aggregate principal amount of the Stage I Issuer's 12.125% Senior Secured Notes due 2018, or the Stage I Notes. The Stage I Issuer received \$105.0 million in cash proceeds from the offering, including \$5.0 million of issuance premium. The net proceeds were used, together with cash contributions from Goodman Networks, to fund the Merger and to pay related fees and expenses.

Promptly following the consummation of the Merger and in accordance with the terms of the indenture that governed the Stage I Notes, the Stage I Issuer merged into Goodman Networks, and Goodman Networks issued,

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in exchange for the Stage I Notes, \$100.0 million aggregate principal amount of outstanding notes as a tack-on under and pursuant to the Indenture under which the Company previously issued its \$225.0 million aggregate principal amount of 12.125% Senior Secured Notes due 2018 on June 23, 2011, or the original notes, and collectively with the outstanding notes, the Goodman Notes.

**Company Information**

We were founded in 2000 as Goodman Networks Incorporated, a Texas corporation. We maintain our principal executive offices at 6400 International Parkway, Suite 1000, Plano, Texas 75093. Our telephone number is (972) 406-9692, and our website address is [www.goodmannetworks.com](http://www.goodmannetworks.com). The references to our website in this prospectus are inactive textual references only. The information on our website is neither incorporated by reference into this prospectus nor intended to be used in connection with this exchange offering.



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**THE EXCHANGE OFFER**

*On June 13, 2013, we completed a private offering of the Stage I Notes, which we exchanged for the outstanding notes without any further action of the holders of the Stage I Notes promptly following the consummation of the Merger on August 30, 2013. Concurrently with the private offering, we entered into a registration rights agreement with Jefferies LLC, the initial purchaser. Pursuant to the registration rights agreement, we agreed, among other things, to file the registration statement of which this prospectus is a part. The following is a summary of the exchange offer. For more information please see The Exchange Offer.*

**General**

The form and terms of the exchange notes are the same as the form and terms of the outstanding notes except that:

the issuance and sale of the exchange notes have been registered pursuant to a registration statement under the Securities Act; and

the holders of the exchange notes will not be entitled to the liquidated damages provision of the registration rights agreement, which permits an increase in the interest rate on the outstanding notes in some circumstances relating to the timing of the exchange offer. See The Exchange Offer.

**The Exchange Offer**

We are offering to exchange \$100,000,000 aggregate principal amount of 12.125% Senior Secured Notes due 2018 and the related guarantees that have been registered under the Securities Act for all of our outstanding 12.125% Senior Secured Notes due 2018 issued on August 30, 2013 and the related guarantees.

The exchange offer will remain in effect for a limited time. We will accept any and all outstanding notes validly tendered and not withdrawn prior to 5:00 p.m., New York City time, on \_\_\_\_\_, 2014. Holders may tender some or all of their outstanding notes pursuant to the exchange offer. Outstanding notes, however, may be tendered only in a denomination equal to \$2,000 and integral multiples of \$1,000 in excess thereof.

This exchange offer is separate from the exchange offer for the outstanding notes, which commenced on December 23, 2013. If you hold both original notes and outstanding notes, you will need to comply with the terms of both exchange offers to exchange both your original notes and your outstanding notes.

**Resale**

Based upon interpretations by the staff of the Securities and Exchange Commission, or the SEC, set forth in no-action letters issued to unrelated third-parties, we believe that the exchange notes may be offered for resale, resold or otherwise transferred by you without compliance with the registration and prospectus delivery requirements of the Securities Act, unless you:

are an affiliate of ours within the meaning of Rule 405 under the Securities Act;

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are a broker-dealer that purchased the outstanding notes directly from us for resale under Rule 144A, Regulation S or any other available exemption under the Securities Act;

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acquired the exchange notes other than in the ordinary course of your business;

have an arrangement with any person to engage in the distribution of the exchange notes; or

are prohibited by law or policy of the SEC from participating in the exchange offer.

However, we have not obtained a no-action letter, and there can be no assurance that the SEC will make a similar determination with respect to the exchange offer. Furthermore, in order to participate in the exchange offer, you must make the representations set forth in the letter of transmittal that we are sending you with this prospectus.

**Expiration Date**

The exchange offer will expire at 5:00 p.m., New York City time, on \_\_\_\_\_, 2014.

**Conditions to the Exchange Offer**

The exchange offer is subject to certain customary conditions, some of which may be waived by us. See [The Exchange Offer](#) [Conditions to the Exchange Offer](#).

**Procedures for Tendering Outstanding Notes**

To participate in the exchange offer, you must properly complete and duly execute a letter of transmittal, which accompanies this prospectus, and transmit it, along with all other documents required by such letter of transmittal, to the exchange agent on or before the expiration date at the address provided on the cover page of the letter of transmittal.

In the alternative, you can tender your outstanding notes by following the automatic tender offer program, or ATOP, procedures established by The Depository Trust Company, or DTC, for tendering notes held in book-entry form, as described in this prospectus, whereby you will agree to be bound by the letter of transmittal and we may enforce the letter of transmittal against you.

If a holder of outstanding notes desires to tender such notes and the holder's outstanding notes are not immediately available, or time will not permit the holder's outstanding notes or other required documents to reach the exchange agent before the expiration date, or the procedure for book-entry transfer cannot be completed on a timely basis, a tender may be effected pursuant to the guaranteed delivery procedures described in this prospectus. For more details, please read [The Exchange Offer](#) [Procedures for Tendering](#), [The Exchange Offer](#) [Book-Entry Delivery Procedures](#) and [The Exchange Offer](#) [Guaranteed Delivery Procedures](#).

**Special Procedures for Beneficial Owners**

If you are a beneficial owner of outstanding notes that are registered in the name of a broker, dealer, commercial bank, trust company or other nominee, and you wish to tender those outstanding notes in the

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exchange offer, you should contact the registered holder promptly and instruct the registered holder to tender those outstanding notes on your behalf. If you wish to tender on your own behalf, you must, prior to completing and executing the letter of transmittal and delivering your outstanding notes, either make appropriate arrangements to register ownership of the outstanding notes in your name or obtain a properly completed bond power from the registered holder. The transfer of registered ownership may take considerable time and may not be able to be completed prior to the expiration date.

**Withdrawal Rights**

You may withdraw your tender of outstanding notes at any time prior to 5:00 p.m., New York City time, on the expiration date of the exchange offer. Please read [The Exchange Offer](#) [Withdrawal of Tenders](#).

**Acceptance of Outstanding Notes and Delivery of Exchange Notes**

Subject to customary conditions, we will accept outstanding notes that are properly tendered in the exchange offer and not withdrawn prior to the expiration date. The exchange notes will be delivered promptly following the expiration date.

**Consequences of Failure to Exchange Outstanding Notes**

If you do not exchange your outstanding notes in the exchange offer, you will no longer be able to require us to register the outstanding notes under the Securities Act, except in the limited circumstances provided under the registration rights agreement. In addition, you will not be able to resell, offer to resell or otherwise transfer the outstanding notes unless we have registered the outstanding notes under the Securities Act, or unless you resell, offer to resell or otherwise transfer them under an exemption from the registration requirements of, or in a transaction not subject to, the Securities Act.

**Dissenters' Rights**

Holders of outstanding notes do not have any appraisal or dissenters' rights in connection with the exchange offer. We intend to conduct the exchange offer in accordance with the applicable requirements of the Securities Exchange Act of 1934, or the Exchange Act, and the rules and regulations of the SEC.

**Interest on the Exchange Notes and the Outstanding Notes**

The exchange notes will bear interest from the most recent interest payment date on which interest has been paid on the outstanding notes. Holders whose outstanding notes are accepted for exchange will be deemed to have waived the right to receive interest accrued on the outstanding notes.

**Broker-Dealers**

Each broker-dealer that receives exchange notes for its own account pursuant to the exchange offer, where such outstanding notes were acquired by such broker-dealer as a result of market-making activities or other trading activities, must acknowledge that it will deliver a prospectus in connection with any resale of such exchange notes. See [Plan of Distribution](#).

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**Risk Factors**

You should consider carefully all of the information set forth in this prospectus and, in particular, you should evaluate the specific factors under the section entitled Risk Factors in this prospectus before deciding to invest in the exchange notes.

**Certain Federal Income Tax Considerations**

Neither the registration of the outstanding notes pursuant to our obligations under the registration rights agreement nor the holder's receipt of exchange notes in exchange for outstanding notes will constitute a taxable event for U.S. federal income tax purposes. Please read Certain Federal Income Tax Considerations.

**Exchange Agent**

Wells Fargo Bank, National Association, the trustee under the Indenture, is serving as exchange agent in connection with the exchange offer.

**Use of Proceeds**

The issuance of the exchange notes will not provide us with any new proceeds. We are making the exchange offer solely to satisfy certain of our obligations under the registration rights agreement.

**Fees and Expenses**

We will bear all expenses related to the exchange offer. Please read The Exchange Offer Fees and Expenses.

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**THE EXCHANGE NOTES**

*The following is a brief summary of some of the principal terms of the exchange notes and is not intended to be complete. You should carefully review the "Description of the Exchange Notes" section of this prospectus, which contains a detailed description of the terms and conditions of the exchange notes.*

<b>Issuer</b>	Goodman Networks Incorporated, a Texas corporation.
<b>Securities Offered</b>	\$100,000,000 in aggregate principal amount of 12.125% Senior Secured Notes due 2018 and the related guarantees.
<b>Maturity Date</b>	July 1, 2018.
<b>Interest</b>	We will pay interest on the exchange notes in cash semi-annually at an annual interest rate of 12.125% on January 1 and July 1 of each year, beginning on July 1, 2014.
<b>Security</b>	The exchange notes will be secured by: (i) a first-priority lien on substantially all of our, and each of our existing and future wholly owned material domestic subsidiaries, existing and future domestic plant, property, assets and equipment including tangible and intangible assets, other than the assets that secure our Credit Facility, on a first-priority basis, (ii) a first-priority lien on 100% of the capital stock of all of our future material U.S. subsidiaries and non-voting stock of our future material non-U.S. subsidiaries and 66% of all voting stock of our future material non-U.S. subsidiaries, or, collectively, the Notes Collateral, and (iii) a second-priority lien on our accounts receivables, inventory, related contracts and other rights and other assets related to the foregoing and proceeds thereof that secure our Credit Facility on a first-priority basis, or the Bank Collateral, subject, in each case, to certain exceptions and permitted liens and releases under certain circumstances.
<b>Guarantees</b>	All of our existing and future wholly owned material domestic subsidiaries, or the guarantors, will fully and unconditionally guarantee the exchange notes on a senior secured basis, or the exchange note guarantees. The exchange note guarantees will be joint and several obligations of the guarantors.
<b>Ranking</b>	The exchange notes: <ul style="list-style-type: none"> <li>will be our general senior secured obligations;</li> <li>will be structurally subordinated to any existing and future indebtedness and other liabilities of our non-guarantor subsidiaries;</li> </ul>

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will be *pari passu* in right of payment with all of our existing and future indebtedness that is not subordinated;

will be senior in right of payment to any of our existing and future subordinated indebtedness;

will be unconditionally guaranteed on a senior secured basis by our existing guarantors; and

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may be unconditionally guaranteed on a senior secured basis by certain future guarantors.

Each exchange note guarantee of a guarantor:

will be a general senior secured obligation of that guarantor;

will be secured on a first-priority lien basis by the Notes Collateral owned by such guarantor and on a second-priority lien basis by the Bank Collateral owned by such guarantor;

will be *pari passu* in right of payment with all existing and future indebtedness of that guarantor that is not subordinated; and

will be senior in right of payment to any future subordinated indebtedness of that guarantor.

See Description of the Exchange Notes Brief Description of the Notes and Note Guarantees.

In the event of a bankruptcy, liquidation or reorganization of any non-guarantor subsidiary, such subsidiary will pay the holders of its debt and its trade creditors before it will be able to distribute any of its assets to us. See Risk Factors Risks Related to the Exchange Notes Your right to receive payment on the exchange notes will be structurally subordinated to the liabilities of our non-guarantor subsidiaries.

**Intercreditor Agreement**

The collateral trustee is party to an intercreditor agreement with us and PNC Bank, National Association, or PNC Bank, agent under our Credit Facility, that governs the relationship between the lenders under the Credit Facility and the holders of the exchange notes, with respect to the relative rights of such creditors in and to the collateral that secures both the exchange notes and our obligations under the Credit Facility. See Description of the Exchange Notes The Intercreditor Agreement.

**Optional Redemption**

Prior to July 1, 2014, we may redeem up to 35% of the aggregate principal amount of the exchange notes and the original notes at the premium set forth in this prospectus, plus accrued and unpaid interest and additional interest, if any, with the net cash proceeds of certain equity offerings; subject to at least 65% of the original total principal amount of the original notes remaining outstanding following such redemption.

Prior to July 1, 2015, we may redeem some or all of the exchange notes at a make-whole premium set forth in this prospectus, plus accrued and unpaid interest and additional interest, if any.



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On or after July 1, 2015, we may redeem some or all of the exchange notes at a premium that will decrease over time as set forth in this prospectus, plus accrued and unpaid interest and additional interest, if any.

### **Change of Control Offer**

If we undergo a change of control, we will be required to make an offer to each holder of the exchange notes to repurchase all or a portion of its exchange notes at 101% of their principal amount, plus

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accrued and unpaid interest and additional interest, if any, to the date of repurchase. See Description of the Exchange Notes Repurchase at the Option of Holders Change of Control.

**Asset Sale Offer**

If we sell certain assets or experience certain casualty events and do not use the net proceeds as required, we will be required to use such net proceeds to repurchase the exchange notes at 100% of their principal amount, plus accrued and unpaid interest and additional interest, if any, to the date of repurchase. See Description of the Exchange Notes Repurchase at the Option of Holders Asset Sales.

**Certain Covenants**

The indenture governing the exchange notes limits our ability and the ability of our restricted subsidiaries to, among other things:

incur or guarantee additional indebtedness or issue certain preferred equity;

pay dividends on, and make certain distributions in respect of, capital stock or make other restricted payments;

create or incur certain liens;

make certain investments;

sell certain assets;

enter into certain transactions with affiliates;

agree to certain restrictions on the ability of restricted subsidiaries to make payments to us;

merge, consolidate, sell all or otherwise dispose of all or substantially all of our assets; and

designate our subsidiaries as unrestricted subsidiaries.

These covenants are subject to a number of important exceptions and qualifications, which are described under Description of the Exchange Notes Certain Covenants.

**No Prior Market**

The exchange notes will be a new issue of securities for which there is no established market. Accordingly, there can be no assurance that a market for the exchange notes will develop or as to the liquidity of any market that may develop. We do not intend to apply

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for listing of the exchange notes on any securities exchange or for the inclusion of the exchange notes in any automated quotation system.

### **Risk Factors**

You should consider carefully all of the information set forth in this prospectus and, in particular, you should evaluate the specific factors under the section entitled Risk Factors in this prospectus, before deciding to exchange your outstanding notes.

**Table of Contents****SUMMARY HISTORICAL CONSOLIDATED FINANCIAL AND OPERATING DATA OF GOODMAN NETWORKS**

The following table sets forth the summary historical consolidated financial and operating data of Goodman Networks as of and for the fiscal years ended December 31, 2010, 2011 and 2012, which has been derived from, and should be read together with, our audited historical consolidated financial statements and related notes included elsewhere in this prospectus, and as of and for the nine months ended September 30, 2012 and 2013, which has been derived from, and should be read together with, our unaudited historical consolidated financial statements and related notes included elsewhere in this prospectus.

On February 28, 2013, we completed the CSG acquisition. Accordingly, the operations and assets acquired in the CSG acquisition are included in our historical results of operations beginning March 1, 2013 and reflected in our historical balance sheet beginning as of June 30, 2013. We completed the Merger with Multiband on August 30, 2013. The operations and assets of Multiband are included in our historical results of operations beginning August 31, 2013 and reflected in our historical balance sheet beginning as of September 30, 2013.

You should read the following summary historical financial and operating data in conjunction with the information under Management's Discussion and Analysis of Financial Condition and Results of Operations, our consolidated financial statements and other financial information included elsewhere in this prospectus. Our historical results included below and elsewhere in this prospectus are not necessarily indicative of our future performance.

	Year Ended December 31,			Nine Months Ended September 30,	
	2010	2011	2012	2012	2013
<b>(Dollars in thousands, except ratio data)</b>					
<b>Statement of Operations Data(1):</b>					
Revenues	\$ 320,388	\$ 729,002	\$ 609,227	\$ 361,769	\$ 573,670
Cost of revenues	279,767	610,784	499,288	307,492	489,261
Gross profit	40,621	118,218	109,939	54,277	84,409
Selling, general and administrative expenses	53,656	67,450	87,216	50,482	83,051
Other operating income (expense)	749	(4,000)			
Operating income (loss)	(12,286)	46,768	22,723	3,795	1,358
Interest expense	5,718	20,548	31,998	23,686	28,790
Other income					(8)
Income (loss) before income tax expense	(18,004)	26,220	(9,275)	(19,891)	(27,424)
Income tax expense (benefit)	(6,897)	10,309	(4,176)	(7,087)	(7,090)
Net income (loss) from continuing operations	(11,107)	15,911	(5,099)	(12,804)	(20,334)
Income (loss) from discontinued operations	(256)	3,407	2,568	144	(22)
Net income (loss)	\$ (11,363)	\$ 19,318	\$ (2,531)	\$ (12,660)	\$ (20,356)
<b>Other Financial Data:</b>					
EBITDA (2)	\$ (8,498)	\$ 56,561	\$ 30,480	\$ 6,728	\$ 7,476
Adjusted EBITDA (1)(2)	(1,508)	58,768	46,567	10,778	18,701
Capital expenditures (3)	4,052	3,227	3,470	2,725	2,799
Ratio of Earnings to Fixed Charges (4)		2.19x			
<b>Balance Sheet Data (at period end):</b>					
Cash and cash equivalents	\$	\$ 100,637	\$ 120,991	\$ 95,334	\$ 21,705
Total assets	213,944	301,826	324,159	294,496	506,932
Long-term debt (net of current portion)	17,933	221,401	221,953	221,817	330,537
Series C Convertible Redeemable Preferred Stock	28,388				
Common stock subject to put options	1,500				

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Total shareholders deficit	(37,111)	(95,241)	(92,323)	(107,467)	(113,533)
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- (1) During the three months ended March 31, 2013, transitional services ceased on an expired contract with AT&T in the Pacific Northwest region. Accordingly, the results of operations for the Pacific Northwest region are presented as discontinued operations for all periods presented.

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(2) EBITDA represents net income before income tax expense, interest, depreciation and amortization. We present EBITDA because we consider it to be an important supplemental measure of our operating performance and we believe that such information will be used by securities analysts, investors and other interested parties in the evaluation of high yield issuers, many of which present EBITDA when reporting their results. We consider EBITDA to be an operating performance measure, and not a liquidity measure, that provides a measure of operating results unaffected by differences in capital structures, capital investment cycles and ages of related assets among otherwise comparable companies.

We present Adjusted EBITDA, which adjusts EBITDA for items that management does not consider to be reflective of Goodman Networks' core operating performance, because it may be used by certain investors as a measure of operating performance. Management considers core operating performance to be that which can be affected by managers in any particular period through their management of the resources that affect our underlying revenue and profit generating operations during that period. Adjusted EBITDA adjusts EBITDA to eliminate the impact of certain items, including: (i) share-based compensation (non-cash portion); (ii) certain professional and consultant fees identified in the indenture; (iii) severance expense (paid to certain senior level employees); (iv) amortization of debt issuance costs; (v) restatement fees and expenses; (vi) a tax gross-up payment made to the Company's Chief Executive Officer to cover the his tax obligation for an award of common stock and (vii) transaction fees and expenses related to acquisitions. In our previous external communications, we have referred to Consolidated EBITDA as defined pursuant to the Indenture as Adjusted EBITDA. However in this prospectus and our future external communications, we refer and will refer to Consolidated EBITDA as defined pursuant to the Indenture as Consolidated EBITDA. References to Adjusted EBITDA are to a different measure.

Because EBITDA and Adjusted EBITDA are not recognized measurements under GAAP, both have limitations as analytical tools. Because of these limitations, when analyzing our operating performance, investors should use EBITDA and Adjusted EBITDA in addition to, and not as an alternative for, net income, operating income or any other performance measure presented in accordance with GAAP. Similarly, investors should not use EBITDA and Adjusted EBITDA as an alternative to cash flow from operating activities or as a measure of our liquidity.

The following table reconciles net income to EBITDA and EBITDA to Adjusted EBITDA:

	Year Ended December 31,			Nine Months Ended	
	2010	2011	2012	2012	2013
	(Dollars in thousands)				
<b>EBITDA and Adjusted EBITDA:</b>					
Net income (loss) from continuing operations	\$ (11,107)	\$ 15,911	\$ (5,099)	\$ (12,804)	\$ (20,334)
Income tax expense (benefit)	(6,897)	10,309	(4,176)	(7,087)	(7,090)
Interest expense	5,718	20,548	31,998	23,686	28,788
Depreciation and amortization	4,268	4,519	3,621	2,734	6,134
EBITDA from continuing operations	(8,018)	51,287	26,344	6,529	7,498
Income (loss) from discontinued operations, net of tax	(256)	3,407	2,568	144	(22)
Income tax expense (benefit) from discontinued operations	(224)	1,867	1,568	55	
EBITDA from discontinued operations	(480)	5,274	4,136	199	(22)
Total EBITDA	(8,498)	56,561	30,480	6,728	7,476
Share-based compensation (a)	1,022	1,023	5,629	503	3,416
Specified professional fees (b)	5,301	651			
Severance expense (c)	667	1,228			
Amortization of debt issuance costs (d)		(695)	(1,195)	(894)	(1,117)
Restatement fees and expenses (e)			8,075	4,441	3,380
Tax gross up on CEO stock grant (f)			3,226		
Acquisition related transaction expenses (g)			352		5,546
Adjusted EBITDA (h)	\$ (1,508)	\$ 58,768	\$ 46,567	\$ 10,778	\$ 18,701

(a) Represents non-cash expense related to equity-based compensation.

(b) Includes: (i) third-party consultant fees for a review of various business process and cost improvement initiatives; (ii) third-party consultant fees as a result of an investment in our company by affiliates of The Stephens Group, LLC; (iii) fees paid to an executive recruiting firm and (iv) operations review expenses.

(c) Represents severance costs paid to certain senior level employees upon termination of their employment with us.

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- (d) Amortization of debt issuance costs is included in interest expense but excluded in the calculation of Adjusted EBITDA per the Indenture governing the notes.
- (e) Represents accounting advisory and audit fees incurred in connection with completing the restatement of the Company's financial statements for the years ended December 31, 2009, 2010 and 2011, and preparing the Company's financial statements for the year ended December 31, 2012, on the completed contract method and modifying the Company's business processes to account for construction projects under the completed contract method going forward.
- (f) Represents a tax gross-up payment made to cover the tax obligation for share grant made to the Company's Chief Executive Officer in connection with his transition into that role.

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- (g) Represents fees and expenses incurred relating to our recent acquisitions.
- (h) For the years ended December 31, 2010, 2011 and 2012, includes EBITDA related to discontinued operations of Goodman Networks of \$(0.5) million, \$5.3 million and \$4.1 million, respectively. For the nine months ended September 30, 2012 and 2013, includes EBITDA related to discontinued operations of Goodman Networks of \$0.1 million and \$0.0 million, respectively.
- (3) Includes purchase of property and equipment financed through capital leases and other financing arrangements.
- (4) For purposes of calculating the ratio of earnings to fixed charges, earnings represents income before income taxes plus fixed charges (excluding capitalized interest). Fixed charges includes interest expense (including capitalized interest), amortization of issuance expense and the portion of rent expense that management believes is representative of the interest component of rental expense, which is currently one-third. For the years ended December 31, 2010 and 2012, earnings were insufficient to cover fixed charges by \$18.0 million and \$9.3 million, respectively. For the nine months ended September 30, 2012 and 2013, earnings were insufficient to cover fixed charges by \$19.9 million and \$27.4 million, respectively.



**Table of Contents****SUMMARY HISTORICAL CONSOLIDATED FINANCIAL AND OPERATING DATA OF MULTIBAND**

The following table sets forth the summary historical consolidated financial and operating data of Multiband as of and for the periods indicated. The summary historical consolidated financial and operating data set forth below as of and for each of the years in the two-year period ended December 31, 2012, has been derived from Multiband's historical consolidated financial statements and related notes included elsewhere in this prospectus. The selected historical consolidated financial data set forth below as of and for each of the six months ended June 30, 2012 and 2013, has been derived from Multiband's unaudited consolidated financial statements and related notes included elsewhere in this prospectus.

You should read the following summary historical consolidated financial and operating data in conjunction with Multiband's consolidated financial statements and other financial information included elsewhere in this prospectus. Historical results are not necessarily indicative of the results to be expected for any future period.

	Year Ended December 31,		Six Months Ended June 30,	
	2011	2012	2012 (Unaudited)	2013 (Unaudited)
<b>(Dollars in thousands)</b>				
<b>Statement of Operations Data:</b>				
Revenues	\$ 300,186	\$ 293,939	\$ 136,495	\$ 143,929
Cost of revenues	214,559	213,182	100,186	104,995
Gross profit	85,627	80,757	36,309	38,934
Selling, general and administrative expenses	63,939	67,215	32,353	31,350
Depreciation and amortization	6,757	6,601	3,304	3,090
Impairment of assets	246			
Operating income (loss)	14,685	6,941	652	4,494
Total other expense	(4,030)	(4,066)	(2,359)	(2,408)
Income (loss) before income tax expense	10,655	2,875	(1,707)	2,086
Income tax expense (benefit)	3,611	(2,313)	(552)	892
Net income (loss) from continuing operations	7,044	5,188	(1,155)	1,194
Income (loss) from discontinued operations		(2,582)	(351)	(1,997)
Net income (loss)	\$ 7,044	\$ 2,606	\$ (1,506)	\$ (803)
<b>Other Financial Data:</b>				
EBITDA (1)	\$ 21,496	\$ 9,988	\$ 2,990	\$ 4,310
<b>Balance Sheet Data (at period end):</b>				
Cash and cash equivalents	\$ 18,169	\$ 18,056	\$ 8,685	\$ 327
Total assets	141,602	140,474	136,303	131,977
Long-term debt (net of current portion)	29,229	20,458	3,583	18,331
Total stockholders' equity	42,952	46,673	42,451	46,726

(1) We present Multiband's EBITDA because we consider it to be an important supplemental measure of operating performance and believe that such information will be used by securities analysts, investors and other interested parties in the evaluation of high yield issuers, many of which present EBITDA when reporting their results. We consider EBITDA to be an operating performance measure, and not a liquidity measure, that provides a measure of operating results unaffected by differences in capital structures, capital investment cycles and ages of related assets among otherwise comparable companies.

EBITDA is not a recognized measurement under GAAP, and, therefore, has limitations as an analytical tool. Because of these limitations, when analyzing Multiband's operating performance, investors should use EBITDA in addition to, and not as an alternative for, net income, operating

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income or any other performance measure presented in accordance with GAAP. Similarly, investors should not use EBITDA as an alternative to cash flow from operating activities or as a measure of Multiband's liquidity.

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The following table reconciles net income to EBITDA for Multiband for the periods presented:

	Year Ended December 31,		Six Months Ended June 30,	
	2011	2012	2012 (Unaudited)	2013 (Unaudited)
	(Dollars in thousands)			
Net income (loss) from continuing operations	\$ 7,044	\$ 5,188	\$ (1,155)	\$ 1,194
Income tax expense (benefit)	3,611	(2,313)	(552)	892
Interest expense	3,838	3,698	1,836	2,445
Depreciation and amortization (includes impairment of assets)	7,003	6,601	3,304	3,090
EBITDA from continuing operations	\$ 21,496	\$ 13,174	\$ 3,433	\$ 7,621
Income (loss) from discontinued operations, net of tax		(2,582)	(351)	(1,997)
Income tax expense (benefit) from discontinued operations		(1,574)	(278)	(1,314)
Interest expense from discontinued operations		2	3	
Depreciation and amortization from discontinued operations (includes impairment of assets)		968	183	
EBITDA from discontinued operations		(3,186)	(443)	(3,311)
Total EBITDA	\$ 21,496	\$ 9,988	\$ 2,990	\$ 4,310

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### **RISK FACTORS**

*Investing in the exchange notes involves risks. You should carefully consider the following information about these risks before investing in the exchange notes. The risks and uncertainties described below are not the only risks and uncertainties we face. Additional risks not presently known to us or that we currently deem immaterial may also impair our business operations. If any of these risks actually occur, our business, financial condition or results of operations would likely suffer. In such case, the value of the exchange notes could decline, and you may lose all or part of the money you paid to buy the exchange notes.*

#### **Risks Related to the Exchange Offer**

***There is no active trading market for the exchange notes. As a result, the value of the exchange notes may fluctuate significantly and any market for the exchange notes may be illiquid.***

The exchange notes will be a new issue of debt securities of the same class as the outstanding notes and will generally be freely transferrable. Notwithstanding the foregoing, a liquid market may not develop for the exchange notes, and you may be unable to sell your exchange notes at a particular time, as we do not intend to apply for the exchange notes to be listed on any securities exchange or to arrange for quotation on any automated dealer quotation system. In addition, the trading prices of the exchange notes could be subject to significant fluctuations in response to government regulations, variations in quarterly operating results, general economic conditions and various other factors. The liquidity of the trading market in the exchange notes and the market price quoted for the exchange notes may also be adversely affected by changes in the overall market for high-yield securities and by changes in our financial performance or prospects or in the prospects for companies in our industry generally. The liquidity of any market for exchange notes will depend upon various factors, including:

the number of holders of the exchange notes;

the interest of securities dealers in making a market for the exchange notes;

the overall market for similar classes of securities;

our financial performance or prospects; and

the performance and prospects for companies in our industry generally.

Accordingly, we cannot assure you that a market or liquidity will develop for the exchange notes. Historically, the markets for non-investment grade indebtedness have been subject to disruptions that have caused substantial volatility in the prices of securities similar to the exchange notes. We cannot assure you that the market for the exchange notes, if any, will not be subject to similar disruptions. Any such disruptions may adversely affect you as a holder of the exchange notes. If no active trading market develops, you may be unable to resell your exchange notes at their fair market value or at all.

***If you do not exchange your outstanding notes in the exchange offer, the transfer restrictions currently applicable to your outstanding notes will remain in force, and the market price of your outstanding notes could decline.***

If you do not exchange your outstanding notes for exchange notes in the exchange offer, you will continue to be subject to restrictions on transfer of your outstanding notes as set forth in the offering memorandum distributed in connection with the private offering of the outstanding notes. In general, the outstanding notes may not be offered or sold unless they are registered or exempt from registration under the Securities Act and applicable state securities laws. Except as required by the registration rights agreement, we do not intend to register resales of the outstanding notes under the Securities Act.

The tender of outstanding notes under the exchange offer will reduce the aggregate principal amount of the outstanding notes, which may have an adverse effect upon, and increase the volatility of, the market prices of the outstanding notes due to a reduction in liquidity. In addition, if you

do not exchange your outstanding notes in the

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exchange offer, you will no longer be entitled to exchange your outstanding notes for exchange notes registered under the Securities Act, and you will no longer be entitled to have your outstanding notes registered for resale under the Securities Act.

### **Risks Related to Our Indebtedness and the Exchange Notes**

***Our substantial level of indebtedness could adversely affect our business, financial condition or results of operations and prevent us from fulfilling our obligations under the exchange notes.***

We have a significant amount of indebtedness. As of September 30, 2013, we had approximately \$343.9 million of indebtedness outstanding.

Our substantial indebtedness could have important consequences to you. For example, it could:

make it more difficult for us to satisfy our obligations with respect to the notes;

increase our vulnerability to general adverse economic and industry conditions;

require us to dedicate a substantial portion of our cash flow from operations to payments on our indebtedness, thereby reducing the availability of our cash flow to fund working capital, capital expenditures, acquisitions and other general corporate purposes;

limit our flexibility in planning for, or reacting to, changes in our business and changes in the industries we serve and in which we operate;

place us at a competitive disadvantage compared to our competitors that have less debt;

limit our ability to borrow additional funds for working capital, capital expenditures and other general corporate purposes; and

limit our ability to refinance our indebtedness, including the notes.

***Despite our levels of indebtedness, we may still be able to incur a significant amount of additional debt, which could exacerbate the risks to our financial condition and prevent us from fulfilling our obligations under the notes.***

We may be able to incur significant additional indebtedness in the future. Although the credit agreement governing our Credit Facility, or the Credit Agreement, and the indenture governing the notes contain restrictions on the incurrence of additional indebtedness, these restrictions are subject to a number of qualifications and exceptions. This may affect our ability to make principal and interest payments on the notes when due. These restrictions also will not prevent us from incurring obligations that do not constitute indebtedness.

***We may be unable to generate sufficient cash to service all of our indebtedness, including the notes, and may be forced to take other actions to satisfy our obligations under our indebtedness, which may be unsuccessful.***

Our ability to make scheduled payments on our debt obligations or to refinance them depends on our financial condition and operating performance, which is subject to prevailing economic and competitive conditions and to certain financial, business and other factors beyond our control. We may also be required to obtain the consent of the lenders under our Credit Facility to refinance material portions of our indebtedness, including the notes. We cannot assure you that we will maintain a level of cash flows from operating activities sufficient to permit us to pay the principal, premium, if any, and interest on our indebtedness, including the notes.

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If our cash flows and capital resources are insufficient to fund our debt service obligations, we may be forced to reduce or delay investments and capital expenditures, or to sell assets, seek additional capital or restructure or refinance our indebtedness, including the notes. These alternative measures may be unsuccessful and may not permit us to meet our scheduled debt service obligations. If our operating results and available cash

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are insufficient to meet our debt service obligations, we could face substantial liquidity problems and might be required to dispose of material assets or operations to meet our debt service and other obligations. We may be unable to consummate those dispositions or to obtain the proceeds that we could realize from them, and these proceeds may be inadequate to meet any debt service obligations then due. Additionally, the Credit Agreement and the indenture governing the notes limit the use of the proceeds from any disposition; as a result, we may not be allowed, under these documents, to use proceeds from such dispositions to satisfy all current debt service obligations.

*If we default under our Credit Facility, we may be unable to service our debt obligations.*

In the event of a default under our Credit Facility, the lenders could elect to declare all amounts borrowed, together with accrued and unpaid interest and other fees, to be due and payable. If such acceleration occurs, the amounts outstanding under the exchange notes may be accelerated, and we may be unable to repay the amounts due under our Credit Facility or the exchange notes. The events of default under our Credit Facility are customary for financings of this type (subject to customary and appropriate grace periods). An acceleration of our indebtedness under the Credit Facility and the exchange notes could have serious consequences to the holders of the exchange notes and to our financial condition and results of operations, and could cause us to become bankrupt or insolvent.

*Indebtedness under our Credit Facility is effectively senior to the exchange notes and any guarantees with regard to the value of the collateral securing the Credit Facility.*

As of September 30, 2013 and after giving effect to the amendment to our Credit Facility on September 6, 2013, we had \$27.9 million of unused availability under our Credit Facility, which takes into account \$4.5 million of outstanding letters of credit, subject to borrowing base determination and the maintenance of certain covenants. Obligations under our Credit Facility are secured by a first-priority lien on the Bank Collateral. The exchange notes will be secured by a second-priority lien on the Bank Collateral. Any rights to payment and claims by the holders of the exchange notes will, therefore, be effectively junior to any rights to payment or claims by our creditors under our Credit Facility with respect to distributions of the Bank Collateral. Only when the obligations under our Credit Facility are satisfied in full will the proceeds of the Bank Collateral be available, subject to other permitted liens, to satisfy obligations under the exchange notes. The exchange notes will also be effectively junior in right of payment to any other indebtedness collateralized by a higher priority lien on our assets, to the extent of the realizable value of such collateral.

*The Credit Facility will mature prior to the notes, and we will have to refinance or repay any outstanding balance on the Credit Facility prior to repaying the notes.*

Prior to the repayment of the notes, we will be required to repay our Credit Facility, which consists of a \$50.0 million total commitment, \$7.6 million of which was borrowed as of September 30, 2013, but the availability under which was reduced by \$4.5 million of outstanding letters of credit. If we borrow under the Credit Facility, we may be unable to refinance any of this indebtedness on commercially reasonable terms or at all. If we are unable to repay or refinance any of this indebtedness or obtain new financing under these circumstances, our lenders will be entitled to exercise the remedies provided in the Credit Facility and we will have to consider other options, such as:

sales of assets;

sales of equity;

negotiations with our lenders to restructure the applicable indebtedness; and

commencement of voluntary bankruptcy proceedings.

Our debt instruments may restrict, or market or business conditions may limit, our ability to use some of these options. Our failure to pay our obligations with respect to the Credit Facility would also constitute an event



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of default under the indenture governing the notes, which would entitle the holders of the exchange notes to accelerate our obligations with respect to the notes and exercise the remedies provided in the indenture and security documents relating to the notes.

***Your right to receive payment on the exchange notes will be structurally subordinated to the liabilities of our non-guarantor subsidiaries.***

Only our existing and future material domestic subsidiaries will guarantee the exchange notes. The exchange notes will be structurally subordinated to all indebtedness of our subsidiaries that are not guarantors of the exchange notes. While the indenture will limit the indebtedness and activities of these non-guarantor subsidiaries, holders of indebtedness of, and trade creditors of, non-guarantor subsidiaries, are entitled to payments of their claims from the assets of such subsidiaries before those assets are made available for distribution to us, as direct or indirect shareholder.

Accordingly, in the event that any of our non-guarantor subsidiaries becomes insolvent, liquidates or otherwise reorganizes:

our creditors (including the holders of the exchange notes) will have no right to proceed against such subsidiary's assets; and

the creditors of the non-guarantor subsidiaries, including trade creditors, will generally be entitled to payment in full from the sale or other disposal of assets of such non-guarantor subsidiary before we, as direct or indirect shareholder, will be entitled to receive any distributions from such subsidiary.

