

3/18/2019

The Crowne at Wailuna

98-1981 to 98-2079 Kaahumanu St.

Aiea, HI 96701



Dear Board of Directors:

Subject: The Crowne at Wailuna AOOU

Bulk Proposal for TV and Internet Service

Thank you for the opportunity to allow us to submit a proposal for entertainment and communication services at The Crowne at Wailuna.

Here are some of the great features available to our subscribers:

- **On Demand Channels** – Watch your favorite shows, movies, news, sports and other events whenever you want. Over 16,000 On Demand shows and movies including over 12,000 FREE.
- **Exclusive Programming** – Spectrum OC16, Spectrum Sports, Scenic Hawaii and more.
- **OC 16** – 100% Original. 100% Local. This exclusive channel features Hawaii's high school sports and more than 30 locally produced shows like Skin Diver and Ultimate Japan.
- **Spectrum WIFI & Hotspots** – Unlimited access to over 4,500 Spectrum WIFI hotspots in Hawaii and over 500,000 TWC hotspots nationwide to save on your data plan charges. Free with Spectrum Internet and above.
- **Mobile Apps**- Access to over 60 plus mobile apps, such as Spectrum TV, WatchEspn, WI-Fi finder and others.

We are honored to be considered the primary provider at The Crowne at Wailuna. It is our objective to provide the best solution to enhance your residents' entertainment, communication and security needs in a cost effective way. Spectrum is confident that we will carry out all requests in a professional and successful manner in which will meet and exceed your needs.

David Lapera
Account Executive
Spectrum Community Solutions
200 Akamainui Street Mililani, Hawaii 96789
Office: 808.625.8303 Cell: 808.284.8845

The Crowne at Wailuna

Spectrum Community Solutions- Bulk Proposal

Option 1: TV only -

Service	2019 Retail Rates	Bulk Rates
Spectrum TV Select		Included
One High Definition Box		Included
Total		

- **Spectrum TV Select**

- 125+ channels **Including FREE HD**
- Access thousands of On Demand choices - including HD and movies in 3D
- Stream live TV and On Demand content with the Spectrum TV App
- Access your favorite network TV apps

- Provides The Crowne at Wailuna a low bulk rate for our TV Select Channel Lineup with 125+ channels.
- Includes exclusive channels only available on Spectrum, such as Spectrum OC16, Spectrum X-Cast, and Surf Channel. Watch UH Volleyball, High School Sports and locally produced shows
- Currently 68% or 108 residents subscribe to Television Services from Spectrum. The majority of the residents will see their individual bills substantially decrease.
- A signing bonus of \$7,900 will be paid upfront to AOOU for signing a TV bulk agreement.
- Residents have the ability to upgrade their TV package on their own to TV Silver for \$20 per month or TV Gold for \$40 per month. TV Silver and TV Gold include additional Premium Channels listed below. Residents are then billed individually and won't affect the bulk rate.
- **Spectrum TV Silver- \$20 a month before taxes and fees. (View Channel Lineup at www.spectrum.com)**
 - 175+ channels **Including FREE HD**
 - Includes **HBO, Cinemax, Showtime, & NFL Network**
 - Watch **HBO GO, MAX GO, & Showtime Anytime**
 - Stream live TV and On Demand content with the Spectrum TV App
- **Spectrum TV Gold- \$40 a month before taxes and fees. (View Channel Lineup at www.spectrum.com)**
 - 200+ channels **Including FREE HD**
 - Includes **HBO, Cinemax, Showtime, TMC, STARZ, STARZ ENCORE, NFL Network, & NFL Redzone**
 - Watch **HBO GO, MAX GO, Showtime Anytime & STARZ App**
 - Stream live TV and On Demand content with the Spectrum TV App

Offer Expires on May.31.2019

Confidential and Proprietary Information – Spectrum

The Crowne at Wailuna

Spectrum Community Solutions- Bulk Proposal

Option 2: TV and Internet-

Service	2019 Retail Rates	Bulk Rates
Spectrum TV Select		Included
One High Definition Box		Included
Ultra-Internet with Wi-Fi 400/20		Included
Modem and Wireless Router		Included
Total		

