




NEDAS

WASHINGTON, D. C

NOVEMBER 21, 2019

#NEDASDC

AGENDA

1:00 PM	Registration	3:30 PM	Break
1:30 PM	Public Safety LTE	3:30 PM	Welcome Committee Forum: “Monetizing Wireless Infrastructure”
2:00 PM	The DAS Industry, From the Financial Community’s Perspective 	4:00 PM	The Market Landscape of Commercial Real Estate
2:30 PM	Where Fiber Meets The Tower: The Journey and Opportunities	4:30 PM	Towers and the Growth of Smart Cities
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?	4:45 PM	Fireside Chat: Where Wireline and Wireless Meet with INCOMPAS, NEDAS and WIA
		5:30 PM	Closing Remarks



NEDAS BI-WEEKLY NEWSLETTER



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

NEDAS DECEMBER 12, 2019 AT 12PM EDT



JOIN NEDAS, ZENFI NETWORKS AND BOINGO FOR A **FREE WEBINAR**

Presented by: **ZenFi** **boingo**
NETWORKS

NEDAS LIVE!

Where Wireline & Wireless Meet

PODCAST



LISTEN HERE:



2019 ADVISORY COUNCIL



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ZENFI NETWORKS



ARI ZOLDAN
QUANTUM
TECHNOLOGIES



AUDREY BLOSSER
MICROSOFT



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CARRIE CHARLES
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HEBERT SEDAS
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LAURIE CARUSO
SAFE FI TECH

2019 ADVISORY COUNCIL



ILISSA MILLER

President, NEDAS
CEO, iMiller Public Relations



STEVE YAPSUGA

Co-Chair Advisory Counsel,
NEDAS / COMBA Telecom



A nighttime photograph of the U.S. Capitol building in Washington, D.C. The building is brightly lit, and its iconic dome is the central focus. The lights from the building and surrounding trees are reflected in the calm water of the reflecting pool in the foreground. The sky is a deep blue. The text "WITH THANKS!" is overlaid in the center of the image in a large, white, sans-serif font.

WITH THANKS!

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PUBLIC SAFETY LTE



DENNIS
BURNS

Manager Business
Development, NE,
ADRF



JOHN
FOLEY

General Manager,
Safer Building Coalition



LAURIE
CARUSO

CEO,
SafeFi Tech



GUY
JOUANELLE

Principle,
Jouanelle Consulting, LLC



1:30 PM
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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?

PUBLIC SAFETY LTE



DENNIS
BURNS

Manager Business
Development, NE,
ADRF



JOHN
FOLEY

General Manager,
Safer Building Coalition



LAURIE
CARUSO

CEO,
SafeFi Tech



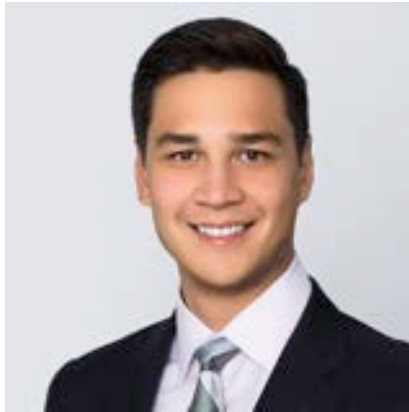
GUY
JOUANELLE

Principle,
Jouanelle Consulting, LLC



1:30 PM
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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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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



2:30 PM
#NEDASDC

**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?**

Sponsored by:





JASON SUPLITA

Vice President,
Ranplan Wireless



JONATHAN ROWNEY

RanPlan Wireless,
Solutions Consultant



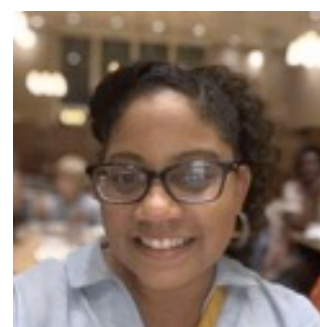
MIKE DORRANIAN

EVP of Business Development
and RF Engineering,
Telnet



JOE SCARANGELLA

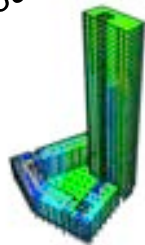
Design Engineering Manager,
RE Connect



SHERRI LINTON

RF Solutions Engineer,
Wireless Services

Is this your building?



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



4:00 PM
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4:30 PM
#NEDASDC

TOWERS AND THE GROWTH OF SMART CITIES



LETICIA LATINO

President & CEO,
Neptuno USA, Corp.