***We may not have the ability to raise the funds necessary to finance the change of control offer or the asset sale offer required by the indenture governing the exchange notes.***

Upon a change of control, subject to certain conditions, we are required to offer to repurchase all outstanding exchange notes at 101% of the principal amount thereof, plus accrued and unpaid interest and additional interest, if any, to the date of repurchase. Further, upon certain asset sales subject to certain conditions and exceptions, we may be required to repurchase any outstanding exchange notes at 100% of the principal amount thereof, plus accrued and unpaid interest and additional interest, if any. The source of funds for the purchases of the exchange notes will be our available cash or other potential sources, including borrowings, proceeds from sales of assets or proceeds from sales of equity. Sufficient funds from such sources may be unavailable at the time of any change of control or asset sale to make required repurchases of the exchange notes tendered. Our future indebtedness agreements may limit our ability to repurchase your exchange notes and/or provide that certain change of control events or asset sales will constitute an event of default thereunder.

***Holders of the exchange notes may be unable to determine when a change of control giving rise to their right to have the exchange notes repurchased has occurred following a sale of substantially all of our assets.***

The definition of change of control in the indenture governing the exchange notes includes a phrase relating to the sale of all or substantially all of our assets. There is no precise established definition of the phrase substantially all under applicable law. Accordingly, the ability of a holder of the exchange notes to require us to repurchase its exchange notes as a result of a sale of less than all our assets to another person may be uncertain.

***The intercreditor agreement in connection with the indenture governing the notes may limit the rights of the holders of the notes and their control with respect to the Notes Collateral.***

The rights of the holders of the notes with respect to the Notes Collateral are substantially limited pursuant to the terms of the intercreditor agreement. Under the intercreditor agreement, if amounts or commitments remain outstanding under our Credit Facility, actions taken in respect of Notes Collateral, including the ability to cause the commencement of enforcement proceedings against such collateral and to control the conduct of these

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proceedings, will be at the sole direction of the holders of the obligations secured by the first priority liens, subject to certain limitations. As a result, the collateral trustee, on behalf of the holders of the notes, may not have the ability to control or direct these actions, even if the rights of the holders of the exchange notes are adversely affected. The intercreditor agreement also contains certain provisions that restrict the collateral trustee, on behalf of the holders of the notes, from objecting to a number of important matters involving certain of the collateral following a bankruptcy filing by us. After such a filing, the value of the collateral could materially deteriorate.

***U.S. bankruptcy laws may limit your ability to realize value from the collateral.***

The right of the collateral trustee to repossess and dispose of the Notes Collateral is likely to be significantly impaired by applicable bankruptcy law if a bankruptcy proceeding were to be commenced by or against us. Even if the repossession and disposition has occurred, a subsequent bankruptcy proceeding could give rise to causes of action against the collateral trustee and the holders of the exchange notes. Following the commencement of a case under the United States Bankruptcy Code, as amended, or the Bankruptcy Code, a secured creditor such as the collateral trustee is prohibited from repossessing its security from a debtor in a bankruptcy case, or from disposing of security repossessed from such debtor, without prior bankruptcy court approval, which may not be obtained. Moreover, the Bankruptcy Code permits the debtor to continue to retain and use collateral, and the proceeds, products, rents or profits of the collateral, even though the debtor is in default under the applicable debt instruments so long as the secured creditor is given adequate protection. A bankruptcy court may also determine that a secured creditor is not entitled to any compensation or other protection in respect of the diminution in the value of its collateral if the value of the collateral exceeds the amount of the debt it secures.

The meaning of the term adequate protection varies according to circumstances, and may include, among other things, cash payments or the granting of additional security, but it is intended generally to protect the value of the secured creditor's interest in the collateral as of the commencement of the bankruptcy case and is granted in the bankruptcy court's sole discretion.

Given the uncertainty as to the value of the Notes Collateral at the time any bankruptcy case may be commenced, and in view of the fact that the granting of adequate protection varies on a case-by-case basis and remains within the broad discretionary power of the bankruptcy court, it is impossible to predict:

how long payments under the exchange notes could be delayed following commencement of a bankruptcy case;

whether or when the collateral trustee could repossess or dispose of any collateral; and

whether or to what extent the holders of the exchange notes would be compensated for any delay in payment or loss of value of the collateral through any grant of adequate protection.

***It may be difficult to realize the value of the Notes Collateral.***

The Notes Collateral is subject to any and all exceptions, defects, encumbrances, liens and other imperfections as may be accepted from time to time by the collateral trustee and any other creditors that also have the benefit of first priority liens on the Notes Collateral, whether on or after the date the exchange notes are issued. The existence of any such exceptions, defects, encumbrances, liens or other imperfections could adversely affect the value of the Notes Collateral as well as the ability of the collateral trustee to realize or foreclose on such collateral.

The security interest of the collateral trustee is subject to practical problems generally associated with the realization of security interests in collateral. For example, the collateral trustee may need to obtain the consent of a third party to obtain or enforce a security interest in a contract, and the collateral trustee may be unable to obtain any such consent. The consents of any third parties may not be given if required to facilitate a foreclosure on any particular assets. Accordingly, the collateral trustee may not have the ability to foreclose upon such assets and the value of the collateral may significantly decrease.

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### ***The value of the Notes Collateral may be insufficient to satisfy our obligations under the exchange notes.***

The exchange notes are secured by liens on the Notes Collateral. The value of the collateral and the amount to be received upon a sale of such collateral will depend upon many factors including, among others, the condition of the collateral and the telecommunications industry, the ability to sell the collateral in an orderly sale, the condition of the international, national, and local economies, the availability of buyers and other similar factors. No appraisal of the fair market value of the collateral has been prepared in connection with this offering. You should not rely upon the book value of the collateral as a measure of realizable value for such assets. By their nature, portions of the collateral may be illiquid and may have no readily ascertainable market value. In addition, a significant portion of the collateral includes assets that may only be usable, and thus retain value, as part of our existing operating businesses. Accordingly, any such sale of the collateral separate from the sale of certain operating businesses may not be feasible or have significant value.

There may be insufficient proceeds of collateral to pay off all amounts due under the exchange notes and any other debt that we may issue that would be secured on the same basis as the exchange notes. In addition, to the extent that third parties hold liens (including statutory liens), whether or not permitted by the indenture, such third parties may have rights and remedies with respect to the Notes Collateral that, if exercised, could reduce the proceeds available to satisfy the obligations under the exchange notes. Consequently, foreclosing on the Notes Collateral may not result in proceeds in an amount sufficient to pay all amounts due under the exchange notes. If the proceeds of any sale of collateral are not sufficient to repay all amounts due on the exchange notes, the holders of the exchange notes (to the extent not repaid from the proceeds of the sale of the Notes Collateral) would have only a senior unsecured claim against our remaining assets.

Additionally, applicable law requires that every aspect of any foreclosure or other disposition of collateral be commercially reasonable. If a court were to determine that any aspect of the collateral trustee's exercise of remedies was not commercially reasonable, the ability of you, as holder of the exchange notes, to recover the difference between the amount realized through such exercise of remedies and the amount owed on the exchange notes may be adversely affected and, in the worst case, you could lose all claims for such deficiency amount.

### ***The Notes Collateral is subject to casualty risks that could reduce its value.***

We may insure certain collateral against loss or damage by fire or other hazards. However, we may not maintain or continue such insurance and there are some losses that may be either uninsurable or not economically insurable, in whole or in part. As a result, the insurance proceeds may not compensate us fully for our losses. If there is a total or partial loss of any of the pledged assets, the proceeds received by us in respect thereof may be insufficient to repay the exchange notes. In the event of a total or partial loss of any of the pledged assets, certain items of equipment and inventory may not be easily replaced. Accordingly, even though there may be insurance coverage, the extended period needed to manufacture replacement units or inventory could cause significant delays.

### ***Your rights in the Notes Collateral may be adversely affected by the failure to perfect security interests in certain collateral.***

Applicable law requires that a security interest in certain tangible and intangible assets can only be properly perfected and its priority retained through certain actions. The liens in the Notes Collateral may be unperfected with respect to the claims of the holders of the exchange notes if certain actions necessary to perfect any of these liens are not taken.

In addition, applicable law requires that certain property and rights acquired after the grant of a general security interest, such as rights in real property, can only be perfected at the time such property and rights are acquired and identified. Likewise, any rights acquired in a pending, unpublished intellectual property application may be unrecordable until after the application, or resulting registration, is published. There can be no assurance that the trustee or the collateral trustee will monitor, or that we will inform the trustee or the collateral trustee of,

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the future acquisition of property and rights that constitute collateral, and that the necessary action will be taken to properly perfect the security interest in such after-acquired collateral. The collateral trustee for the exchange notes has no obligation to monitor the acquisition of additional property or rights that constitute collateral or the perfection of any security interest in favor of the exchange notes against third parties. Failure to perfect any such security interest could result in the loss of such security interest or the priority of the security interest in favor of the exchange notes against third parties.

***There are circumstances other than repayment or discharge of the exchange notes under which the Notes Collateral will be released automatically, without your consent or the consent of the collateral trustee.***

Under various circumstances, all or a portion of the collateral may be released, including:

to enable the sale, transfer or other disposal of such collateral in a transaction not prohibited under the indenture or our Credit Facility, including the sale of any entity in its entirety that owns or holds such collateral; and

with respect to any Bank Collateral, upon any release by the lenders under our Credit Facility of its first priority security interest in such Bank Collateral in connection with the exercise of remedies (other than any such release granted following the discharge of the obligations with respect to our Credit Facility).

***We will in most cases have control over the Notes Collateral.***

The security documents generally allow us to remain in possession of, to retain exclusive control over, to freely operate and to collect, invest and dispose of any income from, the Notes Collateral. These rights may adversely affect the value of the Notes Collateral at any time.

***Ratings of the notes may cause their trading price to fall and affect the marketability of the notes.***

A rating agency's rating of the notes is not a recommendation to purchase, sell or hold any particular security, including the notes. Such ratings are limited in scope and do not comment as to material risks relating to an investment in the notes. An explanation of the significance of such ratings may be obtained from such rating agencies. There is no assurance that such credit ratings will be issued or remain in effect for any given period of time. The rating agencies also may lower, suspend or withdraw ratings on the notes in the future. Holders of the notes will have no recourse against us or any other parties in the event of a change in, or suspension or withdrawal of, such ratings. Any lowering, suspension or withdrawal of such ratings may have an adverse effect on the market prices or marketability of the notes.

***If a bankruptcy petition were filed by or against us, holders of the exchange notes may receive a lesser amount for their claim than they would have been entitled to receive under the indenture governing the exchange notes.***

If a bankruptcy petition were filed by or against us under the Bankruptcy Code after the issuance of the exchange notes, the claim by any holder of the exchange notes for the principal amount of the exchange notes may be limited to an amount equal to the sum of:

the original issue price for the notes; and

that portion of the original issue discount, or OID, on the notes, that does not constitute unmatured interest for purposes of the Bankruptcy Code.

Any OID that was not amortized as of the date of the bankruptcy filing would constitute unmatured interest, which may not be an allowable claim in a bankruptcy proceeding involving us. Accordingly, holders of the exchange notes under these circumstances may receive a lesser amount than they would be entitled to under the terms of the indenture governing the exchange notes, even if sufficient funds are available.

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***The ability of the collateral trustee to exercise remedies against the collateral may be limited by terms of agreements to which we are a party.***

We do not expect to notify third parties of the security interest of the collateral trustee or to obtain consents from such third parties to the pledge by us of their obligations under any agreements constituting collateral. However, some agreements purport to restrict us from transferring our rights thereunder without the consent of such third parties. We do not expect to seek and obtain consent of third parties. In these cases, the exchange notes will only be secured by such payment and other contractual rights to the extent that Sections 9-406 or 9-408 of the Uniform Commercial Code, or UCC, render such restrictions unenforceable or ineffective. In general, Section 9-406 of the UCC provides that, with respect to most rights to payment, provisions in agreements purporting to restrict or prohibit the right to pledge accounts receivable, chattel paper, promissory notes and payment intangibles are not enforceable.

Section 9-408 of the UCC would apply to general intangibles that are not payment intangibles but unlike Section 9-406 the override of anti-assignment clauses in Section 9-408 is quite limited and among many other restrictions would not permit the secured party to enforce the general intangible against the counterparty to the contract. However, both Section 9-406 and 9-408 are relatively new provisions with only a limited body of case law to interpret them and it is therefore uncertain the full extent to which these provisions will be available to the collateral trustee. If the collateral trustee is unable to exercise these rights under the UCC or unable to obtain consents, the value of the Notes Collateral as well as the ability of the collateral trustee to realize or foreclose on such collateral in a timely manner may be adversely affected.

***The value of the Notes Collateral may be insufficient to entitle holders to payment of post-petition interest.***

In the event of a bankruptcy, liquidation, dissolution, reorganization or similar proceeding against us or a guarantor, holders of the exchange notes will be entitled to post-petition interest under the Bankruptcy Code only if the value of the Notes Collateral and any other indebtedness that is secured by an equal and ratable lien on the Notes Collateral, and the obligations under the Credit Facility is greater than the aggregate pre-bankruptcy claims of the secured parties under such shared collateral indebtedness plus the claims of the lenders for post-petition interest pursuant to their right to be paid first from the collateral. Holders of the exchange notes may be deemed to have an unsecured claim if our obligations in respect of the exchange notes exceed our pro rata share of the fair market value of the collateral securing the shared collateral indebtedness after satisfaction of our first priority indebtedness. Holders of the exchange notes that have a security interest in collateral with a value equal or less than the aggregate claims securing the shared collateral indebtedness will not be entitled to post-petition interest under the Bankruptcy Code. In addition, if any payments of post-petition interest were made at the time of such a finding of undercollateralization, such payments could be re-characterized by the bankruptcy court as a reduction of the principal amount of the secured claim with respect to exchange notes. No appraisal of the fair market value of the Notes Collateral has been prepared and, therefore, the value of the collateral trustee's interest in the collateral may not equal or exceed the principal amount of the exchange notes and the other shared collateral indebtedness. We cannot assure you that there will be sufficient collateral to satisfy our and the subsidiary guarantors' obligations under the exchange notes.

***Intervening creditors may have a perfected security interest in the collateral that could be senior to the rights of holders of the notes.***

There is a risk that there may be an intervening creditor that has a perfected security interest in the Notes Collateral, and if there is such an intervening creditor, the lien of such creditor may be entitled to a higher priority than the liens securing the exchange notes. We conducted searches in the appropriate public filing offices to ascertain the existence of any intervening creditors, but we cannot assure you that no intervening creditors exist or that any completed lien searches will reveal any or all existing liens on the Notes Collateral. Any such existing lien, including undiscovered liens, could be significant, could be prior in ranking to the liens securing the exchange notes and could have an adverse effect on the ability of the collateral trustee to realize or foreclose upon the Notes Collateral.

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*Your security interests in certain items of present and future collateral may be unperfected, which means that it may not secure our obligation under the notes.*

The security interests will be unperfected with respect to certain items of collateral that cannot be perfected by the filing of financing statements in each debtor's jurisdiction of organization, the filing of mortgages, the delivery of possession of certificated securities or the filing of a notice of security interest with the U.S. Patent and Trademark Office or the U.S. Copyright Office or certain other conventional methods to perfect security interests in the United States. Security interests in collateral such as deposit accounts and securities accounts, which require additional actions to perfect liens on such accounts, may be unperfected or may not have priority with respect to the security interests of other creditors. To the extent that the security interests in any items of collateral are unperfected, the rights of the holders of the exchange notes with respect to such collateral will be equal to the rights of our general unsecured creditors in the event of any bankruptcy filed by or against us under applicable U.S. federal bankruptcy laws. Our failure to meet our obligations to inform the trustee and the collateral trustee of the future acquisition of property or rights that constitute collateral may constitute a breach under the indenture, which may result in the acceleration of our obligations under the exchange notes. However, acceleration of such obligations in such situation may not provide an adequate remedy to you if the value of the Notes Collateral is impaired by the failure to perfect the security interest in, or create a valid lien with respect to, such after-acquired collateral.

*Federal and state fraudulent transfer laws may permit a court to void the exchange notes and the related guarantees, subordinate claims in respect of the exchange notes and the related guarantees and require holders of the exchange notes to return payments received and, if that occurs, you may not receive any payments on the exchange notes.*

Federal and state fraudulent transfer and conveyance laws may apply to the issuance of the exchange notes and the incurrence of any guarantees of the exchange notes, including any note guarantees that may be entered into after the date of the issuance of the exchange notes pursuant to the terms of the indenture. Under federal bankruptcy law and comparable provisions of state fraudulent transfer or conveyance laws, which may vary from state to state, delivery of the exchange notes or the exchange notes guarantees could be voided as a fraudulent transfer or conveyance if (1) we or any guarantor, as applicable, issued the exchange notes or incurred the exchange notes guarantees with the intent of hindering, delaying or defrauding creditors; or (2) we or any guarantor, as applicable, received less than reasonably equivalent value or fair consideration in return for either issuing the exchange notes or incurring the exchange notes guarantees and, in the case of (2) only, one of the following is also true at the time thereof:

we or any guarantors, as applicable, were insolvent or rendered insolvent by reason of the issuance of the exchange notes or the incurrence of the exchange notes guarantees;

the issuance of the exchange notes or the incurrence of the exchange notes guarantees left us or any guarantor, as applicable, with an unreasonably small amount of capital to carry on the business;

we or any guarantor intended to, or believed that we or such guarantor would, incur debts beyond our or such guarantors' ability to pay such debts as they mature; or

we or any guarantor was a defendant in an action for money damages, or had a judgment for money damages docketed against us or such guarantor if, in either case, after final judgment, the judgment is unsatisfied.

A court would likely find that we or a guarantor did not receive reasonably equivalent value or fair consideration for the exchange notes or such note guarantee if we or such guarantor did not substantially benefit directly or indirectly from the issuance of the exchange notes or the applicable exchange notes guarantee. As a general matter, value is given for a transfer or an obligation if, in exchange for the transfer or obligation, property is transferred or an antecedent debt is secured or satisfied. A debtor will generally not be considered to have received value in connection with a debt offering if the debtor uses the proceeds of that offering to make a dividend payment or otherwise retire or redeem equity securities issued by the debtor. We cannot be certain as to

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the standards a court would use to determine whether or not we or the guarantors were solvent at the relevant time or, regardless of the standard that a court uses, that the issuance of the exchange notes guarantees would not be further subordinated to our or our guarantors' other debt. Generally, however, an entity would be considered insolvent if, at the time it incurred indebtedness:

the sum of its debts, including contingent liabilities, was greater than the fair saleable value of all its assets;

the present fair saleable value of its assets was less than the amount that would be required to pay its probable liability on its existing debts, including contingent liabilities, as they become absolute and mature; or

it could not pay its debts as they become due.

If a court were to find that the issuance of the exchange notes or the incurrence of the note guarantees was a fraudulent transfer or conveyance, the court could void the payment obligations under the exchange notes or such note guarantee or further subordinate the exchange notes or such note guarantee to presently existing and future indebtedness of ours or the related guarantor, or require the holders of the exchange notes to repay any amounts received with respect to such exchange notes guarantee. In the event of a finding that a fraudulent transfer or conveyance occurred, you may not receive any repayment on the exchange notes. Further, the voidance of the exchange notes could result in an event of default with respect to our and our subsidiaries' other debt that could result in acceleration of such debt. Although each note guarantee will contain a provision intended to limit that guarantor's liability to the maximum amount that it could incur without causing the incurrence of obligations under its guarantee to be a fraudulent transfer, this provision may be ineffective to protect those guarantees from being voided under fraudulent transfer law.

***Our variable rate indebtedness subjects us to interest rate risk, which could cause our indebtedness service obligations to increase significantly.***

Borrowings under the Credit Facility are at variable rates of interest and expose us to interest rate risk. If interest rates increase, our debt service obligations on the variable rate indebtedness would increase even though the amount borrowed remained the same, and our operating income and cash flows, including cash available for servicing our indebtedness, would correspondingly decrease.

***We are permitted to create unrestricted subsidiaries, which will not be subject to any of the covenants in the indenture, and we may not be able to rely on the cash flow or assets of those unrestricted subsidiaries to pay our indebtedness.***

Unrestricted subsidiaries will not be subject to the covenants under the indenture. Unrestricted subsidiaries may enter into financing arrangements that limit their ability to make loans or other payments to fund payments in respect of the notes. Accordingly, we may not be able to rely on the cash flow or assets of unrestricted subsidiaries to pay any of our indebtedness, including the notes.

## **Risks Related to the Merger**

***We may experience difficulties in integrating Multiband's business and realizing the expected benefits of the acquisition of Multiband.***

Our ability to realize the benefits we anticipate from the acquisition of Multiband, including anticipated cost savings and additional revenue opportunities, will depend in large part upon whether we are able to integrate Multiband's business into our business in an efficient and effective manner. Because the businesses of Multiband and our Company differ, we may not be able to integrate Multiband's business smoothly or successfully and the process may take longer than expected. Further, the integration of certain operations and the differences in operational culture requires the dedication of significant management resources, which may distract management's attention from day-to-day business operations. If we are unable to successfully integrate the

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operations of Multiband's business into our business, we may be unable to realize the revenue growth, synergies and other anticipated benefits we expect to achieve as a result of the pending acquisition of Multiband and our business, results of operations and cash flow could be adversely affected.

*If we are unable to manage our growth profitably, our business, financial results and cash flow could suffer.*

Our future financial results will depend in part on our ability to profitably manage our growth on a combined basis with Multiband. Management will need to maintain existing customers and attract new customers, recruit, retain and effectively manage employees, as well as expand operations and integrate customer support and financial control systems. If integration-related expenses and capital expenditure requirements are greater than anticipated, or if we are unable to manage our growth profitably, our financial results and our cash flow may decline.

*The acquisition of Multiband may cause disruptions in Multiband's business, which could have an adverse effect on our business, financial condition or results of operations.*

The acquisition of Multiband could cause disruptions in the business of Multiband. Specifically:

current and prospective employees of Multiband may experience uncertainty about their future roles with the Company, which might adversely affect the ability of Multiband to retain key personnel and attract new personnel;

current and prospective customers of Multiband may experience uncertainty about the ability of Multiband to meet their needs, which might cause customers to seek other suppliers for the products and services provided by Multiband; and

management's attention may be focused on the integration of Multiband with us, which may divert management's attention from the core business of Multiband and other opportunities that could have been beneficial to Multiband.

This could have an adverse effect on our business, financial condition or results of operations.

*The historical and unaudited pro forma financial information included elsewhere in this prospectus may not be representative of our actual results as a combined company, and accordingly, you have limited financial information on which to evaluate the combined company and your investment decision.*

We, CSG and Multiband have limited prior history, as a combined entity and our operations have not previously been managed on a combined basis. As a result, the pro forma financial information, which was prepared in accordance with Article 11 of Regulation S-X, is presented for informational purposes only and is not necessarily indicative of the financial position or results of operations that would have actually occurred had the Merger been completed at or as of the dates indicated, nor is it indicative of the future operating results or financial position of the combined company. The pro forma financial information does not reflect future nonrecurring charges resulting from the Merger or future events that may occur, including restructuring activities or other costs related to the integration of Multiband, and does not consider potential impacts of current market conditions on revenues, expense efficiencies or asset dispositions. The pro forma financial information presented in this prospectus is based in part on certain assumptions regarding the Merger that we believe are reasonable under the circumstances. However our assumptions may not prove to be accurate over time. Investors should not place any undue reliance on the pro forma financial information.

*Multiband may have liabilities that are not known, probable or estimable at this time.*

As a result of the Merger, Multiband became our subsidiary and we effectively assumed all of its liabilities, whether or not asserted. There could be unasserted claims or assessments that we failed or were unable to discover or identify in the course of performing due diligence investigations of Multiband. In addition, there may



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be liabilities that are neither probable nor estimable at this time that may become probable and estimable in the future. Any such liabilities, individually or in the aggregate, could have a material adverse effect on our business. We may learn additional information about Multiband that adversely affects us, such as unknown, unasserted or contingent liabilities and issues relating to compliance with applicable laws.

***The Merger and our recent acquisition of the Customs Solutions Group of Cellular Specialties, Inc. makes evaluating our operating results difficult given the significance of these transactions, and the historical and unaudited pro forma financial information may not give you an accurate indication of how we will perform in the future.***

The Merger and the acquisition of CSG may make it more difficult for us to evaluate and predict our future operating performance. Neither our historical results of operations, nor the separate pre-acquisition financial information of Multiband, fully reflect the acquisitions of CSG and Multiband; accordingly, such historical financial information does not necessarily reflect what our financial position, operating results and cash flows will be in the future on a consolidated basis following the acquisitions of CSG and Multiband. While we have included in this prospectus unaudited pro forma financial information giving effect to the Merger, including the offering of the Tack-On Notes and the use of proceeds thereof, such pro forma information does not purport to represent, and should not be relied upon as reflecting, what our financial position, results of operations or cash flows actually would have been if the transactions referred to therein had been consummated on the dates or for the periods indicated, or what such results will be for any future date or any future period.

***Our future results of operations could be adversely affected if the goodwill recorded in connection with the Merger or any recent acquisitions subsequently requires impairment.***

Upon completing the Merger, we recorded an asset called goodwill equal to the excess amount we paid for Multiband over the fair values of the assets and liabilities acquired and identified intangible assets to be allocated to Multiband. We also recorded goodwill in connection with the acquisitions of the assets of CSG and DBT. The amount of goodwill on our consolidated balance sheet increased substantially as a result of the Merger. Accounting Standards Codification Topic 350 from the Financial Accounting Standards Board provides specific guidance for testing goodwill and other non-amortized intangible assets for impairment. The testing of goodwill and other intangible assets for impairment requires us to make significant estimates about our future performance and cash flows, as well as other assumptions. These estimates can be affected by numerous factors, including changes in the definition of a business segment in which we operate; changes in economic, industry or market conditions; changes in business operations; changes in competition; or potential changes in the share price of our common stock and market capitalization. Changes in these factors, or changes in actual performance compared with estimates of our future performance, could affect the fair value of goodwill or other intangible assets, which may result in an impairment charge. We cannot accurately predict the amount or timing of any impairment of assets. Should the value of our goodwill or other intangible assets become impaired, it could have a material adverse effect on our consolidated results of operations and could result in our incurring net losses in future periods.

**Table of Contents****Risks Related to Our Business**

*We derive substantially all of our revenues from AT&T and Alcatel-Lucent, and Multiband derives substantially all of its revenues from DIRECTV. The loss of any of these customers or a reduction in their demand for our services would impair our business, financial condition and results of operations.*

We derive substantially all of our revenues from subsidiaries of AT&T Inc. and Alcatel-Lucent, and Multiband derives substantially all of its revenues from DIRECTV. As a percentage of our revenues, we derived our revenue from the following sources over the past three fiscal years and the first nine months of 2013:

	Year Ended December 31,			2012, on a Pro Forma Basis for the Merger (1)	Nine Months Ended September 30,	
	2010	2011	2012		2013	2013, on a Pro Forma Basis for the Merger (1)
<b>AT&amp;T Inc.</b>	67.1%	89.2%	87.3%	58.2%	75.5%	55.7%
<b>Alcatel-Lucent</b>	27.4%	9.9%	9.0%	6.0%	7.4%	5.5%
<b>DIRECTV</b>				28.8%		26.1%
<b>All Other</b>	5.5%	0.9%	3.6%	7.0%	17.1%	12.7%

(1) Giving effect to the Merger as if it occurred on January 1, 2012.

Because we derive substantially all of our revenues from these customers, and certain of our services for AT&T are provided on a territory basis, with no required commitment for AT&T to spend a specified amount in such territory with us, we could experience a material adverse effect to our business, financial condition or results of operations if the amount of business we obtain from these customers is reduced. In addition, to the extent that our performance does not meet customer expectations, or our reputation or relationships with our key customers are impaired, we may lose future business with such customers, which would materially adversely affect our ability to generate revenue. Any of these factors could negatively impact our business, financial condition or results of operations.

*Amounts included in our estimated backlog may not result in actual revenue or translate into profits, and our estimated backlog is subject to cancellation and unexpected adjustments and therefore is an uncertain indicator of future operating results.*

As of September 30, 2013, our estimated backlog through March 31, 2015 was primarily comprised of services anticipated to be performed under master service agreements, pursuant to which our customers often have little or no obligation to undertake any work with us and that are cancellable on limited notice. These estimated backlog amounts are based on our estimates and therefore may not result in actual recognition of revenue in the originally anticipated period, or at all. In addition, certain contracts included in our estimated backlog may not be profitable. We may experience variances in the realization of our estimated backlog because of project delays or cancellations resulting from weather conditions, other project deferrals or delays, scope adjustments, external market factors and economic factors beyond our control. If our estimated backlog fails to materialize as anticipated, our business, financial condition or results of operations would be materially and adversely affected. Accordingly, our estimated backlog as of any particular date is an uncertain indicator of future revenue or earnings.

*Our results of operations have been variable, which makes it difficult to evaluate our business and to forecast future results.*

Our results of operations have been variable, which makes it difficult to evaluate our business and to forecast our future results based upon our historical data. For the years ended December 31, 2010, 2011 and 2012, and the nine months ended September 30, 2013, we had net income (loss) of \$(11.4) million, \$19.3 million, \$(2.5) million and \$(20.4) million, respectively. As evidenced by these financial results, we may be unable to maintain profitability on a consistent basis. Because of the uncertainties related to our operations, we may be

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hindered in our ability to adapt to increases or decreases in sales, revenues or expenses. If we make poor operational decisions in implementing our business plan, we may not generate revenues or may incur losses, which may materially adversely affect our business, financial condition or results of operations.

***Most of our contracts do not obligate our customers to undertake a significant amount, if any, of infrastructure projects or other work with us and may be cancelled on limited notice, so our revenue is not guaranteed.***

Substantially all of our revenue is derived from multi-year master service agreements. Under our multi-year master service agreements, we contract to provide customers with individual project services through work orders within defined geographic areas or scopes of work on a fixed fee. Under these agreements, our customers often have little or no obligation to undertake any infrastructure projects or other work with us. In addition, most of our contracts are cancellable on limited notice, even if we are not in default under the contract. We may hire employees permanently to meet anticipated demand for the anticipated projects that may be delayed or cancelled. DIRECTV also may change the terms, such as term, termination, pricing and services areas, of its agreements with Multiband, and has done so in the past, to terms that are more favorable to DIRECTV. Further, our contract with Alcatel-Lucent contains a cross-default provision pursuant to which a default under one of our credit facilities would also constitute a default under the Alcatel-Lucent Contract. In addition, many of our contracts, including our service agreements, are periodically open to public bid. We may not be the successful bidder on our existing contracts that are re-bid. We could face a drop in revenues and our business, financial condition or results of operations could be materially adversely affected if:

we see a significant decline in the projects customers assign to us under our service agreements;

our customers cancel or defer a significant number of projects;

we fail to win our existing contracts upon re-bid; or

we complete the required work under a significant number of our non-recurring projects and cannot replace them with similar projects.

***The Field Services segment is highly dependent on our strategic alliance with DIRECTV and a major alteration or termination of that alliance could adversely affect our business.***

The Field Services segment is highly dependent on our relationship with DIRECTV. We have a Home Services Provider (HSP) agreement with DIRECTV, which was renewed on November 1, 2012 and terminates October 2016. The term of this agreement automatically renews for additional one-year periods unless either DIRECTV or we give written notice of termination at least 90 days in advance of expiration of the then current term.

The agreement can be terminated on 180 days' notice by either party. DIRECTV may also change the terms of its agreement with us, and has done so to Multiband in the past, to terms that are more favorable to DIRECTV. Any adverse alteration or termination of our HSP agreement with DIRECTV would have a material adverse effect on our business. In addition, a significant decrease in the number of jobs we complete for DIRECTV could have a material adverse effect on our business, financial condition and results of operations.

***Our revenues could be negatively affected by reduced support from DIRECTV.***

DIRECTV conducts promotional and marketing activities on national, regional and local levels. Due to the Field Services segment's substantial dependence on DIRECTV, the Field Services segment's revenues depend, in significant part, on: (i) the overall reputation and success of DIRECTV; (ii) the incentive and discount programs provided by DIRECTV and its promotional and marketing efforts for its products and services; (iii) the goodwill associated with DIRECTV trademarks; (iv) the introduction of new and innovative products by DIRECTV; (v) the manufacture and delivery of competitively-priced, high quality equipment and parts by DIRECTV in quantities sufficient to meet customers requirements on a timely basis; (vi) the quality, consistency and management of the overall DIRECTV system; and (vii) the ability of DIRECTV to manage its risks and costs. If



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DIRECTV does not provide, maintain or improve any of the foregoing, if DIRECTV changes the terms of its incentive and discount programs, or if DIRECTV were sold or reduced or ceased operations, there could be a material adverse effect on our financial condition and results of operations.

*If we do not obtain additional capital to fund our operations and obligations, our growth may be limited.*

We may require additional capital to fund our operations and obligations. Our business is working capital intensive. As our business has grown, we have managed periods of tight liquidity by accessing capital from our shareholders and their affiliates, some of whom are no longer affiliated with us. Our capital requirements will depend on several factors, including:

our ability to enter into new agreements with customers or to extend the terms of our existing agreements with customers, and the terms of such agreements;

the success rate of our sales efforts;

costs of recruiting and retaining qualified personnel;

expenditures and investments to implement our business strategy; and

the identification and successful completion of acquisitions.

We may seek additional funds through equity or debt offerings and/or borrowings under lines of credit or other sources, including a possible increase in the borrowing base in the Credit Facility. If we cannot raise additional capital, we may have to implement one or more of the following remedies:

curtail internal growth initiatives; and

forgo the pursuit of acquisitions.

We do not know whether additional financing will be available on commercially acceptable terms, if at all, when needed. If adequate funds are not available or are not available on commercially acceptable terms, our ability to fund our operations, support the growth of our business or otherwise respond to competitive pressures could be significantly delayed or limited, which could materially adversely affect our business, financial condition or results of operations.

***The Credit Facility and the Indenture impose significant operating and financial restrictions on us that may prevent us from engaging in transactions that might benefit us, including responding to changing business and economic conditions or securing additional financing, if needed.***

The terms of the Credit Facility and the Indenture contain customary events of default and covenants that prohibit us and our subsidiaries from taking certain actions without satisfying certain conditions, financial tests (including a minimum fixed charge coverage ratio) or obtaining the consent of the lenders. These restrictions, among other things, limit our ability to:

divest our assets;

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incur additional indebtedness;

create liens against our assets;

enter into certain mergers, joint ventures, and consolidations or transfer all or substantially all of our assets;

make certain investments and acquisitions;

prepay indebtedness;

make certain payments and distributions;

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pay dividends;

engage in certain transactions with affiliates; and

act outside the ordinary course of business.

In particular, our Credit Facility permits us to borrow up to \$50.0 million, subject to borrowing base determinations and certain other restrictions. The Credit Facility contains financial covenants that require that we not permit our annual capital expenditures to exceed \$20.0 million (plus any permitted carry over). We are also required to comply with additional financial covenants upon the occurrence of a Triggering Event, as defined in the Credit Facility. A Triggering Event is deemed to have occurred when our undrawn availability under the Credit Facility fails to equal at least \$10.0 million measured as of the last day of each month for two consecutive month-ends. A Triggering Event will cease to be continuing when our undrawn availability for three consecutive months equals at least \$20.0 million measured as of the last day of each such month. Upon the occurrence and during the continuance of a Triggering Event, beginning with the fiscal quarter ending March 31, 2014, we are required to meet the following financial covenants:

maintain, as of the end of each fiscal quarter, for the trailing four quarters then ended, a ratio of EBITDA (as defined in the Credit Facility) less non-financed capital expenditures (but only to the extent made after the occurrence of a Triggering Event) to Fixed Charges (as defined in the Credit Facility) of at least 1.25 to 1.00; and

not permit our ratio of total indebtedness to trailing twelve month EBITDA, as of the last day of a fiscal quarter, to exceed 6.00 to 1.00 from January 1, 2014 through June 30, 2014, 5.50 to 1.00 from July 1, 2014 through December 31, 2014, or 5.00 to 1.00 beginning January 1, 2015.

Should we be unable to comply with the terms and covenants of the Credit Facility, we would be required to obtain further modifications of the Credit Facility or secure another source of financing to continue to operate our business. A default could also result in the acceleration of our obligations under the Credit Facility. If that should occur, we may be unable to repay all of our obligations under the Credit Facility, which could force us to sell significant assets or allow our assets to be foreclosed upon. In addition, these covenants may prevent us from engaging in transactions that benefit us, including responding to changing business and economic conditions or securing additional financing, if needed. Our business is capital intensive and, to the extent we need additional financing, we may not be able to obtain such financing at all or on favorable terms, which may adversely affect our business, financial condition or results of operations. Had we been required to meet these ratio tests as of September 30, 2013, we would have met the Fixed Charge Coverage Ratio and the Leverage Ratio (in each case with respect to the ratio required for the fiscal quarter ending March 31, 2014).

Further, the terms of the Indenture governing the notes require us to meet certain ratio tests, on a pro forma basis giving effect to such transactions, before engaging in certain transactions, including incurring additional debt outside of the Credit Facility and making restricted payments, subject, in each case, to certain exceptions. We must meet a Fixed Charge Coverage Ratio of at least 2.00 to 1.00 in order to make restricted payments or incur additional debt, and we must meet a Total Leverage Ratio test of not greater than 2.50 to 1.00 in order to secure any additional debt (each defined in the Indenture). Excluding the Merger, with respect to which holders of the original notes waived compliance with both ratios pursuant to the Consent Letter we have not entered into any transaction that requires us to meet these tests as of September 30, 2013. Had we been required to meet these ratio tests as of September 30, 2013, we would not have met either the Fixed Charge Coverage Ratio or the Total Leverage Ratio. We do not anticipate that we will meet the Fixed Charge Coverage Ratio for any remaining quarter in 2013 unless our EBITDA is increased or our fixed charges are reduced. We also do not anticipate that we will meet the Total Leverage Ratio in 2013 unless our EBITDA is increased or our total indebtedness is reduced. As a result, we would not be able to make certain restricted payments or incur indebtedness unless (i) we obtain an amendment or waiver to the Indenture and related documents in order to make such restricted payment or incur such indebtedness or (ii) such additional indebtedness or restricted payment were specifically permitted by the Indenture, such as borrowings under the Credit Facility.

