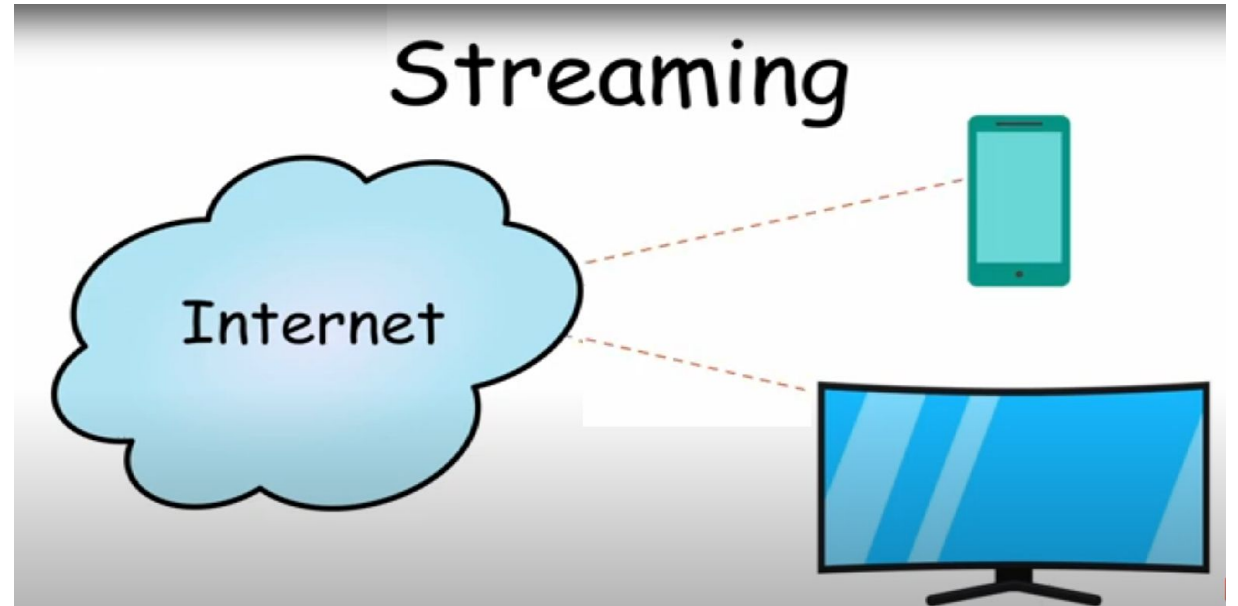


Streaming TV Option – DirecTV thru MDU Datacom

- DirecTV Bulk Streaming
- MDU Datacom
- WIFI Network layout
- Cost comparison



DirecTV Bulk Streaming At a Glance

DIRECTV
MULTIFAMILY

PACKAGES

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Bulk Streaming Across Every Property Type

DIRECTV Multifamily provides tailored bulk streaming solutions for every kind of property, including **HOAs, apartment buildings, condominiums, senior living facilities, student housing, RV parks, vacation home rentals and more.** With no new infrastructure required and simple self-installation, property managers can reduce costs while giving residents the best possible streaming experience available.



DirecTV Bulk Streaming At a Glance

Bulk streaming is only available through authorized providers.

Gemini (Google) streaming boxes offer access not just to DirecTV but to other streaming platforms (Netflix, Prime, YouTube, etc.) and the Internet.

The DirecTV channel guide is very similar to Comcast for an easy transition.

Local broadcast channels would be the Delmarva channels.

DirecTV can be accessed through multiple apps and through multiple apps at the same time.

- This allows portability and sharing of your DirecTV service.
- This could allow owners to cancel their existing TV service at their primary residence.

Individual owners can customize their experience and channel line up at their own cost.

- Owners would receive a separate bill for all upgrades and purchases.

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MDU Internet & TV Services

**BULK INTERNET & TV SOLUTIONS FOR APARTMENTS,
MULTI-FAMILY PROPERTIES & COMMUNITIES**

MDU Datacom delivers [bulk internet](#) and [bulk TV services](#) to property owners and management companies nationwide. As experienced service providers, we specialize in managed networks that power broadband and streaming across communities. Our solutions scale to meet your property's growth - one building or several - with consistent results.



Benefits of Bulk Services



Seamless Connectivity in Every Unit and Shared Area

With a full MDU network, residents gain Instant On access to DIRECTV Stream and Wi-Fi. Unlimited streaming & connected devices support a tech-driven lifestyle.



High-Speed Internet with Symmetrical Performance

Fiber-backed performance ensures reliable upload and download speeds during peak hours. Tenants can work, video chat, or stream without delays.

