In-Building Wireless Experts

Channel Program Overview

Multifamily | Commercial | Mixed-Use | Municipality

www.spotonnetworks.com | 87.**SPOTON**.87

Overview

Since 2005, Spot On Networks has been the industry leading provider of in-building wireless solutions to the multifamily and commercial building industries. Spot On's patented network architecture and secure wireless backbone allows building owners to provide their residents and tenants with property-wide, seamless and reliable wireless voice and data services. Spot On currently operates over 1,000 multifamily and commercial building networks across the country.

Spot On Network As A Service (NAAS)

- Managed WiFi Provider
- Property-Wide Wi-Fi Calling Provider
- Hybrid Distributed Antenna System (DAS) Provider
- Public Safety Radio Network Provider
- Equipment & Provisioning
- Project Management & National Installation Network
- 24/7/365 Tier 1-3 Support
- Netpulse360 Remote Management

Technology Partners

Vertical Markets - Nationwide

- Multi-family & Multi-tenant
- CCRC (Senior Living, Assisted Living, etc)
- Hospitality
- Commercial
- Student Housing
- Retail & Grocery
- Outdoor Spaces
- Affordable Housing
- Mixed-Use
- High-rise, mid-rise, garden-style, outdoor

Wireless Services

Managed Wi-Fi

Property-wide wireless for data, voice & IoT

Learn more

Wi-Fi Calling

Seamless in-building voice network

Learn more

CellBoost®

In-building cellular coverage

Learn more

Public Safety DAS (RadioBoost™)

In-building 2-way radio for first responders

Learn more

Cabling & Consultancy

Cabling design & installation, wireless consultancy in building design phase

Learn More

Intelligent Networking – One Wi-Fi Network Does It All

In-Unit

High speed data & voice
Private networking
Streaming
Gaming
Smart Home Devices
Video Conferencing

Amenity

Secure amenity area Wi-Fi
Business center
Fitness center
A/V
Transit/ communication screens
Kiosks

Back Office

Leasing office network
Leasing app support
Virtual tours
Energy Management
HVAC

Spot On's Patented Carrier Grade Networking

No one else can provide Wi-Fi NAAS & security like Spot On

Tessellated Grid Architecture

Provides carrier-grade voice coverage

Seamless handoff

Reduced radio frequency interference

Eliminates interference

Redundancy of coverage

Learn more

UserSafe® Technology

Client isolation keeps users on the network invisible

Guards from spoofing, hacking & identity theft

5 Layer encryption

Secure separate VLANs allowing for inter-device communications only when necessary

Learn more

NetPulse360™

Insight Into Your Properties On One Easy To Use App

- Comprehensive data analytics on network usage & performance
- View status of equipment: APs, controllers, switches and more!
- See bandwidth usage, data transferred, top users
- Sign up for network alerts
- Capture user data at login – ask survey questions, custom data collection
- Insight to your entire property portfolio

Wi-Fi Network Models

Standard Bulk Installation

- Highest speeds for all residents
- Private VLANs
- Seamless Wi-Fi calling
- Amenity area Wi-Fi
- Back of house network
- Support for IoT

Hybrid Installation

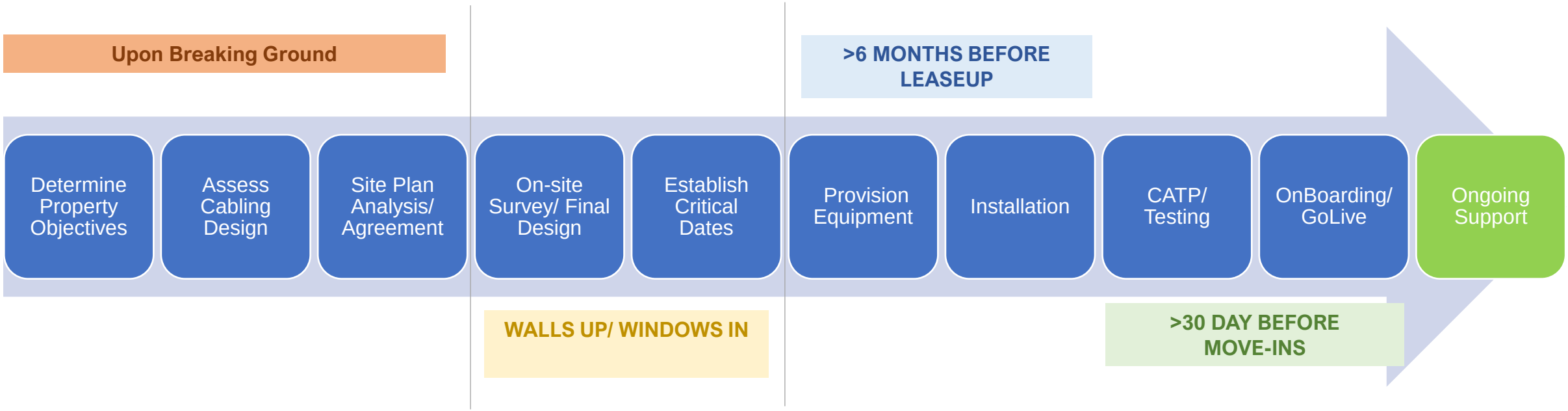
- Basic tier of data services for residents
- Paid subscription upgrade
- Seamless Wi-Fi calling
- Free amenity Area Wi-Fi
- 75% of subscription revenue goes to property
- Back of house network

