



**mobilitie**  
intelligent infrastructure

SARASOTA CO. INFRASTRUCTURE INVESTMENT

August 1, 2016

# Agenda

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- Introduction to Mobilitie
- Project Introduction and County Benefits
- Discuss Sarasota County Deployment
- Process proposal

# Mobile Data Trends and Demand Drivers

**84%**

OF TODAY'S SHOPPERS USE THEIR SMARTPHONE TO HELP SHOP IN-STORE

MORE THAN **80%** OF VOICE

CALLS ORIGINATE INDOORS

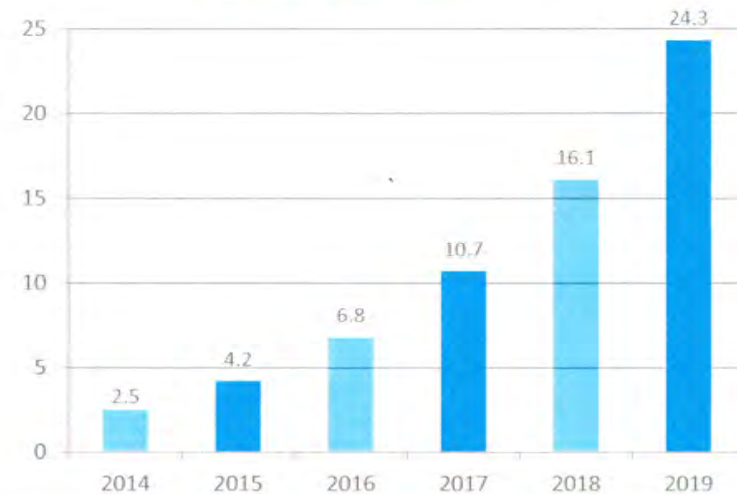
## DATA CONSUMPTION

30 MILLION MB OF DATA ARE USED EVERY 5 MINUTES THROUGH MEDIA STREAMING

**56%**

OF MOBILE DATA IS VIDEO

MOBILE DATA TRAFFIC (EB/MONTH)



U.S. MOBILE DATA USAGE

**90%**

OF HOUSEHOLDS USE WIRELESS SERVICE

**650%**

INCREASE EXPECTANCY OF MOBILE DATA FROM 2014 TO 2018

Source: Cisco VNI Mobile, 2016

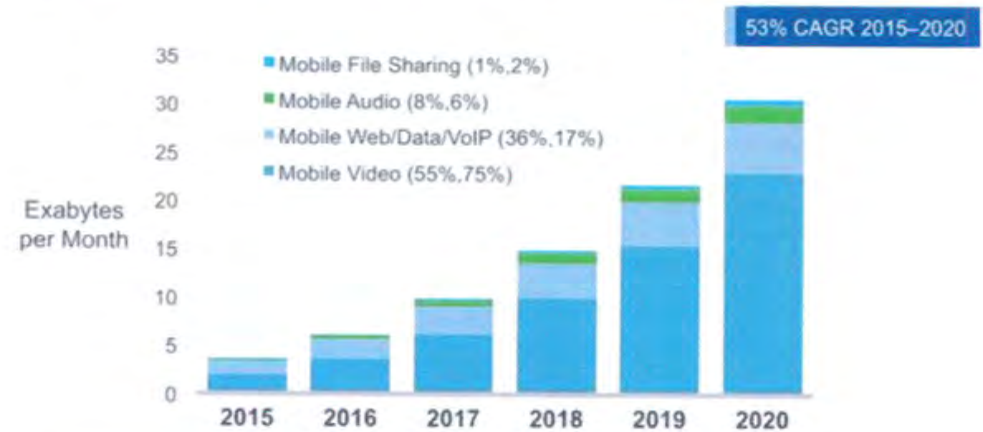
# 2020 Data Use Forecast

Mobile data traffic will grow 6-fold from 2015 to 2020, a compound annual growth rate of 42%.

Mobile data traffic will exceed 2.9 Exabytes per month by 2020 (the equivalent of 725 million DVDs each month), up from 503.9 Petabytes per month in 2015.