Plus, Industry-Leading Customer Support



**Customer
Monitoring**



**Ticket Monitoring
& Call Tracking**



**Device & Network
Monitoring**

MDU Datacom DirecTV Streaming Contract Overview

- MDU will provide up to 3 boxes for the 01 - 07 stacks and up to two boxes for the 08 stack. Units with 'Smart' TVs do not require boxes and Samsung Smart TVs come with the app preloaded.
 - No monthly Charge for the 2nd/3rd Box for the 5 yrs agreement and will provide the same N/C for all future 5 yr agreements. (Savings per box charge-\$3.35 per box/month)
 - Smart TVs do not require a box – Management will provide a list of units where the owners want to use their Smart TV instead of an external box.
 - Management will provide a list of owners with emails/phone numbers to the MDU Help Team to set up and deploy the boxes for installation at the property.
 - All Owners will have the BULK channel line up that the Condominium Association pays for directly to DTV. Any additional programming chosen by individual owners will be PAID for by the individual Condo Owners on their own bill that will go to their email address. The Bulk Amount on the individual owner's invoice will be Zero.
 - Each unit will receive the ability to use up to 20 Apps per account in Ocean City and 3 additional apps that can be used outside of the 9400 addresses. This will allow owners to eliminate other TV services at their other residences.
- Common Area- will be provided 3 additional boxes for service to the Lobby TV, Exercise Room TV and Chesapeake Room TV.
- MDU is offering the First Month of service FREE for the Bulk TV Services- Billing to start 2nd month of Service

ENTERTAINMENT PACKAGE- Over 85 Channels of Entertainment & HBO/Max/Cinemax- 75K ON Demand Titles

- Cost \$25.00 per Unit/Month - HBO/Max/Cinemax - \$3.75 per Month/Condo TOTAL-\$28.75 (3 Boxes) x 165 = \$4,743.75 per month, \$56,925 annual cost.

CHOICE Package - Over 125 Channels of Choice & HBO/Max/Cinemax & regional sports & 75K ON Demand Titles

- Cost \$37.00 per Month/Condo- MAX/HBO/Cinemax- \$3.75 per Month/Condo TOTAL-\$40.75 (3 Boxes) x 165= \$6,723.75 per month, \$80,685 annual cost.
- If the Entertainment Package is chosen; owners can choose to upgrade on their own to the Choice Package for the bulk rate of \$12 a month.
- DirecTV allows customer to upgrade and downgrade their service daily if they choose. This allows owners to upgrade for only when they are here.

Additional Notes

DirecTV raises their rates approximately every 12-18 months. On average DIRECTV raises rates 3-5% with the max being 5% to their entire customer base.

DirecTV Stream will be raising prices in November 2025.

- MDU will hold the stated monthly rate for 1year (no price increase) if contract is signed by end of November 2025.

Additional Programming Option - Paramount/Showtime -.99 per unit – Bulk Streaming Contract Only - Adding \$165.00 to the BULK PRICE Billing will be from DTV Payable to DTV each month.

DirecTV Stream provides a toll-free number for customer service and billing related issues which provides real time assistance to the client over the phone. MDU Datacom also provides a customer support number to help with services and WIFI issues/outages.

MDU Datacom WIFI Network Contract Overview

The Following Wiring and Equipment will be provided and installed by MDU Data Com - for a turnkey WIFI System with APs in each condo and throughout the building and common areas.

- APs will be installed in each condo unit (wall mounted or table top)
- Each Condo will have their own Login info and be allocated the shared speed of existing provided Internet speed (which is provided by Comcast and Paid by the HOA).
- New System will support up to 10 GIG. MDU Data Com will provide spare APs for backups, working with the Building GM and Maintenance to handle Tier 1 services issues.
- Service will be monitored 24/7 and equipment outages will be handled thru the GM's office and reported to MDU Data Com.
- MDU Datacom will install CAT 6 cabling to the remaining 120 units and terminate in the closet riser room-(Located Behind the Elevator) on every other floor & terminated to the patch panel.
- All connections for the switches will terminate in MDU room where the Rack will be located.
- Access to the Condos will be coordinated thru the GM's office/management and all devices connected to the system.
- WIFI Coverage will include the common areas - Lobby, Exercise Room, Chesapeake Room, 2nd Floor Business Center and Pool. Internet connection will also be provided for the Building Management Office and the leased space - Coastal Realty. All existing devices such as the roof camera, security cameras, business center computer and printer will be connected to the new network.

