

CAMPING WORLD STADIUM

PRESENTED TO
CITY OF ORLANDO

SEPTEMBER 2016

Prepared by:

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MASSEY

US SOCCER WIN! @USOCCER WIN! BUFFALO WILD WINGS

ORLANDO CITY

ORLANDO CITY

THANK YOU FALL

#SHEBELIEVES

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Executive Summary

On behalf of Mobilitie Investments III, LLC (a Delaware limited liability company "Mobilitie"), I am pleased to submit our proposal to provide high density Wi-Fi at Camping World Stadium. We appreciate the opportunity to provide this proposal, and demonstrate how the proposed high-density Wi-Fi solution will meet the requirements set forth by the City of Orlando.

As the current neutral host network provider of the cellular communications in Camping World Stadium, Mobilitie is committed to enhancing wireless connectivity at the venue. The Wi-Fi solution will ensure fans, visitors, staff and key stakeholders can easily enjoy wireless internet connectivity regardless of their chosen cell phone provider.

Our design features:

- ✓ Latest Access Point technology (2.4GHz and 5GHz)
- ✓ Design with aesthetics in mind
- ✓ Throughput speeds minimum of 5 Mbps
- ✓ Under-seat mounting for engineered attenuation
- ✓ High density coverage, capacity, and scalability
- ✓ Enhanced Security
- ✓ Ability to manage multiple SSID's and prioritize user groups
- ✓ Powerful Data Capture and Analytics

We are confident the proposed solution will transform the fan experience at Camping World stadium.



Stephanie Pomierski
SR DIRECTOR, WIRELESS SOLUTIONS



ABOUT MOBILITIE

The company was originally founded in 2004 as an alternative solution to build network infrastructure (cell towers, fiber networks, and outdoor DAS networks) focused on wireless telecommunications providers. Headquartered in Newport Beach CA, Mobilitie has a proven track record for developing infrastructure in complex, hard to cover venues and getting large-scale projects completed quickly.

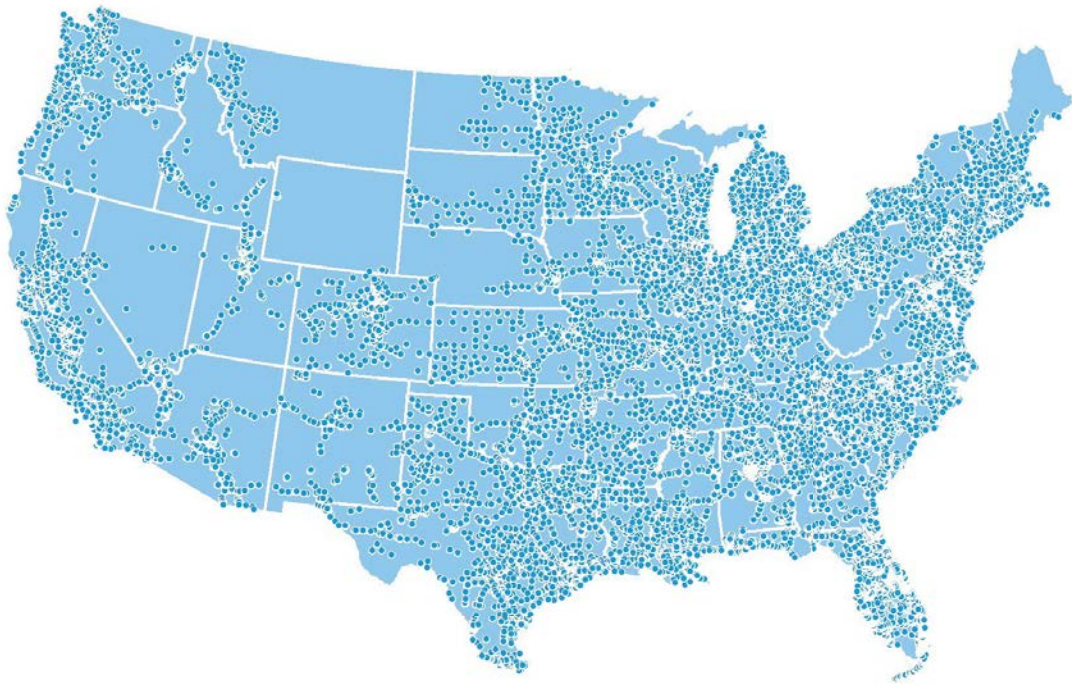
As a true third-party owner/operator, Mobilitie is completely vendor neutral, utilizing the optimum blend of cutting edge technologies combined with an unbiased guarantee of robust coverage for all wireless services. Mobilitie is proposing the 100% funding, design, installation and support of a state-of-the-art DAS network to improve the coverage and capacity necessary to deliver an exceptional overall user experience.

Mobilitie has deployed more wireless infrastructure than any other provider over the last 10 years and with over 100,000 sites in development Mobilitie is currently driving more wireless site selection nationally than any other firm including:

- Largest single Wi-Fi deployment in the United States
- Largest small cell footprint nationwide
- Over 3,500 newly built communication tower sites
- 70,000 Fiber miles
- Sizable portfolio of indoor DAS networks in marquee venues
- City-wide outdoor DAS networks (Chicago / New York)
- Government and transportation deployments

ABOUT MOBILITIE

Mobilitie is much more than a wireless infrastructure builder and operator. All of the company's executives and key leadership have either consulting, technology, or wireless carrier experience. We understand the issues facing the industry today and seek to provide solutions that will not only solve our customers' problems today, but seek a greater understanding to provide solutions that will satisfy their longer-term needs. We are committed to providing comprehensive enhanced wireless networks with excellent coverage, capacity, and ease of operation and maintenance which is capable of future expansions and upgrades for Camping World Stadium. When combined with Mobilitie's competitive business model and unique transaction structure we are confident our solutions will exceed your expectations



TECHNICAL OVERVIEW

COVERAGE AREAS

The following areas of coverage were included in this design:

- Bowl
- Suites
- Concourse level(s)
- Field, Terrace, Plaza and Suite Levels
- Varsity Club
- Administration Building (2nd floor office)
- Press areas (treated as public/press zones)
- Locker rooms (treated as public zones)
- Dressing rooms and/or extended dressing room capacity (treated as public zones)
- Team/Player areas
- Service areas i.e. kitchen BOH and offices (sans machine rooms, etc....)
- Spectator ticketing / waiting areas outside the stadium event level
- Gate area
- Outdoor transit zones or plaza space within reach of the entry points
- Kitchen, Back of House (BOH) areas, Offices
- Varsity Club
- BOH areas Kitchen, Offices,
- North Party Deck
- Field*

The following areas of coverage were excluded in this design:

- Parking areas: VIP or otherwise
- More than a best effort in any machine rooms

*The design contemplates ample coverage and capacity on the Field for “Game-Day” configurations (Football, Soccer, etc....) However, it is understood that Camping World Stadium is host to many different events; including events such as concerts where the majority of the traffic would be located on what is normally the “Field of Play.” Mobilitie could engineer a temporary solution to enhance coverage for such events at a later date for a cost agreed to by the parties.

