



YOUR Residential Video/Internet Guru!

The "TIA"—Telecom Infrastructure Analysis

All Items from the TCA Report and

Prospective Providers Who May Also Want to Enter the Building

- Feasibility of entrants' access based on wiring, resident demand, and market viability.

Analysis of Property Concerns

- Property specific issues like quality and sufficiency of existing wiring.

Analysis of Resident Demand

- Which telecom providers and options are being used and/or desired by residents?
- What mix of providers will help to obtain and retain residents?

Financial Considerations

- What is the range of money that can be received from providers in exchange for access to the building?
- How can the costs paid to providers be lowered and/or service improved (Bulk or Retail)?

Strategic Telecom "Game Plan"

- Three (3) different specific plan options for the association to implement to maximize community experience and facility value.
- These plans are written so as to be executed by the association without additional input from any outside sources. CCNG is available to execute these plans if the association or owner requests.



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An HOA Held Hostage: A "Bulk" Transition Story

A 90+ unit Association on the Olympic Peninsula had bulk video service, a requirement within the Association's founding documents with the only local provider. That provider also delivered the only high speed Internet in the area, through the same one set of wires used for video service delivery. CCNG was engaged to find a solution, resulting in a new satellite video provider delivering higher quality service at a rate 60% lower, new wiring to allow for high speed Internet to still be delivered as a retail choice for residents, and additional cash compensation from the local provider to the Association. The end result: better choices, higher quality service, upgraded wiring infrastructure, and a net increase of money in the Association's budget from two sources.

****NOTE**** Right of Entry (ROE) agreements are a specialty aspect of all Multi Dwelling Buildings and should be examined once every five (5) or 10 years for the Owners' benefit. This resource is the best opportunity to get a clear understanding of details TODAY, and to plan for maximum efficiency TOMORROW! These agreements are in place even if owners and managers have never seen them. Ignore these agreements at your own risk!

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****Please email or call us with any questions. CCNG has a very high priority on educating stakeholders about what these agreements mean and how they can positively and/or negatively affect your facility's value. Call CCNG.****