As a result of these covenants and restrictions, we are limited in how we conduct our business and we may be unable to raise additional debt or equity financing to compete effectively or to take advantage of new business

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opportunities. The terms of any future indebtedness we may incur could include more restrictive covenants. We cannot assure you that we will be able to obtain or maintain compliance with these covenants in the future and, if we fail to do so, that we will be able to obtain waivers from the lender and/or amend these covenants.

***Failure to manage our planned growth could place a significant strain on our resources and make it difficult for us to satisfy our obligations under the exchange notes.***

Our ability to successfully implement our business plan requires an effective plan for managing our future growth. We plan to increase the scope of our operations. Current and future expansion efforts will be expensive and may significantly strain our managerial and other resources and ability to manage working capital. We cannot be certain that our infrastructure will be adequate to support our operations as they expand. To manage future growth effectively, we must manage expanded operations, integrate new personnel and maintain and enhance our financial and accounting systems and controls. If we do not manage growth properly, it could harm our business, financial condition or results of operations and make it difficult for us to satisfy our obligations under the notes.

***We may be unsuccessful in achieving our organic growth strategies, which could limit our revenue growth.***

Our ability to generate organic growth will be affected by, among other factors, our ability to:

expand the range of services we offer to customers to address their evolving network needs;

attract new customers;

increase the number of projects performed for existing customers;

achieve the estimated revenue we announced from new customer contracts;

hire and retain qualified employees;

expand geographically, including internationally; and

address the challenges presented by difficult economic or market conditions that may affect us or our customers.

Many of the factors affecting our ability to generate organic growth may be beyond our control, and we cannot be certain that our strategies for achieving internal growth will occur or be successful.

***Our business strategy includes the entrance into several markets in which we have little or no experience, which may not be successful and could be costly.***

As part of our growth strategy, in addition to our entrance into the cable, satellite television and broadband installation and MDU markets in connection with the Merger, we plan to enter into other markets, including the enterprise and governmental telecommunications infrastructure markets. We have little or no experience in these markets. As we enter new markets, we will face new technological and operational risks and challenges with which we are unfamiliar and may incur significant costs. Entering new markets requires substantial management efforts and skills to mitigate these risks and challenges. Our lack of experience with certain of these new markets may result in unsuccessful new market entries. If we do not manage our entry into new markets properly, these costs and risks could harm our business, financial condition or results of operations.



*If we are unable to integrate the operations of CSG, Multiband, or any future acquisitions successfully, our operating results and prospects could be harmed.*

We may not be able to successfully integrate the operations of CSG or Multiband and if we complete other acquisitions in the future, such acquired companies with our other operations without substantial costs, delays or

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other operational or financial problems. Integrating acquired companies involves a number of special risks that could materially and adversely affect our business, financial condition, results of operations and prospects, including:

failure of acquired companies to achieve the results we expect;

diversion of management's attention from operational matters;

difficulties integrating the operations and personnel of acquired companies;

uncertainty of entry into markets in which we have limited or no experience and in which competitors have stronger market positions;

inability to retain key personnel of acquired companies;

risks associated with unanticipated events or liabilities;

the potential disruption of our business; and

the difficulty of maintaining uniform standards, controls, procedures and policies, including an effective system of internal control over financial reporting.

If one of our acquired companies suffers customer dissatisfaction or performance problems, the reputation of that or our entire company could be materially and adversely affected. In addition, future acquisitions could result in issuances of equity securities that would reduce the ownership interest of our shareholders, the incurrence of debt, contingent liabilities, deferred stock-based compensation or expenses related to the valuation of goodwill or other intangible assets and the incurrence of large, immediate write-offs.

***Our failure to continue to be certified as a minority business enterprise could reduce some of the opportunities available to us, which could reduce our revenue growth.***

We are currently certified as a minority business enterprise by the National Minority Supplier Development Council. A substantial majority of our common stock is beneficially owned and controlled by persons deemed to be minorities. Certain of our current and potential customers consider the percentage of minority ownership and control of a company when awarding new business. If for any reason we cease to be certified as a minority business enterprise by the National Minority Supplier Development Council or similar organization, then we may lose an advantage and not be selected for future business from current or potential customers who may benefit from purchasing our services as a result of our status as a certified minority business enterprise. The failure to obtain a potential project or customer as a result of our not being a minority business enterprise in the future may have a material adverse effect on our business, financial condition or results of operations.

***Our business is seasonal and is affected by the capital planning and spending patterns of our customers, and we have adopted the completed contract method of accounting for construction and installation contracts, all of which expose us to variable quarterly results.***

Our results of operations experience significant fluctuations because we have adopted the completed contract method of accounting for revenues and expenses from our construction and installation contracts. Substantially all of our revenues are generated from construction and installation contracts. Because of the nature of our business, the vast majority of contracts are completed during the fourth quarter of each year. Under the completed contract method, we do not recognize revenue or expenses on contracts until we have substantially completed the contract. Accordingly, the vast majority of our revenues and costs are recognized during the fourth quarter of each year. For example, our fourth quarter revenues represented 40.6% of our total revenues for the year ended December 31, 2012. The recognition of revenue and expenses on contracts

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that span quarters may also cause our reported results of operations to experience significant fluctuations.

Additionally, we have historically experienced seasonal variations in our business, primarily due to the capital planning cycles of certain of our customers. Generally, AT&T's annual capital plans are not finalized to

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the project level until sometime during the first three months of the year, resulting in reduced capital spending in the first quarter relative to the rest of the year. As a result, we have historically experienced, and may continue to experience, significant differences in operations results from quarter to quarter.

Multiband s results of operations may also fluctuate significantly from quarter to quarter. Variations in Multiband s revenues and operating results occur quarterly as a result of a number of factors, including the number of customer engagements, employee utilization rates, the size and scope of assignments and general economic conditions. Because a significant portion of Multiband s expenses are relatively fixed, a variation in the number of customer engagements or the timing of the initiation or completion of those engagements can cause significant fluctuations in operating results from quarter to quarter.

As a result of these seasonal variations and our methodology for the recognition of revenue and expenses on projects, comparisons of operating measures between quarters may not be as meaningful as comparisons between longer reporting periods.

***We may not accurately estimate the costs associated with our services provided under fixed price contracts, which could impair our business, financial condition or results of operations.***

Substantially all of our revenues are derived from master service agreements that are fixed price contracts. Under these contracts, we set the price of our services on a per unit or aggregate basis and assume the risk that the costs associated with our performance may be greater than we anticipated. In addition to master service agreements, we enter into contracts that require installation or construction of specified units within an infrastructure system. Under those agreements, we have also contractually agreed to a price per unit. If the actual costs to complete each unit exceed original estimates, our profitability will be adversely affected. These contracts also contain most favored nation clauses, which provide that if we perform services similar to those performed under these contracts to another customer on more favorable terms, then we must offer those same terms to our current customers and we might be required to reimburse our customers for amounts they have paid in the past. Future contracts might also contain similar most favored nation clauses. We are also required to immediately recognize the full amount of any expected losses on these projects if estimated costs to complete the remaining units for the projects exceed the revenue to be earned on such units. Our profitability is therefore dependent upon our ability to accurately estimate the costs associated with our services. These costs may be affected by a variety of factors, such as lower than anticipated productivity, conditions at the work sites differing materially from what was anticipated at the time we bid on the contract and higher costs of materials and labor resulting from inflation and other factors. These variations, along with other risks inherent in performing fixed price contracts, may cause actual revenues and gross profits for a project to differ from those originally estimated, and as a result, certain agreements or projects could have lower margins than anticipated, or losses if actual costs for our contracts exceed our estimates, which could materially adversely affect our business, financial condition or results of operations.

***Project performance issues, including those caused by third parties, or certain contractual obligations may result in additional costs to us, reductions in revenues or the payment of liquidated damages.***

Many projects involve challenging engineering, procurement, construction or installation phases that may occur over extended time periods, sometimes over several years. We may encounter difficulties as a result of delays in designs, engineering information or materials provided by the customer or a third party, delays or difficulties in equipment and material delivery, schedule changes, delays from our customer s failure to timely obtain permits or rights-of-way or meet other regulatory requirements, weather-related delays and other factors, some of which are beyond our control, that impact our ability to complete the project in accordance with the original delivery schedule. In addition, we contract with third-party subcontractors to assist us with the completion of contracts. Any delay or failure by suppliers or by subcontractors in the completion of their portion of the project may result in delays in the overall progress of the project or may cause us to incur additional costs, or both. Delays and additional costs may be substantial and, in some cases, we may be required to compensate the customer for such delays. Delays may also disrupt the final completion of our contracts as well as the corresponding recognition of revenues and expenses therefrom. In certain circumstances, we guarantee project

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completion by a scheduled acceptance date or achievement of certain acceptance and performance testing levels. Failure to meet any of our schedules or performance requirements could also result in additional costs or penalties, including liquidated damages, and such amounts could exceed expected project profit. In extreme cases, the above-mentioned factors could cause project cancellations, and we may be unable to replace such projects with similar projects or at all. Such delays or cancellations may impact our reputation or relationships with customers, adversely affecting our ability to secure new contracts.

***Our subcontractors may fail to satisfy their obligations to us or other parties, or we may be unable to maintain these relationships, either of which may have a material adverse effect on our business, financial condition and results of operations.***

We depend on subcontractors to complete work on certain of our projects. There is a risk that we may have disputes with subcontractors arising from, among other things, the quality and timeliness of work performed by the subcontractor, customer concerns about the subcontractor or our failure to extend existing task orders or issue new task orders under a subcontract. In addition, if any of our subcontractors fail to deliver on a timely basis the agreed-upon supplies and/or perform the agreed-upon services, then our ability to fulfill our obligations as a prime contractor may be jeopardized. In addition, the absence of qualified subcontractors with whom we have a satisfactory relationship could adversely affect the quality of our service and our ability to perform under some of our contracts. Any of these factors may have a material adverse effect on our business, financial condition or results of operations.

***Material delays or defaults in customer payments could leave us unable to cover expenditures related to such customer's projects, including the payment of our subcontractors.***

Because of the nature of most of our contracts, we commit resources to projects prior to receiving payments from our customers in amounts sufficient to cover expenditures as they are incurred. In certain cases, these expenditures include paying our subcontractors who perform significant portions of our services. Delays in customer payments may require us to make a working capital investment or obtain advances from our Credit Facility. If a customer defaults in making its payments on a project or projects to which we have devoted significant resources, it could have a material adverse effect on our business, financial condition or results of operations and negatively impact the financial covenants with our lenders.

***Certain of our employees and subcontractors work on projects that are inherently dangerous, and a failure to maintain a safe worksite could result in significant losses.***

Certain of our project sites can place our employees and others in difficult or dangerous environments, including difficult and hard to reach terrain or locations high above the ground or near large or complex equipment, moving vehicles, high voltage or dangerous processes. Safety is a primary focus of our business and is critical to our reputation. Many of our clients require that we meet certain safety criteria to be eligible to bid on contracts. We maintain programs with the primary purpose of implementing effective health, safety and environmental procedures throughout our company. If we fail to implement appropriate safety procedures or if our procedures fail, our employees, subcontractors and others may suffer injuries. The failure to comply with such procedures, client contracts or applicable regulations could subject to losses and liability and adversely impact our ability to obtain projects in the future.

***Our failure to comply with the regulations of OSHA and other state and local agencies that oversee transportation and safety compliance could materially adversely affect our business, financial condition or results of operations.***

OSHA establishes certain employer responsibilities, including maintenance of a workplace free of recognized hazards likely to cause death or serious injury, compliance with standards promulgated by OSHA and various recordkeeping, disclosure and procedural requirements. Various standards, including standards for notices of hazards and safety in excavation and demolition work may apply to our operations. We have incurred,

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and will continue to incur, capital and operating expenditures and other costs in the ordinary course of business in complying with OSHA and other state and local laws and regulations, and could incur penalties and fines in the future, including in extreme cases, criminal sanctions.

While we have invested, and will continue to invest, substantial resources in occupational health and safety programs, our industry involves a high degree of operational risk and is subject to significant liability exposure. We have suffered employee injuries in the past and may suffer additional injuries in the future. Serious accidents of this nature may subject us to substantial penalties, civil litigation or criminal prosecution. Personal injury claims for damages, including for bodily injury or loss of life, could result in substantial costs and liabilities, which could materially and adversely affect our business, financial condition or results of operations. In addition, if our safety record were to substantially deteriorate, or if we suffered substantial penalties or criminal prosecution for violation of health and safety regulations, customers could cancel existing contracts and not award future business to us, which could materially adversely affect our business, financial condition or results of operations.

***As a result of the Merger, our ability to utilize Multiband's net operating loss carryforwards to offset future taxable income may be significantly limited.***

As of December 31, 2012, Multiband had generated net operating loss carryforwards, or NOLs, of approximately \$47.5 million to reduce future federal taxable income and \$46.0 million to reduce future state taxable income. If not used, these NOLs will expire from 2013 through 2032.

Section 382 of the Internal Revenue Code of 1986, as amended, or the Code, limits a corporation's future ability to utilize any NOLs generated before a change in ownership, as well as certain subsequently recognized built-in losses and deductions, if any, existing as of the date of the change in ownership. As a result of the Merger, Multiband experienced a change in ownership. Consequently, the ability of Multiband to utilize NOLs will be subject to additional limitations under Section 382 of the Code. Such limitations could subject us to earlier and/or increased future tax payments that could have a material adverse effect on our business, financial condition or results of operations.

***We are self-insured against many potential liabilities.***

Although we maintain insurance policies with respect to automobile liability, general liability, workers' compensation and employee group health claims, those policies are subject to high deductibles, and we are self-insured up to the amount of the deductible. Because most claims against us do not exceed the deductibles under our insurance policies, we are effectively self-insured for substantially all claims. In addition, we are self-insured on our medical coverage up to a specified annual maximum of costs. If our insurance claims increase or if costs exceed our estimates of insurance liabilities, we could experience a decline in profitability and liquidity, which would materially adversely affect our business, financial condition or results of operations.

***Warranty claims resulting from our services could have a material adverse effect on our business, financial condition or results of operations.***

We generally warrant the work we perform within our Professional Services and Infrastructure Services segments for one- to two-year periods following substantial completion of a project, subject to further extensions of the warranty period following repairs or replacements. While costs that we have incurred historically under our warranty obligations have not been material, the costs associated with such warranties, including any warranty related legal proceedings, could have a material adverse effect on our business, financial condition or results of operations.

***Our operations may impact the environment or cause exposure to hazardous substances, our properties may have environmental contamination, and our failure to comply with environmental laws, each of which could result in material liabilities.***

Our operations are subject to various environmental laws and regulations, including those dealing with the handling and disposal of waste products. Certain of our current and historical construction operations have used

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hazardous materials and, to the extent that such materials are not properly stored, contained or recycled, they could become hazardous waste. A portion of the work we perform is also in underground environments. If the field location maps supplied to us are not accurate, or if objects are present in the soil that are not indicated on the field location maps, our underground work could strike objects in the soil containing pollutants and result in a rupture and discharge of pollutants and other damages. In such cases, we could be liable for fines or damages. Additionally, some of our contracts require that we assume the environmental risk of site conditions and require that we indemnify our customers for any damages, including environmental damages incurred in connection with our projects.

We may also be subject to claims under various environmental laws and regulations, federal and state statutes and/or common law doctrines for toxic torts and other damage caused by us, as well as for natural resource damages and the investigation and clean up of soil, surface water, groundwater and other media under laws such as the Comprehensive Environmental Response, Compensation, and Liability Act. Such claims may arise, for example, out of current or former conditions at project sites, current or former properties owned or leased by us, and contaminated sites that have always been owned or operated by third parties. Liability may be imposed without regard to fault and may be strict, joint and several, such that we may be held responsible for more than our share of any contamination or other damages, or even for the entire share, and may be unable to obtain reimbursement from the parties causing the contamination.

New environmental laws and regulations, stricter enforcement of existing laws and regulations, the discovery of previously unknown contamination or leaks, or the imposition of new clean-up requirements could also require us to incur significant costs or become the basis for new or increased liabilities that could have a material negative impact on our business, financial condition or results of operations.

### ***Increases in the costs of fuel could reduce our operating margins.***

The price of fuel needed to run our vehicles and equipment is unpredictable and fluctuates based on events outside of our control, including geopolitical developments, supply and demand for oil and gas, actions by the Organization of the Petroleum Exporting Countries and other oil and gas producers, war and unrest in oil producing countries, regional production patterns and environmental concerns. Most of our contracts do not allow us to adjust our pricing. Any increase in fuel costs could have a material adverse effect our business, financial position or results of operations. Accordingly, any increase in fuel costs could materially adversely affect our business, financial condition or results of operations.

### ***The requirements of being a public reporting company may strain our resources and divert management s attention.***

We recently became subject to the reporting requirements of the Exchange Act, the Sarbanes-Oxley Act of 2002, the Dodd-Frank Wall Street Reform and Consumer Protection Act and other applicable securities rules and regulations. These laws require, among other things, that we file annual, quarterly, and current reports with respect to our business and operating results. Although we have been subject to certain reporting requirements under the Indenture since June 2011 and incurred costs related thereto, compliance with these rules and regulations will increase our legal and financial compliance costs, make some activities more difficult, time-consuming, or costly, and increase demand on our systems and resources. The need to establish and maintain the corporate infrastructure demanded of a public reporting company may divert management s attention from implementing our business and growth strategies, which could prevent us from improving our business, results of operations and financial condition. Based on management s estimates, we anticipate that we will incur approximately \$2.0 million per year of cost as a result of being a debt-only issuer public reporting company, including legal, audit, printing and other costs, although unforeseen circumstances could increase actual costs. These costs are not fully reflected in our audited financial statements.

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***We are an emerging growth company, and we cannot be certain if the reduced reporting requirements applicable to emerging growth companies will make our securities less attractive to investors.***

We are an emerging growth company, as defined in the Jumpstart Our Business Startups Act, or the JOBS Act. For as long as we continue to be an emerging growth company, we may take advantage of exemptions from various reporting requirements that are applicable to other public reporting companies that are not emerging growth companies, including not being required to comply with the auditor attestation requirements of Section 404 of the Sarbanes-Oxley Act of 2002 and reduced disclosure obligations regarding executive compensation in our periodic reports. We could be an emerging growth company up until the December 31st following the fifth anniversary after our first equity offering, although circumstances could cause us to lose that status earlier if our annual revenues exceed \$1.0 billion, if we issue more than \$1.0 billion in non-convertible debt in any three-year period or if the market value of our common stock held by non-affiliates exceeds \$700.0 million as of any June 30th, in which case we would no longer be an emerging growth company as of the following December 31st. We cannot predict if investors will find our securities less attractive because we may rely on these exemptions. If some investors find our securities less attractive as a result, there may be a less active trading market for our securities and the price of our securities may be more volatile.

Under the JOBS Act, emerging growth companies can also delay adopting new or revised accounting standards until such time as those standards apply to private companies. We have irrevocably elected not to avail ourselves of this exemption from new or revised accounting standards and, therefore, will be subject to the same new or revised accounting standards as other public companies that are not emerging growth companies.

***After completion of this offering, we will not be subject to a number of the corporate governance requirements of the SEC or of any national securities exchange or inter-dealer quotation system.***

Because the registration statement of which this prospectus forms a part registers only debt securities and because we do not have any securities listed, and do not intend to list the notes, on a national securities exchange or an inter-dealer quotation system, we are not subject to a number of the corporate governance requirements of the SEC or of any national securities exchange or inter-dealer quotation system. For example, upon completion of this offering, we will not be required to have:

a board of directors comprised of a majority of independent directors;

an audit committee comprised entirely of independent directors and meeting the requirements of Rule 10A-3 under the Exchange Act; or

a nominating/corporate governance committee or compensation committee.

Accordingly, you will not have the same protections afforded to security holders of companies that are subject to the corporate governance requirements of a national securities exchange or an inter-dealer quotation system or all of the corporate governance requirements of the SEC.

***If we fail to maintain proper and effective internal controls, our ability to produce accurate financial statements could be impaired, which could adversely affect our business, financial condition or results of operations.***

Although we are not subject to the requirements of Section 404 of the Sarbanes-Oxley Act of 2002 with respect to the maintenance and assessment of internal control over financial reporting, if we fail to maintain proper and effective internal controls, our ability to produce accurate financial statements could be impaired, which could adversely affect our business, financial condition or results of operations. In addition, failure to maintain adequate financial and management processes and controls could lead to fraud or errors in our financial reporting and could harm our ability to manage our expenses or collect on our service agreements.



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We evaluated deficiencies identified in connection with the preparation and audit of our consolidated financial statements for the fiscal year ended December 31, 2012 in accordance with the framework developed by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control – Integrated Framework. The following control deficiency represents a material weakness in our internal control over financial reporting as of December 31, 2012:

**Purchasing and Inventory Management:** We did not maintain sufficient controls over our purchasing and inventory management process. Specifically (a) the controls surrounding the tracking of inventory movements between warehouses and job sites was not sufficient to ensure that inventory was appropriately recorded and that inventory not used at job sites was returned to warehouses on a timely basis; and (b) controls and processes to properly match returned inventory to the appropriate project to ensure accurate project costs and profitability either were not present or did not operate effectively.

During the quarter ended June 30, 2013, we also identified a control deficiency that represented a material weakness in our internal control over financial reporting as of March 31, 2013 related to controls surrounding the Company's cutover to processes used to capture results based upon the completed contract method of accounting in 2013.

Our actions to improve internal financial accounting controls may not be sufficient to mitigate this material weakness. There may be additional material weaknesses in our control environment now or in the future, requiring corrective action to improve our financial and accounting controls. In addition, implementing any appropriate changes to our internal controls may entail substantial costs in order to modify our existing accounting and information technology systems, may take a significant period of time to complete and may distract our officers, directors and employees from the operation of our business. Any failure to maintain adequate internal control over financial reporting, or consequent inability to produce accurate financial statements, could increase our operating costs and could materially impair our ability to operate our business.

***We depend on a limited number of key personnel who would be difficult to replace.***

We depend, in part, on the performance of John Goodman, our Executive Chairman, Ron Hill, our Chief Executive Officer and President, Randal Dumas, our Chief Financial Officer, Cari Shyiak, our Chief Operating Officer and President of Professional Services, Scott Pickett, our Chief Marketing Officer and Executive Vice President of Strategic Planning and Mergers and Acquisitions, James L. Mandel, Multiband's Chief Executive Officer, and Steve M. Bell, Multiband's Chief Financial Officer, to operate and grow our business. The loss of any of Messrs. Goodman, Hill, Dumas, Shyiak, Pickett, Mandel or Bell could negatively impact our ability to execute our business strategies. Although we have entered into employment agreements with Messrs. Goodman, Hill, Dumas, Shyiak, Pickett, Mandel and Bell, we may be unable to retain them or replace any of them if we lose their services for any reason.

***If we are unable to attract and retain qualified and skilled employees, we may suffer a reduction in the amount of work we are able to accept from Alcatel-Lucent and will be unable to operate efficiently, which could materially adversely affect our business, financial condition or results of operations.***

Our business is labor intensive, and some of our operations experience a high rate of employee turnover. To the extent we experience attrition with respect to certain former Alcatel-Lucent employees, the committed minimum amount of services we perform for Alcatel-Lucent will be proportionately reduced. In addition, given the nature of the highly specialized work we perform, many of our employees are trained in and possess specialized technical skills. At times of low unemployment rates of skilled laborers in the areas we serve, it can be difficult for us to find qualified and affordable personnel. We may be unable to hire and retain a sufficient skilled labor force necessary to support our operating requirements and growth strategy. Our labor expenses may increase as a result of a shortage in the supply of skilled personnel. We may also be forced to incur significant training expenses if we are unable to hire employees with the requisite skills. Labor shortages or increased labor or training costs could materially adversely affect our business, financial condition or results of operations.

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***In the ordinary course of business, we extend unsecured credit to our customers for purchases of our services or may provide other financing or investment arrangements, which subjects us to potential credit or investment risk that could, if realized, adversely affect our business, financial condition or results of operations.***

In the ordinary course of business, we extend unsecured credit to our customers. As of September 30, 2013, this credit amounted to \$108.4 million. We may also agree to allow our customers to defer payment on projects until certain milestones have been met or until the projects are substantially completed, and customers typically withhold some portion of amounts due to us as retainage. In addition, we may provide other forms of financing in the future to our customers or make investments in our customers' projects, typically in situations where we also provide services in connection with the projects. Our payment arrangements with our customers subject us to potential credit risk related to changes in business and economic factors affecting our customers, including material changes in our customers' revenues or cash flows. These changes may also reduce the value of any financing or equity investment arrangements we have with our customers. If we are unable to collect amounts owed to us, our cash flows would be reduced and we could experience losses if the uncollectible amounts exceeded current allowances. We would also recognize losses with respect to any investments that are impaired as a result of our customers' financial difficulties. Losses experienced could materially and adversely affect our business, financial condition or results of operations. The risks of collectability and impairment losses may increase for projects where we provide services as well as make a financing or equity investment.

***We may be unable to obtain sufficient bonding capacity to support certain service offerings, and the need for performance and surety bonds may reduce our availability under the Credit Facility.***

Certain of our contracts require performance and payment bonds. If our business continues to grow, our bonding requirements may increase under these and other contracts we obtain. If we are unable to renew or obtain a sufficient level of bonding capacity in the future, we may be precluded from being able to bid for certain contracts or successfully contract with certain customers. In addition, even if we are able to successfully renew or obtain performance or payment bonds, we may be required to post letters of credit in connection with the bonds, which would reduce availability under the Credit Facility.

***Our inability to adequately protect the confidential aspects of our technology and the products and services we sell could materially weaken our operations.***

Our Field Services and MDU businesses acquired in the Merger rely on a combination of trade secret, copyright and trademark laws, license agreements, and contractual arrangements with certain key employees to protect our proprietary rights and the proprietary rights of third parties from whom we license intellectual property. The legal protections afforded to us or the steps that we take may be inadequate to prevent misappropriation of our intellectual property. We also rely on agreements with owners of multi-dwelling units who grant us the right of access to the premises for a specific period whereby we are allowed to offer our voice, data, and video services to individual residents of the properties. If it was determined that we have infringed or are infringing on the intellectual property rights of others, we could be required to pay substantial damages or stop selling products and services that contain the infringing intellectual property, which could have a material adverse effect on our business, financial condition and results of operations. In such a case, we may be unable to develop non-infringing technology or obtain a license on commercially reasonable terms, or at all. The success of our Field Services and MDU businesses depends in part on our ability to protect the proprietary and confidential aspects of its technology and the products and services that we sell or utilize.

***Claims, lawsuits and proceedings and contract disputes, including those related to our construction business, could materially adversely affect our business, financial condition or results of operations.***

We are subject to various claims, lawsuits and proceedings and contract disputes that arise in the ordinary course of business. In particular, our construction activities expose us to increased risk because design,

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construction or systems failures can result in substantial bodily injury or damage to third parties. These actions may seek, among other things, compensation for alleged personal injury, workers' compensation, employment discrimination, breach of contract, property damage, punitive damages, civil penalties or other losses, consequential damages, or injunctive or declaratory relief. In addition, pursuant to our service agreements, we generally indemnify our customers for claims related to the services we provide. Claimants may seek large damage awards and defending claims can involve significant costs. When appropriate, we establish reserves against these items that we believe to be adequate in light of current information, legal advice and professional indemnity insurance coverage, and we adjust such reserves from time to time according to case developments. If our reserves are inadequate, or if in the future our insurance coverage proves to be inadequate or unavailable, or if there is an increase in liabilities for which we self-insure, we could experience a reduction in our profitability and liquidity. Furthermore, if there is a customer dispute regarding performance of project services, the customer may decide to delay or withhold payment to us. An adverse determination on any such liability claim, lawsuit or proceeding, or delayed or withheld payments from customers in contract disputes, could have a material adverse effect on our business, financial condition or results of operations. In addition, liability claims, lawsuits and proceedings or contract disputes may harm our reputation or divert management resources away from operating our business.

### **Risks Related to Our Industry and Our Customers – Industries**

***We are vulnerable to economic downturns and the cyclical nature of the telecommunications industry and particularly the wireless telecommunications industry, which could reduce capital expenditures by our customers and result in a decrease in demand for our services.***

The demand for our services has been, and will likely continue to be, cyclical in nature and vulnerable to general downturns in the U.S. economy. In addition, because a substantial portion of our revenue is derived from customers within the telecommunications industry, we are vulnerable to the cyclical nature of the telecommunications industry and the capital expenditures of these customers. The wireless telecommunications market, in which many of our existing and potential customers compete, is particularly cyclical in nature and vulnerable to downturns in the overall telecommunications industry. During an economic downturn, our customers may not have the ability or desire to continue to fund capital expenditures for infrastructure, may determine to outsource less work or may have difficulty in obtaining financing. Any of these factors could result in the delay, reduction or cancellation of projects, which could result in decreased demand for our services and could materially adversely affect our business, financial condition or results of operations.

***Our profitability and liquidity could decline if our customers reduce spending, are unable to pay for our services or fail to implement new technology.***

Stagnant or declining economic conditions have adversely impacted the demand for our services and resulted in the delay, reduction or cancellation of projects and may continue to adversely affect us in the future. In addition, a reduction in cash flows or the lack of availability of debt or equity financing for our customers may result in a reduction in our customers' spending for our services and may also impact the ability of our customers to pay amounts owed to us. Network services providers, including certain of our customers, may not continue to upgrade their wireless networks as technology advances or maintain and expand their network capacities and coverage. The occurrence of any of these events could have a material adverse effect on our business, financial condition or results of operations and our ability to grow.

***Our industries are highly competitive, which may reduce our market share and harm our business, financial condition or results of operations.***

Our industries are highly fragmented, and we compete with other companies in most of the markets in which we operate, ranging from small independent firms servicing local markets to larger firms servicing regional and national markets. There are relatively few barriers to entry into certain of the markets in which we

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operate, and, as a result, any organization that has adequate financial resources and access to technical expertise and skilled personnel may become one of our competitors.

Most of our customers' work is awarded through a bid process. Consequently, price is often the principal factor in determining which service provider is selected, especially on smaller, less complex projects. Smaller competitors are sometimes able to win bids for these projects based on price alone due to their lower costs and financial return requirements. If we are unsuccessful in bidding on these projects, or if our ability to win such projects requires that we accept lesser margins, our business, financial condition or results of operations could be materially and adversely affected.

We also face competition from existing or prospective customers that employ in-house personnel to perform some of the same types of services we provide. For example, OEMs are increasingly bundling their equipment and software with ongoing services to provide complete managed services to their service provider customers. Our success depends upon the continued trend by our customers to outsource their network design, construction and project management needs. If this trend does not continue or is reversed and communication service providers and network equipment vendors elect to perform more of these tasks themselves, our business, financial condition or results of operations may be adversely affected due to the decline in the demand for our services.

***Our business growth depends in part upon demand for wireless data services on wireless networks and related infrastructure build outs and demand for broadband and expanded satellite television services and the overall appeal of DIRECTV's products and services.***

We expect that an important component of our revenue growth will be sales to telecommunications service providers as they build out their network infrastructure and accommodate increased demand for wireless data services. The demand for wireless data services may decrease or may grow more slowly than expected. Any such decrease in the demand or slowing rate of growth could have a material adverse effect on our business. In addition, if the evolution to new wireless standards, including the 4G-LTE standard, does not materialize for any reason, such as lack of cost-effectiveness or consumer acceptance, then this may have an adverse impact on our business growth and revenues. Delays in the introduction of new wireless networks, the failure of these services to gain widespread acceptance or the ineffective marketing of these services may reduce the demand for our services, which could have a material adverse effect on our business, financial condition or results of operations.

We also anticipate that future revenue in the Field Services and MDU businesses will be dependent upon public acceptance of broadband and expanded satellite television services and the overall appeal of DIRECTV's products and services to consumers. Acceptance of these services is partially dependent on the infrastructure of the internet and satellite television, which is beyond our control. In addition, newer technologies, such as video-on-demand and delivery of programming content over the internet, are being developed, which could have a material adverse effect on our competitiveness in the marketplace if it is unable to adopt or deploy such technologies. A decline in the popularity of existing products and services or the failure of new products and services to achieve and sustain market acceptance could result in reduced overall revenues, which could have a material adverse effect on our business, financial condition and results of operations. Consumer preferences with respect to entertainment are continuously changing, are difficult to predict and can vary over time. DIRECTV's current products and services may not continue to be popular for any significant period of time, and any new products and services may not achieve commercial acceptance. Changes in consumer preferences may reduce the demand for our services, which could have a material adverse effect on our business, financial condition or results of operations.

***Our customers are highly regulated, and the addition of new laws or regulations or changes to existing laws, regulations or technology may adversely impact demand for our services and the profitability of those services.***

We derive, and anticipate that we will continue to derive, the vast majority of our revenue from customers in the telecommunications and subscription television industries. Our telecommunications and subscription television

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customers are subject to legislation enacted by Congress, and regulated by various federal, state and local agencies, including the Federal Communications Commission, or the FCC, and state public utility commissions, and are subject to rapid changes in governmental regulation and technology. These bodies might modify or interpret the application of their laws or regulations in a manner that is different than the way such regulations are currently applied or interpreted and may impose additional laws or regulations. If existing, modified or new laws or regulations have an adverse effect on our customers and adversely impact the profitability of the services they provide, demand for our services may be reduced. Changes in technology may also reduce the demand for the services we provide. The research and development of new and innovative technologically advanced products, including upgrades to current products and new generations of technologies, is a complex and uncertain process requiring high levels of innovation and investment, as well as accurate anticipation of technology and market trends. Our failure to rapidly adopt and master new technologies as they are developed in our industries could have a material adverse effect on our business, financial condition or results of operations.

***Mergers, consolidations or other strategic transactions in the wireless communications industry could weaken our competitive position, reduce the number of our customers and adversely affect our business.***

The wireless communications industry may continue to experience consolidation and an increased formation of alliances among carriers and between carriers and other entities. Should one of our customers or a competitor, merge, consolidate, partner or enter into a strategic alliance with another carrier, OEM or competitor, this could have a material adverse impact on our business. Such a merger, consolidation, partnership or alliance may cause us to lose a wireless carrier or OEM customer or require us to reduce prices as a result of enhanced customer leverage or changes in the competitive landscape, which would have a negative effect on our business, revenues and profitability. We may not be able to expand our base of customers to offset revenue declines if we lose a material customer. These events could reduce our revenue and adversely affect our operating results.

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**THE EXCHANGE OFFER**

**Purpose and Effect of the Exchange Offer**

Under the registration rights agreement, we and the guarantors agreed to use commercially reasonable efforts to file a registration statement with respect to an offer to exchange the outstanding notes for exchange notes registered under the Securities Act within 90 days after August 30, 2013, the date we issued the outstanding notes in exchange for the Stage I Notes, and to use commercially reasonable efforts to have the registration statement declared effective by the SEC on or prior to 180 days after August 30, 2013. We and the guarantors have also agreed to use commercially reasonable efforts to file under the Securities Act a shelf registration statement for the resale of the outstanding notes and guarantees if the exchange offer is not available or cannot be effected within 210 days after August 30, 2013.

Because the exchange offer registration statement or the shelf registration statement was not filed on or prior to November 29, 2013, additional interest on the outstanding notes began to accrue at a rate of 0.25% per annum for the first 90-day period thereafter, increasing at a rate of 0.25% per annum at the beginning of each subsequent 90-day period thereafter until such registration obligations are fulfilled. If the exchange offer registration statement or the shelf registration statement is not declared effective on or prior to February 26, 2014, additional interest will accrue on the outstanding notes at the rate of 0.25% per annum for the first 90-day period thereafter, increasing at a rate of 0.25% per annum at the beginning of each subsequent 90-day period thereafter until such registration obligations are fulfilled. If the exchange offer is not completed on or before 30 business days after the effective date of the registration statement, additional interest on the outstanding notes will accrue at a rate of 0.25% per annum on the 31st business day after the effective date of the registration statement, increasing at a rate of 0.25% per annum at the beginning of each subsequent 90-day period thereafter until the exchange offer obligations are fulfilled. The maximum additional interest on the outstanding notes may not exceed at any one time an aggregate of 1.00% per annum.

Following the completion of the exchange offer, holders of outstanding notes not tendered will not have any further registration rights other than as set forth in the paragraphs below, and, subject to certain exceptions, the outstanding notes will continue to be subject to certain restrictions on transfer.

Subject to certain conditions, including the representations set forth below, the exchange notes will be issued without a restrictive legend and generally may be reoffered and resold without registration under the Securities Act. In order to participate in the exchange offer, a holder must represent to us in writing, or be deemed to represent to us in writing, among other things, that:

the holder is acquiring the exchange notes in its ordinary course of business;

at the time of the commencement and consummation of the exchange offer, the holder has not entered into any arrangement or understanding with any person to participate in the distribution (within the meaning of the Securities Act) of the exchange notes in violation of the provisions of the Securities Act;

the holder is not an affiliate of ours or any guarantor within the meaning of Rule 405 of the Securities Act;

if the holder is not a broker-dealer, that it is not engaged in, and does not intend to engage in, the distribution of the exchange notes; and

if such holder is a broker-dealer that acquired the exchange notes for its own account in exchange for the outstanding notes that were acquired as a result of market-making activities or other trading activities, that it will deliver a prospectus meeting the requirements of the Securities Act in connection with any resales of the exchange notes.

Under certain circumstances specified in the registration rights agreement, we may be required to file a shelf registration statement covering resales of the outstanding notes pursuant to Rule 415 under the Securities Act.



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### **Resale of the Exchange Notes**

Based on an interpretation by the SEC's staff set forth in no-action letters issued to third parties unrelated to us, we believe that, with the exceptions set forth below, the exchange notes issued in the exchange offer may be offered for resale, resold and otherwise transferred by the holder of exchange notes without compliance with the registration and prospectus delivery requirements of the Securities Act, unless the holder:

is an affiliate of ours or any guarantor within the meaning of Rule 405 under the Securities Act;

is a broker-dealer that purchased outstanding notes directly from us for resale under Rule 144A, Regulation S or any other available exemption under the Securities Act;

acquired the exchange notes other than in the ordinary course of the holder's business;

has an arrangement or understanding with any person to engage in a distribution of the exchange notes;

is engaged in, or intends to engage in, a distribution of the exchange notes; or

is prohibited by any law or policy of the SEC from participating in the exchange offer.