Wi-Fi Calling Only

- Seamless voice coverage throughout the entire property including garages, corridors and elevators
- Choice to offer free amenity area Wi-Fi
- Back of house network

Wi-Fi Network Implementation Process

Process for Bulk Implementation



Public Safety DAS (RadioBoost)

Essential Communications for First Responders

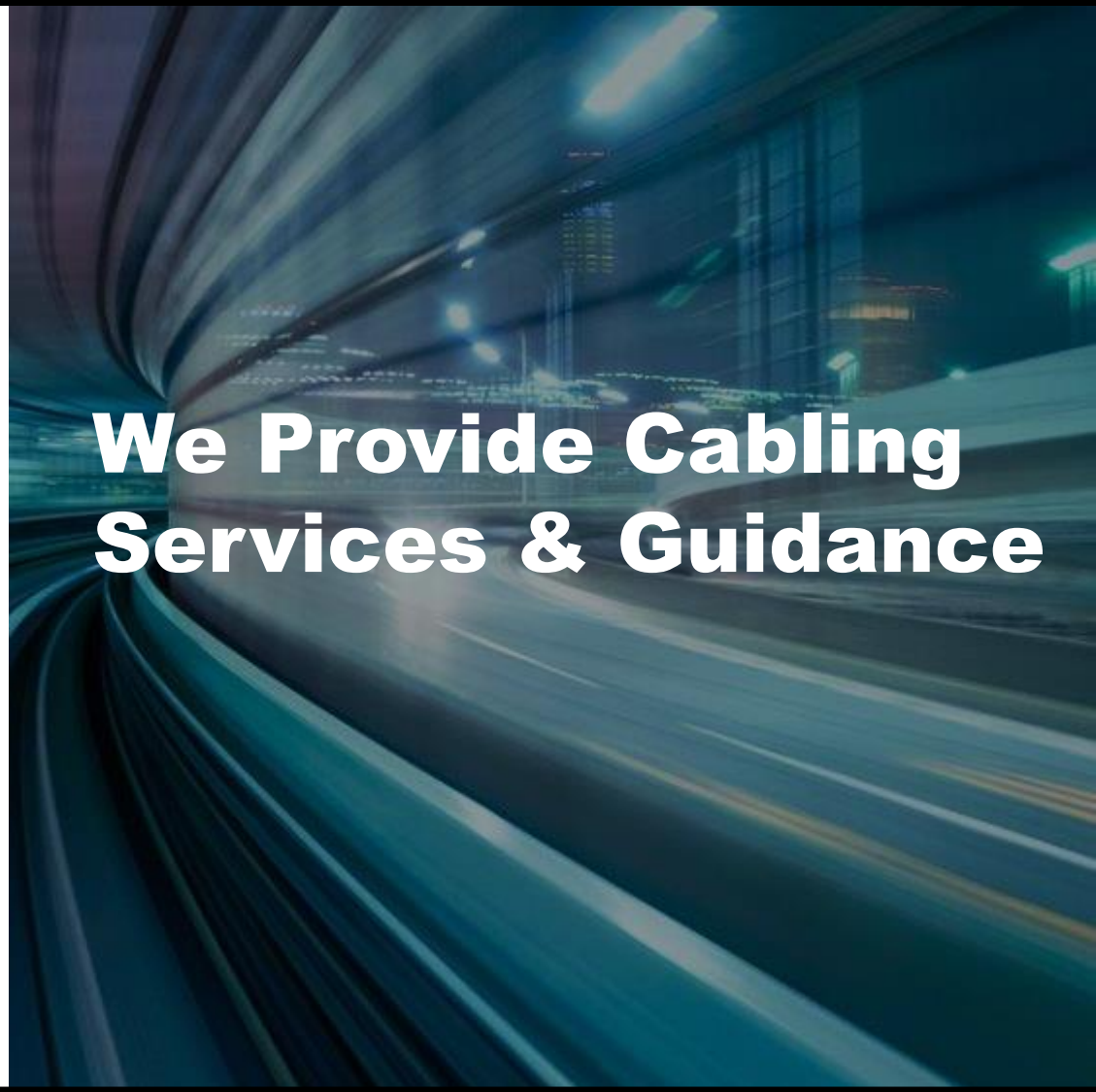
We Are Experts in Public Safety Mandates So You Don’t Have to Be.

