

Waterton – Technology Organization

- Infrastructure Services
- Application Support
- Project Management Office
- Business Intelligence and Research/Innovation



Waterton – Research/Innovation

- Partnership with Elmspring (Real Estate Technology Accelerator)
- Waterton Innovation Lab launched in 2015
- Driver in identifying, piloting and implementing new solutions.



Some Wins

- ReaLync
- Updater
- Loud Steps
- Charitable Giving Functionality
- Welcome Letters



Village Green's Tech and Telecom

- Profit Center/Ancillary Income
- Consultative
- Future-proofing
- Early Adopter Role



Village Green's Telecom Service

- Negotiation
- Contract Review
- Design Plans
- Implementation
- Training



Village Green's Tech Collaboration

- Sales offices
- Regional Offices
- Sky Clubs/Pool Areas
- Conference Rooms
- Fitness Centers
- Lobbies
- Commercial Spaces (coffee shops, cafés)
- Pet areas
- Laundry areas



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Village Green Renter Profile

Working from home

Gamers, Creatives, Cord Cutters

Multiple connected devices

Aesthetics

- Clean Installations
- Connected Common Areas



The Changing Landscape

- Future-proofing
- Expensive installations
- New financials/deal points
- Increased competition

Resident Retention



US Residential – IT Structure

- 3rd Party Management Organization
 - Internal Application Support Group
 - Project Management & Implementation Service Group
 - Highly integrated Managed Service Provider for Desktop & Network support



US Residential – Tech and Telecom

- Tech Advisory for Construction, Development, and Designers
 - Ensure network installations are secure and separated
 - Ensure office wireless implementations will support mobile leasing and property management apps
 - Advisory role in resident wireless networks, and amenity space solutions
 - Work with designers to deliver the right look for the community while delivering a technology package that preforms
 - Ensure resident business centers and kiosk computers protect PII
 - Ensure electronic key solutions work with the office network



US Residential – Tech and Telecom

- Telecom Advisory & Coordination for Properties
 - All contracts are owned by the individual legal entities
 - Partner with national broker to deliver solutions
 - Support provided by our MSP, the broker, and providers



Where Tech Meets Telecom



- Investment and consolidation of the space
- Implications for the industry, owners and residents



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Google Fiber



FINANCIAL TIMES

Google Fiber project changes to wireless channel

High-speed internet scheme opting for less expensive wireless in change of strategy



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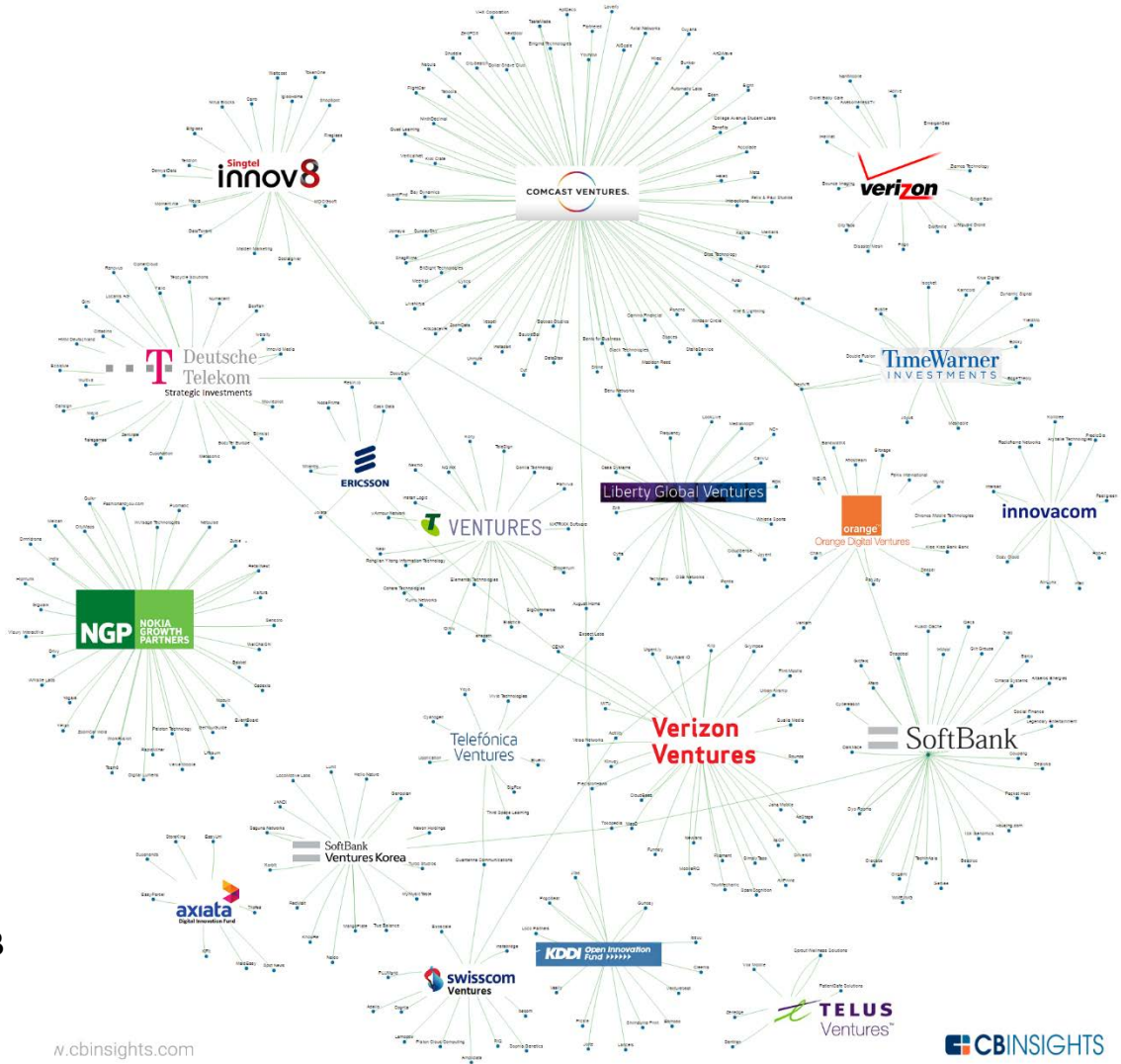
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CONFERENCE & EXPOSITION

WHERE TELECOMS ARE PLACING PRIVATE MARKET BETS
 INVESTMENTS, 2014 - 2016 YTD (9/20/16)



From 2012 – 2013, telecom VCs invested \$1.64B across 145 deals [CB Insights]

Implications for the Industry



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