Any holder who is an affiliate of ours or any guarantor, is engaging in, or intends to engage in, or has any arrangement or understanding with any person to participate in, a distribution of the exchange notes, or is not acquiring the exchange notes in the ordinary course of its business cannot rely on this interpretation by the SEC's staff and must comply with the registration and prospectus delivery requirements of the Securities Act in connection with a secondary resale transaction. Each broker-dealer that receives exchange notes for its own account pursuant to the exchange offer, where such outstanding notes were acquired by such broker-dealer as a result of market-making activities or other trading activities, must acknowledge that it will comply with the applicable provisions of the Securities Act (including, but not limited to, delivering a prospectus in connection with any resale of such exchange notes). See Plan of Distribution. Broker-dealers who acquired outstanding notes directly from us and not as a result of market-making activities or other trading activities may not rely on the staff's interpretations discussed above, and must comply with the prospectus delivery requirements of the Securities Act in order to sell the exchange notes.

### **Terms of the Exchange Offer**

Upon the terms and subject to the conditions set forth in this prospectus and in the letter of transmittal, we will accept any and all outstanding notes validly tendered and not withdrawn prior to 5:00 p.m., New York City time, on \_\_\_\_\_, 2014, or such date and time to which we extend the exchange offer. We will issue \$1,000 in principal amount of exchange notes in exchange for each \$1,000 principal amount of outstanding notes accepted in the exchange offer. Holders may tender some or all of their outstanding notes pursuant to the exchange offer.

Outstanding notes may be tendered only in a denomination equal to \$2,000 and integral multiples of \$1,000 in excess thereof. The exchange notes will evidence the same debt as the outstanding notes and will be issued under the terms of, and entitled to the benefits of, the indenture relating to the outstanding notes.

As of the date of this prospectus, \$100.0 million in aggregate principal amount of outstanding notes are outstanding. This prospectus, together with the letter of transmittal, is being sent to the registered holders of the outstanding notes. There will be no fixed record date for determining registered holders of outstanding notes that are entitled to participate in the exchange offer. We intend to conduct the exchange offer in accordance with the applicable requirements of the Securities Act and the Exchange Act and the rules and regulations of the SEC promulgated under the Securities Act and the Exchange Act.

We will be deemed to have accepted validly tendered outstanding notes when, as and if we have given oral or written notice thereof to Wells Fargo Bank, National Association, which is acting as the exchange agent. The exchange agent will act as agent for the tendering holders for the



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purpose of receiving the exchange notes from us. If any tendered outstanding notes are not accepted for exchange because of an invalid tender, or the

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occurrence of certain other events set forth under the heading **Conditions to the Exchange Offer**, any such unaccepted outstanding notes will be returned to the tendering holder of those outstanding notes as soon as reasonably practicable after the expiration or termination of the exchange offer.

Holders who tender outstanding notes in the exchange offer will not be required to pay brokerage commissions or fees or, subject to the instructions in the letter of transmittal, transfer taxes with respect to the exchange of outstanding notes in the exchange offer. We will pay all charges and expenses, other than certain applicable taxes, applicable to the exchange offer. See **Fees and Expenses** and **Transfer Taxes**.

### **Expiration Date; Extensions; Amendments**

The expiration date shall be 5:00 p.m., New York City time, on \_\_\_\_\_, 2014, unless we, in our sole discretion, extend the exchange offer, in which case the expiration date shall be the latest date and time to which the exchange offer is extended. In order to extend the exchange offer, we will notify the exchange agent by oral or written notice prior to 9:00 a.m., New York City time, on the next business day after the previously scheduled expiration date. We reserve the right, in our sole discretion:

to delay accepting any validly tendered outstanding notes, to extend the exchange offer or, if any of the conditions set forth under **Conditions to the Exchange Offer** shall not have been satisfied, to terminate the exchange offer, by giving oral or written notice of that delay, extension or termination to the exchange agent, or

to amend the terms of the exchange offer in any manner.

In the event of a material change in the offer, including the waiver of a material condition, the Company will extend the offer period if necessary so that at least five business days remain in the offer following notice of the material change. Any delay in acceptance, extension, termination or amendment will be followed as promptly as practicable by a public announcement thereof.

### **Procedures for Tendering**

When a holder of outstanding notes tenders, and we accept such notes for exchange pursuant to that tender, a binding agreement between us and the tendering holder is created, subject to the terms and conditions set forth in this prospectus and the accompanying letter of transmittal. Except as set forth below, a holder of outstanding notes who wishes to tender such notes for exchange must, on or prior to the expiration date:

transmit a properly completed and duly executed letter of transmittal, including all other documents required by such letter of transmittal, to Wells Fargo Bank, National Association, which will act as the exchange agent, at the address set forth below under the heading **Exchange Agent**; or

comply with DTC's ATOP procedures described below.

In addition, either:

the exchange agent must receive the certificates for the outstanding notes and the letter of transmittal prior to the expiration date;

the exchange agent must receive, prior to the expiration date, a timely confirmation of the book-entry transfer of the outstanding notes being tendered, along with the letter of transmittal or an agent's message; or

the holder must comply with the guaranteed delivery procedures described below.

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The term "agent's message" means a message, transmitted by DTC and received by the exchange agent and forming a part of a book-entry transfer, or book-entry confirmation, which states that DTC has received an express acknowledgement from the tendering participant, which acknowledgment states that such participant has

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received the letter of transmittal and agrees to be bound by the terms of, and makes the representations and warranties contained in, the letter of transmittal, and that we may enforce the letter of transmittal against such participant.

The method of delivery of the outstanding notes, the letters of transmittal and all other required documents is at the election and risk of the holders. We recommend that instead of delivery by mail, holders use an overnight or hand delivery service, properly insured. In all cases, you should allow sufficient time to assure timely delivery. No letters of transmittal or outstanding notes should be sent directly to us.

Signatures on a letter of transmittal or a notice of withdrawal must be guaranteed by an eligible institution unless the outstanding notes surrendered for exchange are tendered:

by a registered holder of the outstanding notes who has not completed the box entitled **Special Issuance Instructions** or **Special Delivery Instructions** on the letter of transmittal; or

for the account of an eligible institution.

An **eligible institution** is a member firm of a registered national securities exchange, a member of the Financial Industry Regulatory Authority, Inc., a commercial bank or trust company having an office or correspondent in the United States or another **eligible guarantor institution** within the meaning of Rule 17Ad-15 under the Exchange Act.

If outstanding notes are registered in the name of a person other than the signer of the letter of transmittal, the outstanding notes surrendered for exchange must be endorsed or be accompanied by a written instrument or instruments of transfer or exchange in satisfactory form to the exchange agent and as determined by us in our sole discretion, duly executed by the registered holder with the holder's signature guaranteed by an eligible institution.

We will determine all questions as to the validity, form, eligibility (including time of receipt) and acceptance of outstanding notes tendered for exchange in our sole discretion. Our determination will be final and binding. We reserve the absolute right to:

reject any and all tenders of any outstanding note improperly tendered;

refuse to accept any outstanding note if, in our judgment or the judgment of our counsel, acceptance of the outstanding note may be deemed unlawful; and

waive any defects or irregularities or conditions of the exchange offer as to any particular outstanding note based on the specific facts.

Notwithstanding the foregoing, we do not expect to treat any holder of outstanding notes differently from other holders to the extent they present the same facts or circumstances.

Our interpretation of the terms and conditions of the exchange offer as to any particular outstanding notes either before or after the expiration date, including the letter of transmittal and the instructions to it, will be final and binding on all parties. Holders must cure any defects and irregularities in connection with tenders of outstanding notes for exchange within such reasonable period of time as we will determine, unless we waive such defects or irregularities.

Neither we, the exchange agent nor any other person shall be under any duty to give notification of any defect or irregularity with respect to any tender of outstanding notes for exchange, nor shall any of us incur any liability for failure to give such notification.

If trustees, executors, administrators, guardians, attorneys-in-fact, officers of corporations or others acting in a fiduciary or representative capacity sign the letter of transmittal or any outstanding notes or separate written instructions of transfer or exchange, these persons should so indicate when signing, and you must submit proper evidence satisfactory to us of those persons' authority to so act unless we waive this

requirement.

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By tendering, each holder will represent to us that the person acquiring exchange notes in the exchange offer, whether or not that person is the holder:

is not an affiliate of ours or any guarantor as defined under Rule 405 of the Securities Act;

is obtaining them in the ordinary course of its business; and

at the time of the commencement of the exchange offer neither the holder nor, to the knowledge of such holder, that other person receiving exchange notes from such holder is engaged in, intends to engage in or has any arrangement or understanding with any person to participate in the distribution (within the meaning of the Securities Act) of the exchange notes issued in the exchange offer.

If any holder or any other person receiving exchange notes from such holder is an affiliate of ours or any guarantor as defined under Rule 405 of the Securities Act, is not acquiring the exchange notes in the ordinary course of business, or is engaged in or intends to engage in or has an arrangement or understanding with any person to participate in a distribution (within the meaning of the Securities Act) of the notes to be acquired in the exchange offer, the holder or any other person:

may not rely on applicable interpretations of the staff of the SEC; and

must comply with the registration and prospectus delivery requirements of the Securities Act in connection with any resale transaction.

Each broker-dealer that acquired its outstanding notes as a result of market-making activities or other trading activities, and thereafter receives exchange notes issued for its own account in the exchange offer, must acknowledge that it will comply with the applicable provisions of the Securities Act (including, but not limited to, delivering this prospectus in connection with any resale of such exchange notes issued in the exchange offer). The letter of transmittal states that by so acknowledging and by delivering a prospectus, a broker-dealer will not be deemed to admit that it is an underwriter within the meaning of the Securities Act. See Plan of Distribution for a discussion of the exchange and resale obligations of broker-dealers.

**Acceptance of Outstanding Notes for Exchange; Delivery of Exchange Notes Issued in the Exchange Offer**

Upon satisfaction or waiver of all the conditions to the exchange offer, we will accept, promptly after the expiration date, all outstanding notes properly tendered and will issue exchange notes registered under the Securities Act in exchange for the tendered outstanding notes. For purposes of the exchange offer, we shall be deemed to have accepted properly tendered outstanding notes for exchange when, as and if we have given oral or written notice to the exchange agent, with written confirmation of any oral notice to be given promptly thereafter, and complied with the applicable provisions of the registration rights agreement. See Conditions to the Exchange Offer for a discussion of the conditions that must be satisfied before we accept any outstanding notes for exchange.

For each outstanding note accepted for exchange, the holder will receive an exchange note registered under the Securities Act having a principal amount equal to that of the surrendered outstanding note. Registered holders of exchange notes issued in the exchange offer on the relevant record date for the first interest payment date following the consummation of the exchange offer will receive interest accruing from the most recent date on which interest has been paid or, if no interest has been paid, from the issue date of the outstanding notes. Holders of exchange notes will not receive any payment in respect of accrued interest on outstanding notes otherwise payable on any interest payment date, the record date for which occurs on or after the consummation of the exchange offer. Under the registration rights agreement, we may be required to make payments of additional interest to the holders of the outstanding notes under circumstances relating to the timing of the exchange offer.

In all cases, we will issue exchange notes for outstanding notes that are accepted for exchange only after the exchange agent timely receives:

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certificates for such outstanding notes or a timely book-entry confirmation of such outstanding notes into the exchange agent's account at DTC;

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a properly completed and duly executed letter of transmittal or an agent's message;

and all other required documents.

If for any reason set forth in the terms and conditions of the exchange offer we do not accept any tendered outstanding notes, or if a holder submits outstanding notes for a greater principal amount than the holder desires to exchange, we will return such unaccepted or nonexchanged notes without cost to the tendering holder. In the case of outstanding notes tendered by book-entry transfer into the exchange agent's account at DTC, the nonexchanged notes will be credited to an account maintained with DTC.

We will return the outstanding notes or have them credited to DTC, promptly after the expiration or termination of the exchange offer.

**Book-Entry Delivery Procedures**

Promptly after the date of this prospectus, the exchange agent will establish an account with respect to the outstanding notes at DTC and, as the book-entry transfer facility, for purposes of the exchange offer. Any financial institution that is a participant in the book-entry transfer facility's system may make book-entry delivery of the outstanding notes by causing the book-entry transfer facility to transfer those outstanding notes into the exchange agent's account at the facility in accordance with the facility's procedures for such transfer. To be timely, book-entry delivery of outstanding notes requires receipt of a book-entry confirmation prior to the expiration date. In addition, although delivery of outstanding notes may be effected through book-entry transfer into the exchange agent's account at the book-entry transfer facility, the letter of transmittal or a manually signed facsimile thereof, together with any required signature guarantees and any other required documents, or an agent's message in connection with a book-entry transfer, must, in any case, be delivered or transmitted to and received by the exchange agent at its address set forth on the cover page of the letter of transmittal prior to the expiration date to receive exchange notes for tendered outstanding notes, or the guaranteed delivery procedure described below must be complied with. Tender will not be deemed made until such documents are received by the exchange agent. Delivery of documents to the book-entry transfer facility does not constitute delivery to the exchange agent.

Holders of outstanding notes who are unable to deliver confirmation of the book-entry tender of their outstanding notes into the exchange agent's account at the book-entry transfer facility or all other documents required by the letter of transmittal to the exchange agent on or prior to the expiration date must tender their outstanding notes according to the guaranteed delivery procedures described below.

**Guaranteed Delivery Procedures**

If a holder of outstanding notes desires to tender such notes and the holder's outstanding notes are not immediately available, or time will not permit the holder's outstanding notes or other required documents to reach the exchange agent before the expiration date, or the procedure for book-entry transfer cannot be completed on a timely basis, a tender may be effected if:

the holder tenders the outstanding notes through an eligible institution;

prior to the expiration date, the exchange agent receives from such eligible institution a properly completed and duly executed notice of guaranteed delivery, acceptable to us, by facsimile transmission (receipt confirmed by telephone and an original delivered by guaranteed overnight courier), mail or hand delivery, setting forth the name and address of the holder of the outstanding notes tendered, the names in which such outstanding notes are registered, if applicable, the certificate number or numbers of such outstanding notes and the amount of the outstanding notes being tendered. The notice of guaranteed delivery shall state that the tender is being made and guarantee that within three New York Stock Exchange trading days after the expiration date, the certificates for all physically tendered outstanding notes, in proper form for transfer, or a book-entry confirmation, as the case may be, together with a properly completed and duly executed letter of transmittal or agent's message with any



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required signature guarantees and any other documents required by the letter of transmittal will be deposited by the eligible institution with the exchange agent; and

the exchange agent receives the certificates for all physically tendered outstanding notes, in proper form for transfer, or a book-entry confirmation, as the case may be, together with a properly completed and duly executed letter of transmittal or agent's message with any required signature guarantees and any other documents required by the letter of transmittal, within three New York Stock Exchange trading days after the expiration date.

### **Withdrawal of Tenders**

If not yet accepted, you may withdraw tenders of your outstanding notes at any time prior to the expiration of the exchange offer. For a withdrawal to be effective, you must send a written notice of withdrawal to the exchange agent at the address set forth below under Exchange Agent. Any such notice of withdrawal must:

be received by the exchange agent before we notify the exchange agent that we have accepted the tender of outstanding notes pursuant to the exchange offer;

specify the name of the person who tendered the outstanding notes to be withdrawn and where certificates for outstanding notes are transmitted, specify the name in which outstanding notes are registered, if different from that of the withdrawing holder;

identify the outstanding notes to be withdrawn (including the principal amount of such outstanding notes, or, if applicable, the certificate numbers shown on the particular certificates evidencing such outstanding notes and the principal amount of outstanding notes represented by such certificates);

include a statement that such holder is withdrawing its election to have such outstanding notes exchanged; and

be signed by the holder in the same manner as the original signature on the letter of transmittal (including any required signature guarantee).

If certificates for outstanding notes have been delivered or otherwise identified to the exchange agent, then, prior to the release of such certificates, the withdrawing holder must also submit the serial numbers of the particular certificates to be withdrawn and signed notice of withdrawal with signatures guaranteed by an eligible institution unless such holder is an eligible institution. If outstanding notes have been tendered pursuant to the procedure for book-entry transfer described above, any notice of withdrawal must specify the name and number of the account at DTC, as applicable, to be credited with the withdrawn notes and otherwise comply with the procedures of such facility.

We will determine all questions as to the validity, form and eligibility (including time of receipt) of notices of withdrawal and our determination will be final and binding on all parties. Any tendered notes so withdrawn will be deemed not to have been validly tendered for exchange for purposes of the exchange offer. Any outstanding notes which have been tendered for exchange but which are not exchanged for any reason will be returned to the holder thereof without cost to such holder. In the case of outstanding notes tendered by book-entry transfer into the exchange agent's account at DTC, the outstanding notes withdrawn will be credited to an account at the book-entry transfer facility specified by the holder. The outstanding notes will be returned promptly after withdrawal, rejection of tender or termination of the exchange offer. Properly withdrawn outstanding notes may be retendered by following one of the procedures described under Procedures for Tendering above at any time on or prior to 5:00 p.m., New York City time, on the expiration date.

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### **Conditions to the Exchange Offer**

Despite any other term of the exchange offer, we will not be required to accept for exchange, or to issue exchange notes in exchange for, any outstanding notes and we may terminate or amend the exchange offer as provided in this prospectus prior to the expiration date if in our reasonable judgment:

the exchange offer or the making of any exchange by a holder violates any applicable law or interpretation of the SEC; or

any action or proceeding has been instituted or threatened in writing in any court or by or before any governmental agency with respect to the exchange offer that, in our judgment, would reasonably be expected to impair our ability to proceed with the exchange offer.

In addition, we will not be obligated to accept for exchange the outstanding notes of any holder that has not made to us:

the representations described under Purpose and Effect of the Exchange Offer, Procedures for Tendering and Plan of Distribution; or

any other representations as may be reasonably necessary under applicable SEC rules, regulations or interpretations to make available to us an appropriate form for registration of the exchange notes under the Securities Act.

We expressly reserve the right at any time or at various times to extend the period of time during which the exchange offer is open. Consequently, we may delay acceptance of any outstanding notes by giving oral or written notice of such extension to their holders. The Company anticipates that it would only delay acceptance of outstanding notes tendered in the offer due to an extension of the expiration date of the offer. We will return any outstanding notes that we do not accept for exchange for any reason without expense to their tendering holder promptly after the expiration or termination of the exchange offer.

We expressly reserve the right to amend or terminate the exchange offer and to reject for exchange any outstanding notes not previously accepted for exchange, upon the occurrence of any of the conditions of the exchange offer specified above. We will give oral or written notice of any extension, amendment, non-acceptance or termination to the holders of the outstanding notes as promptly as practicable. In the case of any extension, such notice will be issued no later than 9:00 a.m., New York City time, on the next business day after the previously scheduled expiration date.

The foregoing conditions are for our sole benefit and may be asserted by us regardless of the circumstances giving rise to any such condition or may be waived by us in whole or in part at any time and from time to time. The failure by us at any time to exercise any of the foregoing rights shall not be deemed a waiver of any of those rights and each of those rights shall be deemed an ongoing right which may be asserted at any time and from time to time.

In addition, we will not accept for exchange any outstanding notes tendered, and no exchange notes will be issued in exchange for those outstanding notes, if at such time any stop order shall be threatened or in effect with respect to the registration statement of which this prospectus constitutes a part or the qualification of the indenture under the Trust Indenture Act of 1939. In any of those events we are required to use every reasonable effort to obtain the withdrawal of any stop order at the earliest possible time.

### **Effect of Not Tendering**

Holders who desire to tender their outstanding notes in exchange for exchange notes registered under the Securities Act should allow sufficient time to ensure timely delivery. Neither the exchange agent nor we are under any duty to give notification of defects or irregularities with respect to the tenders of outstanding notes for exchange.

Outstanding notes that are not tendered or are tendered but not accepted will, following the consummation of the exchange offer, continue to accrue interest and to be subject to the provisions in the indenture regarding the transfer



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and exchange of the outstanding notes and the existing restrictions on transfer set forth in the legend on the outstanding notes. After completion of the exchange offer, we will have no further obligation to provide for the registration under the Securities Act of those outstanding notes except in limited circumstances with respect to specific types of holders of outstanding notes and we do not intend to register the outstanding notes under the Securities Act. In general, outstanding notes, unless registered under the Securities Act, may not be offered or sold except pursuant to an exemption from, or in a transaction not subject to, the Securities Act and applicable state securities laws.

**Exchange Agent**

All executed letters of transmittal should be directed to the exchange agent. Wells Fargo Bank, National Association has been appointed as exchange agent for the exchange offer. Questions, requests for assistance and requests for additional copies of this prospectus or of the letter of transmittal should be directed to the exchange agent addressed as follows:

<i>Registered &amp; Certified Mail:</i> Wells Fargo Bank, N.A.	<i>Regular Mail or Courier:</i> Wells Fargo Bank, N.A.	<i>In Person by Hand Only:</i> Wells Fargo Bank, N.A.
Corporate Trust Operations	Corporate Trust Operations	Corporate Trust Services
MAC N9303-121	MAC N9303-121	Northstar East Building -12 <sup>th</sup> Floor
P.O. Box 1517	6 <sup>th</sup> St. & Marquette Avenue	608 Second Avenue South
Minneapolis, MN 55480	Minneapolis, MN 55479	Minneapolis, MN 55402

*By Facsimile*

*(for Eligible Institutions only):*

(612) 667-6282

*For Information of Confirmation by Telephone:*

(800) 344-5128

**Fees and Expenses**

We will not make any payments to brokers, dealers or others soliciting acceptances of the exchange offer. The estimated cash expenses to be incurred in connection with the exchange offer will be paid by us and will include fees and expenses of the exchange agent, legal, printing and related fees and expenses. Notwithstanding the foregoing, holders of the outstanding notes shall pay all agency fees and commissions and underwriting discounts and commissions, if any, attributable to the sale of such outstanding notes or exchange notes.

**Accounting Treatment**

We will record the exchange notes at the same carrying value as the outstanding notes, as reflected in our accounting records on the date of the exchange. Accordingly, we will not recognize any gain or loss for accounting purposes as the terms of the exchange notes are substantially identical to those of the outstanding notes. The expenses of the exchange offer will be amortized over the terms of the exchange notes.

**Transfer Taxes**

Holders who tender their outstanding notes for exchange will not be obligated to pay any transfer taxes in connection with that tender or exchange, except that holders who instruct us to register or issue exchange notes in the name of, or request that outstanding notes not tendered or not accepted in the exchange offer be returned to, a person other than the registered tendering holder will be responsible for the payment of any applicable transfer tax on those outstanding notes. If satisfactory evidence of payment of such taxes or exception therefrom is not submitted with

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the letter of transmittal, the amount of such transfer taxes will be billed directly to such tendering holder. Notwithstanding the foregoing, holders of the outstanding notes shall pay transfer taxes, if any, attributable to the sale of such outstanding notes or exchange notes. If a transfer tax is imposed for any reason other than the transfer and exchange of outstanding notes to us or our order pursuant to the exchange offer, the amount of any such transfer taxes (whether imposed on the registered holder or any other person) will be payable by the tendering holder.

**Table of Contents****RATIOS OF EARNINGS TO FIXED CHARGES**

	Year Ended December 31,			Nine Months
	2010	2011	2012	Ended September 30, 2013
Ratio of earnings to fixed charges (1)	(2)	2.19x	(3)	(4)

- (1) For purposes of calculating the ratio of earnings to fixed charges, earnings represents income from continuing operations before income taxes plus fixed charges (excluding capitalized interest). Fixed charges includes interest expense (including capitalized interest), amortization of issuance expense and the portion of rent expense that management believes is representative of the interest component of rental expense, which is currently one-third.
- (2) For the year ended December 31, 2010, earnings were insufficient to cover fixed charges by \$18.0 million.
- (3) For the year ended December 31, 2012, earnings were insufficient to cover fixed charges by \$9.3 million.
- (4) For the nine months ended September 30, 2013, earnings were insufficient to cover fixed charges by \$27.4 million.

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**USE OF PROCEEDS**

We will not receive any proceeds from the exchange of the notes. We are making this exchange offering solely to satisfy our obligations under the registration rights agreement. In consideration for issuing the exchange notes as contemplated by this prospectus, we will receive outstanding notes in a like principal amount. The outstanding notes surrendered in exchange for the exchange notes will be retired and canceled and will not be reissued. Accordingly, the issuance of the exchange notes will not result in any change in our capitalization.

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**UNAUDITED PRO FORMA COMBINED FINANCIAL INFORMATION**

The following unaudited pro forma combined financial statements are based on the historical financial statements of Goodman Networks and Multiband, combined and adjusted to give effect to the Merger. A pro forma balance sheet has not been included as the Merger with Multiband closed on August 30, 2013 and is fully reflected in our consolidated balance sheet as of September 30, 2013.

The unaudited pro forma combined statements of operations for the fiscal year ended December 31, 2012 and the nine months ended September 30, 2013 assume that the Merger took place on January 1, 2012. Goodman Networks' audited consolidated statement of operations for the fiscal year ended December 31, 2012 has been combined with Multiband's audited consolidated statement of operations for the fiscal year ended December 31, 2012 and Goodman Networks' unaudited consolidated statement of operations for the nine months ended September 30, 2013 has been combined with Multiband's unaudited consolidated statement of operations for the period from January 1, 2013 to August 30, 2013, the closing date of the Merger. Multiband's results of operations for the period from August 31, 2013 to September 30, 2013 are included in our consolidated statement of operations for the nine months ended September 30, 2013.

The historical consolidated financial information has been adjusted in the unaudited pro forma combined financial statements to give effect to pro forma events that are (1) directly attributable to the Merger, (2) factually supportable, and (3) with respect to the statements of operations, expected to have a continuing impact on the combined results. The unaudited pro forma combined financial information should be read in conjunction with the accompanying notes to the unaudited pro forma combined financial statements. In addition, the unaudited pro forma combined financial information was based on, and should be read in conjunction with, the following historical consolidated financial statements and accompanying notes of Goodman Networks and Multiband for the applicable periods, which are included elsewhere in this prospectus:

Separate historical financial statements of Goodman Networks for the year ended December 31, 2012 and the related notes;

Separate historical financial statements of Multiband for the year ended December 31, 2012 and the related notes;

Separate historical financial statements of Goodman Networks as of and for the nine months ended September 30, 2013 and the related notes; and

Separate historical financial statements of Multiband as of and for the six months ended June 30, 2013 and the related notes (the latest interim period that preceded the Merger).

The unaudited pro forma combined financial information is presented for informational purposes only. The unaudited pro forma information is not necessarily indicative of what the combined financial position or results of operations actually would have been had the Merger been completed as of the dates indicated. In addition, the unaudited pro forma combined financial information does not purport to project the combined financial position or operating results for any future period. The unaudited pro forma combined financial statements do not include the realization of potential cost savings from operating efficiencies or restructuring costs which may result from the Merger.

The unaudited pro forma combined financial information has been prepared using the acquisition method of accounting for business combinations under accounting principles generally accepted in the United States, or GAAP. Goodman Networks is the acquirer for accounting purposes.

Goodman Networks has not had sufficient time to completely evaluate the identifiable assets and liabilities of Multiband and in particular Multiband's unique long-lived tangible and identifiable intangible assets. Accordingly, the pro forma adjustments, including the allocations of the purchase price, are preliminary and have been made solely for the purpose of providing unaudited pro forma combined financial information. Differences between these preliminary estimates and the final acquisition accounting could be material.



**Table of Contents****GOODMAN NETWORKS INCORPORATED****Unaudited Pro Forma Combined Condensed Statement of Operations****For The Year Ended December 31, 2012****(Dollars in thousands)**

	<b>Goodman Networks Incorporated, As reported</b>	<b>Multiband Corporation, As reported</b>	<b>Pro Forma Adjustments</b>		<b>Combined</b>
Revenues	\$ 609,227	\$ 293,939	\$		\$ 903,166
Cost of revenues	499,288	213,182	18,797	A	731,267
Gross profit	109,939	80,757	(18,797)		171,899
Selling, general and administrative expenses (1)	87,216	73,816	(18,547)	A,B	142,485
Operating income	22,723	6,941	(250)		29,414
Other expense					
Interest expense	31,998	3,698	10,447	C	46,143
Interest income		(32)			(32)
Gain on bargain purchase		(177)			(177)
Losses attributable to available for sale securities		652			652
Other income		(75)			(75)
Income (loss) before income taxes	(9,275)	2,875	(10,697)		(17,097)
Income tax expense (benefit)	(4,176)	(2,313)	(3,744)	E	(10,233)
Income (loss) from continuing operations	\$ (5,099)	\$ 5,188	\$ (6,953)		\$ (6,864)

(1) Includes depreciation and amortization expenses.

**Table of Contents****GOODMAN NETWORKS INCORPORATED****Unaudited Pro Forma Combined Condensed Statement of Operations****For The Nine Months Ended September 30, 2013****(Dollars in thousands)**

	<b>Goodman Networks Incorporated, As reported</b>	<b>Multiband Corporation (1)</b>	<b>Pro Forma Adjustments</b>		<b>Combined</b>
Revenues	\$ 573,670	\$ 203,531	\$		\$ 777,201
Cost of revenues	489,261	148,638	9,156	A	647,055
Gross profit	84,409	54,893	(9,156)		130,146
Selling, general and administrative expenses (2)	83,051	49,201	(8,673)	A,B	123,579
Operating income (loss)	1,358	5,692	(483)		6,567
Other expense					
Interest expense	28,790	1,761	7,909	C	38,460
Interest income	(2)	(11)			(13)
Write-off of deferred financing costs		2,342	(2,342)	D	
Other income	(6)	(39)			(45)
Income (loss) before income taxes	(27,424)	1,639	(6,050)		(31,835)
Income tax expense (benefit)	(7,090)	2,112	(2,118)	E	(7,096)
Net income from continuing operations (loss)	\$ (20,334)	\$ (473)	\$ (3,933)		\$ (24,740)

- (1) Reflects the results of operations for Multiband Corporation for the period from January 1, 2013 to August 30, 2013, the closing date of the Merger.
- (2) Includes depreciation and amortization expenses.

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### **1. Description of Transaction**

On May 21, 2013, Goodman Networks, MergerSub, and Multiband entered into a definitive agreement for Multiband to merge with and into MergerSub, with Multiband surviving the Merger (the Merger). On August 30, 2013, Multiband became a wholly owned subsidiary of Goodman Networks. As part of the Merger, Goodman Networks acquired the outstanding shares of Multiband common stock at \$3.25 per share in cash and repaid Multiband's indebtedness of \$22.6 million, which was the amount outstanding under Multiband's credit agreement that Goodman Networks agreed to repay pursuant to the merger agreement with Multiband.

To fund the Merger, Goodman Networks offered \$100 million aggregate principal amount of its Stage I Notes 12.125% Senior Secured Notes due 2018 (Stage I Notes) with a premium of \$5 million. Substantially concurrently with the consummation of the Merger, Goodman Networks redeemed all of the Stage I Notes by issuing in exchange for the Stage I Notes its 12.125% Senior Secured Notes due 2018 (the Stage II Notes and together with the Stage I Notes, the Notes) equal to the aggregate principal amount of the Stage I Notes (the Stage II Notes Exchange Redemption). The Stage II Notes so issued constituted an additional issuance of Goodman Networks' 12.125% Senior Secured Notes due 2018 (the Existing Notes and, together with the Stage II Notes, the Goodman Notes) pursuant to that certain indenture, dated as of June 23, 2011, as supplemented and amended (the Existing Goodman Networks Indenture) between Goodman Networks and Wells Fargo Bank, National Association, as trustee, under which Goodman Networks previously issued \$225.0 million in aggregate principal amount of Existing Notes. Following the closing of the Merger, Multiband and its subsidiaries became restricted subsidiaries and guarantors under the Existing Goodman Networks Indenture and the Credit Facility.

### **2. Basis of Presentation**

The unaudited pro forma combined financial information is based on the historical financial statements of Goodman Networks and Multiband and prepared and presented pursuant to the regulations of the Securities and Exchange Commission regarding pro forma financial information. The pro forma adjustments include the application of the acquisition method under Accounting Standards Codification (ASC) Topic 805, *Business Combinations* with respect to the Merger.

ASC Topic 805 requires, among other things, that identifiable assets acquired and liabilities assumed be recognized at their fair values as of the acquisition date, which was August 30, 2013, the closing date of the Merger. Accordingly, the pro forma adjustments reflected in the accompanying combined pro forma financial statements may be materially different from the actual acquisition accounting adjustments required as of the acquisition date.

Under ASC Topic 820, *Fair Value Measurements and Disclosures*, fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. ASC 820 specifies a hierarchy of valuation techniques based on the nature of the inputs used to develop the fair value measures. This is an exit price concept for the valuation of the asset or liability. In addition, market participants are assumed to be unrelated buyers and sellers in the principal or the most advantageous market for the asset or liability. Fair value measurements for an asset assume the highest and best use by these market participants. Many of these fair value measurements can be highly subjective and it is also possible that other professionals, applying reasonable judgment to the same facts and circumstances, could develop and support a range of alternative estimated amounts.

There were no transactions between Goodman Networks and Multiband during the periods presented in the unaudited pro forma combined financial statements that would need to be eliminated.

**Table of Contents****3. Accounting Policies**

Upon completion of the Merger, Goodman Networks performed a detailed review of Multiband s accounting policies. As a result of that review, Goodman Networks identified a difference between the accounting policies of the two companies related to the income statement classification of certain workers compensation and health benefit expenses. These expenses have been reclassified from selling, general and administrative expenses to cost of revenues in the accompanying unaudited pro forma combined financial statements. This adjustment has been identified as adjustment (A) in the accompanying unaudited pro forma combined financial statements and in the notes below. Goodman Networks is not aware of any additional accounting policy differences that would have a material impact on the combined financial statements and the unaudited pro forma combined financial statements.

**4. Adjustments to Unaudited Pro Forma Combined Financial Statements**

(A) Reflects the reclassification of certain workers compensation and health benefit expenses from selling, general and administrative expenses to cost of revenues to conform Multiband s accounting policy for these expenses to the accounting policy adopted by Goodman Networks.

(B) Reflects the following adjustment to depreciation and amortization (in thousands):

	Year Ended December 31, 2012	Nine Months Ended September 30, 2013
Elimination of amortization and impairment of Multiband s intangible assets	\$ (4,336)	\$ (2,802)
Amortization of intangible assets acquired in connection with the Merger	4,586	2,974
	\$ 250	\$ 172

(C) Reflects the following adjustments to interest expense (in thousands):

	Year Ended December 31, 2012	Nine Months Ended September 30, 2013
Amortization of premium and issuance costs of debt expected to be issued with the Merger	\$ 899	\$ 900
Elimination of amortization of Multiband s historical debt discount and issuance costs	(132)	(945)
Estimated interest expense from debt issued in connection with the Merger (See below)	12,125	9,094
Elimination of Multiband s interest expense from debt retired in connection with the Merger	(2,445)	(1,140)
	\$ 10,447	\$ 7,909

(D) Reflects the elimination of the write-off of Multiband s deferred financing costs during the period from January 1, 2013 to August 30, 2013.

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(E) Reflects the income tax effects of pro forma adjustments based on Goodman Networks statutory rate of 35%.

**Table of Contents****SELECTED HISTORICAL CONSOLIDATED FINANCIAL DATA**

The following table sets forth certain selected historical consolidated financial and operating data for our business as of and for the periods indicated. The selected historical consolidated financial data set forth below as of and for each of the years in the three-year period ended December 31, 2012, has been derived from, and should be read together with, our historical consolidated financial statements and related notes included elsewhere in this prospectus. The selected historical consolidated financial data set forth below as of and for each of the nine months ended September 30, 2012 and 2013, has been derived from, and should be read together with, our unaudited consolidated financial statements and related notes included elsewhere in this prospectus.

On February 28, 2013, we completed the CSG acquisition. Accordingly, the operations and assets acquired in the CSG acquisition are included in our historical results of operations beginning March 1, 2013 and reflected in our historical balance sheet as of June 30, 2013. We completed the Merger with Multiband on August 30, 2013. The operations and assets of Multiband are therefore included in our historical results of operations beginning August 31, 2013 and reflected in our historical balance sheet as of September 30, 2013.

You should read the following selected historical financial and operating data in conjunction with the information under Management's Discussion and Analysis of Financial Condition and Results of Operations, our consolidated financial statements and other financial information included elsewhere in this prospectus. Our historical results included below and elsewhere in this prospectus are not necessarily indicative of our future performance.

	Year Ended December 31,			Nine Months Ended	
	2010	2011	2012	September 30, (Unaudited)	
	(Dollars in thousands)				
<b>Statement of Operations Data (1):</b>					
Revenues	\$ 320,388	\$ 729,002	\$ 609,227	\$ 361,769	\$ 573,670
Cost of revenues	279,767	610,784	499,288	307,492	489,261
Gross profit	40,621	118,218	109,939	54,277	84,409
Selling, general and administrative expenses	53,656	67,450	87,216	50,482	83,051
Other operating income (expense)	749	(4,000)			
Operating income (loss)	(12,286)	46,768	22,723	3,795	1,358
Interest expense	5,718	20,548	31,998	23,686	28,790
Other income					(8)
Income (loss) before income tax expense	(18,004)	26,220	(9,275)	(19,891)	(27,424)
Income tax expense (benefit)	(6,897)	10,309	(4,176)	(7,087)	(7,090)
Net income (loss) from continuing operations	(11,107)	15,911	(5,099)	(12,804)	(20,334)
Income (loss) from discontinued operations	(256)	3,407	2,568	144	(22)
Net income (loss)	\$ (11,363)	\$ 19,318	\$ (2,531)	\$ (12,660)	\$ (20,356)
<b>Balance Sheet Data (at period end):</b>					
Cash and cash equivalents	\$	\$ 100,637	\$ 120,991	\$ 95,334	\$ 21,705
Total assets	213,944	301,826	324,159	294,496	506,932
Long-term debt (net of current portion)	17,933	221,401	221,953	221,817	330,537
Series C Convertible Redeemable Preferred Stock	28,388				
Common stock subject to put options	1,500				
Total shareholders' deficit	(37,111)	(95,241)	(92,323)	(107,467)	(113,533)

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- (1) During the three months ended March 31, 2013, transitional services ceased on an expired contract with AT&T in the Pacific Northwest region. Accordingly, the results of operations for the Pacific Northwest region are presented as discontinued operations for all periods presented.