MDU Datacom WIFI Network Contract Overview

EQUIPMENT

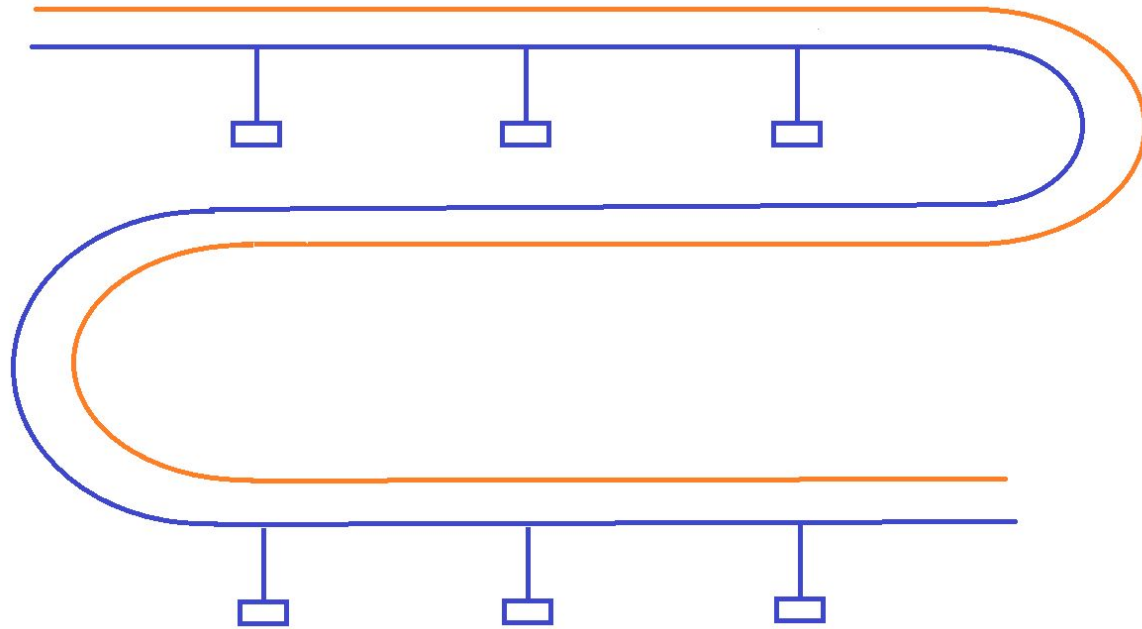
- 165 - in-room APs (wall mounted or table top)
- 5 - common area APs (lobby, exercise room, business center, Chesapeake Room, pool)
- 25 replacement APs
- 10-48- port Network Switches
- 10-battery Back ups
- 1-Network Router/Control
- 24-1,000ft Cat 6 cable rolls
- 1- D rings and J Hooks for the cable management in the ceiling in the hallway
- Installation of the above equipment/Configuration/Management/Set Up and Training to management
- Internet camera and TV for Chesapeake room.

Total Monthly Fee-\$2,700 for 60 months. Customer will own all equipment at the end of the 5 yrs.

When the renewal is within the last year to within 6 months of the agreement termination, MDU Datacom will evaluate and communicate with management on equipment issues/upgrades needed and a quote will be provided to management. The Ongoing Management fee for the internet monitoring and maintenance will be \$695.00 a month after the 60 month agreement is completed. (The \$695 monitoring and maintenance fee is included in the \$2,700 during the first 5 yr agreement)

MDU can provide fiber optic Internet service at a higher speed and lower cost than Comcast when Comcast's contract expires.

MDU Datacom will provide a customer support number to help with services and WIFI issues/outages.

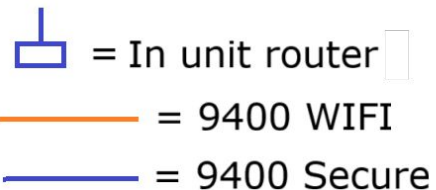


Existing Network

Two separate non-overlapping networks.

