



Landmark Tech LLC

9400 Condominium
Steve Halliday
December 29, 2025

Attached is the quote for the required network upgrade and the DirectTV streaming service. Currently AT&T only has a couple direct authorized providers that can sell the streaming solution, all other providers have to go through the direct authorized providers. To keep your costs down I have chosen to partner with DSI Systems as a referral agent. DSI Systems will manage the equipment procurement, equipment configuration and support after the installation. Landmark Tech will work with DSI during the implementation of the services and afterward for any network issues. During the installation all units will be tested with the new equipment to validate proper operation.

The attached quote from DSI includes the cost for providing service in 164 units. Jamies unit and all common area connections are covered under the comp devices. The DSI quote includes the following;

Howard Danson
Landmark Tech LLC



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9400 Condominium WIFI Project Proposal

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Current Network

The current network consists of the following;

1. Dual Routers for network failover.
2. Two Core Switches to connect the Routers to the Network.
3. Network Switches connected in redundancy to the Core Switches.
4. Fifty-eight Access Points including 3 hot spares.
5. UPS backups in each closet for all network equipment.
6. Four separate VLAN Networks:
 - a. 9400 Secure
 - b. 9400 WIFI
 - c. 9400 Management
 - d. Network Management
7. On-Site Primary Server and a backup Redundant Server. Servers handle the following applications:
 - a. Network Controller
 - b. Radius Server
 - c. Monitoring Server
 - d. Website Server

Proposed Network

1. Dual routers for network failover.
2. Two Core Switches to connect the Routers to the Network.
3. Network Switches connected in redundancy to the Routers.
4. Thirty common area Access Points :
 - a. Two AP's on the first floor
 - b. Four AP's on the second floor
 - c. One AP by the elevators on floors 3 through 22.
 - d. One pool deck AP
 - e. Three hot spare AP's
5. UPS backups in each closet for all network equipment.
6. Three separate VLAN Networks:
 - a. 9400 Secure
 - b. 9400 Management



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- c. Network Management
- 7. The 9400 WIFI VLAN will be eliminated as all devices can log into the Unit WIFI. MAC Address Whitelisting will no longer be required.
- 8. On-Site Primary Server and a backup Redundant Server. The Servers handle the following applications:
 - a. Network Controller
 - b. Radius Server
 - c. Monitoring Server
 - d. Website Server
- 9. Install one new Ethernet cable to One-Hundred-Eleven Owner Units.
- 10. Relocate Ethernet cabling as required in Fifty-Four Units.
- 11. Maintain one spare Network Switch in the building.
- 12. Remove Twenty-Nine existing AP's from the current Network.
- 13. Unit cabling will be terminated on the outside wall by the HVAC closet due to conduit location. The 04/05 stacks will need to be determined after seeing the unit as there are not any conduits.
- 14. Pricing includes all required core drilling, cabling support and firestopping.

Unit WIFI

- 1. All One-Hundred-Sixty-Five Units will receive a new Unifi Access Point.
- 2. Unit owners will have the option to keep their WIFI Router instead of a new Unifi AP.
- 3. AP's in the Units will require a only password for connectivity. This password will be the same one used for the 9400Secure WIFI in the common areas. Owners will maintain the ability to change their password or retrieve a forgotten password at <http://LWSWIFI.com>.



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Network Specifications

1. Core Routers 75gbs minimum
2. Network backbone 10gbs minimum
3. Unit cabling 1gbs minimum
4. AP cabling 1gbs minimum
5. Common Area AP's
 - 5 GHZ up to 4.8gbps
 - 2.4 GHZ up to 570mbs
6. Actual maximum network speed at any individual device is limited by the number of users on the network and the available bandwidth from Comcast.
7. To support the proposed streaming requirements, it is recommended to have a minimum of 1gbs down from Comcast.

Support

1. Building Network Equipment outages under 1.5 hour during business hours and under 4 hours after hours.
2. General Network questions under 4 hours during business hours.
3. Individual Unit outages under 2 hours during business hours and under 6 hours after hours.
4. Provided Individual Unit Routers are property of the Unit Owner after initial installation. A one-year replacement warranty is provided by Landmark Tech for all Unit Routers. Spare Routers will be maintained on-site for sale or to cover warranty replacements.
5. Maintain Building Network uptime 99% average.
6. Bandwidth speeds to match device and network device capabilities subject to total network usage and provided Comcast service.



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DirectTV

1. Includes Three Gemini streaming boxes for 164 units.
2. Entertainment Package with Max/Cinemax and Paramount+/Showtime bundles.
3. Up to Twenty-Six Courtesy Accounts for common areas and Unit 205.
4. In-Market Regional Sports per zip code.
5. Local channels per zip code.
6. Access to stream up to 20 devices at the 9400 and 3 congruent streams outside of the 9400 network.
7. Two-year warranty on in-unit equipment.
8. Owners will have the ability to add additional devices or services at their cost.

Customer support for the Streaming service will be handled by the DSI Bulk MDU call center. DSI will provide pre-installation support to setup accounts and provide communication to the building and owners about the new service. DSI will be providing the new Streaming hardware and the installation of the equipment, LT will be onsite to support the equipment setup.

Special pricing from DirectTV to waive the cost of HBO & Cinemax Bundle as well as Paramount+ with Showtime Bundle is only valid through 1/20/2026.

DirectTV pricing does not include any local tax. DirectTV will be billing the 9400 Condominium directly for the Streaming Service.



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Total Wiring Quote: \$33,500.00

Monthly Network Support/Equipment Lease: \$1,745.00

Monthly DirectTV Cost: \$5,248.00

Monthly Network Support and Equipment Lease include the following:

1. Building Network Equipment maintenance, replacement on failure and upgrades at EOL.
2. Owner support.
3. Chesapeake Room Zoom system equipment.
4. Office network support including camera network connectivity.
5. Maintaining a website for general support questions and a portal for Owners and Coastal Realty to manage passwords and temporary users.

The above prices, specifications and conditions are satisfactory and are hereby accepted. Landmark Tech LLC is authorized to do the work as specified in this quotation/lease. Quoted prices are valid for 180 days. All work will be completed according to local and national building codes. The person who signature appears below is authorized to bind their respective company/organization into this agreement. Payment terms are Net 30 from invoice date.

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Howard Danson
Landmark Tech LLC

Board of Directors
9400 Condominium

Printed Name/Title

Date

Signature