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**MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

*The following discussion and analysis summarizes the significant factors affecting our consolidated operating results, financial condition, liquidity and cash flows as of and for the periods presented below. The following discussion and analysis should be read in conjunction with our consolidated financial statements and related notes included elsewhere in this prospectus. This discussion contains forward-looking statements that are based on beliefs of our management, as well as assumptions made by, and information currently available to, our management. Actual results may differ materially from those discussed in or implied by forward-looking statements as a result of various factors, including those discussed below and elsewhere in this prospectus, particularly in the section entitled Risk Factors. See Cautionary Statement Regarding Forward-Looking Statements.*

**Overview**

We are a leading national provider of end-to-end outsourced network infrastructure, engineering and technical services to the wireless industry, along with the installation and management of television and Internet services. Our telecommunications services include the design, engineering, construction, deployment, integration and maintenance of converging wireless networks. These services are critical to the capability of our customers to deliver voice, video and data services to their end users. We believe our proven ability to offer a wide range of services quickly and effectively for the wireless network lifecycle provides a differentiated value proposition to our customers. During the two years ended December 31, 2012, we completed over 70,000 projects at over 11,000 sites across 47 states. For the year ended December 31, 2012, we generated revenues of \$609.2 million and a net loss of \$2.5 million. Sales of our television and Internet services are primarily to a satellite television provider. These services enable this customer to provide video and data services to its end users.

***Merger with Multiband***

On May 21, 2013, Goodman Networks entered into an Agreement and Plan of Merger, or the Merger Agreement, with Manatee Merger Sub Corporation, a wholly owned subsidiary of Goodman Networks, or MergerSub, and Multiband Corporation, or Multiband, pursuant to which, on August 30, 2013, Multiband merged with and into MergerSub, with Multiband surviving the merger, or the Merger. The aggregate purchase price, excluding merger-related fees and expenses, was approximately \$101.1 million. Upon the closing of the Merger, Multiband became a wholly owned subsidiary of Goodman Networks, and Multiband and its subsidiaries became restricted subsidiaries and guarantors under the indenture, or the Indenture, governing the Company's 12.125% senior secured notes due 2018, or the original notes, and the Company's amended and restated senior secured revolving credit facility, or the Credit Facility. To fund the Merger the Company, through its wholly owned subsidiary, sold an additional \$100 million of senior secured notes due 2018, or the outstanding notes, under terms substantially identical to those of the original notes. The Company paid the remainder of the merger consideration from cash on hand.

***Acquisition of Design Build Technologies***

On August 8, 2013, we acquired the assets of Design Build Technologies, or DBT, one of our former subcontractors in the southeast region of the United States, for \$1.3 million in cash. The Company received certain assets, tower crews, and non-compete agreements from the owner of DBT, who became an employee of our Company upon the close of the transaction.

***Acquisition of the Custom Solutions Group of Cellular Specialties, Inc.***

On February 28, 2013, we completed the acquisition of the Custom Solutions Group of Cellular Specialties, Inc., or CSG, which provides indoor and outdoor wireless distributed antenna system, or DAS, and Wi-Fi solutions, services, consultations and maintenance. The purchase price consisted of \$18.0 million in cash, earn-out payments of up to an aggregate of \$17.0 million through December 31, 2015 and the assumption of certain



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liabilities related to the acquired business. We believe the acquisition will help better serve our customers' evolving needs by addressing the increasingly used DAS small cells and Wi-Fi offload solutions.

Prior to the Merger, we operated our business in two segments: Professional Services and Infrastructure Services.

**Professional Services.** Our Professional Services segment provides customers with highly technical services from a variety of vendors primarily related to installing, testing and commissioning or decommissioning of core, or central office, equipment of wireless carrier networks. These services include network design, optimization and maintenance and deployment, radio frequency and integration engineering. Additionally, we offer staffing services on a temporary contract basis to OEMs and carriers for their technical operations. When a network provider integrates a new element into its live network or performs a network-wide upgrade, a team of in-house engineers from our Professional Services segment can administer the complete network design, equipment compatibility assessments and configuration guidelines, the migration onto the new or modified network and the network activation.

**Infrastructure Services.** Our Infrastructure Services segment provides program management services of field projects necessary to deploy, upgrade and maintain wireless networks. We support wireless carriers in their introduction of critical new services such as 4G-LTE, the addition of new cell sites, improvement of coverage at their existing sites through technology upgrades or enhancements and the maintenance of their cell sites. The Infrastructure Services segment also provides backhaul services to wireless carriers, commonly referred to as Fiber to the Cell, or FTTC, from existing points in their fiber networks to thousands of cell sites needing the bandwidth and Ethernet capabilities for launching 4G-LTE networks or upgrading backhaul capacity at 3G sites. When a network provider contracts for our services to build or modify a cell site, our Infrastructure Services segment handles all the required pre-construction leasing, zoning, permitting and entitlement activities for the acquisition of the site, prepares site designs, structural analysis and certified drawings after analyzing a customer's needs and manages the construction or modification of the site including tower-top and ground equipment installation, drive-testing verification and site commissioning. These services are managed by our wireless project and construction managers and are performed by a combination of scoping engineers, real estate specialists, ground crews, line and antenna crews and equipment technicians, either employed by us or retained by us as subcontractors.

We began operating the following additional segments in connection with the closing of the Merger:

**Field Services.** The Field Services segment generates revenue from the installation and service of DIRECTV video programming for residents of single family homes under a contract with DIRECTV. These video subscribers contract directly with, and are owned and billed by, DIRECTV. Because the Field Services segment functions as a fulfillment arm for DIRECTV, we do not directly compete with installation and service providers for DIRECTV's business. The Field Services segment also provides similar installation services for certain broadband cable and Internet providers and commercial customers.

We and two of our competitors provide 60% of DIRECTV's installation services business, with the remaining 40% performed in-house by DIRECTV. DIRECTV provides in-house installation services primarily to rural areas of the United States where it is not profitable for independent installers such as us to operate.

**Other Services.** We provide Multi-Dwelling Unit, or MDU, services and Energy, Engineering & Construction, or EE&C, services to customers. These lines of business are aggregated in our Other Services segment.

**Multi-Dwelling Unit Services.** Our MDU services include the provision of voice, data and video services to residents of MDU facilities as an owner/operator of the rights under the related subscription agreements with those residents. We are the only DIRECTV MDU provider with the ability to bill customers directly for

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DIRECTV service, allowing for a joint bill in a bundled service offering. In addition, since 2004, Multiband has operated under a Master System Operator agreement, or as an MSO, for DIRECTV, which allows DIRECTV to offer satellite television services to residents of MDUs through a network of affiliated operators. We believe that we are a leading MDU MSO for DIRECTV, with an extension to the MSO agreement signed in October 2012 that expires in August 2016.

*Energy, Engineering & Construction Services.* Our EE&C services include the provision of engineering and construction services for the wired and wireless telecommunications industry, including public safety networks, renewable energy services including wind and solar applications and other design and construction services which are usually done on a project basis. We believe growth in public safety networks will continue as security and safety concerns, driven by, among other things, terrorism threats and weather emergencies, require further infrastructure build out and that research, development and investment in alternative and renewable energy sources will continue to provide work for Multiband. The EE&C business line services the federal, state & local government, public safety, tower site owners and operators, commercial, hospitality, and healthcare markets.

### **Customers**

For the year ended December 31, 2012, we provided services to customers across 47 states. The vast majority of our revenues were related to our master service agreements, or MSAs, with a subsidiary of AT&T Inc. and Alcatel-Lucent USA Inc., or Alcatel-Lucent. For the years ended December 31, 2010, 2011 and 2012, and the nine months ended September 30, 2013, subsidiaries of AT&T Inc. and Alcatel-Lucent combined to provide 94.5%, 99.1%, 96.3% and 82.9% of our revenues, respectively.

### ***AT&T Mobility Turf Contract***

We provide site acquisition, construction, technology upgrades, Fiber to the Cell, or FTTC, and maintenance services for AT&T Mobility, LLC, or AT&T, at cell sites in 9 of 31 distinct AT&T markets, or Turf Markets, as the sole, primary or secondary vendor, pursuant to a multi-year MSA that we entered into with AT&T and have amended and replaced from time to time. We refer to our MSAs with AT&T collectively as the Mobility Turf Contract. We have generated an aggregate of approximately \$2.1 billion of revenue from subsidiaries of AT&T Inc. collectively for the period from January 1, 2009 through September 30, 2013.

On January 23, 2012, we signed a new Mobility Turf Contract to extend and amend the Turf Market program through November 30, 2014 and provide AT&T with the option to renew the contract on a yearly basis thereafter. In connection therewith, AT&T reassigned certain of its Turf Markets, including the assignment to us of two additional Turf Markets, Missouri/Kansas and San Diego, and the assignment of the Pacific Northwest region, which was previously assigned to us, to another company effective December 31, 2011. Although our contract for the Pacific Northwest region expired on December 31, 2011, we continued to provide transitional services to AT&T throughout 2012, and thereby concluded that we did not meet the criteria to report the results of operations from the Pacific Northwest as discontinued operations as a result of significant continuing cash flows as of December 31, 2012. During the three months ended March 31, 2013, the transitional services ceased and accordingly. Accordingly, we have presented the results of operations for the Pacific Northwest region as discontinued operations for all periods presented. The results of operations of the Pacific Northwest now reported as a discontinued operation were previously included within our Infrastructure Services segment.

On October 30, 2012, AT&T extended the term of the Mobility Turf Contract to November 30, 2015.

### ***Alcatel-Lucent Contract***

In November 2009, we entered into a five-year MSA with Alcatel-Lucent, or the Alcatel-Lucent Contract. Pursuant to the Alcatel-Lucent Contract, 461 of Alcatel-Lucent's domestic engineering and integration specialists became employees of Goodman Networks. The Alcatel-Lucent Contract grants the right to perform, subject to

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certain conditions, certain deployment engineering, integration engineering and radio frequency engineering services for Alcatel-Lucent in the United States. The outsourcing agreement expires on December 31, 2014, and renews on an annual basis thereafter for up to two additional one-year terms unless notice of non-renewal is first provided by either party. Under the terms of the Alcatel-Lucent Contract, Alcatel-Lucent is required to purchase a minimum level of services from us, which amount corresponds to the number of employees we are required to commit to Alcatel-Lucent's projects under the Alcatel-Lucent Contract, and is subject to decline at a pre-determined rate that accelerates in the event of attrition of certain of our employees that were formerly employed by Alcatel-Lucent. Although these contractual minimum levels of work decline over time, the amount of work we have performed for Alcatel-Lucent has consistently exceeded these contractual minimum levels. During the remainder of 2013, we anticipate that our revenues under the Alcatel-Lucent Contract will decrease compared to the amount that we have historically realized thereunder.

### ***DIRECTV***

The acquisition of Multiband provided us with a significant blue-chip customer in DIRECTV. DIRECTV is the largest provider of satellite television services in the United States, with approximately 20.1 million subscribers. DIRECTV has an approximate 20% share in the pay-TV market and an approximate 60% share in the satellite market. With the acquisition of Multiband, DIRECTV became our second largest customer. The relationship between Multiband and DIRECTV has lasted for over 15 years and is essential to the success of Multiband's business operations. We are one of three HSPs that DIRECTV utilizes in the United States, and during the year ended December 31, 2012, Multiband performed approximately 28% of all DIRECTV's outsourced installation, upgrade and maintenance activities. We also provide customer support and billing services to certain of DIRECTV's MDU customers through our MDU segment. We are the only contractor that also has an agreement with DIRECTV in the MDU space. In November 2012, Multiband renewed its HSP contract, which now terminates in October 2016. In October 2012, Multiband extended its MDU contract, which now expires in August 2016. Both contracts contain an automatic one-year renewal and may be terminated on 180 days' notice by either party.

### ***New Business***

We have increased our efforts to diversify our business and have entered into MSAs with several new clients, including Nokia Siemens Networks US LLC, or NSN, in October 2011 and CenturyLink, Inc., or CenturyLink, Sprint/United Management Company, or Sprint, and Windstream Supply, LLC, or Windstream, in 2012. Because of our accounting methodology whereby revenue and the related costs are recognized only when contracts have been substantially completed, we did not realize a significant portion of income from these new customers during 2012, with the exception of Sprint, from whom we recognized revenues totaling \$11.6 million for the year ended December 31, 2012.

### **Key Components of Operating Results**

The following is a discussion of key line items included in our financial statements for the periods presented below under the heading Results of Operations. We utilize revenues, gross profit, net income and earnings before interest, income taxes, depreciation and amortization, or EBITDA, as significant performance indicators.

### ***Estimated Backlog***

We refer to the amount of revenue we expect to recognize over the next 18 months from future work on uncompleted contracts, including MSAs and new contractual agreements on which work has not begun, as our estimated backlog. We determine the amount of estimated backlog for work under MSAs based on historical trends, anticipated seasonal impacts and estimates of customer demand based upon communications with our customers. Our estimated 18-month backlog as of September 30, 2013 was \$1.8 billion. We expect to recognize approximately \$1.1 billion of this backlog in the next twelve months. The vast majority of estimated backlog as of September 30, 2013 has originated from multi-year customer relationships, primarily with AT&T, DIRECTV and Alcatel-Lucent.

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Because we use the completed contract method of accounting for revenues and expenses from our construction and installation contracts, our estimated backlog includes revenue related to projects that we have begun but not completed performance. Therefore, our estimated backlog contains amounts related to work that we have already performed.

While our estimated backlog includes amounts under MSA and other service agreements, our customers are generally not contractually committed to purchase a minimum amount of services under these agreements, most of which can be cancelled on short or no advance notice. Therefore, our estimates concerning customers' requirements may not be accurate. The timing of revenues for construction and installation projects included in our estimated backlog can be subject to change as a result of customer delays, regulatory requirements and other project related factors that may delay completion. Changes in timing could cause estimated revenues to be realized in periods later than originally expected or unrealized. Consequently, our estimated backlog as of any date is not a reliable indicator of our future revenues and earnings. See

**Risk Factors - Risks Related to Our Business** Amounts included in our estimated backlog may not result in actual revenue or translate into profits, and our estimated backlog is subject to cancellation and unexpected adjustments and therefore is an uncertain indicator of future operating results.

### ***Revenues***

Our revenue is generated primarily from projects performed under MSAs including the design, engineering, construction, deployment, integration and maintenance of converging wireless and wireline networks. Our MSAs generally contain customer-specified service requirements, such as discrete pricing for individual tasks as well as various other terms depending on the nature of the services provided, and typically provide for termination upon short or no advance notice.

Our revenues fluctuate as a result of the timing of the completion of our projects and changes in the capital expenditure and maintenance budgets of our customers, which may be affected by overall economic conditions, consumer demands on telecommunications providers, the introduction of new technologies, the physical maintenance needs of our customers' infrastructure and the actions of the government, including the Federal Communications Commission and state agencies. A significant portion of our revenues and costs are recognized during the fourth quarter of each year as we complete the most contracts during such time. See **Seasonality**, herein.

Our Professional Services segment revenues are derived from wireless and wireline services through engineers who specialize in network architecture, transformation, reliability and performance. A majority of our revenues for the Professional Services segment are attributable to work performed pursuant to the Alcatel-Lucent Contract.

Our Infrastructure Services segment revenues are derived from project management, site acquisition, architecture and engineering, construction management, equipment installation and drive-testing verification services. The vast majority of the revenues we earn in our Infrastructure Services segment are from subsidiaries of AT&T Inc. and are primarily comprised of work performed under the Mobility Turf Contract.

The Field Services segment generates revenue from the installation and service of DIRECTV video programming for residents of single family homes through work order fulfillment under a contract with DIRECTV.

Substantially all of our revenues are earned under fixed-unit price contracts. The Company has historically had success in certain circumstances seeking price adjustments from its customers to avoid losses on projects undertaken pursuant to these contracts.

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The following table presents our gross deferred revenue and deferred cost balances as of September 30, 2012 and 2013, and December 31, 2011 and 2012, which have been presented net on a project basis in the accompanying financial statements (in thousands):

	December 31, 2011	December 31, 2012	September 30, 2012	September 30, 2013
Deferred revenue (gross)	\$ (279,177)	\$ (237,380)	\$ (321,436)	\$ (226,626)
Deferred cost (gross)	297,947	222,608	285,072	295,977
<b>Net deferred cost / (deferred revenue)</b>	<b>\$ 18,770</b>	<b>\$ (14,772)</b>	<b>\$ (36,364)</b>	<b>\$ 69,351</b>
Costs in excess of billings on uncompleted projects	\$ 52,558	\$ 33,487	\$ 39,534	\$ 116,293
Billings in excess of costs on uncompleted projects	(33,788)	(48,259)	(75,898)	(46,942)
<b>Net deferred cost / (deferred revenue)</b>	<b>\$ 18,770</b>	<b>\$ (14,772)</b>	<b>\$ (36,364)</b>	<b>\$ 69,351</b>

**Cost of Revenues**

Our costs of revenues include the costs of providing services or completing the projects under our MSAs, including operations payroll and benefits, subcontractor costs, equipment rental, fuel, materials not provided by our customers and insurance. Profitability will be reduced or eliminated if actual costs to complete a project exceed original estimates on fixed-unit price projects under our MSAs. Estimated losses on projects under our MSAs are recognized immediately when estimated costs to complete a project exceed the expected revenue to be received for a project.

For our Professional Services segment, cost of revenues consists primarily of salaries and benefits paid to our employees. In addition to salaried employees, we hire a relatively small amount of temporary subcontractors to perform work within our Professional Services segment. An additional small percentage of cost of revenues includes raw materials associated with services for our wireline customers.

Cost of revenues for our Field Services segment consists primarily of salaries for technicians, fleet expenses, the cost of installation materials used in the field projects and subcontractor expenses.

For our Infrastructure Services segment, cost of revenues consists primarily of operating expenses such as salaries and related headcount expenses, subcontractor expenses and cost of materials used in the projects. The majority of these costs have historically consisted of payments made to subcontractors hired to perform work for us, typically on a fixed-unit price basis tied to completion of the given project. During periods of increased demand, subcontractors may charge more for their services. In addition, we typically bill our customers for raw materials used in the performance of services plus a certain percentage of our costs. Additional costs to us that are not included in this billing primarily include storage and shipping of materials.

The remaining cost of revenues consists of salaries and benefits, such as health insurance and 401(k) plan benefits, for our full-time salaried employees within our Infrastructure Services segment.

**Selling, General and Administrative Expenses**

Selling, general and administrative expenses consist of salaries and related headcount expenses, sales commissions and bonuses, professional fees, travel, facilities, communication expenses, depreciation and other corporate overhead. Corporate overhead costs include costs associated with corporate staff, corporate management, human resources, information technology, finance and other corporate support services.

Our selling, general and administrative expenses are not allocated to a reporting segment. Following the completion of this exchange offering, we expect our selling, general and administrative expenses to increase as a result of additional expenses associated with being a reporting company with the Securities and Exchange Commission, or the SEC, including increased personnel costs, legal costs, accounting costs, board compensation expense, investor relations costs, director and officer insurance premiums and costs associated with our compliance with Section 404 of the Sarbanes-Oxley Act of 2002, and other applicable SEC regulations.



**Table of Contents****Results of Operations****Nine Months Ended September 30, 2013 Compared to Nine Months Ended September 30, 2012**

The following table sets forth information concerning our operating results by segment for the nine months ended September 30, 2012 and 2013 (dollars in thousands):

	Nine Months Ended September 30, 2012		Nine Months Ended September 30, 2013		Increase/ (Decrease) Amount	Percentage Change
	Amount	Percentage of Total Revenue	Amount	Percentage of Total Revenue		
<b>Revenues:</b>						
Professional Services	\$ 57,990	16.0%	\$ 78,029	13.6%	\$ 20,039	34.6%
Infrastructure Services	303,779	84.0%	467,827	81.5%	164,048	54.0%
Field Services		0.0%	23,581	4.1%	23,581	0.0%
Other Services		0.0%	4,233	0.7%	4,233	0.0%
<b>Total revenues</b>	<b>361,769</b>	<b>100.0%</b>	<b>573,670</b>	<b>100.0%</b>	<b>211,901</b>	<b>58.6%</b>
<b>Cost of revenues:</b>						
Professional Services	47,962	13.3%	62,619	10.9%	14,657	30.6%
Infrastructure Services	259,530	71.7%	403,785	70.4%	144,255	55.6%
Field Services		0.0%	19,875	3.5%	19,875	0.0%
Other Services		0.0%	2,982	0.5%	2,982	0.0%
<b>Total cost of revenues</b>	<b>307,492</b>	<b>85.0%</b>	<b>489,261</b>	<b>85.3%</b>	<b>181,769</b>	<b>59.1%</b>
<b>Gross profit:</b>						
Professional Services	10,028		15,410		5,382	53.7%
Infrastructure Services	44,249		64,042		19,793	44.7%
Field Services			3,706		3,706	0.0%
Other Services			1,251		1,251	0.0%
<b>Total gross profit</b>	<b>54,277</b>		<b>84,409</b>		<b>30,132</b>	<b>55.5%</b>
<i>Gross margin as percent of segment revenues:</i>						
Professional Services	17.3%		19.7%			
Infrastructure Services	14.6%		13.7%			
Field Services	0.0%		15.7%			
Other Services	0.0%		29.6%			
<b>Total gross margin</b>	<b>15.0%</b>		<b>14.7%</b>			
<b>Selling, general and administrative expenses</b>	<b>50,482</b>	<b>14.0%</b>	<b>83,051</b>	<b>14.5%</b>	<b>32,569</b>	<b>64.5%</b>
<b>Operating income (loss)</b>	<b>3,795</b>	<b>1.0%</b>	<b>1,358</b>	<b>0.2%</b>	<b>(2,437)</b>	<b>-64.2%</b>
<b>Other (income) loss</b>		<b>0.0%</b>	<b>(6)</b>	<b>0.0%</b>	<b>(6)</b>	<b>0.0%</b>
<b>Interest income</b>		<b>0.0%</b>	<b>(2)</b>	<b>0.0%</b>	<b>(2)</b>	<b>0.0%</b>
<b>Interest expense</b>	<b>23,686</b>	<b>6.5%</b>	<b>28,790</b>	<b>5.0%</b>	<b>5,104</b>	<b>21.5%</b>
<b>Loss before income taxes from continuing operations</b>	<b>(19,891)</b>	<b>-5.5%</b>	<b>(27,424)</b>	<b>-4.8%</b>	<b>(7,533)</b>	<b>37.9%</b>
<b>Income tax benefit</b>	<b>(7,087)</b>	<b>-2.0%</b>	<b>(7,090)</b>	<b>-1.2%</b>	<b>(3)</b>	<b>0.0%</b>
<b>Net loss from continuing operations</b>	<b>\$ (12,804)</b>	<b>-3.5%</b>	<b>\$ (20,334)</b>	<b>-3.5%</b>	<b>\$ (7,530)</b>	<b>58.8%</b>

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Discontinued operations, net of income taxes	\$ 144	0.0%	\$ (22)	0.0%	\$ (166)	-115.3%
Net loss	\$ (12,660)	-3.5%	\$ (20,356)	-3.5%	\$ (7,696)	60.8%



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***Revenues***

We recognized total revenues of \$573.7 million for the nine months ended September 30, 2013, compared to \$361.8 million for the nine months ended September 30, 2012, representing an increase of \$211.9 million, or 58.6%. Our aggregate revenue from subsidiaries of AT&T Inc., a majority of which was earned through our Infrastructure Services segment, was \$310.7 million for the nine months ended September 30, 2012, compared to \$433.2 million in the same period of 2013. In addition to the inclusion of revenue of \$26.0 million generated by the operation of the assets acquired in the acquisition of CSG and revenue of \$27.8 million generated by Multiband, which were not included in our results for the nine months ended September 30, 2012, a significant amount of our revenue increase was due to increased volume of services provided to subsidiaries of AT&T Inc. for projects that were completed during the period.

Revenues for the Professional Services segment increased \$20.0 million, or 34.6%, to \$78.0 million in the nine months ended September 30, 2013 from \$58.0 million in the same period of 2012. The acquisition of CSG contributed revenues of \$26.0 million during the nine months ended September 30, 2013, which are included in our Professional Services segment. Excluding the CSG revenues, which were not included in our results for the nine months ended September 30, 2012, our Professional Services revenues declined \$6.0 million, or 10.3%. This decrease was primarily due to decreased volume of services provided to Alcatel-Lucent that are included within our Professional Services segment. Our aggregate revenue from Alcatel-Lucent for the nine months ended September 30, 2013 was \$42.4 million compared to \$41.8 million in the same period of 2012. We expect our aggregate revenues from the Alcatel-Lucent Contract to decline in future periods.

Revenues for the Infrastructure Services segment increased by \$164.0 million, or 54.0%, to \$467.8 million for the nine months ended September 30, 2013 from \$303.8 million in the same period of 2012. The increase was primarily due to an increase in the scope and volume of services provided to AT&T under the Mobility Turf Contract for projects that completed during the period.

The Field Services segment did not exist prior to the Merger with Multiband. The Field Services segment contributed revenues of \$23.6 million for the one month ended September 30, 2013.

***Cost of Revenues***

Our cost of revenues for the nine months ended September 30, 2013, of \$489.3 million increased \$181.8 million, or 59.1%, as compared to \$307.5 million for the nine months ended September 30, 2012, and occurred during a period when revenues increased 58.6% from the comparative period. Cost of revenues represented 85.0% and 85.3% of total revenues for the nine months ended September 30, 2012 and 2013, respectively.

Cost of revenues for the Professional Services segment increased \$14.7 million to \$62.6 million for the nine months ended September 30, 2013 from \$48.0 million for the same period of 2012. The operation of the assets acquired in the acquisition of CSG contributed cost of revenues of \$18.9 million during the nine months ended September 30, 2013, which are included in our Professional Services segment. Excluding these CSG cost of revenues, which were not included in our results for the first quarter of 2012, our Professional Services cost of revenues declined \$4.2 million, or 8.8%. The majority of this decrease was related to lower staffing required to meet a decreased Alcatel-Lucent project workload. Cost of revenues for the Professional Services segment increased 30.6% during a period when revenues for the Professional Services segment also increased by 34.6% from the comparative period.

Cost of revenues for the Infrastructure Services segment increased \$144.3 million to \$403.8 million for the nine months ended September 30, 2013 from \$259.5 million for the same period of 2012. The majority of this increase resulted from additional materials, subcontracting services and headcount required to support the additional project workload. This increase in costs of revenues for the Infrastructure Services segment of 55.6% occurred during a period when the Infrastructure Services segment's revenues increased by 54.0% as compared to the nine months ended September 30, 2012. Due to shortages of qualified tower crews currently being

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experienced by the wireless industry resulting from significantly increased demand for services such as those we provide, we incurred approximately \$8.8 million in costs which were recognized in our income statement for the nine months ended September 30, 2013 to hire additional tower crew personnel (including those under exclusivity arrangements) and to pay additional incentives to subcontracted tower crews. We have incurred additional costs related to these items for projects that are still in progress and have yet to be recognized on our income statement. We expect that these costs will cause continued pressure on our gross margins for at least the remainder of the year, and possibly into 2014.

The Field Services segment did not exist prior to the Merger with Multiband. The Field Services segment incurred cost of revenues of \$19.9 million for the one month ended September 30, 2013.

### ***Selling, General and Administrative Expenses***

Selling, general and administrative expenses for the nine months ended September 30, 2013 were \$83.1 million as compared to \$50.5 million for the same period of 2012, representing an overall increase of \$32.6 million, or 64.5%. The increase during the period is attributable to (i) an increase of \$7.5 million in employee related costs due to increased headcount of approximately 401 employees (excluding Multiband employees) at September 30, 2013 as compared to September 30, 2012, (ii) an increase in share based compensation expense of \$2.9 million, (iii) an increase of \$3.4 million of professional services fees related to the completion of the restatement of our financial statements in the first four months of 2013, the change in our accounting methodology to Completed Contracts, (iv) \$1.8 million of search fees and our transition services agreement with CSG, (v) \$4.2 million in professional fees related to merger and acquisition advisory fees, and (vi) \$3.3 million due amortization expense related to intangible assets acquired in the CSG and Multiband acquisitions, (vii) \$1.4 million related to the acceleration of restricted stock and employee stock options held by Multiband employees at the Merger date and (viii) \$4.2 million of other selling, general and administrative charges related to Multiband that were not included in our results prior to the Merger. Pursuant to the Indenture Amendments (as defined below), the share based compensation charges of \$3.4 million, restatement related charges of \$3.4 million, merger and acquisition advisory fees of \$4.2 million and amortization of intangible assets acquired from CSG and Multiband \$3.3 million and the Merger-related equity acceleration charges of \$1.4 million will be excluded from our calculation of Consolidated EBITDA per the Indenture.

### ***Interest Expense***

Interest expense for the nine months ended September 30, 2012 and 2013, was \$23.7 million and \$28.8 million, respectively. This increase is due to penalty interest associated with delays in registering the exchange offer for the original notes and increased interest incurred as a result of the issuance of the outstanding notes on June 13, 2013 of \$4.0 million as well as accretion recorded on our contingent consideration liability of \$0.9 million in connection with the acquisition of CSG. We expect our interest expense to decrease in future periods as a result of the penalty interest that we will no longer be required to pay once we register an exchange offering for the original notes with the Securities and Exchange Commission.

### ***Income Tax Expense***

As a result of the loss before taxes and a decrease in our effective tax rate, we recorded income tax benefit of \$7.1 million for the nine months ended September 30, 2013, compared to a benefit of \$7.1 million for the same period of 2012. Our effective income tax rate was 35.6% and 25.9% for the nine months ended September 30, 2012 and 2013, respectively. The reduction in the rate is due to \$2.4 million of acquisition costs related to the Multiband acquisition which are not deductible for tax purposes, and the write-off of approximately \$1.9 million of the income tax receivable that existed at December 31, 2012.

**Table of Contents****Year Ended December 31, 2012 Compared to Year Ended December 31, 2011**

The following table sets forth information concerning our operating results by segment for the years ended December 31, 2011 and 2012 (in thousands):

	Year Ended December 31, 2011		Year Ended December 31, 2012		Change (\$)	Change (%)
	Amount	Percentage of Total Revenue	Amount	Percentage of Total Revenue		
<b>Revenues:</b>						
Professional Services	\$ 91,650	12.6%	\$ 79,140	13.0%	\$ (12,510)	(13.6)%
Infrastructure Services	637,352	87.4%	530,087	87.0%	(107,265)	(16.8)%
Total revenues	729,002	100.0%	609,227	100.0%	(119,775)	(16.4)%
<b>Cost of revenues:</b>						
Professional Services	78,369	10.8%	65,200	10.7%	(13,169)	(16.8)%
Infrastructure Services	532,415	73.0%	434,088	71.3%	(98,327)	(18.5)%
Total cost of revenues	610,784	83.8%	499,288	82.0%	(111,496)	(18.3)%
<b>Gross profit:</b>						
Professional Services	13,281		13,940		659	5.0%
Infrastructure Services	104,937		95,999		(8,938)	(8.5)%
Total gross profit	118,218		109,939		(8,279)	(7.0)%
<b>Gross margin as a percent of segment revenue:</b>						
Professional Services	14.5%		17.6%			
Infrastructure Services	16.5%		18.1%			
Total gross margin	16.2%		18.0%			
Selling, general and administrative expenses	67,450	9.3%	87,216	14.3%	19,766	29.3%
Other operating income (loss)	(4,000)	(0.5)%			4,000	n/a
Operating income (loss)	46,768	6.4%	22,723	3.7%	(24,045)	(51.4)%
Interest expense	20,548	2.8%	31,998	5.3%	11,450	55.7%
Income (loss) before income taxes	26,220	3.6%	(9,275)	(1.5)%	(35,495)	(135.4)%
Income tax expense (benefit)	10,309	1.4%	(4,176)	(0.7)%	(14,485)	(140.5)%
Net income (loss) from continuing operations before income taxes	15,911	2.2%	(5,099)	(0.8)%	(21,010)	(132.0)%
Discontinued operations, net of income taxes	3,407	0.5%	2,568	0.4%	(839)	(24.6)%
Net income (loss)	\$ 19,318	2.6%	\$ (2,531)	(0.4)%	\$ (21,849)	(113.1)%

**Revenues**

We recognized total revenues of \$729.0 million for the year ended December 31, 2011, compared to \$609.2 million for the year ended December 31, 2012, representing a decrease of \$119.8 million, or 16.4%, almost all of which occurred in our Infrastructure Services segment. A significant amount of our revenue decline was attributed to a decrease in the volume of services performed under the Mobility Turf Contract.

Revenues for the Professional Services segment decreased \$12.5 million, or 13.6%, from \$91.7 million in 2011 to \$79.1 million in the year ended December 31, 2012. This decrease was primarily due to decreased



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volume of services provided to Alcatel-Lucent. Our aggregate revenue from Alcatel-Lucent for the year ended December 31, 2011 was \$72.3 million compared to \$55.0 million for the year ended December 31, 2012. We expect our aggregate revenues from the Alcatel-Lucent Contract to continue to decline in future periods, correlative with the decline in contractual minimum levels of services described above.

Revenues for the Infrastructure Services segment decreased by \$107.3 million, or 16.8%, from \$637.4 million in 2011 to \$530.1 million for the year ended December 31, 2012. The decrease was primarily due to a decrease in the scope and volume of services provided to AT&T under the Mobility Turf Contract. Our aggregate revenue from subsidiaries of AT&T Inc., a majority of which was earned through our Infrastructure Services segment was \$650.4 million in 2011 compared to \$532.1 million in 2012.

***Cost of Revenues***

Our cost of revenues decreased \$111.5 million, or 18.3%, from \$610.8 million for the year ended December 31, 2011 to \$499.3 million for the year ended December 31, 2012, and occurred during a period when revenues decreased 16.4% from the comparative period. Cost of revenues represented 83.8% and 82.0% of total revenues for the year ended December 31, 2011 and 2012, respectively. Margin expansion in 2012 was the result of greater scale and leverage of our overhead costs as well as more efficient management of direct construction costs.

Cost of revenues for the Professional Services segment decreased \$13.2 million from \$78.4 million in 2011 to \$65.2 million for the year ended December 31, 2012. The majority of this decrease was related to lower staffing required to meet a decreased Alcatel-Lucent project workload. Cost of revenues for the Professional Services segment decreased 16.8% during a period when revenues for the segment decreased by 13.6% from the comparative period.

Cost of revenues for the Infrastructure Services segment decreased \$98.3 million from \$532.4 million in 2011 to \$434.1 million for the year ended December 31, 2012. The majority of this decrease resulted from a reduction in the variable costs associated with supporting the decreased volume and scope of services performed under the Mobility Turf Contract. This decrease in costs of revenues of 18.5% occurred during a period when the segment's revenues decreased by 16.8% as compared to the year ended December 31, 2011. Improvements during the period resulted from operational improvements made in the segment and through the realization of economies of scale, which allowed us to more efficiently utilize our operating assets and human resources. Due to shortages of qualified tower crews currently being experienced by the wireless industry resulting from increased demand for services such as those we provide, we may incur additional cost to hire additional tower crew personnel or pay additional incentives to subcontracted tower crews to meet expected demand.

***Selling, General and Administrative Expenses***

Selling, general and administrative expenses for the year ended December 31, 2011, were \$67.5 million as compared to \$87.2 million for the year ended December 31, 2012, representing an overall increase of \$19.8 million, or 29.3%. The increase was primarily related to an increase in compensation and related expenses of \$11.3 million and an increase in professional fees of \$6.7 million related to the restatement of our historical financial statements.

***Other Operating Income (Loss)***

Other operating income (loss) for the year ended December 31, 2011, was a loss of \$4.0 million as compared to \$0.0 for the year ended December 31, 2012. The \$4.0 million loss incurred in 2011 is related to our outstanding guarantee of a related party's line of credit, of which we determined as of December 31, 2011, we would likely be required to perform for the full exposure.

**Table of Contents****Interest Expense**

Interest expense for the years ended December 31, 2011 and 2012, was \$20.5 million and \$32.0 million, respectively. This increase is due to interest associated with the original notes that were issued on June 23, 2011 and a loss of \$1.3 million on the June 2011 extinguishment of our subordinated debt. We expect our interest expense to decrease in future periods as a result of the penalty interest ceasing to accrue after we complete the exchange offer for the original notes.

**Income Tax Expense (Benefit)**

Income tax expense decreased \$14.5 million to a \$4.2 million income tax benefit for the year ended December 31, 2012 from a \$10.3 million income tax expense for the year ended December 31, 2011. The effective tax rate was 45.0% and 39.3% for the years ended December 31, 2012 and 2011, respectively. For the year ended December 31, 2012, our effective tax rate differs from the statutory federal rate of 35.0% primarily due to net state and local taxes and non-deductible expenses. These adjustments relative to \$9.3 million loss before income tax expense result in the effective tax rate of 45.0%. For the year ended December 31, 2011, our effective tax rate differs from the statutory federal rate of 35.0% due to net state and local taxes and non-deductible expenses.