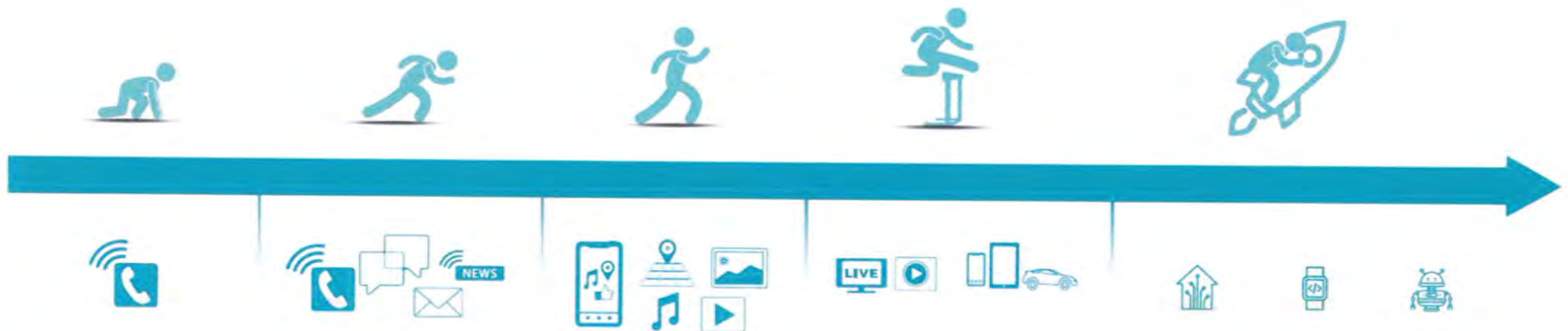
100% of mobile data traffic will be 'smart' traffic by 2020, up from 99% in 2015.

Figure 26. Mobile Video Will Generate Three-Quarters of Mobile Data Traffic by 2020



Figures in parentheses refer to 2015 and 2020 traffic share.

Source: Cisco VNI Mobile, 2016



# About Mobilitie



## SMALL CELLS

Indoor and outdoor Small Cell networks use Femtocell, Picocell, and Microcell technologies with combined radio heads to provide improved 3G, 4G, LTE, and Wi-Fi service to enterprises and real estate properties



## TRANSPORT CONNECTIVITY

Wireless and Wireline solutions that provide high data bandwidth connectivity to boost throughput and capacity of new and existing networks



## Wi-Fi

High-density Wi-Fi networks that provide ubiquitous internet access to all wireless enable mobile and fixed devices

# OUR SOLUTIONS



## DAS

Indoor and outdoor neutral host Distributed Antenna Systems that provide improved coverage and capacity for all wireless carriers at large venues and in the most challenging locations across the country



## COMMUNICATION TOWERS

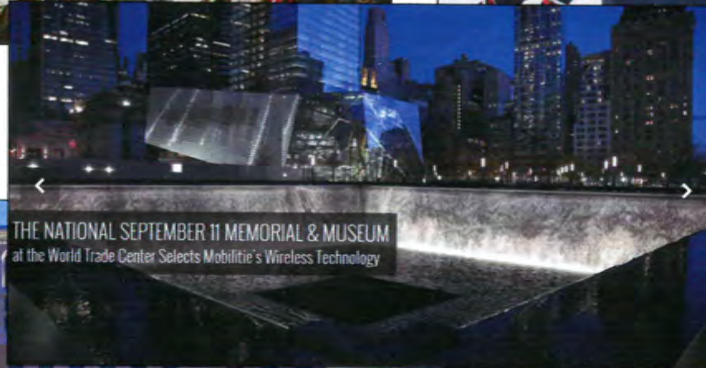
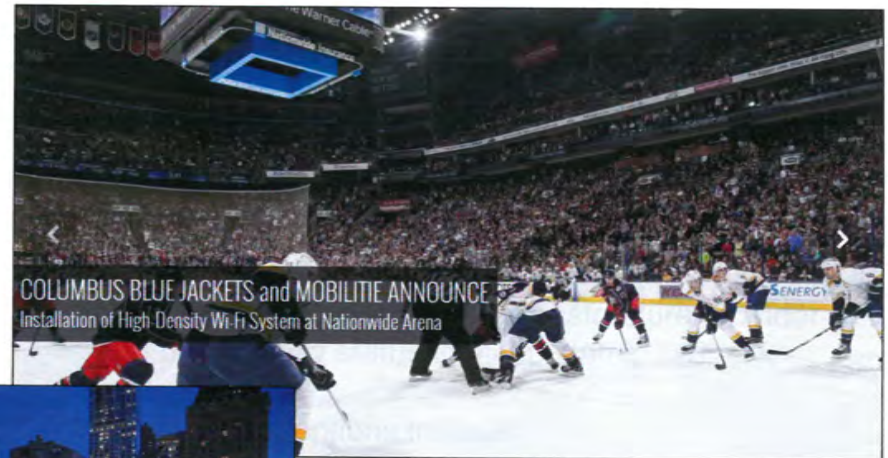
Multi-carrier communication towers that enable improved wireless service to carriers across their nationwide macro networks based on our industry leading Lease-to-Suit® model