TECHNICAL OVERVIEW

DESIGN OBJECTIVES

We are proposing Wi-Fi Standard 802.11ac, which is compatible with legacy 802.11 standards. Our proposed Wi-Fi hardware is capable of operating concurrently on both 2.4GHz and 5GHz radio bands.

Band Assumptions

- Percentage of Wi-Fi Connected Users (Associated)
- >=100% of the users over 100% of the area
- Assumes 70% of clients will associate to 5GHz band, with more clients migrating to 5GHz over time

Wi-Fi Backhaul Requirements

- 6 Gbps for the entire venue is recommended under peak conditions, with expected avg. 3 Gbps
- It is recommended the backhaul has the ability to ramp up to 20 Gbps for prime events where the attendance and demand for additional speed is high
- It is recommended the City of Orlando purchase two rates of service. One rate for day to day use (3-10 Gbps sustained) and a secondary rate for events when more speed is required.

NFL Wi-Fi Standard

- Wi-Fi network is design meets standards and requirements set by the National Football League (NFL). (Version 2013).

Security Standard

- At least WPA2-Enterprise version (Private SSIDs Only)
- Fan/Visitor on-boarding can be accomplished via authentication portal

PCI 3 Compliant

- Network components are PCI3 compliant
- Network elements that are located in public areas shall be installed in locked enclosures
 - Keys to enclosures will be tracked for auditing purposes

TECHNICAL OVERVIEW

TRAFFIC AND CAPACITY CONSIDERATIONS

KPI (Key Performance Indicator) Gathering	Election	Multiplier
Maximum number of spectators in bowl	59,067 (fixed)	nfa
Percent of local population with client devices (cell phones)	100%	59,067
Percent of client devices that will associate	100%	59,067
Percent of Wi-Fi users that are interacting with an application*	50%	35,440
Data activity factor (DAF)**	20%	12,000
Desired throughput per user in Kbps at 90 th percentile average minimum	1,000	nfa

*Subject to increase as MIMO and MU-MIMO clients proliferate.

**Defined as the number of clients either sending or receiving data at the exact same instant, which is different than association requirements.

Note: The "fixed" note is a reduced seat count from maximum due to the tertiary nature of the temporary stands, which are dimensioned as a special zone. The additional seat count is accounted for, but not as part of the common seat count. This is for commercial and logistical reasons.

Downlink /Uplink

The system will provide a minimum (floor) of 1 mbps per user and on average users will experience 6-9 mbps per user.

Downlink Application User Throughput

- Minimum Across Common Venue Zones ≥ 1000 Kbps minimum experience to low 90th percentile under peak usage
- Minimum Across the Seating Bowl ≥ 1000 Kbps minimum experience to low 90th percentile under peak usage

Uplink Application User Throughput

- Minimum Across Common Venue Zones ≥ 750 kbps minimum experience to low 90th percentile under peak usage
- Minimum Across the Seating Bowl ≥ 500 kbps minimum experience to low 90th percentile under peak usage

TECHNICAL OVERVIEW

Notes

- Ruckus dimensions to minimum throughputs, not averages. Having a one client interface at 4000kbps and another at 40kbps might average to 2,020kbps, but one client is unhappy. Ensuring minimums for both clients satisfies the spirit of a “ubiquitous” experience where the clients don't have to worry about whether they are standing or sitting in an ideal location.
- Client devices are less controlled and subject to fluctuating interference sources that cause both PDU collision and the tripping of CCA mechanisms. Links are commonly asymmetric when tested in a live event scenario.

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TECHNICAL OVERVIEW

RF OBJECTIVES

Best Server RSSI Target with Venue at Peak Capacity

- Average Across the Seating Bowl
 - -57dBm or better for 95% of scoped areas across both 2.4 and 5GHz bands
- Average Across Other Venue Zones
 - -67dBm or better for 95% of scoped areas across both 2.4 and 5GHz bands

Best Server SNR Target with Venue Under Peak Usage and Capacity

- Average Across the Seating Bowl
 - At least 10dB* for 90% of the area for 2.4GHz—typically more than 20dB* subject to Beamflex gains and further augmented by the presence of 5GHz
 - At least 20dB for 90% of the area for 5GHz—typically approaching 30dB
- Average Across Other Venue Zones
 - At least 20dB for 90% of the area for both bands—typically approaching 30dB

Maximum Total RSS

- In compliance with RF exposure requirements

Space intentionally left blank

TECHNICAL OVERVIEW

FUNCTIONAL REQUIREMENTS

- Provide adequate bandwidth availability to public areas to support common internet access
- Be highly reliable
- Support fast and seamless roaming of fans throughout the venue
- Accommodate a reliable upgrade path supporting the migration to future versions of Ruckus software, where applicable
- Provide no degradation or limited and acceptable degradation of performance due to a single point of failure
- Provide no degradation or limited and acceptable degradation of performance resulting from user density
- Be compatible with venue's wired networking practices and equipment
- Support all interconnects and routing protocols necessary to interface with the venue's existing networks
- Support standard based IP protocols, e.g. unicast, multicast and support all currently used applications and protocols
- Be scalable and allow for future growth (Ability to scale up to 860 AP's)
- Provide a high degree of security
- PCI 3 Compliant
- Meets and exceeds v2013 NFL Standards and Requirements
- Extensive enterprise-grade manageability and maintenance tools

TECHNICAL OVERVIEW

DESIGN OVERVIEW

Mobilitie is proposing a high-density Wi-Fi network throughout Camping World Stadium. The design incorporates the following:

Latest Enterprise Grade Ruckus Hardware

- Dual Channel Radio 2.4GHz and 5GHz
- Omni-directional
- Beam Flex technology utilized by Ruckus can reduce interference up to 10dB. These gains are realized at the client device because the AP is "flexing" the antenna pattern to achieve the highest throughput potential, per device, per packet.