NEDAS SYMPOSIUM D.C.

November 21, 2019.



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



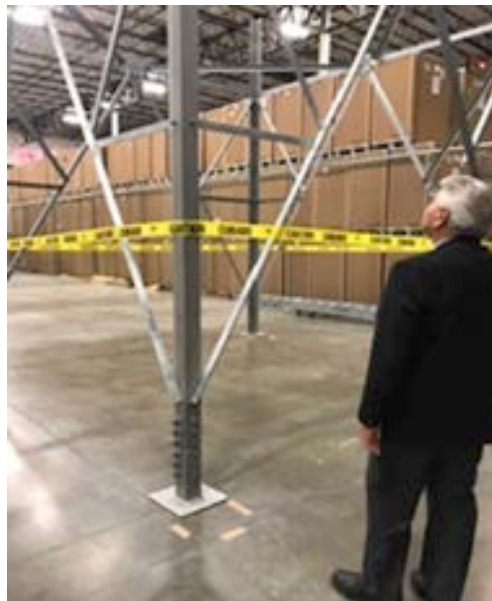
Everybody loves a Good Story...



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 Capture) 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
=

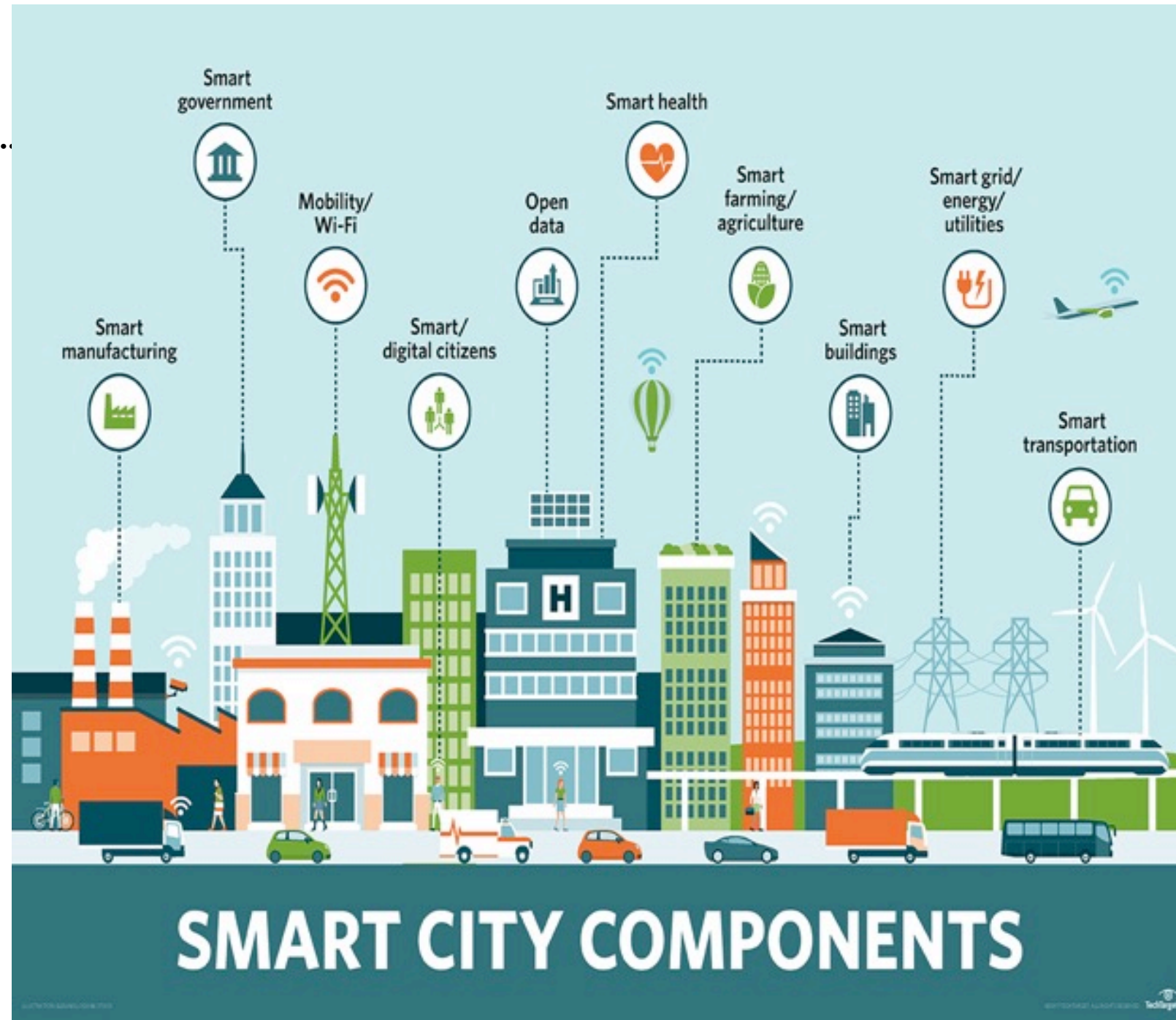
SMART URBANITY



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.





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).





