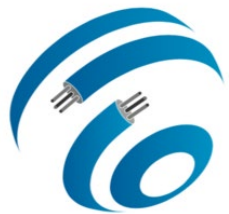




CableRunner USA

The Fiber Optic Infrastructure Company



The only **complete**
and **flexible** solution
for fiber optic
networks in urban
areas worldwide.





FIBER TODAY

- ▶ What does the City use fiber for today?
 - *Wide Area Network (WAN) connectivity between core sites, remote sites and its datacenter.*
 - *Redundancy between network Points of Presence (POP) and all other WAN connectivity are provided via leased fiber and MPLS services from telecommunication providers.*
 - *These services are used to connect City owned, or supported, sites and provide access to critical City systems as well as access to internet resources.*

- ▶ Who does the City currently obtain fiber from and at what annual cost?
 - *AT&T - WAN services for 25 City owned sites; approximately \$178,000.*
 - *Comcast - WAN services for 10 City managed parking garages to support SkiData management and access control system; approximately \$265,000.*
 - *Hotwire Communications - Dedicated Internet Access (DIA) to 13 City owned or managed sites; approximately \$65,000.*
 - ***TOTAL ANNUAL COSTS FOR LEASING FIBER APPROXIMATELY \$500,000***

FIBER TOMORROW

- ▶ What are City's future fiber needs?
 - *In the next 5 years, the City expects its ongoing smart city and public safety video initiatives to change its fiber needs.*
- ▶ How is City going to meet its future fiber needs and at what cost?
 - *Lease more fiber from 3rd parties at unknown cost.*
 - *3rd parties will have to lay more fiber to meet future needs.*
 - *Laying fiber will require trenching or directional boring.*

HOW CAN CABLERUNNER HELP?

- ▶ Lay fiber in existing underground infrastructure allowing for a rapid installation and minimal disruption to on-street traffic, residents, and businesses. **No trenching or directional boring.**
- ▶ Give City fiber strands at no cost so it can own and operate its own fiber network
- ▶ How can City benefit from owning its own fiber network?
 - Control
 - No Cost to City
 - Significantly reduce costs
 - Positive cash flow from partnering with Cablerunner
 - Supervisory Control and Data Acquisition (SCADA)

Smart Cities - Smart Applications

SECONDARY CONSIDERATIONS

- ▶ IOT Sensors and Applications
- ▶ Traffic Cameras (Fiber Connected?)
- ▶ Small Cell - Fiber Benefit
- ▶ 5G Proliferation
- ▶ Autonomous Vehicles
- ▶ Municipal Network (Cost Advantage)
- ▶ Smart City Value (Amazon, Google)

Connecting Smart Cities and Places with Unlikely Spaces.



Thank you

Chad Rasmussen, President & CEO

Office: 919.752.7008 | Mobile: 703.201.7006

Email: chad@cablerunner-usa.com | Website: cablerunner-usa.com