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Agenda

• Definition and purpose of a Management Analysis Profile (MAP)
• Roles and Responsibilities
• MAP Activities
  • Desktop review
  • Onsite visit
  • MAP Report
Definition and Purpose: What is a Management Analysis Profile?

- Assessment of strength and weaknesses
- Review of operations
- Review of technical ability
- Review of management capability
- Discussions with management
MAP Team Purpose

• Ensure the borrower can meet the debt service requirements as they are outlined in the application requirements
• Set the Awardee up for success
• Systems in place for adequate management and reporting on the broadband project
Roles and Responsibilities

• MAP Team Members
  • MAP Team Leader
  • MAP Specialist – Finance, Marketing, and Business Operations
  • MAP Specialist – Engineering and Construction
  • MAP Specialist – Accounting
  • MAP Specialist – Awardee Insights
MAP Activities

• Desktop Review
• Site visit
  • Entrance conference
  • Individual staff meetings
  • Review of files and records
  • Exit conference
• MAP Report
Desktop Review

• Topics for review:
  • Operations compared to description in the application
  • Organizational structure and governance
  • Affiliate agreements
  • Broadband network and system
  • Marketing plan and subscribers
  • Capital financing
  • Financial forecasts
  • Financial information and records

• Informs the MAP Report and site visit questions and observations
Site Visit

• Entrance conference
  • Introduce team
  • Purpose of the visit
• Meetings with individual awardee personnel
• Scope Alignment
  • Review of board minutes, files, and other operational documents
• Exit Conference
MAP Report

- MAP Summary
- Site Visit Details
- Summary of Recommendations