TURN-KEY SYSTEM:

- Research local mandates
- Interface with Authority Having Jurisdiction (AHJ)
- Design of System
- Provisioning of Equipment
- Installation
- Test and certification with AHJ
- Ongoing annual certification
- Ongoing support

Future-Proof Your Property – We Can Help!

- Pre-construction cable design is essential
- Plan infrastructure in design phase to avoid costly mistakes later
- Fiber & cable included in initial design is INEXPENSIVE
- RG-6 coaxial cable to each apartment NID – include in electrical design
- All for conduit for ERRC radio enhancement system
- Adding CAT6 through a Siamese cable or separately is easy and inexpensive
- Spot On handles all cabling and can provide your property with the cable design it needs to plan



Real Deal Examples

498 Unit Multifamily Highrise Deployment – Bulk Wi-Fi

One-Time Installation Fee: $165,456

Monthly Fee: $999

184 Unit Affordable Housing Deployment – Bulk Wi-Fi

One-Time Installation Fee: $91,529

Monthly Fee: $499

279 Unit Apartment Complex Deployment – RadioBoost

One-Time Installation Fee: $185,033

Monthly Fee: $299

Typical Payment Schedule	
Contract Signed	50%
Installation Start	25%
Project Close Out	25%

Reference Accounts

50% of NMHC Top 25 Apartment Owners & Managers are Spot On Customers

7 of the Top 10 Developers are Spot On Customers

HUDSON PROPERTIES
Hines
BAINBRIDGE The Bainbridge Companies LLC
ALLIANCE Residential Company
STEADFASTLIVING
VILLAGEGREEN
ForestCity
WEIDNER Apartment Homes
PROFFITT DIXON Partners
Asset Campus Housing
Rudin Management Company, Inc.
SIMPSON PROPERTY GROUP
CARMEL PARTNERS
WINDSOR COMMUNITIES
GABLES RESIDENTIAL
BOZZUTO
abode communities
GID
WOOD PARTNERS
GREYSTAR
CAMDEN
ESSEX PROPERTY TRUST, INC.
RELATED
ROSELAND RESIDENTIAL TRUST A MACK-CALI COMPANY
First Realty Management
OXFORDREALTYGROUP LEADERS IN RESIDENTIAL DEVELOPMENT
LINCOLN PROPERTY COMPANY
AMLI RESIDENTIAL
UDR
Equity Residentia
LANDEX DEVELOPMENT
PINNACLE
JEFFERSON APARTMENT GROUP
CPP A WNC COMPANY
NHV
MILLCREEK RESIDENTIAL
Lewis Apartment Communities
MAA
LCOR
YOTEL

In The News/ Reference

Dec 2021	Spot On Networks Installs Building Wide Wi-Fi in Long Beach, CA	Read
Dec 2021	Wi-Fi Systems Installer Spot On Networks reaps rewards of sticking with New Haven	Read
Nov 2021	Spot On Completes Installation of Wi-Fi Network in Atlanta, GA	Read
Nov 2021	Spot On Networks Deploys Wi-Fi Network in Weehawken, N.J.	Read
Oct 2021	Spot On Networks Announces Deployment of RadioBoost™ in N.J.	Read
Oct 2021	Broadband Communities: MDU Providers, Multifamily Developers Set Broadband Performance as a Priority	Read
Oct 2021	Spot On Networks Announces Deployment of Public Safety DAS in N.J.	Read

Matt Tyre – VP of Sales
Mtyre@SpotOnNetworks.com
(781) 521-2800