AGENDA

1:00 PM  Registration
1:30 PM  Public Safety LTE
2:00 PM  The DAS Industry, From the Financial Community's Perspective
2:30 PM  Where Fiber Meets The Tower: The Journey and Opportunities
3:00 PM  In-Building Wireless Connectivity Systems: One Size Does Not Fit All! To Manage The Perception of Growing Complexity are Vertical Centric Solutions and Funding Models the Solution?

3:30 PM  Break
3:30 PM  Welcome Committee Forum: “Monetizing Wireless Infrastructure”
4:00 PM  The Market Landscape of Commercial Real Estate Towers and the Growth of Smart Cities
4:30 PM  Fireside Chat: Where Wireline and Wireless Meet with INCOMPAS, NEDAS and WIA
4:45 PM  Closing Remarks
2020 NEDAS ANNUAL SPONSORSHIP
THE NEDAS TEAM

Ilissa Miller
Theresa Lipiro
Michael Egan
Caroline Hedges

IN COORDINATION WITH: EAST OF ELLIE, AN EVENTS CO.

Emily Chalk Battaglia
Cindy Kapp
Karen Marin
Michelene Scarchilli
Join NEDAS, ZenFi Networks and Boingo for a Free Webinar

Presented by: ZenFi Networks, Boingo
NEDAS LIVE!
Where Wireline & Wireless Meet
PODCAST

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DID YOU KNOW…

- There have been 1587 preliminary unfiltered reports of tornadoes in the US so far this year? Ranking it the 2nd highest on record?
- Did you know that 200,000 people were evacuated in California due to 1 wildfire and it was declared a state of emergency. That is only 1 of 6400 fires In CA reported so far this year.
- Did you know that Atlantic hurricanes are getting stronger and faster due to climate change. We had 19 named storms this year.
- Did you know that there have been 369 mass shootings in the US this year? That is an average of more than 1 mass shooting per day. This isn’t a matter of if we are going to see another catastrophic event or mass tragedy but the question should rather be when and where.
- 2018 80% off 911 calls originated from a cell phone. We need to make sure that those cellular phones work.
- How is the cellular industry doing?
THE DAS INDUSTRY, FROM THE FINANCIAL COMMUNITY’S PERSPECTIVE

SEAN HEW
Vice President, MVP Capital, LLC

PATRICK FEAR
Managing Director & Founding Member, AB Private Credit Advisors

ABHISHEK RAMPURIA
Vice President, M/C Partners

EDWARD FARSCHT
CEO, Diamond Communications

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2:00 PM
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WHERE FIBER MEETS TOWER: THE JOURNEY AND OPPORTUNITIES

DON MACNEIL
CEO, FiberLight

KENNETH LUZZATTO
Sr. Account Executive, AiNET

BILL CUNE
Vice President, Network Architecture, Corning Optical Networks

RAY LACHANCE
Co – Founder and CEO, ZenFi Networks
IN-BUILDING WIRELESS CONNECTIVITY SYSTEMS: ONE SIZE DOES NOT FIT ALL! TO MANAGE THE PERCEPTION OF GROWING COMPLEXITY ARE VERTICAL CENTRIC SOLUTIONS AND FUNDING MODELS THE SOLUTION?

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Ranplan Wireless
JASON SUPLITA  
Vice President, Ranplan Wireless

JONATHAN ROWNEY  
RunPlan Wireless, Solutions Consultant

MIKE DORRANIAN  
EVP of Business Development and RF Engineering, Telnet

JOE SCARANGELLA  
Design Engineering Manager, RE Connect

SHERRI LINTON  
RF Solutions Engineer, Wireless Services
BREAKOUT SESSION IN THE SUMMIT ROOM

WELCOME COMMITTEE FORUM: "MONETIZING WIRELESS INFRASTRUCTURE"

3:30 PM
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THE MARKET LANDSCAPE OF COMMERCIAL REAL ESTATE

NICOLE MILLER
Managing Director, Savills

STEVE YAPSUGA
Co-Chair Advisory Counsel, NEDAS, COMBA Telecom

DAVE MILLER
Head of Boston, WiredScore

GREG SPRAETZ
SVP Real Estate Solutions, Extenet
TOWERS AND THE GROWTH OF SMART CITIES

LETECIA LATINO
President & CEO, Neptuno USA, Corp.
Towers and the Growth of Smart Cities

Leticia Latino van-Splunteren-CEO
FCC’s BDAC Member and Chair of Job Skills Group
Member of SmartCities and WIA Task Forces
llatino@neptunousa.com
Everybody loves a Good Story...

