



NODE is Connectivity-as-a-Service

AGENT CHEAT SHEET

NODE is a property advisor, with **expertise in fibre infrastructure**, that takes an **asset management** led approach to connectivity.

We have an in-depth knowledge of **WiredScore** rating criteria, giving us the ability to design ahead of those requirements, optimising and future-proofing building certification - no NODE building has ever been delivered below a WiredScore Gold rating, with the majority achieving **Platinum** status.

NODE infrastructure is fully resilient, with diverse points of entry and dedicated fibre pathways throughout an asset or estate. The solution is physically cyber secure, removing virtually all fibre-based financial and reputational business risk to an occupier.

The solution is **supplier neutral** and offers **unlimited access to the ISP marketplace on a plug & play basis**.

NODE is not an Internet Service Provider and does not sell fibre.

CAT A+ and REVENUE SHARING:

- Fully serviced fibre solutions, **co-terminus to lease expiry** to avoid any landlord shortfalls
- Occupier choice of up to **5 branded providers**, including BT and Virgin, live on day-one
- Landlord **white label** solutions available
- No connection costs, delays or wayleaves
- All Cat A+ options present the potential for **revenue sharing**

CORE BENEFITS:

- Removes tenant level wayleaves into perpetuity**
- Unlimited access to the ISP marketplace on a plug & play basis**
- Expedited timescales to receiving a connection of **5 to 10 business days**, from a status quo of 90+ days
- Sustainability** – reduces the carbon footprint of fibre by c90% over the lifecycle of the asset
- Future-proofs all SMART digital and technical solutions**

Management fees are typically recovered through the service charge. By removing wayleave and connection costs, the average tenant in 5-10,000 sq ft will see a **reduction in net cost of fibre of 40-60%** over a 5 year term certain, on a net basis, after NODE management fees and before any reductions in third-party bandwidth pricing.

Fees are dependent upon floor plate size and number of tenants, but are on average 1-2% of a typical annual service charge budget.

A detailed tenant pack can be provided on request.

<https://nodetech.uk>