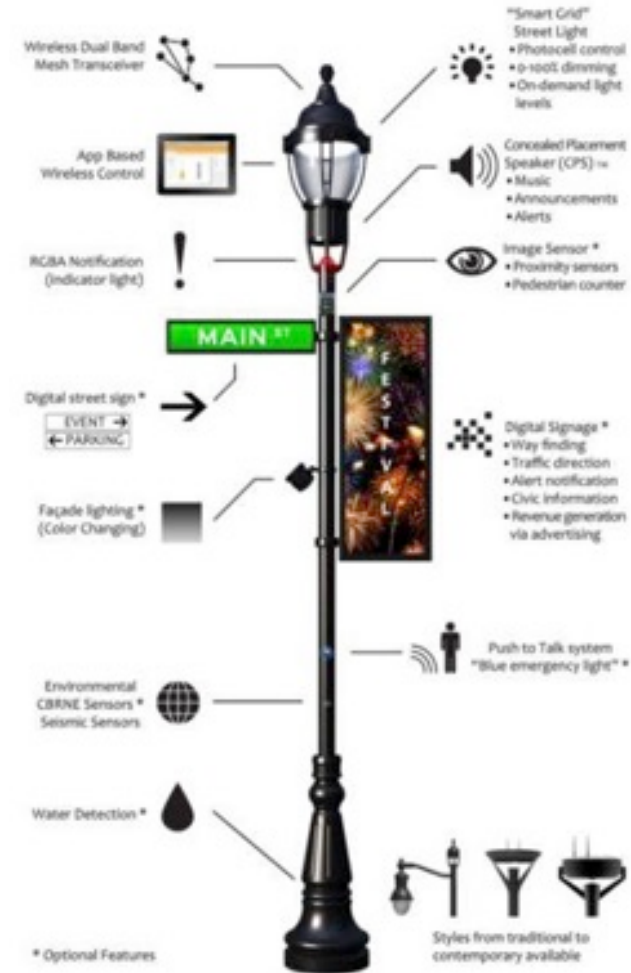
But Infrastructure is often...



...the BIG
"Elephant in the Room"



We are dreaming this...





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.
- Federal and Local Government MUST produce new zoning and smart city related guidelines. Dated zoning rules + Innovative Products = Paralysis by Analysis.
- Cities should designate Innovation Districts that can serve as “test-bed” environment to evaluate solutions.