## COLOCATION MANAGEMENT

Our program allows wireless carriers to focus on their core business by having Mobilitie manage third party activity on tower sites

# Sample Projects



# About The Effort

## Mobilitie

Fund, deploy and manage wireless infrastructure solutions to meet the needs of the County and its citizens by enabling connectivity.

### Mobilitie to lead largest small cell deployment in US

Enhancing coverage in all 50 US states

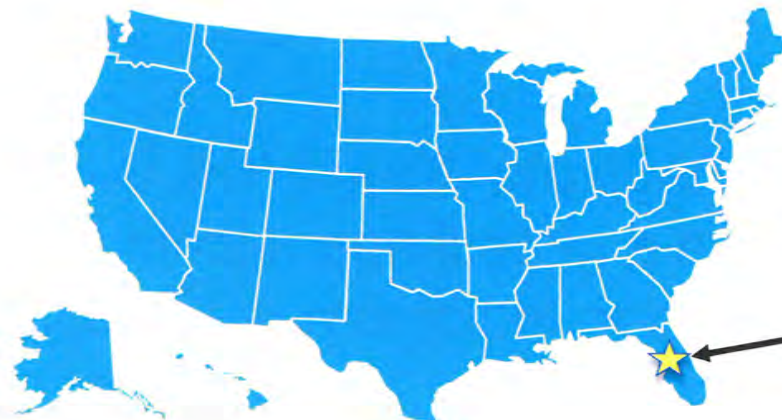
- Phased deployment of **~70,000** small cell sites
- All small cell sites to be operational within **14 months**

### Mobilitie's public utility status

Mobilitie is the only wireless infrastructure provider with public utility status in all 50 states

Infrastructure options include:

- Utility poles
- Light posts
- Traffic signal posts



Mobilitie is a registered AAV in the State of Florida.

## Florida – Public Utility Status

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October 2006 – Certificate to Provide Alternative Access  
Vendor Services

A Competitive Local Exchange Carrier [“CLEC”]

F.S. § 337.401(3)(a) – provides that “...cities treat providers of communications services in a nondiscriminatory and competitively neutral manner when imposing rules or regulations governing the placement...of communications facilities in the public roads or rights-of-way. “

According to F.S. § 337.401(3)(e): “providers of communication services may provide similar services in a manner that requires the placement of facilities in municipal or county roads or rights-of-way.”



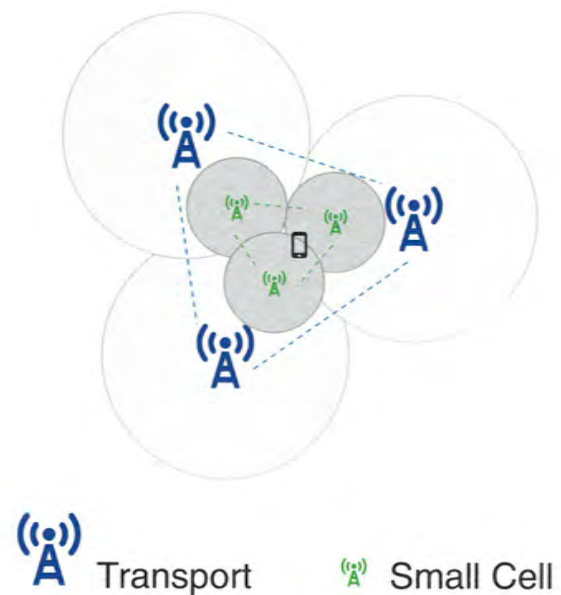
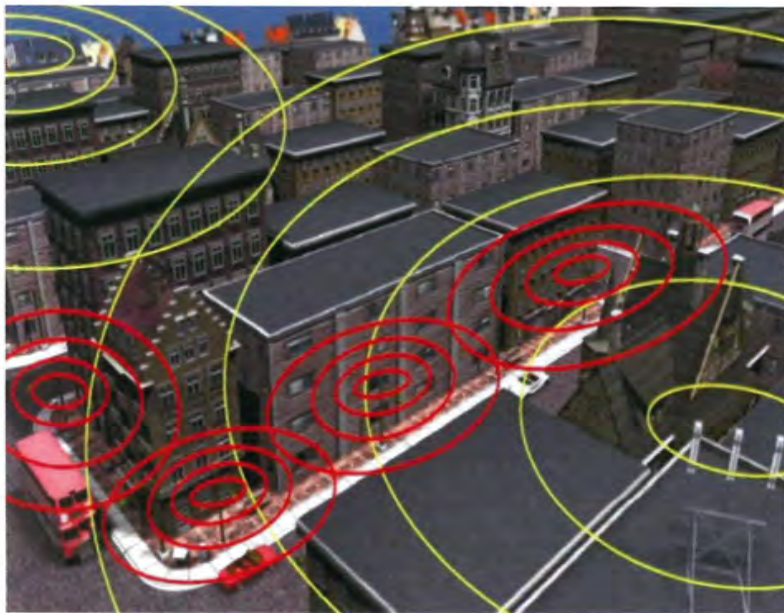
## Benefits of Mobilitie Transport Structures