9400 WIFI – devices need to be granted access (whitelisted) to connect to the network by Landmark.

9400 Secure – is an Enterprise style network designed more for businesses than residential communities.



Landmark's Proposed Network Upgrade with Routers in Each Unit

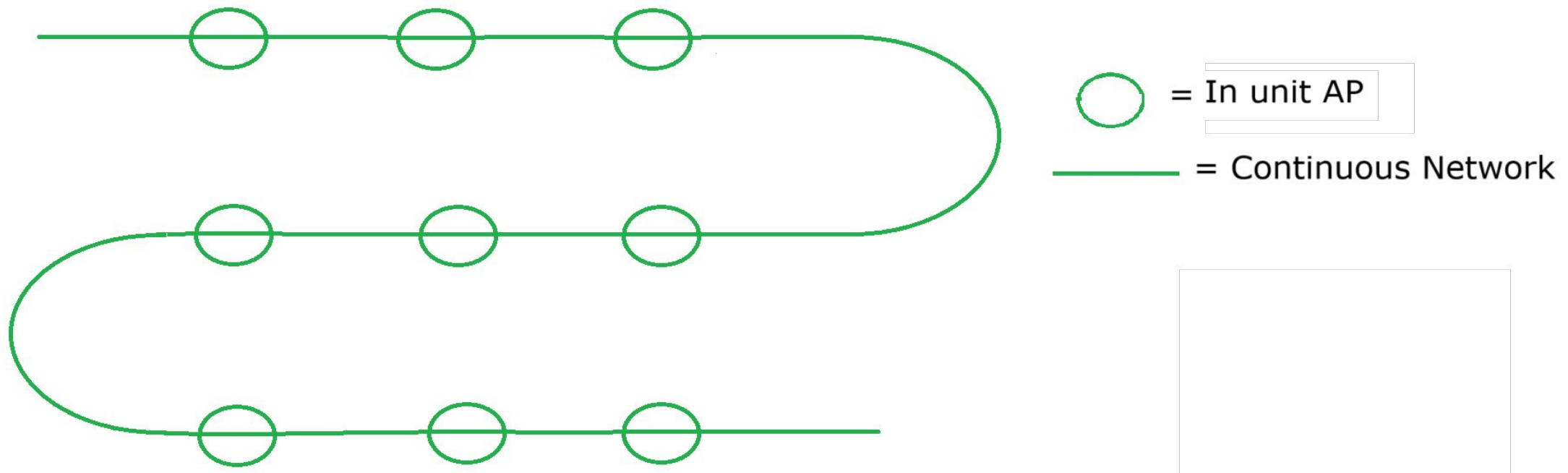
Because the network has an Edge Router, installing routers in each unit will cause Double NAT (Network Address Translation). Because data must be translated twice by two routers, this can cause delays (latency) and connection issues.

Having individual routers in every unit of a multi-dwelling unit (MDU) can cause significant performance and security issues due to signal interference, network congestion (routers competing for airtime), overlapping/colliding signals and management complexity.

Once a device leaves the router's broadcast range it is no longer connected to the network.

If a router fails, the unit will no longer have an Internet connection nor the ability to Stream

- Network management software will not be able to diagnose issues with routers.



Proposed Network Upgrade From MDU

- One continuous network. Allows continuous/uninterrupted connection while moving throughout the building.
- Each user will have their own individual login.
- If an AP fails connected devices will seamlessly connect to another AP above or below or adjacent.
 - Network management software will monitor the entire network, including individual APs and be able to diagnose issues with all connected equipment and send out notifications so issues can be addressed promptly many times before an owner or building management is aware.
- APs will be able to handle up to the 10 Gig speed the network is designed to handle.

	MDU	Landmark with router	Landmark w/o router	2025/2026 Budget	Comments
Xfinity Fiber	\$ 1,100.00	\$ 1,100.00	\$ 1,100.00	\$ 900.00	Increase current speed to 1 GB. Budget at current 500 mbs
WIFI Network - Monthly	\$ 2,700.00	\$ 2,128.00	\$ 1,923.00	\$ 1,686.00	MDU - Condo Association owns all network equipment after 5 years. Landmark - Retains ownership of all network equipment, Zoom equipment and common area APs in perpetuity. Landmark - Payment at time of installation. Applied spread logic of Landmark's cost over 5 years for comparison ONLY.
TV (Entertainment VS Xfinity) - Monthly	\$ 4,744.00	NA	NA	\$ 9,562.00	Landmark - Has not provider a proposal which includes streaming TV service.
Internet Monthly Total	\$ 3,800.00	\$ 3,228.00	\$ 3,023.00	\$ 2,586.00	
Internet Yearly Total	\$ 45,600.00	\$ 38,736.00	\$ 36,276.00	\$ 31,032.00	
Internet Budget Comparison	\$ 14,568.00	\$ 7,704.00	\$ 5,244.00	\$ -	MDU - After 5 years the annual cost will be \$21,450 which includes 1 Gig Internet which is NOT currently budgeted. Using current budget of \$31,032 - \$21,540 = \$9,492 annual
TV Monthly Total	\$ 4,744.00	NA	NA	\$ 9,562.00	
TV Yearly Total	\$ 52,184.00	NA	NA	\$ 114,744.00	MDU - Reflects the first month free \$4,744 x 11 months = \$52,184
TV Comparison	\$ (62,560.00)	NA	NA	\$ -	
TV & Internet Monthly Total	\$ 8,544.00	NA	NA	\$ 12,148.00	
TV & Internet Yearly Total	\$ 97,784.00	NA	NA	\$ 145,776.00	MDU - Reflects the first month free \$45,600 + \$52,184 = \$97,784.
TV & Internet Comparison	\$ (47,992.00)	NA	NA	\$ -	MDU - After 5 years the annual cost will drop. Using the current budget, savings would be \$67,308 (\$145,776 - (\$21,540 + \$56,928)) annually.
MDU- TV & Internet Future annual savings based on current budget	\$ (67,308.00)				33% saving year 1 based on current budget 46% savings after 5 years based on current budget