

Welcome!

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Track 1: Developing a Comprehensive Telecom Strategy

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Track 2: Developing a Comprehensive Technology Strategy

Developing a Comprehensive Telecom & “Smart” Technology Strategy

WHY?



Building Owners and Managers
Association of British Columbia

RYCOM

What to expect today.

- Why “Smart Buildings” are no longer the future — they’re the buildings of today.
- How leveraging a “Smart Building Strategy” can drive business outcomes and ROI
- How Telecom & Technology are Impacting your Tenants and Property?

Welcome!

Agenda

- Evolution of Communications (Telecom)
- Telecom Assets in your Properties
- 10 Key Questions
- What if I do Nothing?
- Planning Your Property's Future
- Thank You – Q&A

Evolution of Communications



Telecom Assets in Your Properties



What does it all mean?
How does it impact your business?

1. Do You Know What is in Your Building?

What = Who, Where, When, Why & How

Revenue, Costs, Risks, Opportunities

Smarter/Demanding Tenant

Competitive Advantage or Disadvantage?

Importance of Property Assessments & Audits

2. What are the Industry Telecom Standards?

- CRTC – POP vs. DASD & future technologies
- Fire & Safety
- Infrastructure Standards
- National Cabling Standards
- Rooftop Assets
- Best practices, quality, mitigate risk
- How are you ensuring/enforcing standards?

3. How does telecom infrastructure in your building affect the owners, staff and tenants?

- Reliability, service coverage
- Congestion – back to base, costs
- Abandoned infrastructure, costs
- Time and involvement with Telecom activity
- Growth & Scalability
 - Opportunity for Smart?
 - Diversity

4. How does telecom impact the value of your asset & improve your NOI?

KPI's (Key Performance Indicators)	Years 1-5
Identified Unrecognized Revenue (est.)	\$431,303
ROI/NOI in Funds	\$338,782
ROI/NOI in Percentage	78.5%
ROI/NOI in Terms in Months	2.6

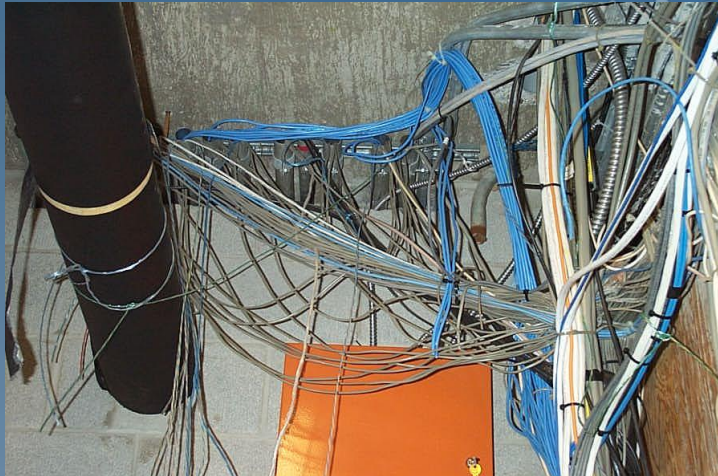
***Increased Asset Value by
\$ 1,460,000
(est. CAP rate of 5%)***

KPI's (Key Performance Indicators)	Years 1-5
Identified Unrecognized Revenue (est.)	\$134,436
ROI/NOI in Funds	\$120,436
ROI/NOI in Percentage	89.6%
ROI/NOI in Terms in Months	1.25

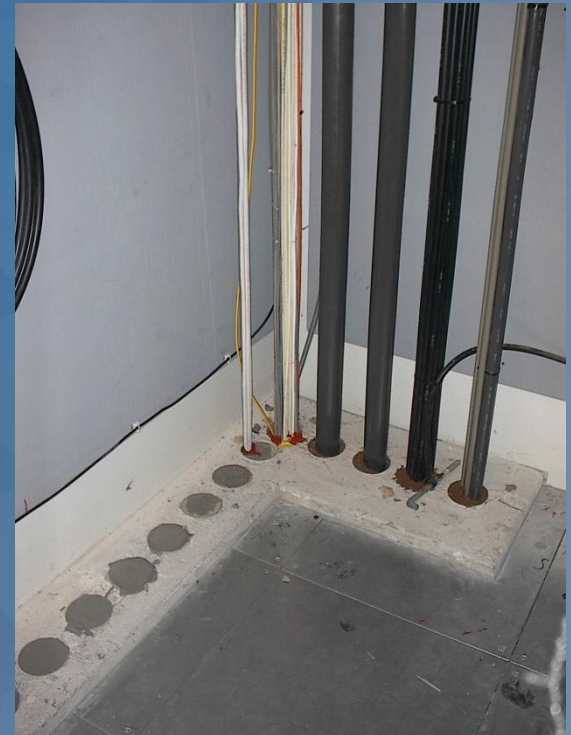
***Increased Asset Value by \$
269,000
(est. CAP rate of 10%)***

5. What are the risks & liabilities associated with telecom and abandoned infrastructure?

BEFORE



AFTER



6. What is a TLA?

- Protection for all parties
- Outlines responsibilities, rates, etc.
- TLA template for your site/portfolio
 - Landlord vs TSP template
 - templates for POP, DAS etc.
- Process involves more than paper and money

7. How do you protect yourself against telecom costs associated with renovations, expansions...?

- 700,000 square feet, undergoing an expansion
- Telecom was not considered during the project planning
- TLA in place but the terms did not speak to relocation costs
- Delayed the project by two months
- Cost the site \$100K

8. What will happen with legacy as new technologies are deployed?

- Must remain for the short term to support legacy users
- Importance to address in TLA
- Not looking to renew terms
- Who responsible to remove and their costs
- Typically nominal or no revenue

9. What are other landlord & Property Managers doing?

- Not just the larger landlords, smaller ones moving fast
- Different stages, but all assessing their buildings
- Reviewing not only TSP activity but tenant activity
- Some are leap frogging basic telecom needs to Smart
- They are being proactive and doing something

10. What if I Do Nothing?

- Doing nothing is a risk
- Competitive disadvantage and limited tenant services
- Result in inconsistent processes & poor quality workmanship
- Unable to plan for the future
- Potential to decrease the value of your asset
- Unexpected costs to bring your building to current standards

11. What are Emerging Trends in the Market?

- TSP Market & Game Plan is changing
 - \$0 leases, selected sites (high value customers)
 - Cost responsibility, build their own
 - Eco/small cell vs NHD (single vs multi TSP support)
 - 5G, carrier grade Wi-Fi to support cellular
- Tenants strategically selecting buildings based on services
 - investigating in advance (IT), calling landlords directly
- US buildings -better coverage (safety) = lower insurance premiums
- Smart Buildings - integrated building data analytics = operational efficiencies and cost savings

Planning Your Property's Future

Understanding the Value of Communications in your Property will lead to the Development of a Strategy which will:

- Identify how telecom can be leveraged for you and tenants
- Address current and long term needs
- Enhance the amenities within your property
- How it can make money, save money, cost money

Questions?

Thank You!