Our own vision

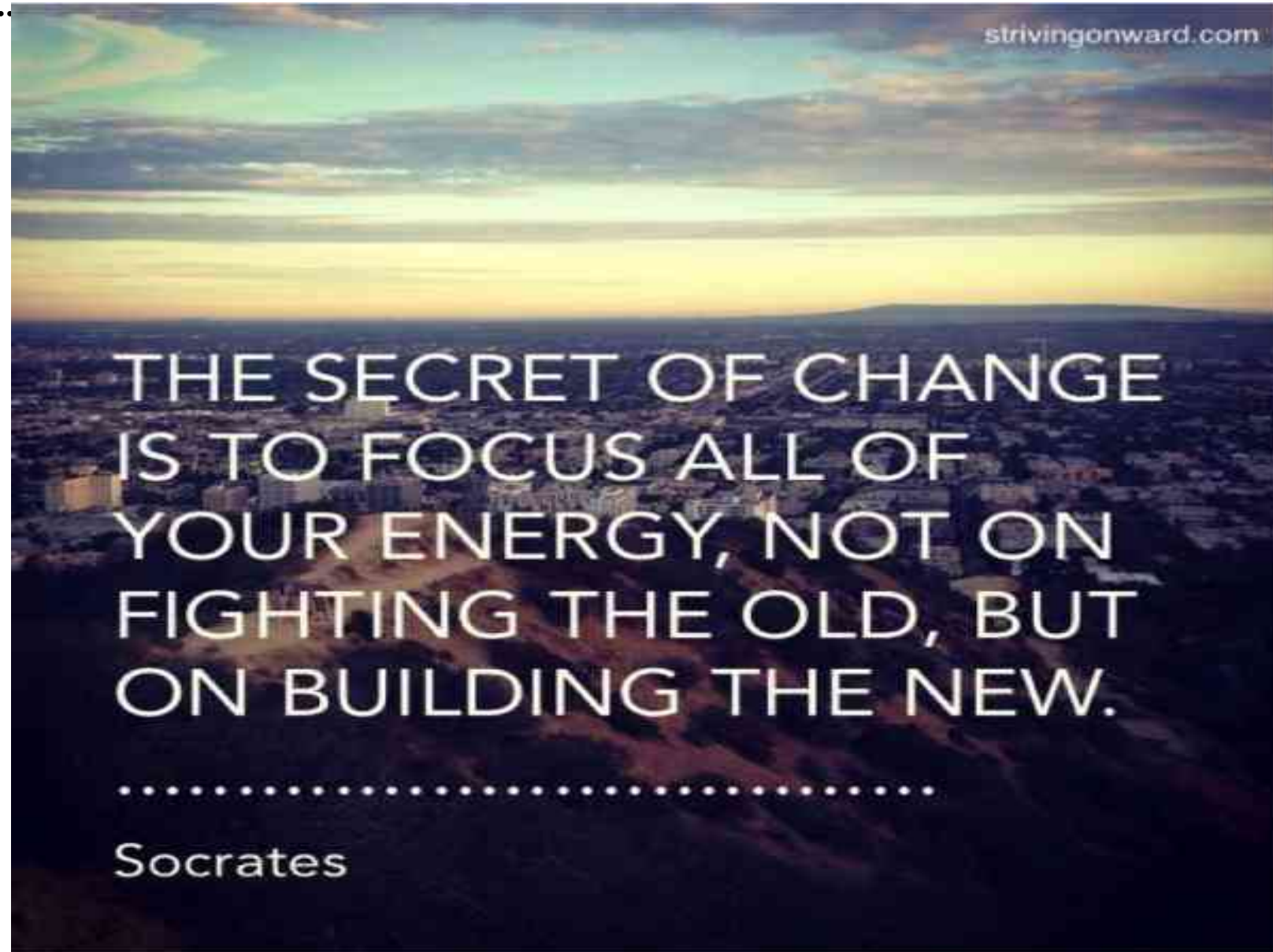


SmartTecPort
Connecting Humanity for Tomorrow





A closing thought...





THANK YOU and Q&A!



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+1-786-281-6610

Podcast: Back2Basics

Confidential



TOWER FAMILY FOUNDATION



JIM GOLDWATER

Tower Family Foundation

4:45 PM
#NEDASDC

FIRESIDE CHAT: WHERE WIRELINE AND WIRELESS MEET WITH INCOMPAS AND WIA



CHIP
PICKERING

CEO,
INCOMPAS

INCOMPAS SHOW



JONATHAN
ADELSTEIN

CEO,
WIA

WIA



ILISSA
MILLER

President, NEDAS
CEO, iMiller Public Relations

NEDAS

4:50 PM
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CLOSING REMARKS



ILISSA MILLER

President, NEDAS
CEO, iMiller Public Relations



STEVE YAPSUGA

Co-Chair Advisory Counsel,
NEDAS / COMBA Telecom



5:30 PM
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SAVE THE DATE



NEDAS MIAMI

February 10,
2020



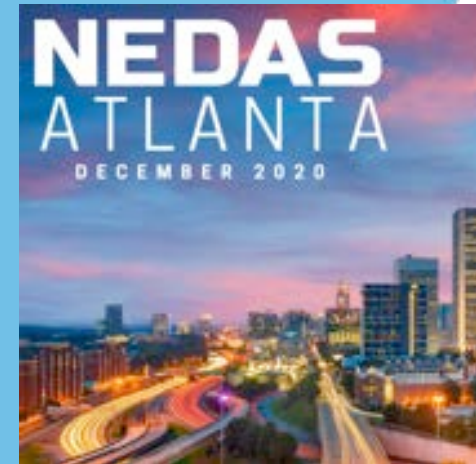
NEDAS BOSTON

April 9,
2020



NEDAS NEW YORK

September 17,
2020



NEDAS ATLANTA

December,
2020