Hybrid design leverages overhead and under-seat antenna/AP placement

- Engineered Attenuation in the open bowl areas
- Reduced visual impact

Gigabit Passive Optical Network Backbone (GPON)

The GPON solution minimizes the infrastructure and maximizes the presence of the DAS fiber and available power. GPON is channelized fiber so multiple de-marks Maximum 128 ONT's per PON.

- Ultra-Efficient transport solution
- Low TCO
- Long useful life
- Minimal Space Requirement Bandwidth
- 10Gigabits downlink and 4Gigabits up

AP/Antenna Totals

- 496 AP's in the Bowl
- 285 AP's in remaining areas
- Total of 781 Access Points

TECHNICAL OVERVIEW

AP/Antenna Placement Details and Methodology

- Overhead AP ranks 2-A, 2-C, 3-B & 3-D are mounted on fixed infrastructure as per markups.
- Under seat AP ranks 1, 2-B, 2-D, 2-E, 3-A & 3C are fixed under seats as per markups.
- Under seat AP rank 2-T is a temporary rank installed under seats only when the stands are constructed.
- Press dedicated APs will be installed in ceiling locations approved by the City
- Suite coverage leverages APs placed both inside the suite bathrooms or other drop ceiling and fixed
- Overheads above the outdoor seating slopes.
- Concourse and suite APs will be designed such that they do not interfere with the success of the bowl design.
- Gate and ticketing APs should support resiliency in various places, whereby a ticket scanning AP and a public service AP are placed in close proximity. Said configuration allows for both fault tolerance and easing of client association as spectators fill the venue. Care was taken to ensure appropriate AP types and coverage for each purpose, with the public APs designed as more ubiquitous in coverage.
- System can scale up to 860 AP's without impact to the design
- Outdoor type APs and antennae will be exposed, surface mounted, and must be painted in accordance with aesthetic requirements.
- AP's ADA platforms railing

TECHNICAL OVERVIEW

Total AP Quantities and Types

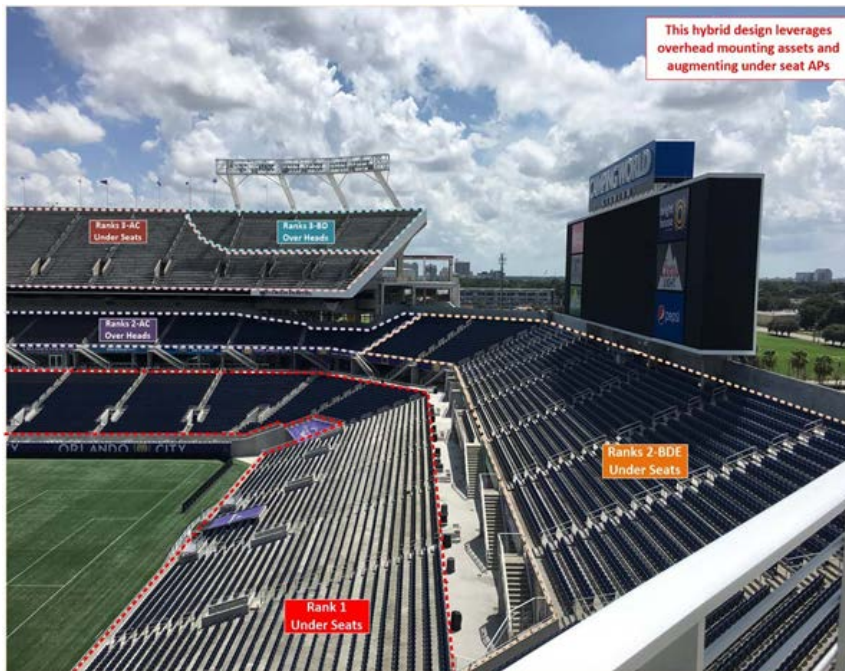
Tolerance ±	10%					
AP Types	R500 Total	R710 Total	T300 Total	T301-S Total	T301-N Total	Total APs
Raw AP Count	27	118	540 (456 UTS / 43 Tmp)	28	68 (40 OH)	781
Tolerance Low	25	107	486 (411 UTS / 39 Tmp)	26	62 (36 OH)	706
Tolerance High	30	130	594 (502 UTS / 47 Tmp)	31	75 (44 OH)	860

AP Ranks Details

AP Rank	Population Count	Distance to Users	APs per Rank	AP Type Assumed
Rank 1 - Under Seat	23985	5	243	Omni-Outdoor
Ranks 2-AC - Behind	8845	12	20	N-Type
Ranks 2-BDE - Under Seat	7391	5	75	Omni-Outdoor
Ranks 3-AC - Under Seat	13579	5	138	Omni-Outdoor
Ranks 3-BD - Overhead	5267	15	12	N-Type

Gathering Area Requirements

Zone Name	Population Count	T301-N	T301-S	R710	T300
South Temp Stands	4197	0	0	0	43



The majority of access points will be deployed under the seats to minimize aesthetic impact and utilizes engineered attenuation to RF to advantage of network performance.

TECHNICAL OVERVIEW



T300 AP's will be installed under seats in NEMA enclosures in the stadium. Cabling will be in conduit. No additional wires, cabling will be exposed to avoid aesthetic impact and any obstructions to the walk ways.

