

ICC NETWORKING

MULTI-TENANT FACILITIES

CHANGING THE BUSINESS MODEL
FOR HIGH DENSITY FACILITIES

TAKING CONTROL
**HOW TO IMPROVE
BRAODBAND BY TAKING
CONTROL OF IT**



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OWNER-HOSTED BROADBAND

Traditional service provider networks deployed at MDUs (Multi-Dwelling Units) are complex, proprietary, and lack flexibility. Providers often offer building owners a small one-time per-door commission that allows the provider exclusive access to the building's tenants.

The results are higher tenant costs, lower services, and more expense in the long run with poor building scores, lower tenant retention, and reduced market value. The MDU is challenged with fixed operational facility costs (including vacancies) and has handed over one of its most prized assets and revenue streams - the tenants.

TAKING CONTROL

\$993B - 3x Growth in Wi-Fi usage through 2023

Are you getting value from that growth?

Hosted broadband begins with a dedicated network that you're already paying for including cabling, managed services and support as defined by you for your facility. You're then able to dictate your tenant charges for broadband and level of service (techierge) you'd like to offer.

Now that you control access to your network and patrons, you can further monetize your ecosystem for residual revenues. ICCN helps enable all of these revenue features.

**Smart homes will continue to increase
demand on your networks**





CHANGING HOW WE CONNECT

Apartments and other multi-dwelling units must handle the explosion of demand for smarter living environments. These requirements add to the network contention and force the need for more bandwidth and management. Adding to tenant devices are the flurry of building devices (appliances, HVAC, alarm, etc.) that can be a cost benefit by being on a network to reduce cost.

This flood of technology, requirements, compatibility and other demands like smart building, is enough to send owners crazy when the original plan was to rent space, not be a hub of technology. Property firms are trying to balance having the right technology that can address all their needs while addressing the concerns of their biggest asset, their tenants. The business model must also evolve to meet the needs of the new digital marketplace.

ICCN solutions enable owner-controlled network environments to drive down costs while driving up satisfaction. Controlling the network allows dwelling units to expand services, select value vendors, and reduce network complexity. We've recently added a marketing partner to assist building owners monetize and leverage their networks rather than giving up that asset to a broadband provider.

We empower our customers through our family of connectivity solutions, software, and partnerships that form the basis of the ICCN Framework. Building owners can now dictate the service they provide to tenants without seeing the negative reviews that they have no control over and no corporate provider will listen to.

The process is as follows:

- Contact your ICCN business consultant
- ICCN will invite Alliance partners based on your requirements to install, provision, onboard tenants, and for ongoing management the project
- Confirm the service you'd like tenants to enjoy and what you'd like to charge
- That's it!

The ICCN Alliance members provide all the tracking, project management, installation, broadband and ongoing management of the facility. This also provides you with a single bill as well as a partner with vested interest in keeping you tenants happy and connected.

ICCN enables you to do what's right for your business.



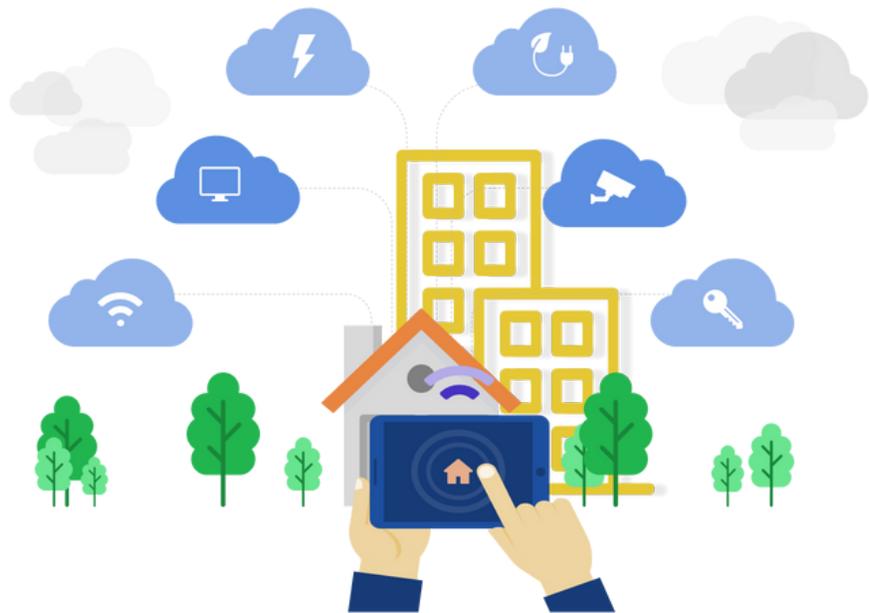
**"Quality means doing
it right when no one
is watching." - Henry
Ford**



OWNER-HOSTED BROADBAND



Enabling you to control your own ecosystem is only the first step. Residents will continue to expand their need for additional services, secure environments, and will know that the facility they live in will always support their needs.



Owner-hosted broadband is 'cutting the cord' for bigger facilities. It's simple and profitable with options for future monetization while keep your tenants happy.



- Monthly revenue from tenants for broadband
- Ad monetization for your resident community
- HOA supported content
- Periodic no-cost network infrastructure upgrades and many more features

The ICCN Framework empowers facilities allowing owners to become part of the new economy.



DesiRouter



ICC NETWORKING

LEARN MORE

WE CAN TURN ANY FACILITY INTO
A SMART ENVIRONMENT

TAKING CONTROL

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