What are a few SAGESS3 Success Stories?
(Strategic Consulting, Managed UC Solution)

Transportation Organization

- ❖ Requirement 1 = Build <u>Shared Services</u> solution for Airport to more effectively serve Retail, Government and Airline Tenants
- ❖ Requirement 2 = Construct neutral host mobile tower (Mobility, DAS)..and then manage internally
- ❖ Generate new revenue stream from these services

Technology, Service & Network Provided

- ❖ Implemented new UC platform for Airport, Retail Tenants, Government Agencies and Airline users
- ❖ Deliver required services to provide simple, "1 stop shopping" to all Tenants
  - Telephone services; Wireless; Cable TV; Digital Signage
- ❖ Assume daily selling, implementation, support and management of all Tenant services offered
  - Provide on-site Site Services Manager + combination of on-site and centralized resources
- ❖ Implemented Distributed Antennae System (DAS) ⟶ neutral host mobile tower
  - 3 yr. engagement…end of term Airport owns asset
  - Four (4) Mobile Carriers signed up – AT&T, Verizon, Sprint and T-Mobile

Financial Benefits Achieved

- ❖ $0 OpEx and $0 CapEx dollars spent to build Shared Services offering
  - Engaged in "revenue share" model with Airport
  - Provided enhanced UC infrastructure services for all Tenants and their clients
  - DAS implemented and positioned for Airport ownership after only 3 yrs.

SAGESS3