



**DATE:** August 22, 2024

**RE: Ubicquia Partnership via Master Attachment Agreement (MAA)**

**UBICQUIA Ericsson Street Radio (UbiMetro) and Public Safety (UbiHub) products**

**To Whom It May Concern,**

My name is Tom Kroh, Regional Director Site Acquisition and Deployment for Ubicquia, Inc. Having worked in the wireless industry for 29 years, I am very familiar with the challenges of meeting the 5G wireless needs of residents while maintaining the historic and aesthetic integrity of the town. Our team works closely with wireless operators and municipalities by providing a simple, scalable and innovative way to make existing streetlight infrastructure intelligent. Rather than building new towers or cell sites, we leverage existing streetlight infrastructure and our Ubimetro and Ubihub platforms to improve wireless connectivity, increase public safety, and bridge the digital divide.

To deploy these products, we work with municipalities to obtain attachment rights for their streetlights. Having long-term contracts with nearly 900 utilities and cities across the country and deep relationships with every major wireless operator, Ubicquia is well positioned to help municipalities monetize their existing assets while supporting its residents by improving connectivity and/or public safety.

**Benefits to the Town/Muni:**

- Utilize Existing Streetlight Assets for **non-traditional revenue generation**
- No out-of-pocket expenses for the Town/Muni
- Ubicquia is single point of contact for parties interested in attaching to Town/Muni streetlights
- Minimizes burden on Town/Muni personnel
- Ubicquia coordinates all activities with wireless operators and/or public safety
- No light pole replacement; no new commercial power service; no lengthy construction process
- Ubicquia reimburses the local power company directly for electricity used
- Ubicquia platforms (Ubimetro and Ubihub) are aesthetically pleasing and unobtrusive

**Objective:** Deploy Ubicquia products, while helping the Town/Muni drive new non-traditional revenue across existing streetlight assets. Ubicquia will work with the Town/Muni to establish a mutually agreed upon Master Attachment Agreement that will allow **NON-EXCLUSIVE** access to the existing streetlight NEMA socket.



For every streetlight Ubicquia utilizes, the Town/Muni will be paid \$360/year. We anticipate utilizing as many as 200 streetlights over a five-year period. **Potential annual revenue for the Town/Muni could be \$72,000/year:**

Deployment Years	UbiMetro/UbiHub	Attachment Fee	Electric Reimbursement	Total Annual Revenue
1 & 2	30 - 60	\$30/unit/month	To utility / agreed rate	\$10,800 - \$21,600
3 through 5	100 - 200	\$30/unit/month	To utility / agreed rate	\$36,000 - \$72,000

Ubicquia is very excited to partner with the Town/Muni to drive new revenue across the Town/Muni's existing streetlight assets. Please contact me at your earliest convenience to schedule a call or in-person meeting. I can be reached at 317-441-8271 or [tkroh@ubicquia.com](mailto:tkroh@ubicquia.com).

Thank you in advance for your time and consideration, I look forward to hearing from you.

Thomas Kroh  
Regional Director-Site Acquisition & Deployment  
Ubicquia, Inc.



## Ubicquia Site Development Services



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