**Year Ended December 31, 2011 Compared to Year Ended December 31, 2010**

The following table sets forth information concerning our operating results by segment for the years ended December 31, 2010 and 2011 (in thousands):

	Year Ended December 31, 2010		Year Ended December 31, 2011		Change (\$)	Change (%)
	Amount	Percentage of Total Revenue	Amount (Dollars in thousands)	Percentage of Total Revenue		
<b>Revenues:</b>						
Professional Services	\$ 102,905	32.1%	\$ 91,650	12.6%	\$ (11,255)	(10.9)%
Infrastructure Services	217,483	67.9%	637,352	87.4%	419,869	193.1%
Total revenues	320,388	100.0%	729,002	100.0%	408,614	127.5%
<b>Cost of revenues:</b>						
Professional Services	83,291	26.0%	78,369	10.8%	(4,922)	(5.9)%
Infrastructure Services	196,476	61.3%	532,415	73.0%	335,939	171.0%
Total cost of revenues	279,767	87.3%	610,784	83.8%	331,017	118.3%
<b>Gross profit:</b>						
Professional Services	19,614		13,281		(6,333)	(32.3)%
Infrastructure Services	21,007		104,937		83,930	399.5%
Total gross profit	40,621		118,218		77,597	191.1%
<b>Gross margin as a percent of segment revenue:</b>						
Professional Services	19.1%		14.5%			
Infrastructure Services	9.7%		16.5%			
Total gross margin	12.7%		16.2%			
Selling, general and administrative expenses	53,656	16.7%	67,450	9.3%	13,794	25.7%
Other operating income (loss)	749	0.2%	(4,000)	(0.5)%	(4,749)	(634.0)%
Operating income (loss)	(12,286)	(3.8)%	46,768	6.4%	59,054	(480.7)%
Interest expense	5,718	1.8%	20,548	2.8%	14,830	259.4%
Income (loss) before income taxes	(18,004)	(5.6)%	26,220	3.6%	44,224	(245.6)%

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Income tax expense (benefit)	(6,897)	(2.2)%	10,309	1.4%	17,206	(249.5)%
Net income (loss) from continuing operations before income taxes	(11,107)	(3.5)%	15,911	2.2%	27,018	(243.3)%
Discontinued operations, net of income taxes	(256)	(0.1)%	3,407	0.5%	3,663	(1,430.9)%
Net income (loss)	\$ (11,363)	(3.5)%	\$ 19,318	2.6%	\$ 30,681	(270.0)%

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### ***Revenues***

We recognized total revenues of \$320.4 million for the year ended December 31, 2010, compared to \$729.0 million for the year ended December 31, 2011, representing an increase of \$408.6 million, or 127.5%, almost all of which occurred in our Infrastructure Services segment. A significant amount of our revenue growth was attributed to our customers' expansion in 4G and 3G infrastructure.

Revenues for the Professional Services segment decreased \$11.3 million, or 10.9%, from \$102.9 million in 2010 to \$91.7 million in the year ended December 31, 2011. This decrease was primarily due to decreased volume of services provided to Alcatel-Lucent. Our aggregate revenue from Alcatel-Lucent for the year ended December 31, 2010 was \$87.8 million compared to \$72.3 million for the year ended December 31, 2011.

Revenues for the Infrastructure Services segment increased by \$419.9 million, or 193.1%, from \$217.5 million in 2010 to \$637.4 million for the year ended December 31, 2011. The increase was primarily due to an increase in the scope and volume of services provided to AT&T under the Mobility Turf Contract. Our aggregate revenue from subsidiaries of AT&T Inc., a majority of which was earned by the Infrastructure Services segment, in the year ended December 31, 2010 was \$215.0 million as compared to \$650.4 million in the year ended December 31, 2011.

### ***Cost of Revenues***

Our cost of revenues increased \$331.0 million, or 118.3%, from \$279.8 million for the year ended December 31, 2010 to \$610.8 million for the year ended December 31, 2011, and occurred during a period when revenues increased 127.5% from the comparative period. Cost of revenues represented 87.3% and 83.8% of total revenues for the year ended December 31, 2010 and 2011, respectively. Margin expansion in 2011 was the result of greater scale and leverage of our overhead costs as well as more efficient management of direct construction costs.

Cost of revenues for the Professional Services segment decreased \$4.9 million from \$83.3 million in 2010 to \$78.4 million for the year ended December 31, 2011. The majority of this decrease was related to lower staffing required to meet a decreased Alcatel-Lucent project workload. Cost of revenues decreased 5.9% during a period when revenues decreased by 10.9% from the comparative period.

Cost of revenues for the Infrastructure Services segment increased \$335.9 million from \$196.5 million in 2010 to \$532.4 million for the year ended December 31, 2011. The majority of this increase resulted from increases in materials, subcontracting services and headcount required to support the increased revenue. This increase in costs of revenues of 171.0% occurred during a period when the segment's revenues increased by 193.1% as compared to the year ended December 31, 2010. Improvements during the period resulted from operational improvements made in the segment and through the realization of economies of scale, which allowed us to more efficiently utilize our operating assets and human resources.

### ***Selling, General and Administrative Expenses***

Selling, general and administrative expenses for the year ended December 31, 2010, were \$53.7 million as compared to \$67.5 million for the year ended December 31, 2011, representing an overall increase of \$13.8 million, or 25.7%. Compensation and related expenses increased \$7.9 million, including increases in the number of our employees, transaction bonuses paid to members of our senior management team for their efforts in completing our recapitalization and a \$1.4 million increase for executive severance expense. Costs associated with maintaining our IT infrastructure increased \$3.3 million, property taxes increased \$0.6 million and travel expenses increased \$0.8 million. These increases were partially offset by decreases in the use of temporary labor and professional fees and services of \$2.7 million.



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### ***Other Operating Income (Loss)***

Other operating income (loss) for the year ended December 31, 2010, was an income of \$0.7 million as compared to loss of \$4.0 million for the year ended December 31, 2011. The \$4.0 million loss incurred in 2011 is related to our outstanding guarantee of a related party's line of credit, of which we determined as of December 31, 2011, we would likely be required to perform for the full exposure.

### ***Interest Expense***

Interest expense for the years ended December 31, 2010 and 2011, was \$5.7 million and \$20.6 million, respectively. This increase is due to interest associated with the original notes that were issued on June 23, 2011 and a loss of \$1.3 million on the June 2011 extinguishment of our subordinated debt. We expect our interest expense to increase in future periods as a result of the interest accruing on the original notes, including penalty interest that has accrued on the original notes since March 19, 2012 as a result of delays in the exchange offer for the original notes.

### ***Income Tax Expense***

As a result of the increase in our earnings before taxes and a decrease in our effective tax rate, we recorded income tax benefit of \$6.9 million for the year ended December 31, 2010, compared to an expense of \$10.3 million for the year ended December 31, 2011. Our effective income tax rate was 38.3% and 39.3% for the years ended December 31, 2010 and 2011, respectively.

### ***Liquidity and Capital Resources***

Our primary sources of liquidity are currently cash flows from continuing operations, funds available under our Credit Facility, with PNC Bank and our cash balances. We had \$121.0 million and \$21.7 million of cash on hand at December 31, 2012 and September 30, 2013, respectively. We had \$25.5 million and \$27.9 million of borrowing capacity available under our Credit Facility as of December 31, 2012 and September 30, 2013.

We anticipate that our future primary liquidity needs will be for working capital, capital expenditures, debt service and any strategic acquisitions or investments that we make. We evaluate opportunities for strategic acquisitions and investments from time to time that may require cash and may consider opportunities to either repurchase outstanding debt or repurchase outstanding shares of our common stock in the future. We may also fund strategic acquisitions or investments with the proceeds from equity or debt issuances. We believe that, based on our cash balance, the availability we expect under the Credit Facility and our expected cash flow from operations, we will be able to meet all of our financial obligations for the next twelve months.

Should we be unable to comply with the terms and conditions of the Credit Facility, we would be required to obtain modifications to the Credit Facility or another source of financing to continue to operate as we anticipate, and we may not be able to obtain any such modifications or find another source of financing on acceptable terms or at all.

### ***Consent Solicitation***

On April 30, 2013, we submitted to Depository Trust Company a Consent Letter dated April 30, 2013, or the Consent Letter, in order to solicit consents from the holders of the original notes to (i) raise approximately \$100 million of additional indebtedness, secured on a parity lien basis with the original notes, which were to fund the purchase price of the Merger, notwithstanding the requirement set forth in the Indenture that we meet certain Fixed Charge Coverage Ratio and Total Leverage Ratio tests, (ii) adjust the definition of Consolidated EBITDA under the indenture, or the Indenture, governing our 12.125% Senior Secured Notes due 2018, including the original notes and the outstanding notes, or the Goodman Notes, to permit certain add-backs that are unrelated to our business operations and (iii) reduce the Fixed Charge Coverage Ratio that we are required to meet to consummate certain transactions from a ratio of 2.5 to 1.0 to a ratio of 2.0 to 1.0, or collectively the

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Indenture Amendments. On May 6, 2013, in accordance with the terms of the Indenture, we received consent from holders of a majority in aggregate principal amount of the then outstanding notes with respect to the Indenture Amendments. Promptly thereafter, we executed and delivered the First Supplemental Indenture and the First Amendment to Intercreditor Agreement, which became operative upon our payment of the consent fee of \$5.1 million, pursuant to the Consent Letter, in connection with the Merger.

***Amendment to Credit Facility***

On September 6, 2013, we entered into an amendment to the Credit Facility in order to (i) permit certain add-backs to the definition of Earnings Before Interest and Taxes, (ii) delete the restriction on our ability to enter into certain operating leases without consent of PNC Bank and (iii) effect certain other amendments, or collectively, the Credit Facility Amendments. The revisions to the calculation of Earnings Before Interest and Taxes positively impact our interest rate and improve our ability to meet certain leverage ratios. The deletion of the restrictive covenant permits us to enter into any lease arrangements that we deem beneficial for our operations, without obtaining prior consent from PNC Bank even if our annual amount of aggregate rental payments exceeds \$10 million. See Credit Facility.

***Working Capital***

We bill our Professional Services customers for a portion of our services in advance, and the remainder as the work is performed in accordance with the billing milestones contained in the contract. Revenues from the Professional Services segment are recognized on a completed performance method for our non-construction activities and on the completed contract method of accounting for construction projects. Our Infrastructure Services revenues are primarily from fixed-unit price projects and are recognized under the completed contract method of accounting, and we bill for our services as we complete certain billing milestones contained in the contract. Our collection terms are generally one percent if paid in twenty days, net forty-five days for AT&T and net sixty days for Alcatel-Lucent. Our Mobility Turf Contract allows AT&T to retain 10% of the amount due, on a per site basis, until the job is completed. For certain customers, including AT&T, we maintain inventory to meet the requirements for materials under the contracts. Occasionally, certain customers pay us in advance for a portion of the materials we purchase for their projects, or allow us to pre-bill them for materials purchases up to specified amounts. Our agreements with material providers usually allow us to pay them within 45 days of delivery. Our agreements with subcontractors usually have terms of 60 days. As of September 30, 2013, we had \$24.9 million in working capital, defined as current assets (excluding cash) less current liabilities, as compared to \$4.4 million in working capital at September 30, 2012. As of December 31, 2012, we had \$(25.9) million in working capital, defined as current assets (excluding cash) less current liabilities, as compared to \$10.7 million in working capital at December 31, 2011.

The following table presents selected cash flow data for the years ended December 31, 2010, 2011 and 2012 and the nine months ended September 30, 2012 and 2013 (in thousands):

	Year Ended December 31,			Nine Months Ended September 30,	
	2010	2011	2012	2012	2013
Net cash provided by operating activities	\$ 11,476	\$ 41,828	\$ 24,226	\$ (2,270)	\$ (78,398)
Net cash used in investing activities	(2,819)	(2,015)	(3,075)	(2,421)	(122,825)
Net cash provided by (used in) financing activities	(8,689)	60,824	(797)	(612)	101,937

***Operating Activities***

Cash flow used in or provided by operations is primarily influenced by demand for our services, operating income and the type of services we provide, but can also be influenced by working capital needs such as the timing of customer billing, collection of receivables and the settlement of payables and other obligations. Working capital needs historically have been higher from April through October due to the seasonality of our business. Conversely, a portion of working capital assets has historically been converted to cash in the first and fourth quarters.

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Net cash used in operating activities increased by \$76.1 million to \$78.4 million for the nine months ended September 30, 2013, as compared to the same period in 2012. This change is primarily related to changes to payment arrangements with certain of our subcontractors, which effectively resulted in an acceleration of our payment terms with these subcontractors. Also contributing to the increase was an increase of \$2.2 million in interest paid during the nine months ended September 30, 2013 as compared to the same period in 2012.

Net cash provided by operating activities decreased by \$17.6 million from \$41.8 million for the year ended December 31, 2011, to \$24.2 million for the year ended December 31, 2012, primarily due to the impact of a full year of interest expense on the original notes in 2012.

Net cash provided by operating activities increased by \$30.3 million to \$41.8 million for the year ended December 31, 2011, as compared to the year ended December 31, 2010. This increase was primarily driven by the fact that at the end of 2010, business activity was sharply increasing requiring the Company to make a significant increase in working capital via accounts receivable amounts due from customers and payments related to in-process construction activities that we were not yet able to bill to our customers. This network build activity had slowed somewhat by the end of 2011 and as a result we turned a significant amount of our accounts receivable into cash as our working capital cycle began to catch up.

### ***Investing Activities***

Net cash used in investing activities increased by \$120.4 million to \$122.8 million for the nine months ended September 30, 2013 as compared to the same period in 2012 primarily related to our acquisitions of Multiband and CSG.

Net cash used in investing activities increased by \$1.1 million from \$2.0 million for the year ended December 31, 2011 as compared to \$3.1 million for the year ended December 31, 2012, primarily from a reduction in capital expenditures during 2012.

Net cash used in investing activities decreased by \$0.8 million from \$2.0 million for the year ended December 31, 2010 as compared to \$2.8 million for the year ended December 31, 2011, primarily related to increases in capital expenditures during 2011.

### ***Financing Activities***

Net cash used in financing activities increased by \$102.5 million to \$101.9 million for the nine months ended September 30, 2013 as compared to the same period in 2012. The change was driven primarily by the issuance of the outstanding notes in connection with the Merger with Multiband. We also borrowed \$7.6 million under our Credit Facility during the third quarter of 2013.

Net cash provided by financing activities decreased by \$61.6 million from \$60.8 million for the year ended December 31, 2011 as compared with net cash used in financing activities of \$0.8 million for the year ended December 31, 2012. The change was driven primarily by net proceeds from the Notes offering that closed on June 23, 2011 as well as share repurchases and stock option settlements that we made in 2011 which did not recur in 2012.

Net cash used in financing activities increased by \$69.5 million to \$60.8 million for the year ended December 31, 2011 as compared with net cash used in financing activities of \$8.7 million for the year ended December 31, 2010. The change was driven primarily by net proceeds from the original notes offering that closed on June 23, 2011 as well as share repurchases and stock option settlements that we made in 2011.

**Table of Contents*****The Recapitalization***

On June 23, 2011, we completed a \$225 million private offering of the original notes. We used the proceeds of this debt offering to pay the balances remaining on notes payable to shareholders, to purchase a portion of our outstanding warrants and common stock, including all outstanding Series C Redeemable Preferred Stock, and to pay off our prior credit facility. Upon paying off the outstanding balance of our prior credit facility, we entered into the Credit Facility under which we have a \$50.0 million maximum borrowing base, \$45.5 million of which was available subject to meeting certain covenants at December 31, 2012. We collectively refer to these transactions as the Recapitalization.

The following is a summary of uses of funds related to the Recapitalization (in thousands):

<b>Uses of Funds</b>	
Purchase of equity	\$ 99,500
Repay existing debt	71,725
Cash to balance sheet	41,790
Fees, expenses, discounts and accrued interest	11,985
<b>Total uses of funds</b>	<b>\$ 225,000</b>

***Material Covenants***

We are subject to certain incurrence and maintenance covenants under the Indenture and the Credit Facility, as described below.

<b>Applicable Ratio</b>	<b>Applicable Test</b>	
	<b>Indenture After giving Effect to the Indenture Amendments, which became effective August 30, 2013</b>	<b>Credit Facility After giving Effect to the Credit Facility Amendments, which became effective September 6, 2013</b>
<b>Fixed Charge Coverage Ratio</b>	At least 2.0 to 1.0	At least 1.25 to 1.0 beginning 4/1/14
<b>Leverage Ratio</b>	No more than 2.5 to 1.0	No more than : 6.0 to 1.0 on and after 1/1/14 5.5 to 1.0 on and after 7/1/14 5.0 to 1.0 on and after 1/1/15

***Definitions***

Under the Indenture, Consolidated EBITDA, Fixed Charge Coverage Ratio and Total Leverage Ratio are defined as follows:

Consolidated EBITDA means EBITDA, as adjusted to eliminate the impact of certain items, including: (i) share-based compensation (non-cash portion), (ii) certain professional and consulting fees identified in the Indenture (iii) severance expense (paid to certain senior level employees), and (iv) amortization of debt issuance costs.

Fixed Charge Coverage Ratio means the ratio of (a) Consolidated EBITDA to (b) the Fixed Charges (as defined in the Indenture) for the applicable period.

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Total Leverage Ratio means the ratio of (a) total indebtedness of the Company to (b) the Company's Consolidated EBITDA for the most recently ended four fiscal quarters.

Under the Credit Facility, Fixed Charge Coverage Ratio and Leverage Ratio are defined as follows:

Fixed Charge Coverage Ratio means the ratio of (a) EBITDA plus fees, costs and expenses incurred in connection with the Recapitalization *minus* unfinanced capital expenditures made during such period but

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only to the extent made after the occurrence of the most recent Triggering Event; to (b) all senior debt payments made during such period *plus* cash taxes paid during such period *plus* all cash dividends paid during such period, but only to the extent paid after the occurrence of the most recent Triggering Event.

Leverage Ratio means the ratio of (a) funded debt of the Company to (b) EBITDA for the trailing twelve months ending as of the last day of such fiscal period.

We previously referred to Consolidated EBITDA as Adjusted EBITDA throughout our external communications, however in this prospectus and our external communications we now refer to Consolidated EBITDA as Consolidated EBITDA. References to Adjusted EBITDA are to a different measure. These financial measures and the related ratios described above are not calculated in accordance with U.S. GAAP and are presented below for the purpose of demonstrating compliance with our debt covenants.

### *Applicability of Covenants*

As described in more detail below, compliance with such ratios is only required upon the incurrence of debt or the making of a restricted payment, as applicable. If we are permitted to incur any debt or make any restricted payment under the Indenture, we will be permitted to incur such debt or make such restricted payment under the Credit Facility.

Under the Indenture, if we do not meet a Fixed Charge Coverage Ratio of at least 2.0 to 1.0, we may not consummate any of the following transactions:

Restricted payments, including the payment of dividends (other than the enumerated permitted payment categories);

Mergers, acquisitions, consolidations, or sale of all assets, consolidations (other than sales, assignments, transfers, conveyances, leases, or other dispositions of assets between or among the Company and the guarantors);

Incurrence of additional indebtedness (other than the enumerated permitted debt categories); or

Issuance of preferred stock (other than pay-in-kind preferred stock);

Under the terms of the Credit Facility, beginning with the quarter ending March 31, 2014, we must maintain a Fixed Charge Coverage Ratio equal to at least 1.25 to 1.00 (which ratio was 1.79 to 1.00 at September 30, 2013) and a Leverage Ratio no greater than as described in the table above (which ratio was 5.85 to 1.00 at September 30, 2013) during such time as a Triggering Event is continuing. A Triggering Event occurs when our undrawn availability (measured as of the last date of each month) on the Credit Facility has failed to equal at least \$10 million for two consecutive months and continues until our undrawn availability equals \$20 million for at least three consecutive months. We are only required to maintain such ratios at such time that a Triggering Event is in existence. Failure to comply with such ratios during the existence of a Triggering Event constitutes an Event of Default (as defined therein) under the Credit Facility. Had we been required to meet these ratio tests as of September 30, 2013, we would have met the Fixed Charge Coverage Ratio and the Leverage Ratio (in each case with respect to the ratio required for the fiscal quarter ending March 31, 2014).

Under the terms of the Indenture, we are required to meet certain ratio tests giving effect to anticipated transactions, including borrowing debt and making restricted payments prior to entering these transactions. Under the Indenture, these ratio tests include a Fixed Charge Coverage Ratio of at least 2.50 to 1.00 (which ratio was 1.56 to 1.00 at September 30, 2013) and a Leverage Ratio not greater than 2.50 to 1.00 (which ratio was 6.08 to 1.00 at September 30, 2013). Excluding the Merger, with respect to which holders of the original notes waived compliance with both ratios pursuant to the Consent Letter, we have not entered into any transaction that requires us to meet these tests as of September 30, 2013. Had we been required to meet these ratio tests as of September 30, 2013, we would not have met the Fixed Charge Coverage Ratio or the Leverage Ratio.

**Table of Contents***Reconciliation of Non-GAAP Financial Measures*

EBITDA represents net income before income tax expense, interest, depreciation and amortization. We present EBITDA because we consider it to be an important supplemental measure of our operating performance and we believe that such information will be used by securities analysts, investors and other interested parties in the evaluation of high yield issuers, many of which present EBITDA when reporting their results. We consider EBITDA to be an operating performance measure, and not a liquidity measure, that provides a measure of operating results unaffected by differences in capital structures, capital investment cycles and ages of related assets among otherwise comparable companies.

We present Consolidated EBITDA, which is referred to as Consolidated EBITDA in the Indenture, because certain covenants in the Indenture that affect our ability to incur additional indebtedness as well as to enter into certain other transactions are calculated based on Consolidated EBITDA. Consolidated EBITDA adjusts EBITDA to eliminate the impact of certain items, including: (i) share-based compensation (non-cash portion); (ii) certain professional and consultant fees identified in the Indenture; (iii) severance expense (paid to certain senior level employees) (iv) amortization of debt issuance costs; (v) restatement fees and expenses; (vi) a tax gross-up payment made to the Company's Chief Executive Officer to cover his tax obligation for an award of common stock and (vii) transaction fees and expenses related to acquisitions, the making of certain permitted investments, the issuance of equity or the incurrence of permitted debt.

Because EBITDA and Consolidated EBITDA are not recognized measurements under U.S. GAAP, they have limitations as analytical tools. Because of these limitations, when analyzing our operating performance, investors should use EBITDA and Consolidated EBITDA in addition to, and not as an alternative for, net income, operating income or any other performance measure presented in accordance with GAAP. Similarly, investors should not use EBITDA or Consolidated EBITDA as an alternative to cash flow from operating activities or as a measure of our liquidity.

The following table reconciles our net income to EBITDA and EBITDA to Consolidated EBITDA (in thousands):

	Year Ended December 31,			Nine Months Ended September 30,	
	2010	2011	2012	2012	2013
<b>EBITDA Consolidated EBITDA:</b>					
Net income (loss) from continuing operations	\$ (11,107)	\$ 15,911	\$ (5,099)	\$ (12,804)	\$ (20,334)
Income tax expense (benefit)	(6,897)	10,309	(4,176)	(7,087)	(7,090)
Interest expense	5,718	20,548	31,998	23,686	28,788
Depreciation and amortization	4,268	4,519	3,621	2,734	6,134
EBITDA from continuing operations	(8,018)	51,287	26,344	6,529	\$ 7,498
Income (loss) from discontinued operations, net of tax	(256)	3,407	2,568	144	(22)
Income tax expense (benefit) from discontinued operations	(224)	1,867	1,568	55	
EBITDA from discontinued operations	(480)	5,274	4,136	199	(22)
Total EBITDA	(8,498)	56,561	30,480	6,728	7,476
Share-based compensation (a)	1,022	1,023	5,629	503	3,416
Specified professional fees (b)	5,301	651			
Severance expense (c)	667	1,228			
Amortization of debt issuance costs (d)		(695)	(1,195)	(894)	(1,117)
Restatement fees and expenses (e)			8,075	4,441	3,380
Tax gross up on CEO stock grant (f)			3,226		
Acquisition related transaction expenses (g)			352		5,546
Consolidated EBITDA	\$ (1,508)	\$ 58,768	\$ 46,567	\$ 10,778	\$ 18,701

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- (a) Represents non-cash expense related to equity-based compensation.
- (b) Includes: (i) third-party consultant fees for a review of various business process and cost improvement initiatives; (ii) third-party consultant fees as a result of an investment in our company by affiliates of The Stephens Group, LLC; (iii) fees paid to an executive recruiting firm and (iv) operations review expenses.
- (c) Represents severance costs paid to certain senior level employees upon termination of their employment with us.
- (d) Amortization of debt issuance costs is included in interest expense but excluded in the calculation of Adjusted EBITDA per the Indenture.
- (e) Represents accounting advisory and audit fees incurred in connection with completing restatement of our financial statements for the years ended December 31, 2009, 2010 and 2011, and preparing our financial statements for the year ended December 31, 2012, on the completed contract method and modifying our business processes to account for construction projects under the completed contract method going forward.
- (f) Represents a tax gross-up payment made to cover the tax obligation for share grant made to our Chief Executive Officer in connection with his transition into that role.
- (g) Represents fees and expenses incurred relating to our business acquisitions.

***Credit Facility***

In June 2011, we entered into the Credit Facility, which provides for a five-year revolving facility that is secured by (i) a first lien on our accounts receivable, inventory, related contracts and other rights and other assets related to the foregoing and proceeds thereof and (ii) a second lien on 100% of the capital stock of all of our existing and future material U.S. subsidiaries and non-voting stock of our future material non-U.S. subsidiaries and 66% of the capital stock of all our future material non-U.S. subsidiaries. The Credit Facility has a maturity date of June 2016, and a maximum available borrowing capacity of \$50.0 million subject to borrowing base determinations (that take into account, among other things, eligible receivables, eligible unbilled receivables and eligible inventory) and certain other restrictions. Amounts due under the Credit Facility may be repaid and reborrowed prior to the maturity date.

At our election, borrowings under the Credit Facility bear interest at variable rates based on (i) the base rate of PNC Bank National Association, or PNC Bank, plus a margin of between 1.50% and 2.00% (depending on certain financial thresholds) or (ii) LIBOR plus a margin of between 2.50% and 3.00% (depending on certain financial thresholds). The Credit Facility also provides for an unused facility fee of 0.375%.

The Credit Facility contains financial covenants that require that we not permit our annual capital expenditures to exceed \$20.0 million (plus any permitted carry over). We are also required to comply with additional financial covenants upon the occurrence of a Triggering Event, as defined in the Credit Facility.

Additionally, the Credit Facility contains a number of customary affirmative and negative covenants that, among other things, limit or restrict our ability to divest our assets; incur additional indebtedness; create liens against our assets; enter into certain mergers, joint ventures, and consolidations or transfer all or substantially all of our assets; make certain investments and acquisitions; prepay certain indebtedness; make certain restricted payments; pay dividends; engage in transactions with affiliates; create subsidiaries; amend our constituent documents and material agreements in a manner that materially adversely affects the interests of the lenders; and change our business.

The Credit Facility also contains customary events of default, including, without limitation: nonpayment of principal, interest, fees, and other amounts; material inaccuracy of a representation or warranty when made or deemed made; violations of covenants; judgments and cross-default to indebtedness in excess of specified amounts; bankruptcy or insolvency events; certain U.S. Employee Retirement Income Security Act of 1974, as amended, or ERISA, events; failure to continue to be certified as a minority business enterprise; termination of, or the occurrence of a material default under, material contracts; occurrence of a material adverse effect; and change of control.



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As of December 31, 2012, we had no outstanding borrowings on the Credit Facility and had a \$50.0 million maximum borrowing base, of which \$45.5 million is available, net of \$4.5 million of outstanding letters of credit. During the year ended December 31, 2011, we issued a \$4.0 million letter of credit as a credit enhancement for a new letter of intent. Such letter of credit was issued in connection with a guarantee of indebtedness of a related party for proposed transaction and was originally due to expire in July 2012. Prior to the expiration, the letter of credit was amended to extend the guarantee of the related party's line of credit until July 2013. This guarantee liability for the full amount of \$4.0 million remains in accrued liabilities as of December 31, 2012.

On September 6, 2013, we entered into an amendment to the credit agreement governing our Credit Facility with PNC Bank. The amendment provides for, among other things: (i) the addition of certain add-backs to the definition of Earnings Before Interest and Taxes, as described below, (ii) the deletion of the restriction on our ability to enter into certain operating leases without the consent of PNC Bank, (iii) the reduction of the Triggering Event threshold, as described below, which represents the point in time in which we are required to comply with the Fixed Charge Coverage Ratio and the Leverage Ratio, (iv) the amendment to the Fixed Charge Coverage Ratio and the Leverage Ratio to state that such financial covenants shall not take effect until the last day of the fiscal quarter ending March 31, 2014 (provided that the Company is not required to comply with the Fixed Charge Coverage Ratio and the Leverage Ratio covenant if a Triggering Event has not yet occurred and is continuing), (v) the amendment to the calculation of the Leverage Ratio to ease the covenants by adjusting the required ratios for each reporting period, as set forth in the table below, (vi) the adjustment to the calculations of Fixed Charge Coverage Ratio and Leverage Ratio to include the historic earnings before interest expense and taxes of CSG and Multiband for any applicable period occurring prior to one year after the date on which we acquired CSG and Multiband, respectively, (vii) an extension of the time frame for which we are required to repay certain advances under the Credit Facility following the sale of certain types of collateral, the issuance of equity interests or the issuance of debt obligations, from a deadline of one business day following receipt of cash proceeds from any such sale, issuance of equity or incurrence of debt, to a date no later than August 30, 2014, and (viii) certain other amendments to conform to PNC Bank's most recent bank policies regarding taxes, defaulting lenders and other changes in law.

The additional add-backs to the definition of Earnings Before Interest and Taxes approved by the amendment include: (i) expenses or deductions relating to expenses or fees incurred from the restatement of financials for the fiscal years 2009 through 2012, (ii) a tax gross-up payment made to our Chief Executive Officer to cover his tax obligation for an award of common stock, (iii) consent fees, transaction expenses and other fees incurred related to acquisitions, and (iv) any fees and expenses related to the making of investments, the issuance of equity interests or the incurrence of indebtedness. This amended definition is utilized in the Credit Facility to calculate our Fixed Charge Coverage Ratio and our Leverage Ratio.

Additionally, the Leverage Ratio provision of the credit agreement was amended such that, after the occurrence and during the continuance of a Triggering Event, we must maintain a Leverage Ratio as of the last day of each fiscal quarter, beginning with the fiscal quarter ending March 31, 2014 to be no more than the ratio set forth in the table below for the corresponding fiscal quarter:

<b>Reporting Periods Ending:</b>	<b>Ratio</b>
On or after January 1, 2014 through June 30, 2014	6.00 to 1.0
On or after July 1, 2014 through December 31, 2014	5.50 to 1.0
On or after January 1, 2015 and as of the last day of each fiscal quarter thereafter	5.00 to 1.0

*Waivers of Events of Default*

On May 15, 2012 and again on June 15, 2012, we entered into a limited waiver agreement with PNC Bank regarding certain events of default resulting from the delayed issuance of our audited financial statements for the year ended December 31, 2011 and of our unaudited quarterly financial statements for the periods ended

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March 31, 2012 and June 30, 2012. The limited waiver agreement permitted us to maintain access to the Credit Facility with a post-closing obligation to deliver, no later than October 15, 2012, our audited financial statements for the year ended December 31, 2011 and our unaudited financial statements for the periods ended March 31, 2012 and June 30, 2012. We delivered our audited financial statements for the year ended December 31, 2011 to PNC Bank on October 15, 2012.

On October 11, 2012, we entered into an amendment to the Credit Facility that extended the due date for our unaudited quarterly financial statements for the periods ended March 31, 2012 and June 30, 2012 until November 30, 2012. On November 26, 2012 we entered into a second amendment to the Credit Facility that extended the due date for our unaudited quarterly financial statements for the periods ended March 31, June 30 and September 30, 2012 until January 15, 2013. We delivered our unaudited quarterly financial statements for the periods ended March 31, June 30 and September 30, 2012 to PNC Bank on January 15, 2013. On March 1, 2013, we entered into a third amendment to the Credit Facility that extended the due date for our unaudited monthly financial statements for the periods ended January 31, 2013 and February 28, 2013 until April 1, 2013 and April 15, 2013, respectively. We delivered our unaudited financial statements for the period ended January 31, 2013 to PNC Bank on April 1, 2013 and our unaudited monthly financial statements for the period ended February 28, 2013 on April 15, 2013.

### ***12.125% Senior Notes due 2018***

On June 23, 2011, we issued \$225.0 million of Goodman Notes due July 1, 2018 with a discount of \$3.9 million, or the original notes. The Goodman Notes carry a stated interest rate of 12.125%, with an effective rate of 12.50%. Interest is payable semi-annually each January 1 and July 1, beginning on January 1, 2012. The Goodman Notes are secured by: (i) a first-priority lien on substantially all of our existing and future domestic plant, property, assets and equipment including tangible and intangible assets, other than the assets that secure the Credit Facility on a first-priority basis, (ii) a first-priority lien on 100% of the capital stock of our future material U.S. subsidiaries and non-voting stock of our future material non-U.S. subsidiaries and 66% of all voting stock of our future material non-U.S. subsidiaries and (iii) a second-priority lien on our accounts receivable, unbilled revenue on completed contracts and inventory that secure the Credit Facility on a first-priority basis, subject, in each case, to certain exceptions and permitted liens.

The Goodman Notes are general senior secured obligations, are guaranteed by our existing and future wholly owned material domestic subsidiaries, rank *pari passu* in right of payment with all of our existing and future indebtedness that is not subordinated, are senior in right of payment to any of our existing and future subordinated indebtedness, are structurally subordinated to any existing and future indebtedness and other liabilities of our non-guarantor subsidiaries, and are effectively junior to all obligations under the Credit Facility to the extent of the value of the collateral securing the Credit Facility on a first priority basis.

Prior to July 1, 2014, we may redeem up to 35% of the aggregate principal amount of the Goodman Notes at a redemption price equal to 112.125% of the principal amount of the Goodman Notes redeemed, plus accrued and unpaid interest and any additional interest, with the net cash proceeds of certain equity offerings. Prior to July 1, 2015, we may redeem some or all of the Goodman Notes at a make-whole premium plus accrued and unpaid interest. On or after July 1, 2015, we may redeem some or all of the Goodman Notes at a premium that will decrease over time plus accrued and unpaid interest.

If we undergo a change of control, as defined in the Indenture, we will be required to make an offer to each holder of the Goodman Notes to repurchase all or a portion of its Notes at a price equal to 101% of the principal amount thereof, plus accrued and unpaid interest and additional interest penalty, if any, to the date of repurchase.

If we sell certain assets or experience certain casualty events and do not use the net proceeds as required, we will be required to use such net proceeds to repurchase the Goodman Notes at 100% of the principal amount thereof, plus accrued and unpaid interest and additional interest, if any, to the date of repurchase.

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We entered into a registration rights agreement with the initial purchasers of the original notes. Under the terms thereof, we agreed to file an initial registration statement with the SEC by March 19, 2012, to become effective not later than June 17, 2012, providing for registration of exchange notes with terms substantially identical to the original notes. The terms of the agreement provide additional interest obligations for a late filing interest penalty, or additional interest, of 0.25% per annum of the principal amount of the Notes, which increases by an additional 0.25% per annum at the beginning of each subsequent 90-day period with a maximum interest penalty of 1.0% per annum, for each day we are delinquent in filing an initial registration statement with the SEC.

We were unable to file an initial registration statement with the SEC by March 19, 2012 and incurred an additional interest obligation for a late filing interest penalty of 0.25% per annum of the principal amount of the original notes through June 17, 2012 and 0.50% for the subsequent 90-day period. We were unable to cause the initial registration statement to be declared effective by June 17, 2012 and an additional interest obligation was incurred at 0.25% per annum of the principal amount of the original notes for each subsequent 90-day period. The maximum additional interest rate on the Goodman Notes may not exceed 1.00% per annum at any one time in aggregate. We incurred \$1.3 million of penalty interest for the year ended December 31, 2012.

On May 30, 2013, Goodman Networks and GNET Escrow Corp., a wholly owned subsidiary of Goodman Networks, or the Stage I Issuer, entered into a purchase agreement with Jefferies LLC, in connection with the offering of \$100.0 million aggregate principal amount of the Stage I Issuer's 12.125% Senior Secured Notes due 2018, or the Stage I Notes. The Stage I Notes were offered at 105% of their principal amount for an effective interest rate of 10.81%. The estimated gross proceeds of approximately \$105.0 million, which includes an approximate \$5.0 million of issuance premium, were used, together with cash contributions from Goodman Networks, to finance the Merger and to pay related fees and expenses. Upon completion of the Merger, the Company redeemed the Stage I Notes in exchange for the issuance of an equivalent amount of our Goodman Notes, or the outstanding notes, as a tack-on under and pursuant to the Indenture under which the Company previously issued the original notes.

### ***Unsecured Subordinated Notes Payable***

In April and May 2010, unsecured subordinate notes payable in the amount of \$13.3 million were issued to affiliates of a former shareholder. In June 2011, all of the unsecured subordinated notes and all accrued interest were paid. As of December 31, 2012 there was no outstanding principal. These notes would have been due December 18, 2012 with an annual rate of 18.0% with interest due quarterly. The proceeds from these notes were used for general working capital purposes. In conjunction with the issuance of the unsecured subordinated notes payable, 160,408 warrants were issued. The proceeds allocated to the warrants (\$1.8 million) were included as additional paid-in capital and the resulting debt discount was being amortized through the date of maturity, December 18, 2012. In June 2011, we also purchased 117,050 of the warrants and wrote off the remaining unamortized debt discount.

**Table of Contents****Contractual Payment Obligations**

As of December 31, 2012, our future contractual obligations are as follows (dollars in thousands):

	Total	2013	2014	2015	2016	2017	2018 and thereafter
Long-term debt obligations:							
Senior notes payable (1)	\$ 377,271	\$ 29,505	\$ 27,281	\$ 27,281	\$ 27,281	\$ 27,281	\$ 238,642
Credit Facility (2)	730	261	189	189	91		
Operating lease obligations	17,324	7,006	6,310	3,731	277		
Capital lease obligations	1,064	576	384	104			
Total contractual commitments	\$ 396,389	\$ 37,348	\$ 34,164	\$ 31,305	\$ 27,649	\$ 27,281	\$ 238,642

- (1) The amounts due presented in the table above include interest obligations related to long-term debt. These obligations include amounts related to additional interest penalties at the rate of 1% of the principal amount of the original notes related to the delinquent filing of the registration statement concerning the exchange offer for the original notes and at the rate of .25% of the principal amount of the outstanding notes related to the delinquent filing of this registration statement and in each case assumes that such penalties cease on December 31, 2013.
- (2) Includes an availability fee of 0.375% of the unused capacity and a charge of 3.25% on the portion of the Credit Facility utilized for letters of credit.