- **Spectrum TV Select**

- 125+ channels **Including FREE HD**
- Access thousands of On Demand choices - including HD and movies in 3D
- Stream live TV and On Demand content with the Spectrum TV App
- Access your favorite network TV apps

- Option two provides low bulk rate for TV Select with 125+ channels plus Ultra- internet with Wi-Fi. Includes exclusive channels only available on Spectrum, such as Spectrum OC16, Spectrum X-Cast, and Surf Channel. Watch UH Volleyball, High School Sports and locally produced shows.
- The \$35/unit bulk rate will appeal to both the TV watcher and the Internet only user.
- Currently 68% or 108 residents subscribe to TV services and 82% or 130 residents subscribe to Internet with Spectrum. The majority of the residents will see their individual bills substantially decrease or zeroed out. One HD Box, a Modem and Separate Wireless Router are also included.
- Signing Bonus of \$15,800.00 paid upfront to the AOUO for signing a TV and Internet Agreement.
- Residents have the ability to upgrade their TV package on their own to TV Silver for \$20 per month or TV Gold for \$40 per month. TV Silver and TV Gold include additional Premium Channels listed below. Residents are then billed individually and won't affect the bulk rate
- **Spectrum TV Silver- \$20 a month before taxes and fees. (View Channel Lineup at www.spectrum.com)**
 - 175+ channels **Including FREE HD**
 - Includes **HBO, Cinemax, Showtime, & NFL Network**
 - Watch **HBO GO, MAX GO, & Showtime Anytime**
 - Stream live TV and On Demand content with the Spectrum TV App
- **Spectrum TV Gold- \$40 a month before taxes and fees. (View Channel Lineup at www.spectrum.com)**
 - 200+ channels **Including FREE HD**
 - Includes **HBO, Cinemax, Showtime, TMC, STARZ, STARZ ENCORE, NFL Network, & NFL Redzone**
 - Watch **HBO GO, MAX GO, Showtime Anytime & STARZ App**
 - Stream live TV and On Demand content with the Spectrum TV App

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The Crowne at Wailuna

Spectrum Community Solutions- Bulk Proposal

Hybrid Fiber/Coaxial System

- Spectrum has the largest fiber ring throughout the state. The Crowne at Wailuna is currently serviced by Spectrum utilizing our Hybrid Fiber and Coaxial System.
- Spectrum's Hybrid Fiber/Coaxial System allows existing communities to receive the same benefits as newer built fiber to the home communities.
- Spectrum's Hybrid Fiber/Coaxial System can handle large amounts of bandwidth that can be even expanded to 10 Gbs downstream with the new DOCSIS 3.1 technology. While this is not something that current consumers are looking for, from a technical stand point it is something that can be deployed.
- Spectrum does not share bandwidth between internet and television services. We keep them separate.
- Our competitor shares it's bandwidth between their internet and television products. The result is the more residents watching television the less internet bandwidth available.
- Spectrum's network is constantly monitored and we take proactive measures before congestion occurs.

Frequently Asked Questions (FAQs)

Does Bulk require all units to participate? Yes. Spectrum will bill for 100% of the units.

Does the rate include all taxes and fees? No. Rates are per unit, per month and does not include Franchise Fee, Olelo Capital Fund Fee, Government Fee or State Tax. Please contact your representative for more information.

What is the rate with the estimated taxes and fees? *Please note these are estimated totals. Spectrum has no control of Government Taxes and fees as these may change over the term of the agreement.

Are there any rate increases? Bulk rates are subject to only a 4% annual increase.

Can residents subscribe to additional services? Yes. Residents can add or remove services at any time. Any additional service(s) will be billed directly to the individual resident (Not the AOA or Owner).

What is the cost for phone service? Residents are able to order Spectrum Voice (Phone Service) on an individual basis at a discounted rate of \$19.99 per month.

What is the monthly cost of additional boxes and DVR services? Current rate for additional Spectrum HD Boxes are \$6.99 each. DVR service fees are \$12.99 for one DVR and a flat rate of \$19.99 for up to four DVRs. More information on additional services can be found at www.Spectrum.com

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