



DISH Property Solutions Proposal

Prepared for

Creciente Condominium Association

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Company Background

DISH Network Corporation

Headquartered in Englewood, Colorado, DISH Network Corporation [parent company of DISH Network L.L.C. (NASDAQ: DISH)] is a Fortune 200 company that serves more than 14 million customers.

With over 21,000 employees, DISH and its subsidiaries deliver direct broadcast satellite television products and services to commercial and residential customers nationwide and offers hundreds of video and audio channels, Interactive TV, HDTV, sports, and international programming.

DISH Property Solutions

Customizable Solutions for your property, with the best Technology in the industry at a price you can afford. Different types of establishments and building infrastructures call for different customized technology solutions and DISH, who services over a hundred thousand commercial establishments, is the industry partner of choice. We can help design a solution that meets your property needs and budget.

- **Hospitals**
- **Multi-Family Communities**
- **Universities**
- **Hotels**
- **Public and Private**

DISH In Home Services Installation (“IHS”)

IHS specializes in residential and commercial satellite installation applications and is one of North America’s largest national providers of installation, integration, and fulfillment services. IHS has more than 6,500 highly trained technicians in company owned vehicles operating out of 180 branches across the United States. All of these technicians are DISH employees who have been trained and certified internally to meet industry standards for installation and customer services.

DISH values the relationships we have with the properties we service. From our award-winning customer service to our expert IHS technicians, we want your television experience to exceed your expectations. When an IHS technician visits your property, you can expect a professional experience. Our technicians work in established territories and pride themselves on creating and maintaining a positive, on-going relationship with the properties they service and their residents.

Proposed Video and Internet Solution

- Install a SmartBox headend system to replace the current solution
 - The SmartBox will connect to the existing network
 - Digital HD and Analog service provided without any equipment needed on the TV
 - Bulk Channel Package Options
 - Americas Top 120 & Over the Air Locals
 - Internet service will be provided with a dedicated 1 Gig Internet Circuit.
 - Individual Unit Wi-Fi with 172 wireless modems - one for each unit
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Scope of Work

In-Home Service ("IHS") will install a 48-channel analog, 48-channel ClearQAM, and a DishQAM video distribution system via SMARTbox technology for individual programming and HSD internet at the aforementioned property. This system will consist of two (2) 1.8m satellite antennas tuned to DISH Network's orbital locations of 61.5° and 72.7° East longitudes.

The following items describe IHS's proposed installation at the property:

Mount the satellite antennas via pole mounts to the south west side of the south building allowing for line-of-sight to the satellite arc of orbital locations 61.5° and 72.7° East longitudes.

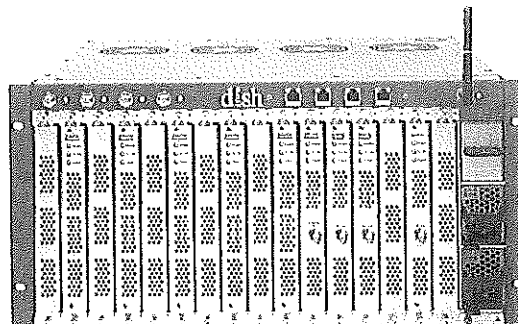
- Furnish and install two (2) 1.8m satellite antennas, two (2) Pole mounts , two (2) DP Dual LNBF's, a 48-channel analog, 48-channel ClearQAM, a DishQAM video system (no international programming), and HSD.
- Furnish and install an over the air antenna to provide up to 8 of the 48 channels from an over the air source.
- Furnish and install conduit underground and through parking garage to house the Fiber optic cable-plant that will run to 3 Fiber nodes as-to provide service to the 3 buildings. This will include all necessary Actives, Passives, Fiber Nodes, as well as, all necessary connectors. Entire system will be balanced to verify that proper signal levels are present at all Active and Passive locations.
- Fiber optic nodes will be installed in lockboxes at every tap room location. These lockbox locations will need to have electric that is needed to run the fiber optic equipment near the lockbox locations. At this distribution point, DNS will connect to and will be distributed through taps where the existing cable drops from each unit will be connected.
- Activate the reverse signal path for connection to the cable modem router and associated equipment.
- Installation of a Docsis based broadband internet system within the headend room in order to provide high speed data to the property.
- Installation of one Wireless gateway modem in each of 172 units

IHS will require the following to be provided by the property owner in order to complete the system:

1. Use of the tap room inside of the north building to allow for the installation of the new DISH Network headend equipment. This room will be required to remain locked at all times and should be accessible to only authorized property personnel and DISH Network employees. This is to maintain both the security of the equipment as well as the system integrity.
2. Provision of the electrical wiring and connectivity for the headend room by a licensed electrician. This is to include two dedicated 20 AMP 120 Volt circuits located on one wall of the headend room with standard two-gang receptacles. This room shall be secured from access by un-authorized personnel, shall provide 24-7 access to the room for DISH Network personnel and be located within 250 linear feet of the satellite antennas mount locations.
3. Responsibility of the climate control system for the headend room. This system will provide freeze protection and an air conditioning system capable of supporting the size of the room. For the Smartbox to operate properly, the property will be responsible for ensuring the ambient temperature maintained around Smartbox to be between 50° and 75° Fahrenheit for system cooling.
4. Installation of the electrical outlet needed in all 3 fiber optic node lockbox locations on the property to supply power to the equipment. This is to include one 120 Volt circuits located inside of the lockbox with a standard two-gang receptacle.
5. Installation of (if not already available) the electrical circuits for the HVAC system, fiber lockbox locations, and headend requirements listed above in addition to the ongoing monthly electricity cost associated with the operation of these systems.
6. Property to guarantee that all access points within the system are free of asbestos and any other hazards materials.
7. Property to guarantee access to all rooms at time of installation. Guarantee that all existing RG-6 Unit Drops will pass required 05-1000MHz; if any drops need to be replaced or repaired, this would be a cost incurred by the property for them to be replaced or repaired.
8. Any previously existing distribution system (cables, amps, nodes, hubs, IP devices, hardware/software, etc.) that will be used to distribute the DISH video/internet signal will be the sole responsibility of the customer. If any existing distribution system and its components malfunction or need to be replaced the customer will be responsible for that added cost. DISH can assist the customer with helping to source and install/manage the replaced parts, but that will be at an added cost to the customer above and beyond this SOW.

Certification of ownership that all existing cabling (including pre-wire or post wire) and conduit that DNS will be connecting to or utilizing and verification that same does not cross or encroach upon any public easement

SmartBox



Pricing

- 60 Month Agreement
- 172 Total Units (Service on every TV included in each unit)
- Pricing based on the following
 - 48 Channel HD & Analog Lineup
 - Each resident can upgrade programming or add DVR and will be billed directly from Dish for any upgrades.
 - 1 Gig Dedicated Internet Circuit
 - Individual Unit Wi-Fi with Docsis 3 Wireless Modem in each unit
 - We will use the existing Coax RG-6 Network in each building
- **Bulk Pricing Options**
 - **Option 1 – 1.2 Gig Max Bandwidth CMTS**

Monthly Video Programming	\$12.60
Bulk Enhancement Fee	\$15.00
Dedicated Internet Fee	\$19.99
Monthly Price per Unit	\$47.59
Total Monthly Price for 172 Units	\$8,185.48

- Bulk Enhancement Fee is based off our cost for Equipment and Installation and replaces any upfront capital needed.
- Proposal is valid for 30 days after the date of submission.