**Off-Balance Sheet Arrangements**

We have entered into certain off-balance sheet arrangements in the ordinary course of business that result in risks not directly reflected in our balance sheets. Our significant off-balance sheet transactions include liabilities associated with non-cancellable operating leases, letter of credit obligations, and performance and payment bonds entered into in the normal course of business. We have not engaged in any off-balance sheet financing arrangements through special purpose entities.

**Leases**

We enter into non-cancellable operating leases for certain of our facility, vehicle and equipment needs. These leases allow us to conserve cash by paying a monthly lease rental fee for use of facilities, vehicles and equipment rather than purchasing them. We may decide to cancel or terminate a lease before the end of its term, in which case we are typically liable to the lessor for the remaining lease payments under the term of the lease.

**Guarantees**

In October 2011, we issued a letter of credit as a guarantee of a related party's line of credit. The maximum available to be drawn on the line of credit is \$4.0 million. In the event of default on the line of credit by the related party, we will have the option to enter into a note purchase agreement with the lender or to permit a drawing on the letter of credit in an amount not to exceed the amount by which the outstanding obligation exceeds the value of the related party's collateral securing the line of credit, but in no event more than \$4.0 million. Our letter of credit was originally due to expire in July 2012, then subsequently amended to expire in July 2013. Prior to the expiration, the letter of credit was amended to extend the guarantee of the related party's line of credit until July 2014.

Our exposure with respect to the letter of credit is supported by a reimbursement agreement from the related party, secured by a pledge of assets and stock of the related party. As of December 31, 2011, we concluded that we will likely be required to perform for the full exposure under the guarantee and therefore recorded a liability

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in the amount of \$4.0 million included in accrued liabilities in our consolidated financial statements in the fourth quarter of 2011. This guarantee liability for the full amount of \$4.0 million remains in accrued liabilities as of September 30, 2013.

### ***Other Guarantees***

We generally indemnify our customers for the services we provide under our contracts, as well as other specified liabilities, which may subject us to indemnity claims, liabilities and related litigation. As of September 30, 2013, we are not aware of any asserted claims for material amounts in connection with these indemnity obligations.

### **Seasonality**

Our results of operations experience significant fluctuations because we have adopted the completed contract method of accounting for revenues and expenses from our construction and installation contracts. Substantially all of our revenues are generated from construction and installation contracts. Because of the nature of the business in our Infrastructure Services segment, which is tied to the annual capital expenditure cycles of our main customers, a significant portion of contracts related to our Infrastructure Services segment are completed during the fourth quarter of each year. Under the completed contract method, we do not recognize revenue or expenses on contracts until we have substantially completed the contract. Accordingly, a significant portion of our revenues and costs are recognized during the fourth quarter of each year. The recognition of revenue and expenses on contracts that span quarters may also cause our reported results of operations to experience significant fluctuations.

Additionally, we have historically experienced seasonal variations in our business, primarily due to the capital planning cycles of certain of our customers. Generally, AT&T's annual capital plans are not finalized to the project level until sometime during the first three months of the year, resulting in reduced capital spending in the first quarter relative to the rest of the year. Further, on December 19, 2011, AT&T Inc. announced that it had terminated its agreement to acquire T-Mobile. Following termination of the merger agreement, we experienced a temporary decline in revenues from AT&T.

Multiband's results of operations may also fluctuate significantly from quarter to quarter. Variations in Multiband's revenues and operating results occur quarterly as a result of a number of factors, including the number of customer engagements, employee utilization rates, the size and scope of assignments and general economic conditions. Because a significant portion of Multiband's expenses are relatively fixed, a variation in the number of customer engagements or the timing of the initiation or completion of those engagements can cause significant fluctuations in operating results from quarter to quarter.

As a result, we have historically experienced, and may continue to experience significant differences in operations results from quarter to quarter. As a result of these seasonal variations and our methodology for the recognition of revenue and expenses on projects, comparisons of operating measures between quarters may not be as meaningful as comparisons between longer reporting periods.

### **Critical Accounting Policies and Estimates**

The preparation of financial statements in conformity with U.S GAAP requires our management to use judgment in the application of accounting policies, including making estimates and assumptions. We base estimates on our experience and on various other assumptions believed to be reasonable under the circumstances. These estimates affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting periods. If our judgment or interpretation of the facts and circumstances relating to various transactions or other matters had been different, it is possible that different accounting would have been applied, resulting in a different presentation of our consolidated financial statements. From time to time, we re-evaluate our estimates

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and assumptions. In the event estimates or assumptions prove to be different from actual results, adjustments are made in subsequent periods to reflect more current estimates and assumptions about matters that are inherently uncertain. For a more detailed discussion of our significant accounting policies, see Note 2 to the audited historical consolidated financial statements.

Below is a discussion of accounting policies that we consider critical in that they may require complex judgment in their application or require estimates about matters that are inherently uncertain.

### ***Revenue Recognition***

We enter into contracts that require the construction and/or installation of specific units within a network system. Revenue from construction and installation contracts in our infrastructure services segment is recorded using the completed contract method of accounting in accordance with Accounting Standards Codification, or ASC, 605, Revenue Recognition. Under the completed contract method, revenues and costs from construction and installation projects are recognized only upon substantial completion of the project. Direct costs typically include direct materials, labor and subcontractor costs, and indirect costs related to contract performance, such as indirect labor, supplies, tools and repairs. Provisions for estimated losses on uncompleted contracts are recognized when it has been determined that a loss is probable.

We also enter into contracts to provide engineering and integration services related to network architecture, transformation, reliability and performance. Revenues from service contracts are generally recognized as the services are completed under the completed performance method, whereby costs are deferred until the related revenues are recognized. Services are generally performed under master or other services agreements and are billed on a contractually agreed price per unit on a work order basis.

Revenues for projects based on time and materials are recognized as labor and material costs are incurred. Revenues from other incidental services are recognized as the service is performed.

The Field Services segment provides installation services to pay television (satellite and broadband cable) providers, Internet providers and commercial customers. The related revenues are recognized when services have been completed.

Within our Other Services segment, we recognize our MDU revenues in the period in which the related services are provided, and we recognize revenue from long-term EE&C contracts on a percentage-of-completion basis, measured by the percentage of contract costs incurred to date to the estimated total costs for each contract.

We intend to continually evaluate the application of the completed contract method of accounting, and in the future we may change our accounting method back to the percentage of completion method for some of our construction contracts. Items that would be considered in our analysis concerning the applicability of the completed contract method of accounting would include: (i) our assessment of the improvements we are currently working on related to our internal controls surrounding our ability to estimate project costs and related profit margins; and (ii) new or emerging accounting standards that we may be required to adopt that could potentially impact how we are required to account for our long-term construction projects.

### ***Goodwill and Other Intangible Assets with Indefinite Lives***

We test goodwill and other intangible assets with indefinite lives for impairment separately on an annual basis. Additionally, we will test goodwill and other intangible assets with indefinite lives in the interim if events and circumstances indicate that goodwill and other intangible assets with indefinite lives may be impaired. If an event occurs that would cause a revision of estimates and assumptions used in analyzing the value of goodwill and other intangible assets with indefinite lives, the revision could result in a non-cash impairment charge.

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### ***Share-Based Compensation***

We account for share-based compensation in accordance with ASC 718, Compensation—Stock Compensation. Share-based awards to be settled in the Company's equity are valued at the date of grant using the Black-Scholes option-pricing model based on certain assumptions, including risk-free interest rate, expected life, volatility and dividends. We estimate the expected volatility of the price of its underlying stock based on the expected volatilities of similar entities with publicly-traded securities. Currently there is no active market for the Company's common shares and therefore we have identified several similar publicly held entities to use as a benchmark. The volatility was estimated using the median volatility of the guideline companies which are representative of the Company's size and industry based upon daily stock price fluctuations. Compensation expense equal to fair value at the date of grant is recognized in compensation cost over the vesting period of the awards.

### ***Income Taxes***

We apply the asset and liability method in accounting and reporting for income taxes. Under the asset and liability method, deferred tax assets and liabilities are determined based upon the difference between the financial statement carrying amounts and tax basis of assets and liabilities that will result in taxable or deductible amounts in the future based on enacted tax rates expected to be in effect when these differences are expected to affect taxable income. The measurement of deferred income tax assets is adjusted by a valuation allowance, if necessary, to recognize future tax benefits only to the extent, based on available evidence, that it is more likely than not such benefits will be realized. We recognize interest and penalties on income taxes as a component of income tax expense.

Accruals for uncertain tax positions are provided for in accordance with the authoritative guidance for accounting for uncertainty in income taxes. Under the authoritative guidance, we may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by the taxing authorities, based on the technical merits of the position. The tax benefits recognized in the financial statements from such a position should be measured based on the largest benefit that has a greater than fifty percent likelihood of being realized upon ultimate settlement.

We are not subject to examination by the U.S. Federal taxing authorities for years prior to 2009 and by state and local taxing authorities for years prior to 2008.

### ***Valuation of Long-Lived Assets***

We review long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount may not be realizable. If an evaluation is required, the estimated future undiscounted cash flows associated with the asset are compared to the asset's carrying amount to determine if an impairment of such asset is necessary. This requires us to make long-term forecasts of the future revenues and costs related to the assets subject to review. Forecasts require assumptions about demand for our products and future market conditions. Estimating future cash flows requires significant judgment, and our projections may vary from the cash flows eventually realized. Future events and unanticipated changes to assumptions could require a provision for impairment in a future period. The effect of any impairment would be to expense the difference between the fair value of such asset and its carrying value. In addition, we estimate the useful lives of our long-lived assets and periodically review these estimates to determine whether these lives are appropriate.

### ***Quantitative and Qualitative Disclosures About Market Risk***

Our primary exposure to market risk relates to unfavorable changes in concentration of credit risk and interest rates.

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### ***Credit Risk***

We are subject to concentrations of credit risk related primarily to our cash and cash equivalents and our accounts receivable, including amounts related to costs in excess of billings on uncompleted projects. Substantially all of our cash investments are managed by what we believe to be high credit quality financial institutions. In accordance with our investment policies, these institutions are authorized to invest this cash in a diversified portfolio of what we believe to be high-quality investments, which primarily include short-term dollar denominated bank deposits to provide Federal Deposit Insurance Corporation backing of the deposits. We do not currently believe the principal amounts of these investments are subject to any material risk of loss. In addition, as we grant credit under normal payment terms, generally without collateral, we are subject to potential credit risk related to our customers' ability to pay for services provided. This risk may be heightened as a result of the depressed economic and financial market conditions that have existed in recent years. However, we believe the concentration of credit risk related to trade accounts receivable and costs in excess of billings on uncompleted contracts is limited because of the financial strength of our customers. To manage this risk, we perform ongoing credit risk assessments of our customers and financial institutions.

### ***Interest Rate Risk***

The interest on outstanding balances under our Credit Facility accrues at variable rates based, at our option, on the agent bank's base rate (as defined in the Credit Facility) plus a margin of between 1.50% and 2.00%, or at LIBOR (not subject to a floor) plus a margin of between 2.50% and 3.00%, depending on certain financial thresholds. We had \$7.6 million of outstanding borrowings under our Credit Facility as of September 30, 2013. Our notes payable balance at September 30, 2013 is comprised of our original notes and outstanding notes due in 2018, which bear a fixed rate of interest of 12.125%. Due to the fixed rate of interest on the Goodman Notes, changes in interest rates would not have an impact on the related interest expense.

### **Internal Controls and Procedures**

#### ***Background***

We are a private company and have historically maintained limited accounting personnel to perform our accounting processes and limited supervisory resources with which to support our internal control over financial reporting.

Upon completion of the exchange offer we will be required to comply with certain aspects of the Sarbanes-Oxley Act of 2002 that we have previously not been required to comply with. For example, beginning with our first periodic report after the completion of the exchange offer, we will be required to comply with the SEC's rules implementing Section 302 of the Sarbanes-Oxley Act of 2002, which will require our management to certify financial and other information in our quarterly and annual reports. We will also be subject to and required to comply with the SEC's rules implementing Section 404 of the Sarbanes-Oxley Act of 2002. This standard requires management to establish and maintain internal control over financial reporting and make a formal assessment of the effectiveness of our internal control over financial reporting for that purpose. We will be required to make our first assessment of our internal control over financial reporting following the year that our first annual report is filed or required to be filed with the SEC. Because we are a debt filer, our independent registered public accounting firm will not be required to formally attest to the effectiveness of our internal control over financial reporting. To better ensure compliance with the requirements of being a public company, we will need to upgrade our systems, including information technology, implement additional financial and management controls, reporting systems and procedures and hire additional accounting and financial reporting staff.

#### ***Material Weaknesses in Internal Control over Financial Reporting***

A material weakness is a control deficiency, or a combination of control deficiencies, in internal control over financial reporting, such that there is a reasonable possibility that a material misstatement of our annual or interim financial statements will not be prevented or detected on a timely basis.



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Although we did not perform a formal assessment of internal control over financial reporting, we evaluated deficiencies identified in connection with the preparation and audit of our consolidated financial statements for the fiscal year ended December 31, 2012 in accordance with the framework developed by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control – Integrated Framework. The following control deficiency represents a material weakness in our internal control over financial reporting as of December 31, 2012:

**Purchasing and Inventory Management:** We did not maintain sufficient controls over our purchasing and inventory management process. Specifically (a) the controls surrounding the tracking of inventory movements between warehouses and job sites was not sufficient to ensure that inventory was appropriately recorded and that inventory not used at job sites was returned to warehouses on a timely basis; and (b) controls and processes to properly match returned inventory to the appropriate project to ensure accurate project costs and profitability either were not present or did not operate effectively.

Over the course of the audit of its 2011 financial statements, both the Company and its auditors, KPMG LLP, identified accounting errors and internal control deficiencies, which collectively called into question the Company's ability to properly make and update its estimates as is required to properly apply the percentage of completion, or POC, method of accounting. The Company has since concluded it had not previously maintained the proper internal controls necessary for it to make reliable estimates as required under the application of the POC method of accounting which the Company had previously utilized to recognize revenue from its construction contracts. After consultations with KPMG LLP and with the SEC staff, the Company concluded on August 21, 2012 that the completed contract method of accounting, or the Completed Contract Method, would be a more appropriate and reliable method under which to recognize revenue from the Company's construction contracts given the material weaknesses in internal controls that existed related to the Company's application of POC, even though POC is generally the preferred method of accounting for construction contracts. The Company also applies the completed performance model to recognize revenues for some of its contracts, which is essentially the same as the Completed Contract Method. Accordingly, the Company has restated its previously issued financial statements as of December 31, 2010 and for the year then ended to reflect revenues from the Company's construction contracts under the Completed Contract Method rather than the POC method. These financial statements are presented elsewhere in this registration statement.

In all financial statements the Company had previously issued, revenues from its construction contracts were accounted for under the POC method, whereby revenue and the costs of earned revenue were recorded as work on the contracts progressed and costs were incurred. Under the Completed Contract Method, revenue and cost are deferred, and recognized in the statement of operations only upon substantial completion of the project. The change to the Completed Contract Method had no effect on the ultimate amount of revenue and cost the Company will recognize in its financial statements over the course of a particular contract. It does, however, cause revenues and costs to be recognized in later periods than they would be recognized under the POC method of accounting. This accounting change had no impact on any amounts that have been invoiced to the Company's customers and also has no impact on the Company's cash flows.

During the quarter ended June 30, 2013, we also identified a control deficiency that represented a material weakness in our internal control over financial reporting as of March 31, 2013 related to controls surrounding the Company's cutover to processes used to capture results based upon the completed contract method of accounting in 2013.

***Management's Remediation Initiatives and Changes in Internal Control over Financial Reporting***

We continue to make progress towards achieving the effectiveness of our disclosure controls and procedures. Remediation generally requires making changes to how controls are designed and then adhering to those changes for a sufficient period of time such that the effectiveness of those changes is demonstrated with an appropriate amount of consistency. We believe that we have made significant improvements in our internal control over financial reporting and are committed to remediating our material weaknesses. Our remediation

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initiatives summarized below are intended to further address our specific material weaknesses and to continue to enhance our internal control over financial reporting. Each of these remediation initiatives constitutes a change in our internal control over financial reporting made subsequent to December 31, 2012:

We hired a permanent Chief Financial Officer on January 1, 2012;

Our Board of Directors has undertaken an active role in the following areas: (i) ensuring that previously identified material weaknesses in our internal control are remediated in a timely fashion; (ii) ensuring the proper control environment is established and maintained in the Company at all times; and (iii) exercising more direct oversight of both our financial reporting and our internal control over financial reporting;

We have added additional people to our accounting and finance staff as well as other key support areas such as supply chain and information technology;

We have invested significantly in outside experts and advisors to assist with ensuring that our restatements were performed correctly as well as with designing new business processes related to our revenue recognition methodology;

We have implemented a whistleblower hotline for employees and other third parties to anonymously report concerns over matters related to the Company's financial reporting; and

We are actively searching for at least one independent member to join our Board of Directors who would be considered a financial expert so that we can establish an audit committee to provide oversight to our financial reporting and manage the relationship with our external auditors. Our Board has begun the process of interviewing candidates to fill this role.

During the quarter ended June 30, 2013, we designed and implemented additional controls and procedures intended to strengthen and enhance its period end accounting close process related to preparation of its financial statements under the Completed Contract method of accounting for its construction projects. These controls include (i) enhanced reconciliations of revenue, cost of revenue and gross profit and the related balance sheet accounts of costs in excess of billing on uncompleted projects and billings in excess of costs on uncompleted projects; and (ii) enhanced financial analysis of margin performance by groups outside of the finance organization to evaluate the financial results and compare against the expectations of the business people running the operations of the Company. During the course of designing and implementing these enhanced controls and procedures, we discovered certain errors that existed in our financial statements for the three-month period ended March 31, 2013. These errors were corrected in the preparation of our financial statements for each of the three- and six-month periods ended June 30, 2013, and they did not aggregate to a material amount in either period. We do not believe the Company's financial statements for the three months ended March 31, 2013 were materially misstated. These errors were a result of a material weakness in the Company's internal controls over financial reporting, as described above, that existed at March 31, 2013 related to controls surrounding the Company's cutover to processes used to capture results based upon the completed contract method of accounting in 2013. The Company believes the control activities described above serve to remediate this material weakness as of June 30, 2013.

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**OUR BUSINESS**

**Overview**

Since our founding in 2000, we have grown to be a leading national provider of end-to-end outsourced network infrastructure, engineering and technical services to the wireless industry in the United States. Our telecommunications services include the design, engineering, construction, deployment, integration and maintenance of converging wireless networks. Our highly specialized and technical services are critical to the capability of our customers to deliver voice, data and video services to their end users. We believe our proven ability to offer a wide range of services quickly and effectively for the full wireless network lifecycle provides a differentiated value proposition to our customers. With our acquisition of Multiband on August 30, 2013, we have expanded our services to the installation of a vast and growing array of technologies including electrical power systems, digital signage, commercial audio/video solutions, hospitality IPTV VOD systems and renewable energy. Sales of our television and Internet services are primarily to a satellite television provider. These services enable this customer to provide video and data services to its end users. For the year ended December 31, 2012, we generated revenues of \$609.2 million and a net loss of \$2.5 million. For the nine months ended September 30, 2013, we generated revenues of \$573.7 million and net loss of \$20.4 million.

Several favorable trends exist in the telecommunications industry that are driving the growth of our business. The wireless industry is going through an unprecedented phase of expansion and increased complexity as the number of wireless users and their consumption of mobile data continues to grow rapidly. Users are upgrading to more advanced mobile devices, such as smartphones and tablets, and accessing more bandwidth-intensive applications. According to Cisco Visual Networking Index: Forecast and Methodology, 2011-2016, dated May 30, 2012, internet traffic from wireless devices will exceed traffic from wired devices by 2016 when Wi-Fi and mobile devices will account for 61% of internet data traffic. These developments are creating significant challenges for service providers to manage increasing network congestion and continually deliver a high quality user experience. In response, carriers, governments and enterprises are making significant investments in their wireless infrastructures, such as upgrading networks to the Long Term Evolution, or 4G-LTE, standard, and integrating new technology, such as small cell technologies, into wireless networks. In an effort to deploy capital more efficiently and to ensure schedule attainment, wireless carriers and original equipment manufacturers, or OEMs, have increased their dependency on an outsourcing model for these investments. We believe our leading reputation and capacity to provide services on a national scale positions us to increase our market share and capitalize on future growth opportunities in the wireless telecommunications industry.

We have established strong relationships with leading telecommunications companies, including AT&T Inc. and Alcatel-Lucent USA Inc., or Alcatel-Lucent, with whom we have multi-year master service agreements, or MSAs. In October 2011 we signed a new MSA with NSN to provide services to them throughout the United States, and in 2012, we signed new MSAs with CenturyLink, Sprint and Windstream. In 2013, we were awarded work by Clearwire under the affiliate clause of our Sprint contract. We have significantly expanded our relationship with Sprint and AT&T and continue to grow our business in new strategic areas. Specifically, we extended our business in October 2013 into Sprint's enterprise channel by providing end-to-end management of Sprint's enterprise femtocells application. We were also selected by AT&T as a key strategic partner for DAS and outdoor small cell solutions, beginning in January 2014. Currently, we are conducting a number of key strategic small cell trials with multiple top-tier operators that we expect to secure in the first half of 2014.

Our relationship with AT&T Inc. began in 2002 with Cingular Wireless LLC and Southwestern Bell Telephone Company and has subsequently grown in scope. Currently, we provide site acquisition, construction, technology upgrades, Fiber to the Cell, commonly referred to as FTTC, and maintenance services for AT&T Mobility LLC, or AT&T, in nine states, comprising nine distinct AT&T markets, or Turf Markets, pursuant to a multi-year MSA that we entered with AT&T and have amended and replaced from time to time, or collectively the Mobility Turf Contract. On October 30, 2012, approximately two years prior to the scheduled expiration of the Mobility Turf Contract, AT&T extended the term of the Mobility Turf Contract to November 30, 2015.

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In November 2009, we entered into an outsourcing arrangement with Alcatel-Lucent whereby we moved 461 U.S.-based engineering and integration specialists from Alcatel-Lucent to our payroll and secured a five-year agreement with Alcatel-Lucent that expires on December 31, 2014, or the Alcatel-Lucent Contract.

In addition, Multiband has a long-standing 15-year relationship with DIRECTV. In November 2012, Multiband renewed its HSP contract with DIRECTV, which now terminates in October 2016. In October 2012, Multiband extended its MDU contract, which now expires in August 2016.

On a pro forma basis giving effect to the Merger as if it occurred on January 1, 2012, these three customers generated approximately 93.0% and 87.3% of our revenues for the year ended December 31, 2012 and the first nine months of 2013, respectively, and we believe our long-standing relationships and multi-year contracts with these customers create a level of predictability and visibility to our future revenue and profitability. Our 18-month estimated backlog, which is based on historical trends, anticipated seasonal impacts and estimates of customer demand based upon communications with our customers, was \$1.8 billion as of September 30, 2013.

### **Merger with Multiband Corporation**

On August 30, 2013, we acquired Multiband Corporation through its merger with our subsidiary at an aggregate purchase price, excluding merger-related fees and expenses, of approximately \$101.1 million. Upon the closing of the Merger, Multiband became our wholly owned subsidiary, and Multiband and its subsidiaries became restricted subsidiaries and guarantors under the Indenture and the Credit Facility.

To fund the Merger on May 30, 2013, Goodman Networks and the Stage I Issuer entered into a purchase agreement with Jefferies LLC, which provided for the sale of \$100.0 million aggregate principal amount of the Stage I Notes. The Stage I Notes were offered at 105% of their principal amount for an effective interest rate of 10.81%. The estimated gross proceeds of approximately \$105.0 million, which includes an approximate \$5.0 million of issuance premium, were used, together with cash contributions from Goodman Networks, to fund the Merger and to pay related fees and expenses.

Promptly following the consummation of the Merger and in accordance with the terms of the indenture that governed the Stage I Notes, the Stage I Issuer merged into Goodman Networks, and Goodman Networks issued, in exchange for the Stage I Notes, \$100.0 million aggregate principal amount of the outstanding as a tack-on under and pursuant to the Indenture under which Goodman Networks previously issued the original notes.

### **Acquisition of the Custom Solutions Group of Cellular Specialties, Inc.**

On February 28, 2013, we completed the acquisition of CSG, which provides indoor and outdoor wireless distributed antenna system and Wi-Fi solutions, services, consultations and maintenance. The purchase price consists of \$18.0 million in cash, earn-out payments of up to an aggregate of \$17.0 million through December 31, 2015 and the assumption of certain liabilities related to the acquired business. We believe the acquisition will help us better serve our customers' evolving needs by addressing the increasingly used in-building distributed antenna systems (DAS), small cells and Wi-Fi offload solutions.

### **Our Network Services**

We help wireless carriers and OEMs design, engineer, construct, deploy, integrate, maintain and decommission critical elements of telecommunications network infrastructure through two of our operating segments, Professional Services (previously referred to as Network Services and Technology) and Infrastructure Services (previously referred to as Network Infrastructure Services). We believe our ability to provide this combination of services on a national scale is a distinct competitive advantage because it provides customers with a complete outsourced services offering, which equates to improved quality, timing and cost efficiency.

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For the year ended December 31, 2012 and the nine months ended September 30, 2013, the Professional Services (PS) division generated 13.0% and 13.6% of our revenue, the Infrastructure Services (IS) division generated 87.0% and 81.5% of our revenue and the Field Services (FS) division generated 0.0% and 15.7% of our revenue, respectively. Revenues, cost of revenues, gross profit, and gross margin by segment as of and for the three-year period ended December 31, 2012 and the nine months ended September 30, 2012 and 2013 are as follows (dollars in thousands):

	Fiscal Year Ended December 31,						Nine Months Ended September 30,					
	2010		2011		2012		2012		2013		FS	
	PS	IS	PS	IS	PS	IS	PS	IS	PS	IS		
Revenue	\$ 102,905	\$ 217,483	\$ 91,650	\$ 637,352	\$ 79,140	\$ 530,087	\$ 57,990	\$ 303,779	\$ 78,029	\$ 467,827	\$ 23,581	
Cost of Revenues	83,291	196,476	78,369	532,415	65,200	434,088	47,962	259,530	62,619	403,785	19,875	
Gross Profit	19,614	21,007	13,281	104,937	13,940	95,999	10,028	44,249	15,410	64,042	3,706	
Gross Margin	19.1%	9.7%	14.5%	16.5%	17.6%	18.1%	17.3%	14.6%	19.7%	13.7%	15.7%	

The following diagram illustrates our customers' recurring need for the network services we provide:

Traffic and usage patterns continually change as users discover new services on their devices and upgrade or acquire new devices (such as smartphones and tablets). As carriers identify usage changes on their networks, they often engage us to engineer, implement and integrate network technology upgrades, such as 4G-LTE, capacity upgrades for incumbent technologies, such as 3G, or coverage enhancements. In addition, to reduce churn and improve their quality of service, as carriers identify network performance issues relating to dropped calls and other issues, we are often engaged to perform maintenance services, including (i) grooming and optimization, (ii) corrective maintenance, (iii) capacity and coverage upgrades and (iv) additions of new cell sites.

**Professional Services**

Our Professional Services segment provides customers with highly technical services primarily related to installing, testing and commissioning or decommissioning of core, or central office, equipment of wireless carrier networks from a variety of vendors. These services include network design, engineering, optimization and maintenance. We also provide the engineering services of deployment, radio frequency and integration

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engineering. Additionally, we offer staffing services on a temporary contract basis to OEMs and carriers for their technical operations. When a network provider integrates a new element into its live network or performs a network-wide upgrade, a team of in-house engineers from our Professional Services segment can administer the complete network design, equipment compatibility assessments and configuration guidelines, the migration onto the new or modified network and the network activation.

### ***Infrastructure Services***

Our Infrastructure Services segment provides program management services of field projects necessary for deploying, upgrading and maintaining wireless networks. We support wireless carriers in their introduction of critical new services such as 4G-LTE, the addition of new cell sites, improvement of coverage at their existing cell sites through technology upgrades or enhancements and the maintenance of their cell sites. When a network provider contracts for our services to build or modify a cell site, our Infrastructure Services segment handles all the required pre-construction leasing, zoning, permitting and entitlement activities for the acquisition of the cell site, prepares site designs, structural analysis and certified drawings after analyzing a customer's needs and manages the construction or modification of the site including tower-top and ground equipment installation, drive-testing verification and site commissioning. These services are managed by our wireless project and construction managers and are performed by a combination of scoping engineers, real estate specialists, ground crews, line and antenna crews and equipment technicians, either employed by us or retained by us as subcontractors.

The Infrastructure Services segment also provides wireless backhaul services (FTTC) to wireless carriers from existing points in their fiber networks to thousands of cell sites needing the bandwidth and Ethernet capabilities for launching 4G-LTE networks or upgrading backhaul capacity at 3G cell sites. This fiber work often involves the planning, route engineering, right-of-way and permitting, logistics, project management, construction inspection and optical fiber splicing and connection work necessary to extend existing optical fiber networks owned by wireline telecommunications carriers, typically between one-half mile and three miles, to those cell sites of the various wireless carriers. Our FTTC services can ensure backhaul/fiber planning aligns with the scheduled capacity needs of the wireless carrier. Similar to our service offerings directly to the wireless carrier market, our fiber backhaul solutions are bundled with services from our Professional Services segment.

The following diagram illustrates the locations where we performed services during 2012 and cell sites that we were assigned to maintain during 2012:

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### **Services Provided Through Multiband**

We operate two segments through Multiband as follows: (i) Field Services, where we provide installation services to pay television (satellite and broadband cable) providers, internet providers and commercial customers and (ii) Other Services. Other Services aggregates Multi-Dwelling Unit services, or MDU, where we bill voice, data and video services to subscribers as an owner/operator and also act as an MSO for DIRECTV, receiving net cash payments for managing video subscribers through its network of system operators, and Engineering, Energy & Construction, or EE&C, services where we provide engineering and construction services for the wired and wireless telecommunications industry, including public safety networks. The EE&C services also include renewable energy services, such as wind and solar applications and other design and construction services, usually performed on a project basis.

#### *Field Services*

The Field Services segment generates revenue from the installation and service of DIRECTV video programming for residents of single family homes under a contract with DIRECTV. These video subscribers contract directly with, and are owned and billed by, DIRECTV. Because the Field Services segment functions as a fulfillment arm for DIRECTV, we do not directly compete with installation and service providers for DIRECTV's business. The Field Services segment also provides similar installation services for certain broadband cable and Internet providers and commercial customers.

We and two of our competitors provide 60% of DIRECTV's installation services business, with the remaining 40% performed in-house by DIRECTV. DIRECTV provides in-house installation services primarily to rural areas of the United States where it is not profitable for independent installers such as us to operate.

#### *Other Services*

Our Other Services segment aggregates our MDU and EE&C lines of business.

#### *Multi-Dwelling Unit Services*

The MDU line of business provides voice, data and video services to residents of MDU facilities as an owner/operator of the rights under the related subscription agreements with those residents. We are the only DIRECTV MDU provider with the ability to bill customers directly for DIRECTV service allowing for a joint bill in a bundled service offering. In addition, since 2004, Multiband has served as an MSO for DIRECTV, which allows DIRECTV to offer satellite television services to residents of MDUs through a network of affiliated operators. We believe that we are a leading MDU MSO for DIRECTV, with an extension to the MSO agreement signed in October 2012 that expires in August 2016.

#### *Energy, Engineering & Construction Services*

The EE&C line of business provides engineering and construction services for the wired and wireless telecommunications industry, including public safety networks, renewable energy services including wind and solar applications and other design and construction services which are usually done on a project basis. We believe growth in public safety networks will continue as security and safety concerns, driven by, among other things, terrorism threats and weather emergencies, require further infrastructure build out and that research, development and investment in alternative and renewable energy sources will continue to provide work for Multiband. The EE&C business line services the federal, state & local government, public safety, tower site owners and operators, commercial, hospitality, and healthcare markets.

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### **Industry**

We believe the following industry trends will increase the size of the outsourced wireless market and drive increased demand for our services:

#### ***Growing Wireless Market Driven by Increasing Demand for Wireless Services***

We are addressing a vast and growing market opportunity resulting from an unprecedented increase in both the number of wireless devices and their consumption of mobile data services. Wireless data growth in North America is forecasted to increase at a compound annual growth rate, or CAGR, of 56% from 2012 through 2017, according to Cisco Visual Networking Index: Global Mobile Data Traffic Forecast Update, 2012-2017, dated February 6, 2013, or the Cisco VNI Mobile Update, as smartphones, tablets, laptops, 3G and 4G-LTE modems and other telecommunications devices are becoming increasingly utilized by consumers. An October 2010 study conducted by the Federal Communications Commission, or FCC, estimates that mobile data demand in the United States will exceed available wireless capacity in the near-term, growing to between 25 and 50 times 2010 levels of demand by 2014. This capacity shortfall will require service carriers to build-out new infrastructure and invest in existing infrastructure to avoid slow data connections and dropped calls that negatively impact the experience of their customers and result in costly churn.

Spending on wireless data services has grown at double digit rates since 2005 and is forecasted to increase at a CAGR of approximately 18% from \$95 billion in 2012 to \$184 billion in 2016. Spending on data rose by a third year-over-year in 2012, and during the next four years it is expected to increase by approximately 94%. By 2016, data is expected to comprise more than 72% of total wireless services spending. The following chart illustrates historical and projected growth in the domestic wireless data services market:

Source: Telecommunications Industry Association, citing Consumer Electronics Association and Wilkofsky Gruen Associates, 2013.

#### ***Need for Ongoing Capacity Management and Network Modernization to Address Growing Demand and Complexities***

The rapid evolution of services, technology and usage in wireless networks is driving service providers to undertake a number of initiatives to increase coverage, capacity and performance of their existing networks. Three predominant methods that carriers utilize to meet traffic and data demands include: (i) improving the macro network layer by upgrading the radio access of existing cell sites to new technologies such as 4G-LTE, which can then be further enhanced by adding more antennas, more spectrum and advanced processing within and between nodes; (ii) increasing the density of the macro network layer by adding additional cell sites; and



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(iii) supplementing the macro network with small cell technology, creating a heterogeneous network. The addition of cell sites to an existing network alone is a substantial market opportunity. According to the *2013 Market Review and Forecast* © 2013 by the Telecommunications Industry Association, or the TIA Report, wireless data growth will result in the addition of approximately 49,000 new cell sites, or a 16% cumulative increase, between 2013 and 2016. Based on our cost estimate of \$150,000 per cell site, these new cell sites would cost carriers approximately \$7.4 billion.

Given the multiple approaches that carriers are utilizing to address the growing demand placed on their networks, these networks are becoming increasingly complex and require active monitoring and management. As a result, wireless carriers will be required to perform ongoing optimization of their networks to ensure competitive service levels to their customers. This provides an opportunity for services partners of carriers to provide ongoing solutions relating to network balancing, optimization, downscaling and decommissioning and capacity alignment.

### ***Increasing Implementation of Small Cell Site and DAS Technology***

Escalating demand for wireless services has caused carriers to begin offloading mobile traffic from macro networks to preserve available spectrum through small cell and DAS technology. Small cells are low-powered radio access units that have an approximate range of 10 to 200 meters as compared to a typical wireless macro cell having a range of a few kilometers. Compared to the traditional macro cell, small cell technology features a higher quantity of smaller transmitters at a cell site, which boosts the coverage and capacity of wireless networks, results in fewer dead zones and reduces competition for cellular tower resources. DAS is a way to efficiently offload data from cell towers and distribute it to wireless connections inside sports stadiums or large buildings. DAS technology consolidates the wireless connections building occupants often need including cellular, emergency bands and Wi-Fi into a few centralized locations and then routes the signals from those connections through a single wireless antenna infrastructure that is deployed throughout the building.

Wireless carriers are in the early stages of implementing small cell solutions, often in conjunction with DAS, to extend their service precisely and inexpensively in dense urban areas. Industry studies estimate that more than 500,000 small cells, exclusive of femtocells, will be deployed in the United States by the end of 2016 according to the Small Cells and Carrier Wi-Fi report published by ABI Research on June 29, 2012. Increased network complexities and capacity needs will require network providers to evolve their networks into a heterogeneous architecture involving a combination of macro cells and small cells. Deployment and optimization of these diversified architectures will require a full array of network services, which we expect will drive increasing reliance on infrastructure services providers.

Small cell network and DAS deployments will create a new and very different set of challenges for network operators and their outsourced service providers including complex logistics, differentiated site acquisition strategies, reduced revenue per service and increased device management costs. The small cell and DAS cost models, volume and unique technological challenges will drive the need for increased standardization, consistency and ultra-efficient processes. We believe the combination of higher site volume and lower services revenue per site across pre- and post-deployment small cell and DAS services, as compared to macro cell services, will drive the need for fewer, larger and more financially stable outsourced service providers that will be capable of providing a full range of services across a large geographic footprint in a cost effective manner.

### ***Evolution to 4G-LTE Wireless Standard Driving Infrastructure Buildouts***

To meet the increased demand for wireless data services, several wireless carriers, including AT&T, have begun upgrading their wireless networks to support the 4G-LTE wireless standard. According to Gartner Market Statistics Forecast: Mobile Connections by Technology, Worldwide, 2009-2016, dated July 9, 2012, the number of 4G-LTE mobile connections in North America is expected to grow at a CAGR of 125.3% from 2010 to 2016. In addition, Apple Inc. introduced the next generation of its smartphone in September 2012, which supports 4G-LTE and will drive additional end-user demand for 4G-LTE networks. The 4G-LTE network evolution will

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be accomplished primarily through: (i) purchase of additional spectrum; (ii) deployment of additional and upgraded equipment at existing cell sites; (iii) construction of additional backhaul capacity and (iv) proliferation of small cell site and DAS across high-density urban areas. We believe the 4G-LTE network buildout of wireless networks by carriers could take at least five years and will require comprehensive service providers to assist in the implementation and ongoing maintenance of these 4G-LTE networks.