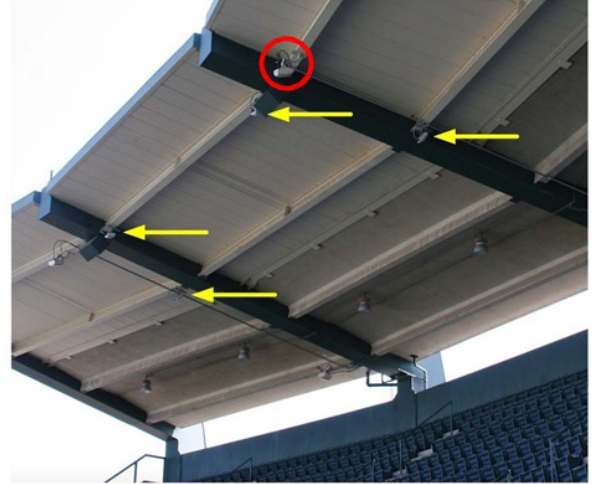
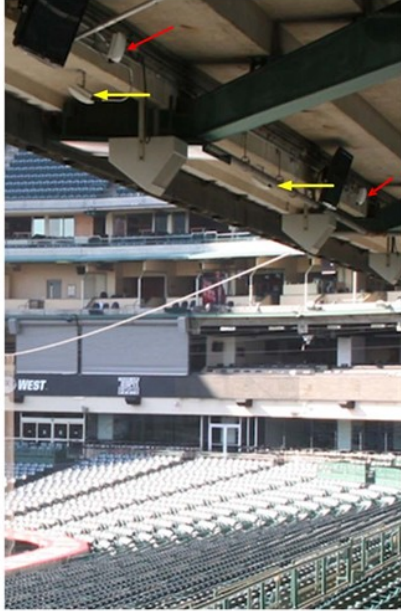
About 70 percent of the human body is comprised of water. Water is a naturally occurring signal attenuator. This attenuation helps to minimize interference and improve signal to noise ratio for better performance overall.



TECHNICAL OVERVIEW

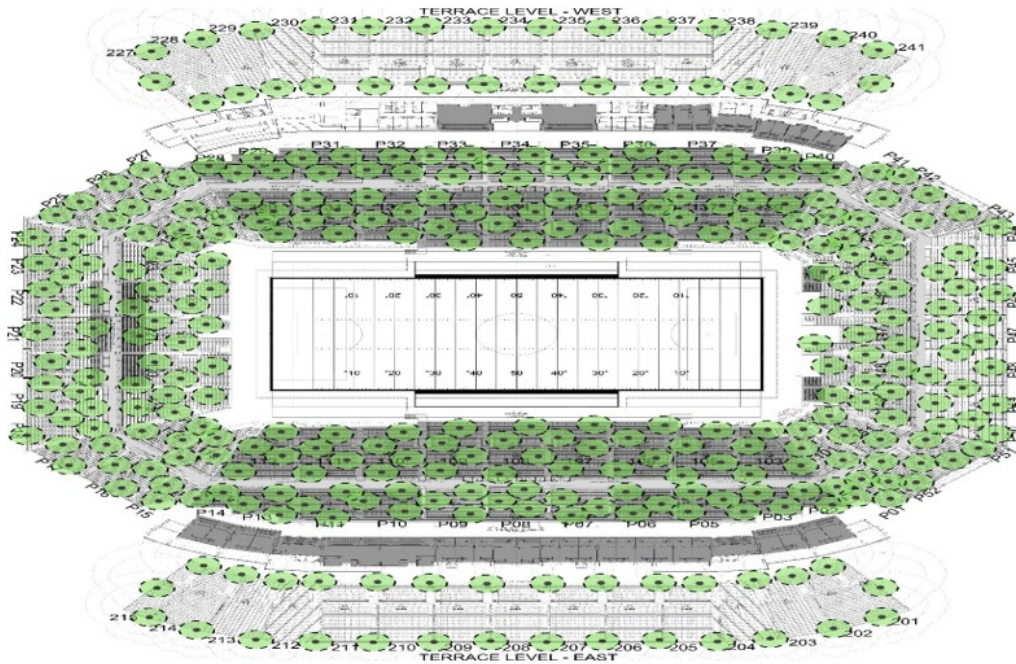
Examples of AP Placement (BaA & OH)

Behind and Above (BaA) with 7782-N: This design aimed APs downslope (yellow) with a complimenting rank of under seat APs to augment throughput. A second rank of 7782-S APs (red) aimed upslope to cover the upper slope seating and the open air concourses. Range for downslope APs depends on distance and the angle of intercept with the slope.



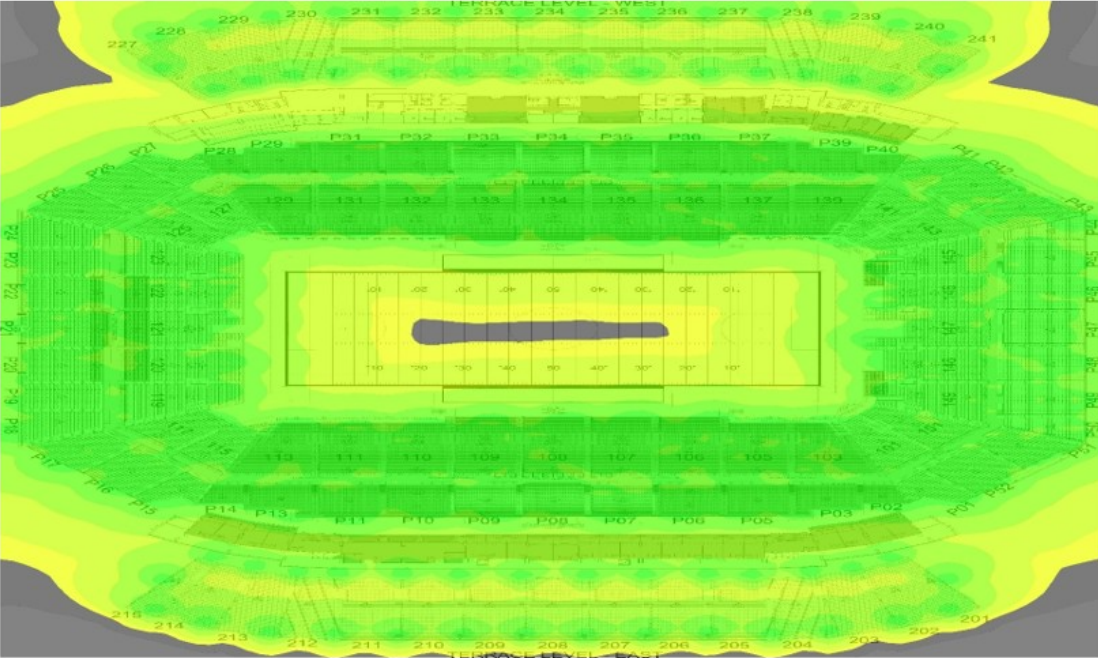
Overheads (OH) with 7782-N: Note the size of the nearby DAS antennae (circled). T301-S and 301-N units are smaller than the 7782 generation, whereas the T710 is only slightly larger. APs can also be painted.