Neptuno’s Founder- Venezuela 1965

Neptuno’s CTO- Venezuela 1972

Neptuno’s Founder- Ericsson’s CEO Dallas, 2019

Neptuno USA CEO in pregnant belly 1973
Neptuno at-a-Glance

Well established telecommunications tower manufacturer
Founded: 1972 – 100% privately owned

- Main products: towers, shelters and tower accessories, for telecommunications, radio, TV; Engineering and Installation
- Total Neptuno towers deployed: ~10,000
- No. of employees: ~200
- Neptuno USA, Corp incorporated in FL in 2002.

**WBENC Certified in 2017**
- A&E Services
- Total 3D Sites (reality Caputure) performed: ~5,000
- Total Assets Managed in NAAP Software ~2 MM
Macro Towers are a key wireless enabler.

There are approximately 350,000 Macro Sites operational in the US.

In the advent of 5G it is expected that for every Macro Site installed, 10 Small Cells will be Deployed in Urban Areas.
Entering a new era...

Human habitation is shifting

- 1st time in history more humans live in urban centers
- By 2050, 70% of humans will live in urban centers
- 3 billion people will be added to urban centers
- More than 60% of the metro areas that will exist in 2050 have not yet been built
- Entering the age of Urban Data Gathering

Acceleration of Global Urbanization + Digital Revolution = SMART URBANITY
The era of Smart Cities

- Places people at the center of development
  - human-centered design
- Incorporates Information and Communication Technologies (ICT) into urban management,
- Uses these elements as tools to stimulate the design of an effective government that includes:
  - collaborative planning
  - citizen participation
- By promoting integrated and sustainable development, Smart Cities become more innovative, competitive, attractive, and resilient, thus improving lives.
There are approximately 350,000 Macro Sites operational in the US. In the advent of 5G it is expected that for every Macro Site installed, 10 Small Cells will be Deployed in Urban Areas.
The era of Smart Cities

Municipalities are driven to deploy solutions that drive citizen engagement, solve operational problems, and deliver meaningful data that can lead to improved services.

How can they deploy these solutions:

• "Build, Own, Operate," where the city is the primary contractor and delivers the smart city services, so operation and maintenance are completely under the city’s control.
• "Build, Operate, Transfer", the city appoints someone to build the smart city infrastructure and then the city takes over.
• "Open Business Model“, where the city allows any qualified company or business to build city infrastructure and provide city services under specific guidelines and regulations.
• "Public-Private Partnership“, in which the city works with a private-sector partner.
The vision we are buying into..

- Connected vehicles (Public Transportation and private).
- Sensors EVERYWHERE (environmental, safety, traffic management, Smart Parking, waste management, disaster planning and recovery etc).
- UAV’s (Drones) as a logistic enabler.
- Robotics and Telemedicine.
- Virtual Reality as a work from home enabler.
- App driven economy.
- All type of Connected devices (21,500,000,000 forecasted IoT devices by 2025).
There are approximately 350,000 Macro Sites operational in the US. In the advent of 5G it is expected that for every Macro Site installed, 10 Small Cells will be Deployed in Urban Areas.

But Infrastructure is often...

the BIG
“Elephant in the Room”
We are dreaming this...

There are approximately 350,000 Macro Sites operational in the US. In the advent of 5G it is expected that for every Macro Site installed, 10 Small Cells will be Deployed in Urban Areas.
But we are building this...

To achieve the SmartCity vision and tap into 5G full potential, Small Cells will need to be deployed every 300-400 Mts from each other.

Industry and Government MUST work together compromising on the best way to move forward. Is not a matter of IF, is a matter of HOW.
How can we succeed?

- We have to aim at true collaboration of private and public sectors.
- Cities MUST start by having a MASTER PLAN and a clear vision so that they can avoid visual pollution, clustering and solutions fragmentation.
- Infrastructure vendors MUST think out of the box. We can’t solve new challenges with old solutions.
- Cities should designate Innovation Districts that can serve as “test-bed” environment to evaluate solutions.
Our own vision

There are approximately 350,000 Macro Sites operational in the US. In the advent of 5G it is expected that for every Macro Site installed, 10 Small Cells will be deployed in Urban Areas.
A closing thought...

THE SECRET OF CHANGE IS TO FOCUS ALL OF YOUR ENERGY, NOT ON FIGHTING THE OLD, BUT ON BUILDING THE NEW.

Socrates
THANK YOU and Q&A!

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TOWER FAMILY FOUNDATION

JIM GOLDWATER
Tower Family Foundation
Fireside Chat: Where Wireline and Wireless Meet with INCOMPAS and WIA

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CEO, iMiller Public Relations
CLOSING REMARKS

ILISSA MILLER
President, NEDAS
CEO, iMiller Public Relations

STEVE YAPSUGA
Co-Chair Advisory Counsel,
NEDAS / COMBA Telecom
SAVE THE DATE

NEDAS MIAMI
February 10, 2020

NEDAS BOSTON
April 9, 2020

NEDAS NEW YORK
September 17, 2020

NEDAS ATLANTA
December, 2020

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