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- Reduced need to “tear up” streets
- Densification of coverage improves emergency response
- Cutting edge technology that is easily upgradable
- Wireless components extend connectivity to outdoor uses and underserved communities
- Opportunity for co-location of city cameras [monitoring/security]

## Holistic Network Design

- Objective is 100% Coverage
- State-of-the-art 4G LTE, 5G ready.
- Designed to address long term data demands



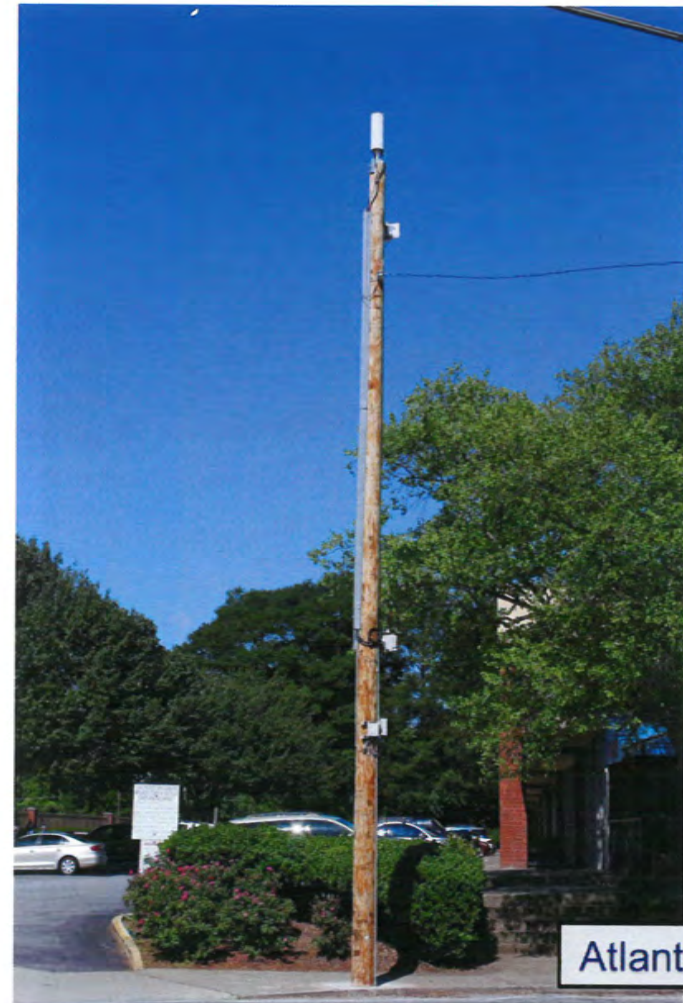
# Network Densification - The Carrier Solution



## The New Solution – Small Cells



LA, CA



Atlanta, GA

# The New Solution – Small Cells



## Sarasota Partnership & Process

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- County's Point of Contact for ROW and infrastructure applications and permits.
- Approved template that can drive efficiencies from the County.
- Design Review to pre-approve locations
- Numerical expectations on bulk submissions
- Jurisdiction permit review timelines
- Staff Augmentation to accommodate spikes
- List of available assets and ROW locations
- List of all other processes, e.g. traffic control, excavation permits, bonds, insurance, etc.

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**THANK YOU.**