(Representation of Design)

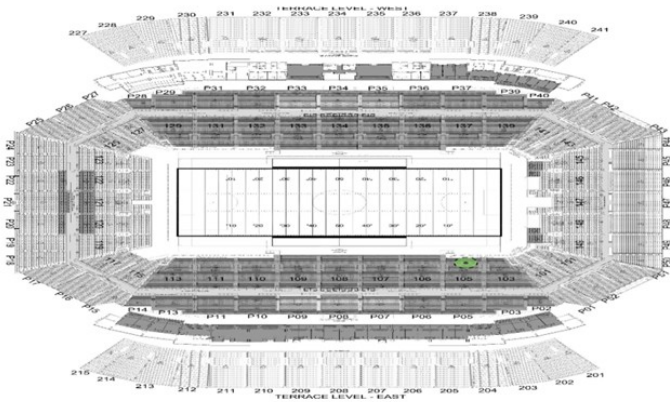


Bowl Seating Area – AP exact location Predictive design

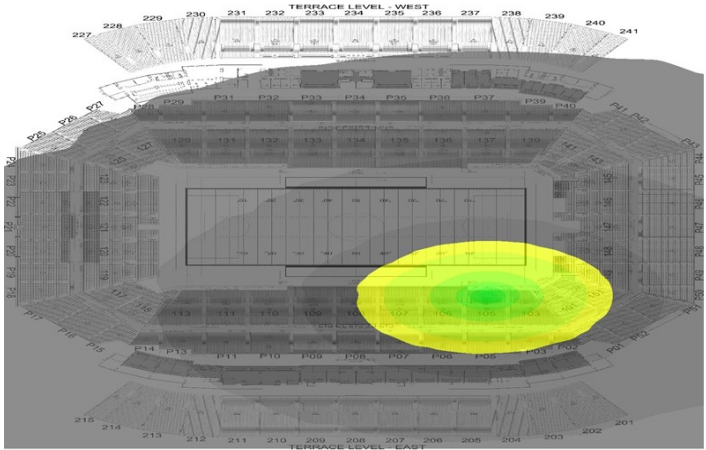
TECHNICAL OVERVIEW



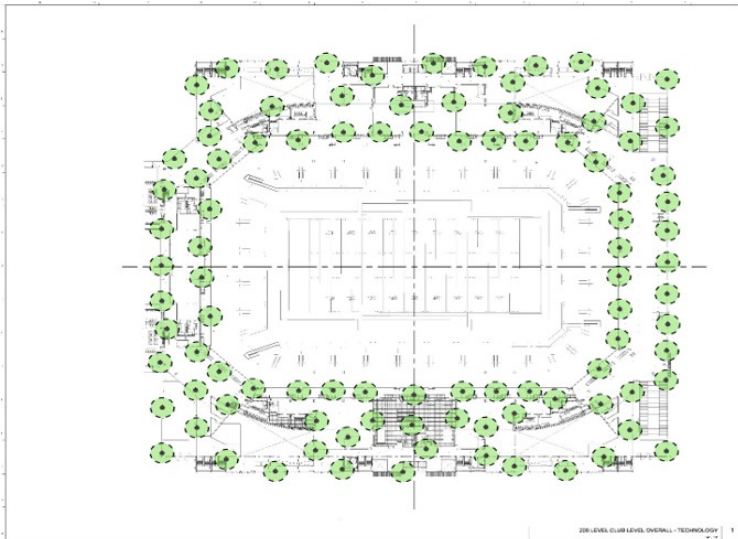
Signal Strength - sometimes called coverage - is the most basic requirement for a wireless network. As a general guideline, low signal strength means unreliable connections, and low data throughput.



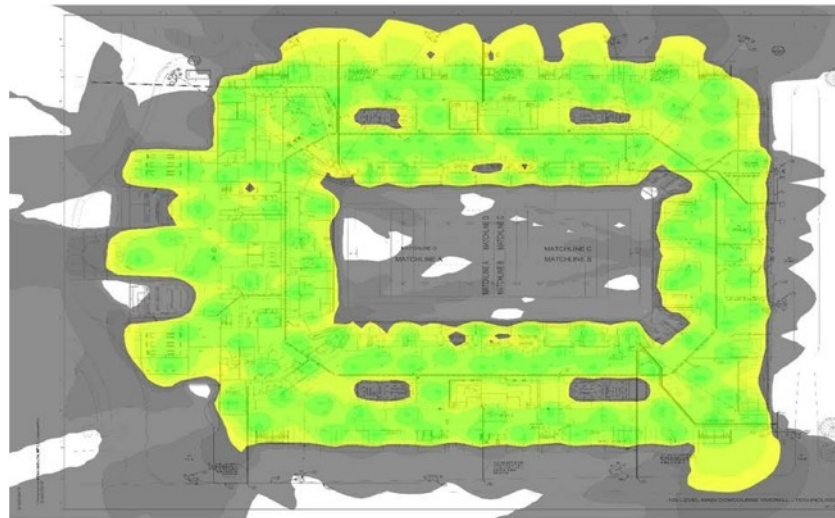
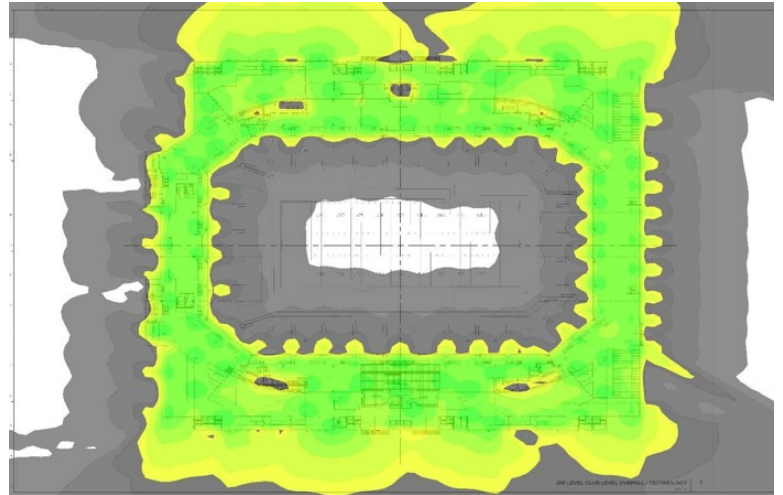
Single AP review
 - AP exact location Predictive design



