Wireless Broadband Internet Access for
Multi-Tenant Unit Facilities

Overview

Wireless Broadband Internet represents a significant opportunity for Multi-Tenant Unit (MTU) owners/managers and a new, highly attractive service for tenants. The basic idea is to setup a highly advanced wireless network across the property that delivers very high speed Internet for tenants at speeds up to 100Mb and share in the profits. Tenants get instant access to lower priced, unlimited broadband using standard Wi-Fi or Ethernet, can pay easily along with the rent and can use the service anywhere across the complex. MTU owners/managers get a new revenue stream from existing properties, earning a potential $200k profit from just one 300 unit residential complex (10yr), in addition to any potential increases in occupancy and reduced turnover.

AzulStar brings a decade of experience providing commercial wireless broadband and is the leading provider to MTUs with multiple successful networks, including the Plaza Towers Apartments in Grand Rapids, MI. While other companies supply one, but not all of the pieces for providing wireless broadband, AzulStar uniquely provides an all-in-one solution, taking care of everything both up front and ongoing, including the Internet link to the facility - this means you only deal with one company for everything.

The service works for both residential and commercial properties and has proven successful, achieving 50% take-up rates within 6 months and providing a 1-year investment payback. AzulStar ensures success by investing jointly in the project, charging no ongoing fees, only sharing in the revenues once tenants sign up for service and MTU owners/managers begin making money.

How It Works

A large, high speed Internet circuit is brought wirelessly to the MTU complex using AzulStar's regional WiMAX 4G network. From that main Internet connection near the center of the complex, a state of the art Wi-Fi (802.11n) mesh network is used to distribute the Internet service throughout the complex and into all apartments. The network is non-invasive and can be installed in any complex and overtop of any existing cable or phone MTU network within a few days.

Tenants can instantly connect any Wi-Fi enabled computer or device and are provided a seamless signup process that only takes a couple minutes. When tenants first connect, they are brought

automatically to a sign up screen where they can choose plans from 1Mbps up to 100Mbps and the service is billed along with the utilities, so no credit card is needed.

Tenants get more attractive Broadband Internet Access:
- Unlimited Broadband Internet from 1Mb up to 100Mbps
- Low prices with no contracts or intro rates
- Connect instantly with Wi-Fi or Ethernet, no installation or cabling required.
- Pay easily along with your rent (no credit check) or using any credit/debit card
- For PC/Mac, laptops, gaming, smart-phones, tablets
- Wireless access everywhere across the campus, including public areas (e.g. pool, lobby)
- Service available immediately upon move in, no calls, appointments or installation.

The service is available anywhere throughout the apartment complex using standard Wi-Fi adaptors. Customers can optionally use a Wi-Fi modem (available at the front desk) for a home network.

Example Tenant Splash / Signup page

Network Installation

The network is professionally installed by AzulStar staff with equipment located on the building rooftop and in the attics/hallways of typical structures. The equipment in the hallways is subtle and sturdy with white covers that are screwed directly into existing wall outlets. The network is nearly 100% wireless, with only a few Ethernet cables depending on the layout and power sources and can usually be setup within a few days.

Once installed, AzulStar will test, operate and fully manage the system end-to-end providing ongoing Internet access uplink, customer tech support, 24x7 monitoring and network operations, billing/accounting, service provisioning and offsite/onsite maintenance of the network. AzulStar will train complex staff, who are only required to promote the service, bill tenants and hand out Wi-Fi modems when needed. AzulStar provides a detailed monthly statement showing the current users, exactly how much to bill them and what the total system revenue & profit is.

Costs/Profit

AzulStar jointly invests in the project along with the owners/managers and charges no ongoing fees, only sharing in revenues/profits once tenants sign up and the owner/managers begin making money. Up-front costs are standardized as follows:

- Residential MTU: $85/apartment one time charge, all inclusive.
- Commercial: $499/Small business all inclusive using Wi-Fi or $299/Small business using existing Ethernet cabling, with no pre-installed Wi-Fi network.

Ongoing system profits are split evenly between AzulStar and the MTU owner/manager, with 25% of all revenue collected paid out directly to MTU owners/managers as profit. (20% of revenue is paid out to the MTU when AzulStar does the billing and collections)

Benefits for Owners/Managers

There are many important benefits for MTU owners and managers:

- New, steady cash stream from existing properties
- Happier tenants and reduced turn-over/churn
- Low risk – there are no ongoing recurring fees, only profit sharing
- System can be installed in a few weeks and overtop of any existing phone or cable system.
- Simple, secure web interface for detailed monthly billing and reporting
- Internet access available for visitors/guests and internal office use

- Only one company to deal with, AzulStar takes care of everything.
- Highly reliable, carrier grade network and backhaul equipment with redundancy.
- Option to bundle Telephone and Satellite TV for additional profits

Next Steps:

The next steps to proceed are:

1. Contact an AzulStar sales representative by calling 877-AZULSTAR or sales@azulstar.com
2. Select an MTU property for the initial service roll-out within greater Grand Rapids, Kalamazoo, Lansing, Holland, Grand Haven, Muskegon, Albuquerque, Rio Rancho, Bernalillo areas.
3. AzulStar will perform an onsite survey and create a detailed Quote/Statement of work.
4. Sign agreement.
5. Purchase, setup and test network.
6. Train staff, deliver modems and launch the service.
7. Collect profits.

The entire process can be complete and generating profits within a month.   AzulStar will setup your first facility with no risk, where you can cancel and get your money back if we do not achieve take-rate success.

For more information, please go to www.AzulStar.com/MTU or call 877-AZULSTAR.