Building YOU Managed WiFi as a Profitable Revenue Stream.



▲ Operating Income ▲ Value ▲ Efficiency



An end-to-end solution designed to meet the unique needs of multi-dwelling units for fast and secure connectivity.

MULTI-DWELLING UNITS (MDUS) MAKE UP OVER A QUARTER OF TODAY'S HOUSING MARKET AND DEMAND IS STILL ON THE RISE

Today's property management companies face challenges with inefficient, ad-hoc infrastructures, and fragmented solutions. This leads to poor or inconsistent internet performance, expensive build-outs for property locations, and outdated experiences for tenants

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LEVERAGE THE ADAPTIVE MDU SUITE DESIGNED TO DELIVER THE CONNECTED LIFESTYLE TENANTS HAVE COME TO EXPECT PenTeleData creates a single managed entity for residential, and common living spaces alike. WHO CAN MANAGED WIFI HELP?

Colleges

Apartment Buildings

Senior Living

What Can PenTeleData Managed WiFi Deliver?

* Next Generation WiFi backed by our Next Gen Fiber Network
* Enhanced Network Security
* Centrally Managed
* IoT Experiences
* LOCAL, Responsive 24/7/365 Support





PenTeleData helps to ensure property managers can deliver the connected lifestyle tenants have come to expect.

III Uprise	Portfolio 🔿 👶 8 Harbour Square 🚿 Prope	erty networks
	Property networks ^①	
		Add a property network & 8 Harbour Square
		Property network name
		Private property SSID
		Private property password (1)
		Assign from node inventory
		Select nodes v
		Community WiFi On 📢
		Community SSID
		Community bandwidth 10%
		Cancel Submit

WHY PARTNER WITH PENTELEDATA?

Our solutions help you reduce churn and increase ARPU.*

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Monthly Average Revenue per user (ARPU)

\$15

Return on A 200%

Hub

One tool to easily manage MDU tenants' connectivity from move-in to move-out

MAKE IT EASIER FOR MDU PROPERTY MANAGERS TO MONITOR AND MANAGE TENANTS' CONNECTED EXPERIENCES ACROSS MULTIPLE PROPERTIES

Ensuring the WiFi provisioning keeps pace with tenant turnover can be challenging. A cohesive solution that links tenant lifecycle and network management allows for a seamless on- and off-boarding experience for multi-dwelling unit (MDU) managers and their tenants.



EXPLORE HUB: A TENANT LIFECYCLE MANAGEMENT WEB INTERFACE

With Hub, MDU managers can easily on- and off-board tenants. It integrates with other property management systems and allows you to monitor property network health down to the unit level. As their Communications Service Provider (CSP), you can review and resolve connectivity and Quality of Experience (QoE) issues remotely, enabling MDU managers and owners to deliver on their promise of a connected property and smart home living.



What is PLUME

- "Open Sourced" Cloud Based management of CPEs
- The open sync standard allows multiple hardware vendors to collaborate in a single ecosystem
- Allows end users some control over their network while maintaining operator support of devices and configuration
- Plume is deployed by PenTeleData Partners by the thousands for their residential customers as their managed WiFi gateway

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Design Considerations

SINGLE OCCUPANCY APARTMENTS

- Single Lease for entire apartment
- Every apartment has its own designated switchport and Plume pod

MULTI OCCUPANCY APARTMENTS

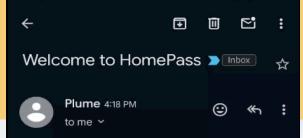
Every sublet room in an apartment should have a dedicated ethernet run back to our switchport.





HomePass is for Tenants to manage their WiFi network USER ONBOARDING TO HOMEPASS

- When a user is added to an apartment, they will receive an email invitation to join HomePass.
- If HomePass is not installed on their device, the user will be directed to the App Store for installation (note: an Apple or Android device is required to onboard their Pod).
- After installation, the user will be guided through a brief setup process to initialize the Pod assigned to their room.
- Once setup is complete, the user can begin using the service.



🕼 | Plume HomePass[.]

Welcome to HomePass

Congrats on your new place, Jimmy Chitwood

← - Reply

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TENANT INFORMATION MANAGEMENT PROCESS

- The Property Manager or Landlord will provide PenTeleData with an up-to-date Excel file containing the current tenant list.
- The Excel file should include:
 - ▲ First Name, Last Name of the tenant
 - Active Email Address
 - Apartment Number
 - A Phone Number
 - ▲ Timely notifications of tenant move-ins/outs
- This Excel file will be used by PenTeleData to manage tenant data in Uprise, allowing them to Add, Move, or Delete tenants as needed.





Since 1994 We take care of our Customers

WORKFLOW PROCESS

- Dedicated Sales Engineer
- Dedicated Sales Representative
- We work directly with our partners for fast, local response
- 24/7 Network Control Center
- Escalation procedure available upon request (Our Vice-President of Operations will answer his phone at night when necessary!)



A Few of Our Notable Fiber Customers

WE'RE EXPERIENCED WITH CUSTOMERS LARGE AND SMALL

- American Bank
- St. Luke's Health Network
- Good Shepherd Rehabilitation Network

- Jefferson-Lehigh Valley Health
- Buckeye Partners, L.P.
- C.F. Martin Guitar and Company
- First Commonwealth Federal Credit Union
- OraSure
- Weis Markets
- ESSA Bank & Trust/CNB

We Don't Say We're the Best, Our Customers Do!

Learn what our customers are saying about PenTeleData services at <u>www.penteledata.net/testimonials</u>. Just choose your industry from the menu on the right side of the screen or go ahead and read them all.

You'll be glad you did!

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Our Team is Ready... Let's talk about our Connected WiFi experience!

You've probably heard of PenTeleData, but would you like to know more about us? We are the region's largest privately-owned data and Internet provider. Unlike some of the newer industry names you may have been hearing, we've been part of your community for 30 years and serve many of the area's hospitals, schools, universities, banks and businesses. With more than \$300 million invested in fiber optic infrastructure and nearly 10,000 miles of fiber optic cabling deployed, our fully redundant NextGen Network has more than 60 Points of Presence throughout Pennsylvania and New Jersey delivering Voice, Video, Data and Internet services. One of our greatest assets is being locally owned - it allows us to make decisions faster and support our customers better.

In advance -- Thank you for the opportunity. Best Regards,

Jaime Mendes

Vice President of Operations PenTeleData



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