TECHNICAL OVERVIEW



Club Level- AP exact location Predictive design



Signal Strength for Main Concourse

Main Concourse
- AP exact location Predictive design

Note: The heat maps and predictive designs are a sampling of the overall deliverable. Network will be cover all areas in "Coverage Areas" section of this proposal

AUTHENTICATION & PORTAL

Public Wi-Fi

- The experience of fans, visitors, and other users of this dedicated SSID will be simple, intuitive and fast. The service will be free to the public and will be accessible by an authentication portal.

Private SSID's

- Network will support up to 8 unique SSID's to support credentialed authentication for Back of House, administrative, and other users who require a dedicated and private connection.

Authentication Portal

- Mobilitie will provide and manage a captive portal for the on-boarding of fans/visitors that is customizable. Mobilitie will work with the City of Orlando on desired branding and functionality.
- Simple Login with Terms and Conditions
- Login with Email/Data Collection and Terms and Conditions

INSTALLATION

Proposed Installation Schedule

Task Name	Duration	Start	Finish
Approval Process	2d	10/03/16	10/04/16
Equipment ordered	23d	10/04/16	11/03/16
Electrical Contractor installation of enclosures (lite) Three Teams	34d	10/05/16	11/21/16
Electrical Contractor installation of Conduits (lite) Three Teams	90d	10/01/16	02/02/17
Electrical Contractor installation of Core drilling (lite) Three teams	90d	10/01/16	02/02/17
AP mounting and installation (12 per day)	60d	10/14/16	01/05/17
MDF equipment installation (equipment pre-staged) Implement Design	21d	01/09/17	02/06/17
Testing	3d	02/01/17	02/03/17
event #1	TBD		
event #2 TBA	TBD		
Sign off Closeout Docs review	1d	03/01/17	03/01/17
Dead Line	131d	10/03/16	04/03/17

MONITORING AND MAINTENANCE

Monitoring & Maintenance

Mobilitie understands the critical importance of maintaining a seamless and reliable Wi-Fi network for City of Orlando, visitors, fans and other key stake holders at Camping World Stadium. As a matter of standard practice, Mobilitie provides Tier 1, Tier 2, and Tier 3 technical support via a 24x7x365 call center

Our managed service solutions are built using the ITIL (Information technology Infrastructure Library) standards frame work for repeatability and strict SLA adherence. From the initial Service Strategy and Service Design, to Service Transition, Service Operation and Continual Service Improvement, we base our managed services on a proven methodology that includes certified resources and top industry tools to deliver industry leading solutions for our customers.

The Mobilitie Network Operations Center (NOC) is the single point of contact for all of Mobilitie's managed telecom infrastructure, including DAS, Wi-Fi, and Small Cell deployments. Comprised of software supporting industry standard SNMP monitoring and product specific detailed reporting and analytics, the NOC has the tools to provide notifications of a problem immediately and be proactive in determining potential concerns. Reaction to any such notifications are automatically tracked by top of the line current call tracking software that ensures ITIL best practices are being followed and SLA's and OLA's are met.

The customer service and support NOC fully implements all ITILv3 best practices and we are constantly adding technologies to improve and add capabilities as new technologies emerge. We currently utilize the following technologies:

- Microsoft Parature (Ticket Tracking)
- Observium (SNMP Monitoring)
- Nagios (SNMP Monitoring)
- Airwave (Aruba specific Monitoring and Reporting)
- Cisco Prime Infrastructure (Cisco specific Monitoring and Reporting)
- Splunk (Reporting)
- Metaverse Mod Squad (Tier1 services 24x7x365)
- In house Tier2 and Tier3 services

MONITORING AND MAINTENANCE

Mobilitie Tiered Support Model Description

Tier 1 Support:

Tier 1, provided as phone based support only, will address issues pertaining to Network activation, hardware and software configuration and general questions pertaining to user devices, operating systems, firewalls, IP and configuration issues for end user connectivity. Tier 1 support also owns the trouble ticketing process from open to close with escalation to Tier 2 support, should a problem arise within the Network infrastructure. Simply stated, "Tier 1 Support" means using sophisticated monitoring tools and answering calls from passengers to resolve and document the incident communicated. Mobilitie's NOC is streamlined to support wireless telecommunications infrastructure and wireless technologies which results in a focus to address the customer request. Tier 1 will typically escalate to Tier 2 after 5-10 minutes of troubleshooting.

Tier 2 Support:

Tier 2 support uses diagnostic procedures to dig deeper into a problem. These resources are the Mobilitie technical experts (MCST) supporting network infrastructure every day by performing analysis and maintenance to keep equipment performing at its best. Tier 2 support addresses issues pertaining to Internet Service Provider (ISP) access, network integrity and device responsiveness via remote management tools included in the Administration Portal, as well as the network's infrastructure components. Regular maintenance support under Tier 2 includes remote monitoring of the Wi-Fi network via Simple Network Management Protocol (SNMP) with immediate alarm notifications of device failure. Tier 2 and Tier 3 engineers work closely together to provide firmware upgrades, configuration changes, remote monitoring, diagnosis and repair on the network during scheduled maintenance windows to minimize service interruptions. Maintenance windows are directly coordinated with property managers to ensure minimal impact on the Wi-Fi experience as well as any guest support applications leveraging the network. Tier 2 technicians and engineers will seek incident resolution by utilizing their experience and following procedures remotely. Escalation from Tier 2 troubleshooting will typically be after 30-60 minutes.

MONITORING AND MAINTENANCE

Tier 3 Support:

Tier 3 support is responsible for on-site break/fix incidents or changes that extend beyond Tier 2 diagnostics and troubleshooting. Dependent upon the emergency escalation process (including weekends and after-hours) and the critical impact of the network issue, best efforts will be made to respond and resolve within City of Orlando SLA requirements whether same day or next business day. To ensure timely response and resolution times, Tier 3 manages and coordinates use and re-stocking of the sparing inventory. Onsite technician dispatching is typically through strategic partnerships with qualified staff localized to the venue's region as to optimize response time.

