



# YOUR Residential Video/ Internet Guru!

## The “TCA” –Telecom Contract Audit –For “Right of Entry” Agreements and “Bulk” Agreements

### What providers are in the building and what services do they provide?

- If a new agreement has been presented to the association, what are the terms of it?

### What restrictions are included with each provider?

- Are there marketing restrictions/prohibitions in the existing contracts?
- Are there restrictions/prohibitions regarding wiring for various providers?

### What are the terms for each provider?

- When are the expiration dates?
- What are the auto-renewal terms?
- What are the notices required to terminate the auto-renewals or agreements and to whom do those notices need to be sent?
- If Bulk is included, rates currently for Bulk and offerings delivered with the Bulk service.

### Key Recommendations

- Recommendations specific to each agreement.
- Recommendations specific to each property in preparation for contract consideration.
- If Bulk is included, upgrade and/or price options for the Bulk service.

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### Old Telecom Wiring—Why agreements need to address infrastructure maintenance

A 50+ unit building in northern Idaho had ongoing trouble with their video service. The existing provider's quality of service was very poor and the provider was unwilling to update the building with new equipment and wiring. The existing agreement DID NOT require the provider to keep up the infrastructure. CCNG was engaged to find a solution. After examining multiple bids and options, CCNG coordinated an upgraded infrastructure (wiring and equipment) system that delivered higher quality video service to residents. The end result: a much higher quality of service through updated wiring infrastructure at a lower cost.

**\*\*NOTE\*\*** All “Right of Entry” agreements interrelate with each other, and each telecom/cable provider is required by federal and/or local law to have an agreement in place in order to offer services. ROEs should not be considered without analyzing the ramifications on all telecom agreements and must be treated with legitimate diligence to prevent contractual and legal conflict. CCNG does NOT provide legal services, but does offer detailed analysis and negotiation services backed by legal teams, as required.