### ***Increasing Trend for Carriers to Outsource Non-Core Services***

Service providers are under mounting competitive pressure to deliver a high level of performance and additional next generation services to their customers. As a result, many service providers have outsourced many of the non-core services required to design, build and maintain their complex network offerings, which provides them better flexibility, efficiency and lower costs than self-performing these services. According to the TIA Report, services in support of wireless infrastructure in the United States has grown annually at a 7.2% rate from 2005 through 2012 and is expected to continue to grow at an 8.8% rate, becoming a \$27 billion market in 2016. The Telecommunications Industry Association estimates that approximately two-thirds of this spending on services in support of wireless infrastructure is outsourced.

### ***Growing Demand for Wireless Services in Adjacent Markets***

The positive trends in the wireless telecommunications industry are also relevant to numerous other markets, including the public safety and enterprise markets. We foresee a large opportunity in the governmental telecommunications infrastructure market. In February 2012, a federal law was amended that provides for the creation of a nationwide interoperable broadband network for police, firefighters, emergency medical service professionals and other federal, state and local public safety personnel. This legislation established the First Responder Network Authority, or FirstNet, charged with the deployment and operation of this network, and allocated FirstNet \$7 billion in funding towards deployment of this network, as well as \$135 million for a new state and local implementation grant program.

Additionally, faced with the rapidly growing number of wireless devices and increased user demand requirements, enterprises have begun to deploy wireless infrastructures within their organizations. Historically, most enterprises had limited use of wireless networks due to reliability, security and complexity issues but are now seeking to strategically integrate wireless networks for business-critical converged voice, video and data applications. We believe that we are in the beginning of a long-term transition from wired networks to increasing usage of wireless networks within enterprises and that significant opportunity exists for wireless specialists to serve the increasingly complex requirements of those enterprises.

### ***Our Business Strengths***

We believe the following business strengths position us to capitalize on the anticipated growth in demand for our services:

#### ***End-to-end Service Offering Providing Compelling Value Proposition***

As the telecommunications sector continues to evolve and become more complex due to increasing demand for wireless data, wireless carriers and OEMs will increasingly seek outsourced providers that can seamlessly service the full wireless network lifecycle. Accordingly, we believe our end-to-end service offering provides a compelling and differentiated value proposition to the marketplace. Many infrastructure services providers do not offer the professional network services of design, integration, optimization and business consulting. As a result, telecommunication companies typically need separate professional services companies to provide complementary and higher-end services, creating incremental project coordination and financial risks. Our ability to seamlessly provide both of these solutions to our customers reduces the associated risks and limits inefficiencies associated with service provider transitions, thus improving overall quality and schedule attainment and reducing costs for wireless carriers and OEMs. The addition of Multiband allows us to better serve our customers, increasing our ability to take on larger scale small cell and DAS deployments.

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### ***Reputation for Consistent, High Quality Service and Technical Expertise***

We maintain an exemplary track record with our customers and regularly outperform delivery targets on safety, quality and an on-time delivery basis. Our technical expertise is supported by a staff of over 550 engineers as of November 15, 2013. In 2012, we earned quality scorecard ratings of over 90% from AT&T while also performing critical wireless Turf Market work 15% faster than the composite of all Turf Market vendors. In 2012, our safety rating (reported incidents) assigned by OSHA was in the top half of all companies in our industry. We believe our consistent operational execution and strong technical capabilities have translated into high customer satisfaction.

We are also a leader in assisting carriers in the deployment of 4G-LTE technology, having assisted AT&T with the deployment of 4G-LTE in the first five cities in which AT&T launched 4G-LTE service. As our experience has grown, we have increased our profitability on 4G-LTE installations. Additionally, our customers further rely on us for our leading safety credentials, with a track record that outperforms the industry average pursuant to OSHA incident rates. We believe our reputation for technical expertise and high quality, reliable service provides us with an advantage when competing for new contracts and maintaining and expanding our current customer relationships.

The addition of Multiband's technician-based workforce, which included 2,398 full-time technicians as of November 15, 2013, accelerates our ability to provide advanced wireless infrastructure solutions across multiple industries and further bolster our record of high quality service and technical expertise. DIRECTV surveys every customer install, which provides a significant amount of data on each of its Home Service Providers, or HSPs. In 2012, Multiband outperformed all DIRECTV HSP suppliers in the important areas of New Installation Completion Rate and the Average Days to Close for both new customer installation and service upgrades.

### ***Long-term Relationships with Key Wireless Customers***

We have long-standing relationships with two of the largest telecommunication companies, AT&T Inc. and Alcatel-Lucent. We believe we serve as a strategic partner to our customers' services organizations. Although substantially all of our revenue during the year ended December 31, 2012 was derived from work performed under multi-year MSAs with these customers, AT&T assigns work to us under our MSA on a market-by-market basis as the sole, primary or secondary vendor in 9 of AT&T's 31 individually managed discrete Turf Markets. Our reputation and experience enhance the loyalty of our customers and position us to become an increasingly important service provider in the outsourced wireless telecommunications industry, and the visibility into future revenues provided by these long-term relationships assists us in profitably managing our business.

The acquisition of Multiband adds a significant blue-chip customer in DIRECTV. Multiband has maintained a long-term, strategic partnership with DIRECTV, performing 1.5 million installations and service calls during 2012. The relationship between Multiband and DIRECTV has lasted over 15 years. Multiband is one of three HSPs that DIRECTV utilizes in the United States, and during the year ended December 31, 2012, Multiband performed approximately 28% of all DIRECTV's outsourced installation, upgrade and maintenance activities. We also provide customer support and billing services to certain of DIRECTV's MDU customers through our MDU segment. The remainder of the outsourced business is serviced by a small number of MDU service providers.

### ***National Footprint with Scalability of Operations***

We have established significant scale and have the proven ability to increase our operations to meet the needs of our customers. We have developed a nationwide platform for the provision of our network services with 65 regional offices and warehouses in 26 states across the United States as of November 15, 2013. With over 5,000 employees, including over 1,000 in our Infrastructure Services division, over 680 in our Professional Services Division, and over 2,900 in our Field Services and Other Services divisions, as of November 15, 2013, and an extensive network of subcontractors, we have the ability to execute large and complex, multi-location projects across the United States by allocating personnel and resources quickly and efficiently. Our extensive

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experience provides us with a proven framework to quickly replicate the services we provide, thereby maximizing efficiency. As of November 15, 2013, through our MSA with AT&T, our largest customer, we service 5 of the 10 most populous cities in the United States. The Turf Markets that AT&T has assigned to us cover an estimated 26.7% of the total U.S. population based upon 2010 census data.

The addition of Multiband further enhances our national footprint. Multiband operated out of 37 field offices with coverage across 18 states with additional offices for marketing, analytics, sales and corporate headquarters as of November 15, 2013. As of November 15, 2013, Multiband had 3,055 full-time employees, including 2,398 full-time technicians. We plan to leverage this technician-based workforce, with proper training, to provide large-scale wireless infrastructure deployments and improve the utilization of existing infrastructure. Multiband's experienced workforce, and significant information technology investments, provides us with additional scale and operational effectiveness.

### ***Experienced Management Team with Exceptional Track Record***

Our proven and experienced management team has an exceptional track record and plays a significant role in establishing and maintaining long-term relationships with our customers, supporting the growth of our business and managing the financial aspects of our operations. Under their leadership, we have grown substantially to become one of the largest providers of wireless infrastructure services in the United States. Our management team possesses significant industry experience and has a deep understanding of our customers and their performance requirements. We were founded in 2000 by our Executive Chairman, John Goodman, and under his leadership our revenue has increased to \$609.2 million in 2012. Over the three years ended December 31, 2012, we have experienced revenue CAGR of 28%. Many of our new business relationships in the last year have been developed from long-standing relationships between management and our customers.

The addition of Multiband adds to our existing experienced management team. The Chief Executive Officer of Multiband, James Mandel, has served in his position since 1998. The Chief Financial Officer of Multiband, Steven Bell, was General Counsel of Multiband from June 1985 through October 1994, at which time he also became Chief Financial Officer and has since operated in that role. In connection with the Merger, we entered into employment agreements with each of Messrs. Mandel and Bell to continue serving in their roles with Multiband.

### **Our Growth Strategies**

Our mission is to leverage our market leading capabilities to take advantage of a number of long-term favorable industry trends. We have developed a multi-year strategic plan to grow and improve our business, which includes the following strategies:

#### ***Capitalize on Rapid Growth in the Wireless Carrier Sector***

Rapidly increasing data usage on wireless networks and expanded development and consumer usage of innovative telecommunications devices have led to a significant increase in the amount of data traffic on wireless networks. These trends are driving service providers to increase capacity and upgrade cell sites nationwide to handle current and future wireless data traffic demands and to improve wireless quality, reliability and performance. In addition, the wireless industry is in the early stages of 4G-LTE buildout, small cell site proliferation and DAS deployments. We expect to benefit from these developments in both the near- and long-term. We believe our end-to-end service capabilities, geographic reach and reputation for quality position us to capitalize on these opportunities and trends in the wireless sector and grow our business. Additionally, we believe that Multiband provides us with the skilled workforce that we can utilize to address the installation, deployment and maintenance needs of major communications operators, including those of our current largest customer, AT&T.

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### ***Continue to Increase our Operational Capabilities***

We believe our comprehensive range of network services and reputation for outstanding performance differentiates us in the marketplace. We plan to continue to develop our service and technical capabilities to ensure we remain highly valued to our customers and have the capabilities needed to effectively and profitably manage our operations. As our business expands and telecommunications technology evolves, we will continue to invest in processes, programs and systems designed to enhance our operational performance, profitability and cash flow. The acquisition of Multiband increases our national footprint and our ability to provide advanced communications solutions across a variety of industries. We plan to realize synergies from the operational and workforce expertise of our two organizations, as well as the ability to offer additional infrastructure services to existing and new potential customers.

### ***Selectively Pursue New Profitable Long-Term Relationships***

We have developed strong relationships with two of our largest customers, AT&T and Alcatel-Lucent. We intend to primarily pursue similar long-term relationships with new customers. Historically, we have often declined opportunities for short-term services projects in order to focus on long-term opportunities that generate more predictable results without sacrificing acceptable profit margins. Our ability to secure these contractual relationships is demonstrated through the recent establishment of relationships with Sprint, CenturyLink, Windstream, NSN and Clearwire. We believe that there are significant opportunities to continue expanding our scope of work with our new and existing customers. With the acquisition of Multiband, DIRECTV became our second largest customer behind AT&T. Multiband has maintained a strong relationship with DIRECTV over the past 15 years.

### ***Extend Capabilities to Adjacent Wireless Markets***

We plan to apply the wireless expertise we have developed serving wireless carriers and OEMs to expand into the enterprise and public safety markets. The U.S. market for services in support of enterprise networks is estimated at \$415 billion for 2013 and is expected to grow to \$497 billion by 2016, according to the TIA Report. The growth of the enterprise network services industry is driven by growth in cloud-based services and the continued proliferation of tablets and smartphones. The growth of the enterprise network services industry is driven by growth in cloud-based services and the continued proliferation of tablets and smartphones. As their employees increasingly use mobile devices to conduct critical business activities, enterprises are requiring enhanced speed and coverage from their wireless networks. For many enterprises, small cell and DAS are effective solutions to increase data throughput in their networks. Significant overlap exists among the services we provide to network carriers and those needed by enterprise networks. In February 2013, we acquired CSG. The acquisition significantly strengthens our position in some of the fastest growing areas of the wireless infrastructure industry: in-building DAS, small cells and Wi-Fi offload.

We also see a considerable opportunity to address the public safety market. Our initial entry would focus on providing services to federal agencies. We believe the planned \$7 billion deployment of a nationwide interoperable broadband network for public safety officials over the next 10 years by FirstNet represents an immediate opportunity for growth in the public safety sector. Although actual physical deployment is not expected to begin until 2014, there is significant planning, design and engineering to be performed prior to physical deployment. Our Professional Services and Infrastructure Services segments offer the capabilities, scale, reputation and knowledge to provide substantial support in the design, deployment and maintenance of this network. Our leadership team, as well as our government relationships team, is focused on leveraging existing relationships to help ensure participation in this initiative. In addition to this entry strategy, we plan on targeting business opportunities with the Department of Defense in regions where we have concentrated resources. Furthermore, Multiband, through the EE&C services, provides a range of services to the public safety market, including the design and construction of public safety network infrastructure.

**Table of Contents****Pursue Complementary Strategic Acquisitions**

We plan to selectively pursue strategic acquisitions that will enhance our service offerings and enable expansion into new markets. We may also pursue acquisitions in complementary fields such as smart grid technology and public safety. The market for network and infrastructure service providers to the wireless telecommunications industry is highly fragmented and consists of a large number of small, local and regional providers throughout the United States. A number of high quality network providers exist that could serve as potential acquisition targets to complement our existing services and markets. Strategic acquisitions may provide us with the opportunity to build market share and geographic density in a cost-effective and efficient manner. We believe this market fragmentation creates a compelling consolidation opportunity given the limited number of large-scale national network and infrastructure service providers.

**Customers**

Although we served over 25 customers in 2012, the vast majority of our revenues are from subsidiaries of AT&T Inc. and Alcatel-Lucent. Our customer list includes several of the largest carriers and OEMs in the telecommunications industry.

Revenue concentration information, by dollar amount and as a percentage of total consolidated revenue, on an actual and a pro forma basis as if the Merger had occurred on January 1, 2012, is as follows (dollars in thousands):

	Years Ended December 31,						Nine Months Ended September 30,							
	2010		2011		2012		2012, on a Pro Forma Basis for the Merger(1)		2012		2013		2013, on a Pro Forma Basis for the Merger(1)	
	Revenue	Percent of Total	Revenue	Percent of Total	Revenue	Percent of Total	Revenue	Percent of Total	Revenue	Percent of Total	Revenue	Percent of Total	Revenue	Percent of Total
Revenue from:														
AT&T Inc.	\$ 214,997	67.1%	\$ 650,372	89.2%	\$ 532,082	87.3%	\$ 532,082	58.9%	\$ 310,694	85.9%	\$ 433,193	75.5%	\$ 433,193	55.7%
Alcatel-Lucent	87,783	27.4%	72,332	9.9%	55,022	9.0%	55,022	6.1%	41,785	11.6%	42,404	7.4%	42,404	5.5%
DIRECTV							263,754	29.2%			24,791	4.3%	202,695	26.1%
<b>Total from AT&amp;T, Alcatel-Lucent and DIRECTV</b>	<b>\$ 302,780</b>	<b>94.5%</b>	<b>\$ 722,704</b>	<b>99.1%</b>	<b>\$ 587,104</b>	<b>96.3%</b>	<b>\$ 850,858</b>	<b>94.2%</b>	<b>\$ 352,479</b>	<b>97.5%</b>	<b>\$ 500,388</b>	<b>87.2%</b>	<b>\$ 678,292</b>	<b>87.3%</b>

(1) Giving effect to the Merger as if it occurred on January 1, 2012.

**AT&T**

Our relationship with AT&T Inc. began in 2002 with Cingular Wireless LLC and Southwestern Bell Telephone Company, which was acquired by AT&T Inc. We provide site acquisition, construction, technology upgrades, FTTC, and maintenance services at cell sites across nine Turf Markets as the sole, primary or secondary vendor. These Turf Markets assigned to us cover 26% of the U.S. population and 21% of AT&T's cell sites and include key cities such as Atlanta, Chicago, Dallas, Detroit, Houston, Indianapolis, St. Louis and San Diego.

In August 2008, we were awarded a three-year renewable Mobility Turf Contract by AT&T. From January 1, 2009 through September 30, 2013, we have generated an aggregate of approximately \$2.1 billion in revenue from subsidiaries of AT&T Inc. On January 23, 2012, we entered into a new Mobility Turf Contract with AT&T, pursuant to which we currently provide services to AT&T. On October 30, 2012, approximately two years prior to the expiration of the Mobility Turf Contract, we extended the Mobility Turf Contract to November 30, 2015. AT&T has the option to renew the contract on a yearly basis thereafter. The Mobility Turf Contract is cancellable by AT&T upon limited notice and without cause. Both the Infrastructure Services segment and, to a lesser extent, the Professional Services segment, are substantially dependent upon AT&T as a customer, and the loss of AT&T as a customer would have a material adverse effect on each such segment.



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***Alcatel-Lucent***

In November 2009, we were awarded a five-year MSA with Alcatel-Lucent, or the Alcatel-Lucent Contract. This contract moved 461 of Alcatel-Lucent's U.S.-based engineering and integration specialists to our payroll and includes: (i) a clause granting us the right, subject to certain material conditions set forth in the Alcatel-Lucent Contract, to perform certain deployment engineering, integration engineering and radio frequency engineering services for Alcatel-Lucent in the United States during this period and (ii) a declining committed annual volume. Alcatel-Lucent is also a shareholder of our Company. The initial term of the Alcatel-Lucent Contract expires on December 31, 2014, and the Alcatel-Lucent Contract renews on an annual basis thereafter for up to two additional one-year terms unless notice of non-renewal is first provided by either party. The Professional Services segment is substantially dependent upon Alcatel-Lucent as a customer, and the loss of Alcatel-Lucent as a customer would have a material adverse effect on the Professional Services segment.

***DIRECTV***

The acquisition of Multiband provided us with a significant blue-chip customer in DIRECTV. DIRECTV is the largest provider of satellite television services in the United States, with approximately 20.1 million subscribers. DIRECTV has an approximate 20% share in the pay-TV market and an approximate 60% share in the satellite market. With the acquisition of Multiband, DIRECTV became our second largest customer. The relationship between Multiband and DIRECTV has lasted for over 15 years and is essential to the success of Multiband's business operations. We are one of three HSPs that DIRECTV utilizes in the United States, and during the year ended December 31, 2012, Multiband performed approximately 28% of all DIRECTV's outsourced installation, upgrade and maintenance activities. We also provide customer support and billing services to certain of DIRECTV's MDU customers through our MDU Segment. We are the only contractor that also has an agreement with DIRECTV in the MDU space. In November 2012, Multiband renewed its HSP contract, which now terminates in October 2016. In October 2012, Multiband extended its MDU contract, which now expires in August 2016. Both contracts contain an automatic one-year renewal and may be terminated on 180 days' notice by either party.

***New Business***

We have increased our efforts to diversify our business and have entered into MSAs with several new clients. Because of our accounting methodology whereby revenue and the related costs are recognized only when contracts have been completed, we did not realize a significant portion of income from these new customers during 2012.

On October 7, 2011, we entered into a MSA with NSN, pursuant to which we provide wireless network support services with NSN, or the NSN Agreement. The NSN Agreement provides for an initial term of three years, during which the agreement may be terminated for convenience by NSN. The NSN Agreement automatically renews on an annual basis thereafter unless notice of non-renewal is provided by either party. During the renewal periods, the agreement may be terminated for convenience by either party upon 90 days' notice. We are continuing to evaluate this opportunity in light of the downward pressure that has existed on the proposed margins for this business.

On March 8, 2012, we entered into a MSA, or Windstream Agreement, with Windstream. The Windstream Agreement provides for an initial term of two years, during which the agreement may be terminated for convenience by Windstream. The Windstream Agreement automatically renews on an annual basis thereafter unless notice of non-renewal is provided by either party. During the renewal periods, the agreement may be terminated for convenience by either party upon 180 days' notice. As of November 15, 2013, we have been awarded 793 projects in support of Windstream's fiber backhaul build for wireless carriers.

On April 6, 2012, we entered into a MSA, or CenturyLink Agreement, with CenturyLink. The CenturyLink Agreement provides for an initial term of two years, during which the agreement may be terminated for



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convenience by CenturyLink. The CenturyLink Agreement renews on an annual basis thereafter unless notice of non-renewal is provided by either party. During the renewal periods, the agreement may be terminated for convenience by either party upon 180 days' notice. As of November 15, 2013, we have been awarded over 2,300 projects in support of CenturyLink's fiber backhaul build for its service territory.

On April 13, 2012, we entered into a MSA, or Sprint Agreement, with Sprint. The Sprint Agreement has an initial term of five years, during which the agreement may be terminated for convenience by Sprint. The Sprint Agreement automatically renews on a monthly basis thereafter unless notice of non-renewal is provided by either party. During the renewal periods, the agreement may be terminated for convenience by either party upon 30 days' notice. As of November 15, 2013, Sprint has formally awarded us decommissioning work on approximately 9,029 cell sites under the Sprint Agreement.

## **Seasonality and Variability of Results of Operations**

Our results of operations experience significant fluctuations because we have adopted the completed contract method of accounting for revenues and expenses from our construction and installation contracts. Substantially all of our revenues are generated from construction and installation contracts. Because of the nature of our business, the vast majority of contracts are completed during the fourth quarter of each year. Under the completed contract method, we do not recognize revenue or expenses on contracts until we have substantially completed the contract. Accordingly, the vast majority of our revenues and costs are recognized during the fourth quarter of each year. The recognition of revenue and expenses on contracts that span quarters may also cause our reported results of operations to experience significant fluctuations.

Additionally, we have historically experienced seasonal variations in our business, primarily due to the capital planning cycles of certain of our customers. Generally, AT&T's annual capital plans are not finalized to the project level until sometime during the first three months of the year, resulting in reduced capital spending in the first quarter relative to the rest of the year. Further, on December 19, 2011, AT&T Inc. announced that it had terminated its agreement to acquire T-Mobile. Following termination of the merger agreement, we experienced a temporary decline in revenues from AT&T. As a result, we have historically experienced, and may continue to experience significant differences in operations results from quarter to quarter. As a result of these seasonal variations and our methodology for the recognition of revenue and expenses on projects, comparisons of operating measures between quarters may not be as meaningful as comparisons between longer reporting periods.

## **Sales and Marketing**

Our customers' selection of long-term managed services partners is often made at the most senior levels within their executive, operations and procurement teams. Our marketing and business development teams play an important role sourcing and supporting these opportunities as well as maintaining and developing middle-level management relationships with our existing customers. Additionally, our executives and operational leaders play a significant role in maintaining and developing executive-level relationships with our existing and potential customers.

Our corporate business development and diversification strategy is the responsibility of all of the business stakeholders, executive management, operation leaders and the business development organization.

## **Competition**

The markets in which we operate are highly competitive. Several of our competitors are large companies that have significant financial, technical and marketing resources. Within the Professional Services segment, we primarily compete with many smaller specialty engineering, installation and integration companies as well as an engineering group within MasTec, Inc. Within the Infrastructure Services segment, we primarily compete with MasTec, Inc., Bechtel Corporation, Black & Veatch Corporation, Dycom Industries, Inc. and sometimes with OEMs.

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Relatively few significant barriers to entry exist in the markets in which we operate and, as a result, any organization that has adequate financial resources and access to technical expertise may become a competitor. Some of our customers employ personnel to perform infrastructure services of the type we provide. We compete based upon our industry experience, technical expertise, financial and operational resources, nationwide presence, industry reputation and customer service. While we believe our customers consider a number of factors when selecting a service provider, most of their work is awarded through a bid process. Consequently, price is often a principal factor in determining which service provider is selected.

### **Employees and Subcontractors**

As of November 15, 2013, we employed a total of 5,018 persons, 1,041 of which were employed by our Infrastructure Services division, 684 were employed by our Professional Services division, 2,885 were employed by our Field Services and Other Services division and the remainder of which provided general corporate services. Additionally, we utilize an extensive network of subcontractor relationships to complete work on certain of our projects. The use of subcontractors allows us to quickly scale our workforce to meet varied levels of demand without significantly altering our full-time employee base.

We attract and retain employees by offering training, bonus opportunities, competitive salaries and a comprehensive benefits package. We believe that our focus on training and career development helps us to attract and retain quality employees. We provide opportunities for promotion and mobility within our organization that we also believe helps us to retain our employees.

### **Facilities**

We lease our headquarters in Plano, Texas and other facilities throughout the United States. Our facilities are used for offices, equipment yards, warehouses, storage and vehicle shops. As of November 15, 2013, our Infrastructure Services and Professional Services divisions operate out of 28 offices located in 14 states throughout the United States, all of which are leased. Our Field Services and Other Services divisions operated out of 37 field offices over 18 states as of November 15, 2013. We do not own any of our offices other than Multiband's headquarters in Minnetonka, Minnesota. We believe that our existing facilities are sufficient for our current needs. In addition, we operate a number of on-site project offices maintained on a temporary basis as the need arises.

### **Regulations**

Our operations are subject to various federal, state, local and international laws and regulations including:

licensing, permitting and inspection requirements applicable to contractors, electricians and engineers;

regulations relating to worker safety and environmental protection;

permitting and inspection requirements applicable to construction projects;

wage and hour regulations;

regulations relating to transportation of equipment and materials, including licensing and permitting requirements;

building and electrical codes;

telecommunications regulations relating to our fiber optic licensing business; and

special bidding, procurement and other requirements on government projects.

We believe we have all the licenses materially required to conduct our operations, and we are in substantial compliance with applicable regulatory requirements. Our failure to comply with applicable regulations could result in substantial fines or revocation of our operating licenses, as well as give rise to termination or cancellation rights under our contracts or disqualify us from future bidding opportunities.

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### **Legal Proceedings**

We are from time to time party to various lawsuits, claims and other legal proceedings that arise in the ordinary course of business. These actions typically seek, among other things, compensation for alleged personal injury, breach of contract and/or property damages, punitive damages, civil penalties or other losses, or injunctive or declaratory relief.

In December 2009, the U.S. Department of Labor DOL sued various individuals that are either shareholders, directors, trustees and/or advisors to DirecTECH Holding Company, Inc. DTHC and its Employee Stock Ownership Plan. Multiband was not named in this complaint. In May 2011, three of these individuals settled the complaint with the DOL (upon information and belief, a portion of this settlement was funded by the individuals' insurance carrier) in the approximate amount of \$8.6 million and those same individuals have filed suit against Multiband for reimbursement of certain expenses. The basis for these reimbursement demands are certain corporate indemnification agreements that were entered into by the former DTHC operating subsidiaries and Multiband. Two of those defendants had their claims denied during the second quarter of 2012, in a summary arbitration proceeding. This denial was appealed and the summary judgment award was overturned by a federal court judge in February 2013. Therefore, the matter could proceed to arbitration.

Multiband denied all requests for indemnification of legal fees and/or reimbursement of liabilities in this matter and has filed a notice of appeal of the federal judge's decision overturning the arbitrator's summary judgment award with the Sixth Circuit Court of Appeals. The ultimate outcome of the matter is uncertain.

**Table of Contents****MANAGEMENT****Directors**

Our directors and their respective ages and positions as of November 15, 2013 are set forth below.

<b>Name</b>	<b>Age</b>	<b>Positions</b>
John A. Goodman	46	Director, Executive Chairman
Ron B. Hill	51	Director, Chief Executive Officer and President
Jason A. Goodman	43	Director, Vice President of Government Solutions
Joseph M. Goodman	45	Director, Corporate Secretary and Vice President of Staffing
Jonathan E. Goodman	44	Director, Treasurer and Vice President of Microwave and Transport

*John A. Goodman* is our co-founder and Executive Chairman. Mr. John Goodman has served as Executive Chairman since January 2012 and previously served as Chairman and Chief Executive Officer from our founding in 2000 through January 2012. Mr. John Goodman's telecom career spans two decades, beginning with Bell Atlantic Professional Services, where he managed outside and inside plant services in the southwest United States. In 1997, he joined GTE's Network Operations Center in Irving, Texas, where he supported Fortune 500 companies and provided broadband technical support services domestically. Following the merger of GTE and Bell Atlantic, now known as Verizon, Mr. John Goodman left Verizon in 2000 to co-found our Company. Mr. John Goodman holds a bachelor's degree in business administration from Texas Tech University.

Mr. John Goodman's experience in co-founding the Company and service as our current Executive Chairman and former Chief Executive Officer provides our Board of Directors with extensive business and leadership experience. Our Board of Directors also benefits from his extensive knowledge of the Company and the telecommunications industry, and from his deep understanding of our challenges, competition and customers.

*Ron B. Hill* is our Chief Executive Officer and President. Mr. Hill has served as our Chief Executive Officer since January 2012 and as our President and Chief Operating Officer since May 2010, and previously served as our Executive Vice President of Professional Services from July 2008 until May 2010. Mr. Hill is a seasoned telecom executive with 26 years of management experience in sales, services and engineering, spending the majority of his time in technical roles. Mr. Hill began his career in 1985 with AT&T's Consumer Products Division in Atlanta. Mr. Hill also served as the Vice President of Network Engineering-Integration and Optimization for Alcatel-Lucent from June 2002 until June 2008. In 1997, he earned a master's degree in business administration from the Kellogg School of Business at Northwestern University.

Mr. Hill's experience in the telecommunications industry, as well as his service as our Chief Executive Officer and his previous experience as an executive in the telecommunications industry, provides our Board of Directors with unique and valuable business and leadership experience. Our Board of Directors also benefits from his extensive knowledge of the Company and the telecommunications industry, and from his deep understanding of our customers, opportunities and workforce.

*Jason A. Goodman* is our co-founder, director and Vice President of Government Solutions. Mr. Jason Goodman has served as Vice President of Government Solutions since April 2011 and a member of our Board of Directors since 2000. Mr. Jason Goodman has served in several roles with us over the past twelve years including Vice President of Federal Sales, Vice President of Support Operations and Chief of Staff, from July 2007 to April 2011, March 2007 to July 2007 and June 2000 to March 2007, respectively. As a director, Mr. Jason Goodman is involved with the oversight of strategic planning, business development and the financial goals of the Company. Prior to our founding in 2000, Mr. Jason Goodman held various positions with Harvard Technologies, where he was responsible for establishing a new telecommunications services division. Mr. Goodman holds a bachelor's degree in business administration from Texas A&M University.

Mr. Jason Goodman's experience in co-founding the Company, and experience with the Company and another telecommunications company, provides our Board of Directors with valuable business and leadership experience from within the telecommunications industry.

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*Joseph M. Goodman* is our co-founder, director Corporate Secretary and Vice President of Staffing. Mr. Joseph Goodman served as our Corporate Secretary and Vice President of Staffing, Corporate Travel and Diversity Relations since 2004 and as a member of our Board of Directors since 2000. As a director, Mr. Joseph Goodman is involved with the oversight of strategic planning, business development and the financial goals of the Company. Mr. Joseph Goodman previously served as a director, Vice President and President of various departments of our Company, including Field Operations, Subcontract Administration and Customer Network Services, from 2000 to 2004. Prior to our founding in 2000, Mr. Joseph Goodman held positions with Wilsonart International, K&M Home Building and Harvard Technologies. Mr. Joseph Goodman holds a bachelor’s degree in business administration from Texas A&M University.

Mr. Joseph Goodman’s experience in co-founding the Company, and experience with the Company and other telecommunications companies, provides our Board of Directors with knowledge of the Company and the telecommunications industry as well as valuable business and leadership experience.

*Jonathan E. Goodman* is our co-founder, director, Treasurer, and Vice President of Microwave and Transport. Mr. Jonathan E. Goodman has served as Vice President of Microwave and Transport since 2011. Prior to his current role, Mr. Jonathan Goodman has served as Vice President of Logistics and Vice President of Operation and Quality Control. As a director, Mr. Jonathan Goodman is involved with the oversight of strategic planning, business development, and the financial goals of the Company. Prior to our founding in 2000, Mr. Jonathan Goodman served in a variety of managerial roles in the telecommunications industry with Harvard Technologies as Director of Operations, Bell Atlantic Professional Services, Stockton Communications, and RB Ring outside plant environment services. Mr. Jonathan Goodman was also the founder of Greater Bell Communication Inc., an online service provider. Mr. Jonathan Goodman attended Blinn College.

Mr. Jonathan E. Goodman’s experience in co-founding the Company and experience with us and in the telecommunications industry in general provides our Board of Directors with the industry knowledge and business leadership experience to help lead and continue our growth.

**Executive Officers**

Our executive officers and their respective ages and positions as of November 15, 2013 are set forth below.

<b>Name</b>	<b>Age</b>	<b>Positions</b>
John A. Goodman	46	Director, Executive Chairman
Ron B. Hill	51	Director, Chief Executive Officer and President
Randal S. Dumas	44	Chief Financial Officer
Cari Shyiak	54	Chief Operating Officer and President of Professional Services
Scott E. Pickett	49	Chief Marketing Officer and Executive Vice President
James L. Mandel	57	Chief Executive Officer of Multiband

The biographies of Messrs. John Goodman and Ron Hill are set forth under the heading Directors.

*Randal S. Dumas* is our Chief Financial Officer. He has served as Chief Financial Officer since January 2012. Mr. Dumas previously served from May 2009 to December 2011 as the Senior Vice President and Chief Financial Officer of United Vision Logistics, a provider of expedited transportation and logistics services. From August 2008 to May 2009, Mr. Dumas was the Vice President and Chief Accounting Officer of GENBAND, Inc., a telecom equipment manufacturer. Mr. Dumas also previously served as the Vice President and Chief Accounting Officer of Accuro Healthcare Solutions Inc. (now MedAssets, Inc.), a provider of revenue-cycle management software solutions to the healthcare industry, from January 2008 until the sale of the company in August 2008. From September 2006 to December 2007, MetroPCS Communications, Inc., a wireless communications services provider, employed Mr. Dumas as its Staff Vice-President of Finance. Mr. Dumas holds a bachelor’s degree in accounting from the University of Texas at Dallas and a master’s degree in business administration from the University of Dallas.

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*Cari Shyiak* was appointed as our Chief Operating Officer in February 2013. He joined as our President of our Professional Services division in May 2010, and will continue to fulfill such duties on an interim basis. He has more than 25 years of international management experience covering operations, engineering, services and product management. Prior to joining our Company in May 2010, his last position was with Alcatel-Lucent where he served as Vice President of Services for Central and Southeastern Europe from April 2009 to May 2010. Previous to this, Mr. Shyiak held a number of leadership positions globally within Alcatel-Lucent and Lucent Technologies including VP of Network Solutions & Support Services, VP Global Technical Support Services and Director of Service Product Management Asia Pacific. He began his career in operations with Sasktel & Rogers Communications in Canada and earned his EMBA at the Institute for Management Development in Switzerland.

*Scott E. Pickett* is our Chief Marketing Officer and Executive Vice President. Mr. Pickett has served as our Chief Marketing Officer and Executive Vice President since September 2002. Prior to joining us in February 2002, he served as the Vice President of Sales for MindLever Corporation, an enterprise software company located in Research Triangle Park, North Carolina from 1999 to 2001. Mr. Pickett managed solutions-based sales organizations at two enterprise software companies prior to his time with MindLever. He graduated *cum laude* with a bachelor's degree in computing and information science from McKendree College.

*James Mandel* has been the Chief Executive Officer and a director of Multiband since October 1, 1998. From October 1991 to October 1996, he was Vice President of Systems for Grand Casinos, Inc., a gaming company. Mr. Mandel serves on the board of GeoSpan Corporation, a geospatial imaging company, and is a director of the Independent Multi-Family Communications Council, a national trade group for the private cable industry. Mr. Mandel is a graduate of the Leeds School of Business Administration at the University of Colorado at Boulder.

## **Board of Directors**

Our Board of Directors is currently comprised of five directors, John Goodman, Ron Hill, Joseph Goodman, Jason Goodman and Jonathan Goodman. Our amended and restated bylaws permit our Board of Directors to establish by resolution the number of directors, and five directors are currently authorized.

### *Director Independence*

Because the registration statement of which this prospectus forms a part registers only debt securities and because we do not have any securities on a national securities exchange or inter-dealer quotation systems, we are not subject to a number of the corporate governance requirements of the SEC or of any national securities exchange or inter-dealer quotation system. For example, we are not required to have a Board of Directors comprised of a majority of independent directors. Accordingly, our Board of Directors has not made any determination as to whether any of the members of our Board of Directors would qualify as independent under the listing standards of any national securities exchange or inter-dealer quotation system or under any other independence definition.

### *Committees of the Board of Directors*

Our Board of Directors does not currently have any standing committees. The Board of Directors has typically performed the functions of typical audit and compensation committees. When performing the functions of a typical compensation committee, the Board of Directors confers with our Executive Chairman, Mr. John Goodman, and our Chief Executive Officer, Ron Hill. None of our executive officers has served as a member of a compensation committee (or other committee serving an equivalent function) of any other entity whose executive officers served as a director of our Company.

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*Director Compensation*

None of our directors received any compensation from us for service on the Board of Directors during the year ended December 31, 2012.

*Certain Relationships*

There are no family relationships among our directors and executive officers, except that Messrs. John A. Goodman, Joseph M. Goodman, Jason A. Goodman and Jonathan E. Goodman are brothers. To our knowledge, there have been no material legal proceedings as described in Item 401(f) of Regulation S-K that are material to an evaluation of the ability or integrity of any of our directors or executive officers (in the last ten years), or our promoters or control persons (in the last year).

**Code of Ethics**

We have adopted a code of ethics that applies to all of our employees, including employees of our subsidiaries, as well as each of our directors and certain persons performing services for us. The code of ethics addresses, among other things, competition and fair dealing, conflicts of interest, financial matters and external reporting, Company funds and assets, confidentiality and corporate opportunity requirements and the process for reporting violations of the code of ethics, employee misconduct, improper conflicts of interest or other violations. We will provide a copy of our code of ethics without charge upon written request to Goodman Networks Incorporated, Attention: Monty West, 6400 International Parkway, Suite 1000, Plano, Texas 75093. To date, there have not been any waivers by us of the code of ethics.



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**EXECUTIVE COMPENSATION**

The following provides information about compensation that we pay or award to, or that is earned by: (i) the person who served as our principal executive officer during the fiscal year ended December 31, 2012; (ii) our two most highly compensated executive officers, other than our principal executive officer, who were serving as executive officers, as determined in accordance with the rules and regulations promulgated by the SEC, as of December 31, 2012, with compensation during our 2012 fiscal year of \$100,000 or more and (iii) a certain individual who would have been one of the two most highly compensated executive officers, other than our principal executive officer, as of December 31, 2012, with compensation during our 2012 fiscal year of \$100,000 or more, but for the fact that he was not serving at the end of the 2012 fiscal year, or our Named Executive Officers, and to explain the numerical and related information contained in the tables presented elsewhere in this prospectus. For our 2012 fiscal year, our Named Executive Officers and the positions in which they served were:

John A. Goodman, Executive Chairman;

Ron B. Hill, President and Chief Executive Officer;