Priority	Description	Target Response Time
1	Critical	15 minutes
2	High	1 hours
3	Medium	4 Hours
4	Low	8 hours

Target Response Times

Equipment Management and Replacement

Mobilitie asset tags and inventories all equipment to be deployed. In order to assure service levels, a full complement of spares will be maintained onsite in the DAS headend room location for rapid replacement in the event of a failure. Equipment and component spares will be stocked in accordance with their statistical expected failure rate and in consideration of the potential a particular component would have in placing the system out of service in the event that it fails. If a key network asset needs to be repaired, replaced, or returned, it is part of Mobilitie's Comprehensive Repair and Return Process to ensure we have fully functional equipment and proper sparing levels.

Network Health

- ✓ Mobilitie will perform a quarterly diagnostic of the network.
- ✓ Mobilitie will perform one annual physical inspection of the network

OTHER

Event Support Upon Installation

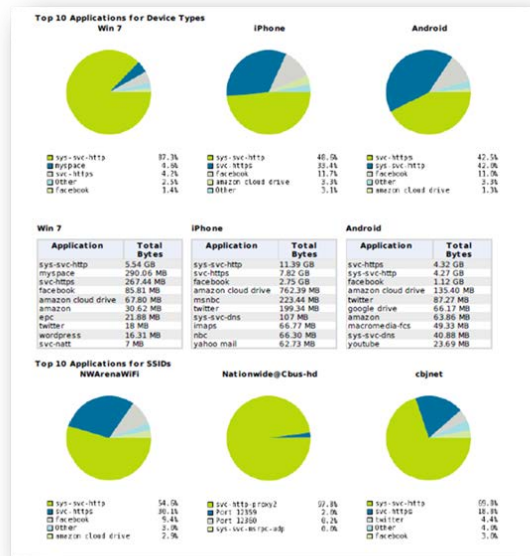
Upon completion of the installation of the network, Mobilitie will support two live events to assess performance and optimize the network.

Analytics

Proactive monitoring of user Wi-Fi System Alerts, performance thresholds and reporting provide the critical data analytics our network support center uses to make adjustments remotely and gather trending data. We carefully monitor these Guest Wi-Fi System Alerts, performance thresholds and Reporting data points and many more:

Wi-Fi Report and Analytics Content:

- # of Sessions
- # of Unique Clients
- # of Simultaneous Clients
- Average Session Duration
- Traffic data, including:
- Total traffic (MB)
- Total traffic in
- Total traffic out
- Average traffic per session
- Average traffic in per session
- Average traffic out per session
- Average traffic per client
- Average traffic in per client
- Average traffic out per client
- Average bandwidth per client
- Connection Mode data (802.11 a/b/g/n/ac)
- Bandwidth Usage
- Applications utilized



Analytics

Proactive monitoring of user Wi-Fi System Alerts, performance thresholds and reporting provide the critical data analytics our network support center uses to make adjustments remotely and gather trending data. We carefully monitor these Guest Wi-Fi System Alerts, performance thresholds and Reporting data points and many more

BUSINESS TERMS

TERM LENGTH

In both Option 1 and Option 2, Mobilitie proposes an initial term of 5 years with a mutual option to renew. At the end of the initial term, the parties will assess the network, upgrades, and costs associated. If parties reach agreement, term will renew for 5 additional years.

OWNERSHIP

In both Option 1 and Option 2, Mobilitie will own, operate and maintain the network. Much of the network backbone infrastructure (dark fiber, copper, and power distribution) required is being provided at no cost to the City of Orlando- as it was installed in association with the Distributed Antenna System that is owned and operated currently by Mobilitie. Mobilitie will be responsible for Monitoring, Maintenance, Break fix, Repairs, SLA's with City of Orlando throughout the term of the agreement.

NETWORK COST

The total cost of the network is \$2.6 million. Mobilitie has a built in \$150,000 of contingency. The total cost to the City of Orlando will not exceed \$2.6 million. (Per current agreed specs).

MONTHLY MANAGEMENT FEE

The monthly management fee will be \$6,500 monthly including :

- Full Monitoring of the system (24X7X365)
- Repairs/Break fix
- Reporting and Analytics
- Authentication Portal
- 2 Yearly On-Site event support credits
- Additional On-Site credits may be purchased for \$ 3,500 per event
- Yearly system check prior to Camping World Kickoff or Florida Classic (whichever occurs first)
- Quarterly diagnostics /health assessment

OPTION 1: NO CAPITAL COST TO CITY OF ORLANDO

Mobilitie proposes to fund 100% of the cost to design, build, install and operate the network as specified by the City of Orlando (up to \$2.6M). Additionally, Mobilitie will operate the network at no cost to the City of Orlando for the first three years of the initial five-year term. After Year 3, the City of Orlando will pay Mobilitie a Monthly Recurring charge of \$6,500 for the on-going management costs.

BUSINESS TERMS

In order to provide this at no cost to the City or Orlando, Mobilitie requests the removal of the 30 % revenue share concept from the Neutral Host DAS agreement for the remainder of the term. We have included the proforma below to illustrate the financial benefit of this flexible option.

Current Rev Share Agreement					
Actual - 2 Carriers on system					
Payments	One-Time	Rev Share of Cap	Annual Recurring	10 - Yr Cash Flow	
Upfront	\$ 100,000	\$ -	\$ -	\$	100,000
Verizon	\$ 75,000	\$ 740,384	\$ 18,000	\$	995,384
T-Mobile	\$ 75,000	\$ -	\$ 69,288	\$	767,880
Total	\$ 250,000	\$ 740,384	\$ 87,288	\$	1,863,264

Potential w/ 3 Carriers on System					
Payments	One-Time	Rev Share of Cap	Annual Recurring	10 - Yr Cash Flow	
Upfront	\$ 100,000	\$ -	\$ -	\$	100,000
Verizon	\$ 75,000	\$ 740,384	\$ 18,000	\$	995,384
T-Mobile	\$ 75,000	\$ -	\$ 69,288	\$	767,880
AT&T	\$ 75,000	\$ 375,000	\$ 52,800	\$	978,000
Total	\$ 325,000	\$ 1,115,384	\$ 140,088	\$	2,841,264

