

GREENSBORO COLISEUM COMPLEX							
TURNKEY WI-FI NETWORK SOLUTION							
WI-FI PROPOSAL SUMMARY							
		Northstate Communications		Spirit Communications		Verizon	
		HQ - High Point, NC		HQ - Columbia SC		HQ - Cary, NC	
						IE (Internetwork Engineering	
						HQ - Raleigh, NC	
	EVALUATION FACTORS						
1	FULL GCC SITE	Yes		Yes		Yes	Yes
2	Term of proposal	60 months		60 months		60 months	60 months
3	Install Window of Time	5 months		6 months		6 months	6 months
4	Total Installation Costs	Included in total system cost		Included in total system cost		\$ 2,466,337.00	\$ 2,214,122.00
5	Total Maintenance & Management Costs	Included in total system cost		Included in total system cost		\$ 1,324,983.00	\$ 1,599,605.00
6	Total System Costs	\$ 1,818,960.00		\$ 1,620,000.00		\$ 3,791,320.00	\$ 3,813,727.00
7	Gross Monthly Cost (before advertising)	\$ 30,316.00		\$ 27,000.00		\$ 63,188.67	\$63,562.12
8	Tanger WIFI Service Expense over Term	\$ -		\$ 80,340.00		\$ -	\$ -
10	Marketing Commitment Dollars over Term	\$ 330,000.00		\$ 123,750.00		\$ 492,156.00	\$ 200,000.00
11	Net Expense over term	\$ 1,488,960.00		\$ 1,496,250.00		\$ 3,299,164.00	\$ 3,613,727.00
12	Monthly Net Expense	\$ 24,816.00		\$ 24,937.50		\$ 54,986.07	\$ 60,228.78
13	Internet service partner?	North State		Spirit		Verizon	No - Buy service from anyone
14	Internet service Included in Price	Yes		Yes		No	No
15	Cost for 1 Gigabyte service per year	4 GB (included in total cost)		5 GB (included in total cost)		(1GB Service) - \$34,643.00	Not Included
16	Cost of 500 Megabytes of service per year	Not recommended		Not recommended		\$ 27,847.60	Not Included
17	Tanger WIFI Service	1 GB		1 GB		Additional cost	Additional cost
18	Finance 100% ?	Yes		Yes		Yes	Yes
19	Purchase or Lease	Lease		Lease		Purchase	Purchase
20	Years of Monitoring Included	60 months		60 months		60 months	60 months
21	First Payment Due	On completion of project		On completion of each venue		On completion of project	On completion of project
22	Equipment Manufacturer	Cisco		Ruckus		Extreme	Cisco
23	Cable Partner	North State		Spirit		HMI	AFL
24	Cable Type	Single Mode Fiber		Single Mode Fiber		Single Mode Fiber	Single mode Fiber
25	Monitoring Partner	North State		Spirit		CTS	Cisco
26	Incorporates 5G and 2.4G Spectrum	Yes		Yes		Yes	Yes
27	Reporting and Analytics	Cisco Analytics		Euclid		Extreme	Cisco
28	Venue to Receive data on 100% of users	Yes		Yes		Yes but no email capture	Yes
29	# of annual Stand-by Service visits included	120 hours		120 hours		8 events	10 events
30	Local Office	Yes		Yes		No	No
31	References (by vendor)	North State - Greensboro Grasshoppers, Wyndham Championship		Spirit - Spirit Communications Ballpark - Columbia, SC		Tenn Titans, Carolina Panthers (NFL Partner)	Olympics, etc.
32	References (by equipment provider)	Cisco - Multiple facilities nationwide including City of Greensboro		Ruckus - Multiple facilities nationwide			
33	Wifi Access pts					designed to cover 50%	designed to cover 100%
	Arena	223		253		381	424
	Terrace	4		4		0	51
	Odeon	4		3		0	31
	SEC	42		72		65	47
	Field House	19		14*		20	30
	Aquatic Center	22		37		15	26
	White Oaks Amphitheater	15		18		0	24
	Total Access pts	329		387		481	633