Wi-Fi Agreement Options					
Option 1 - MOB Funds w/ 3-Yr Term management & Rev Share Agreement Discontinued					
Build Cost	\$ 2,600,000				
MOB Funding (36 months)	\$ 72,222				
Monthly Opex (36 Months)	\$ 6,500				
Total Monthly Cost to MO	\$ 78,222				
Total Value of Wi-Fi solution:	\$ 2,780,000				
Rev Share Total (2 Carriers)	\$ 1,863,264	10-Yr Cash Flow of current 2-Carrier system			
Benefit to City Of Orlando	\$ 916,736	Value of Wi-Fi system in excess of current 2-Carrier Share Agreement			
Rev Share Total (3 Carriers)	\$ 2,841,264	10-Yr Cash Flow with potential 3rd Carrier addition			
Benefit to City Of Orlando	\$ (61,264)	Value of Wi-Fi system in excess of current 3-Carrier Share Agreement			

Option 2 - City of Orlando partially funded w/ continued Rev Share					
Build Cost	\$ 2,600,000				
	3yr		5yr		
COA Capital	\$ 1,000,000	\$	1,000,000	\$	\$1M Capex funded by City of Orlando
Monthly to MOB (Build Co)	\$ 44,444	\$	26,667	\$	MRC Rent to MOB for Build Cost
Monthly OpEx	\$ 6,500	\$	6,500	\$	Monthly Opex to MOB for system management
Total MRC to MOB	\$ 49,444	\$	33,168	\$	

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CONCLUSION

Mobilitie is committed to providing a wireless network solution best suited for Camping World Stadium. With over ten years of wireless infrastructure experience in various large scale sports and entertainment facilities, Mobilitie is staffed with qualified and experienced in-house personnel to oversee the design, construction, implementation, management and operation of the network discussed in this proposal.

We look forward to partnering City of Orlando to deliver a hugely successful project and solution!

THE TEAM: LEADERSHIP



Gary Jabara FOUNDER & CEO

As the CEO and founder of his wireless firm Mobilitie, Gary built this firm into the largest owner and lessor of wireless communication infrastructure in the United States in less than 6 years.

Mobilitie owns the largest Wi-Fi network in the world throughout Las Vegas managing 40 million unique users annually. They have networks throughout all major league sports including MLB, The NFL, NHL, and countless collegiate campuses. Mobilitie owns and manages the wireless networks at the 9-11 Memorial, and holds the record for data traffic in a single day at Churchill Downs race track. Mobilitie is estimated to control over 50% of the design, finance, and ownership of all new wireless network infrastructure throughout the US.

Gary is a US Patent holder countless times over in and around the wireless technology landscape. He has harnessed the power of his intellectual property with his firm LiVideo, a pay per stream social media platform in partnership with Hip Hop mega star Lil Wayne.

Gary is also passionate about real estate. He is one of the largest real estate owners in Orange County and is the founder and owner of VILLA Real Estate, the largest residential real estate firm in Orange County. In just 3 years VILLA has grown to be the number one firm in Newport Beach, Costa Mesa, Corona Del Mar and Laguna with annual sales well over \$1 Billion.

Gary was formerly a Partner at Deloitte & Touche and the firm's Partner-in-Charge of their Wireless Strategy practice. In his capacity as a Deloitte Partner he advised most all US, European and Latin American wireless firms on their network and growth strategies.

Gary Jabara is the keynote speaker at this year's Excellence in Entrepreneurship Awards and exemplifies the American entrepreneurial spirit.

THE TEAM: LEADERSHIP



Christos Karmis PRESIDENT

Christos serves as President of Mobilitie and oversees all aspects of the company's business. He is responsible for leading the company's growth and overseeing its ongoing operations and client service work. Christos has led the Mobilitie team in deploying DAS and Wi-Fi networks at some of the country's largest public venues, and deploying more communication towers and Small Cells than any other firm in the US.

Christos and the Mobilitie team recently managed the successful DAS installation at Churchill Downs, home of the Kentucky Derby, carrying record setting mobile data traffic usage; the 9/11 Memorial & Museum in New York City, and the America's Center complex and Edward Jones Dome (home of the St. Louis Rams). Christos also oversaw the design, build and deployment of the world's largest Wi-Fi network at MGM Resorts International.

Before joining Mobilitie, Christos specialized in real estate advisory services and the wireless communications industry with Deloitte Consulting. While at Deloitte, he provided operational and network optimization strategies to the world's largest wireless carriers. Christos holds an MBA from the Warrington School of Business at the University of Florida, a Management Certificate from Harvard University, and a Bachelor of Science in Mechanical Engineering from Clemson University.

THE TEAM:
WIRELESS SOLUTIONS



Christiaan Roobol
SENIOR VICE PRESIDENT, NETWORK STRATEGY

Christiaan serves as Senior Vice President of Network Strategy where he oversees the DAS Sales and Deployment teams. Christiaan has over twenty years of experience in the wireless/ telecommunications industry concentrating in business development, network building, and customer support. His most recent experience comes from Ericsson where he worked as the Vice President of Business Development.

Christiaan holds a Master's Degree in Electrical Engineering from Delft University of Technology, the Netherlands and a Doctorate Degree in Radio Communication Systems from the Royal Institute of Technology in Stockholm, Sweden.



Stephanie Pomierski

DIRECTOR, WIRELESS SOLUTIONS

Stephanie currently serves as Director, Wireless Solutions in the West region, where she manages the acquisition and development of in-building solutions for the healthcare, commercial real estate, sports, entertainment and transportation verticals. Her extensive experience in mobile, DAS, and Wi-Fi networks provides bold new insights for creating successful wireless deployments in today's increasingly coverage-strained indoor environments.

Prior to joining Mobilitie, Stephanie worked for a DAS Systems Integrator, focusing on the installation of in-building wireless systems in the Las Vegas and California markets. Previously, Stephanie was the Product Line Manager for Advanced Technology at Power wave Technologies and was responsible for the development of Small Cell, active antenna, and ad-hoc radio systems for Tier One wireless carriers globally. Stephanie holds a Bachelor of Arts degree in International Affairs from John Cabot University in Rome, Italy.

