

NODE Technologies Ltd.

Tenant Documentation

Contents

What is NODE? 2

NODE Benefits 3

The Solution Explained..... 4

Tenant Journey 5

Comparison to Standard Managed Solutions..... 6

What is NODE?

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

We employ technical expertise, alongside RICS accredited real estate professionals, to deliver unique, asset management based, independent fibre consultancy.

NODE works alongside the on-site property and facilities management team, acting as an intermediary between the occupier and their chosen Internet Service Provider.

An in-depth knowledge of WiredScore rating criteria gives NODE the ability to design ahead of those requirements to optimise and future-proof a building's connectivity requirements.

The NODE solution is the world's first plug & play fibre internet managed service transforming choice, installation, resilience, security, & energy efficiency. It enables gains in productivity, whilst reducing the reputational and financial risk associated to fibre provision.

A NODE enabled building can reduce the carbon impact of fibre by 80-90% over the lifecycle of the asset with the NODE solution being the foundation for long-term smart technology integration.

NODE Benefits

Market-Wide ISP Access



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

NODE connects all occupier selected ISPs through an agnostic ducting network – generating competition, increasing tenant choice and creating end-user cost savings.



Physical Security

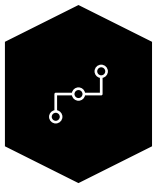
NODE ensures the physical security of the fibre network through dedicated containment, locked & secured components and 24/7 CCTV monitoring.



Removal of Wayleave Process

NODE agrees universal wayleaves prior to occupation, removing the associated costs and time delays to incoming tenants.

The average tenant in 5-10,000 sq. ft will see a reduction in net cost of fibre installation and management of up to 60% over a 5-year term.



Network Resilience

A NODE solution offers the most resilient approach, from entry into the building, to the dissemination around it, ensuring no compromise to tenant connectivity and associated business risk.

The Solution Explained

NODE is connectivity-as-a-service.

NODE operates in the landlord-controlled communications area, hosting access to the full ISP market, serving occupiers on a plug & play basis, while taking operational responsibility for connectivity to both tenants demised space and selected common areas.

A NODE solution is supplier neutral, offering full access to the ISP marketplace. All third-party ISPs connect through the NODE hub and into a single, sustainable, fibre backbone, delivering agnostic, landlord-controlled infrastructure.

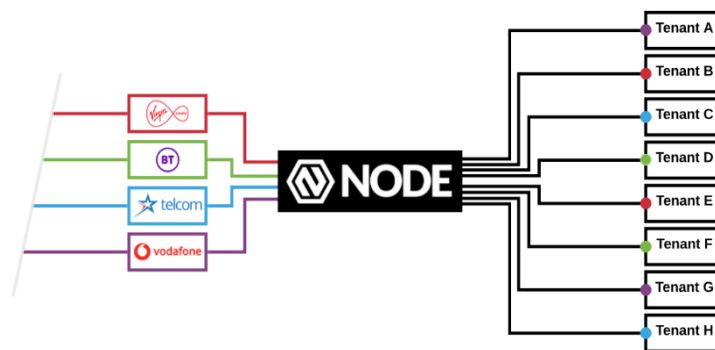


Figure 1: Example NODE Network

NODE manages all wayleave agreements for the landlord, removing the requirement at a tenant-level into perpetuity. Negotiated agreements and ready-to-use network connections reduce the expected timescale for a network connection by up to 95%. Average lead-ins to full fibre connections are 5-10 business days.

NODE oversee third-party installations and support tenant connections. Once operational, NODE has full management responsibility, including acting as an intermediary in ISP fault resolution.

The NODE solution utilises independent routing for ISPs and multiple connections to prevent downtime and increase the resilience of occupiers' network connections.

NODE provides physical cyber security with perpetual monitoring of the comms room, galvanised fibre trunking and control of landlord common areas, minimising the potential for a data breach and ensuring an unbroken, closed fibre system.

Tenant Journey

1. Introduction

NODE is introduced to the tenant via the landlord or on-site property management team. The designated NODE account manager will arrange a call to explain the solution and the process to connection, as well as capturing key information, including chosen ISP and specific operational requirements. The tenant can choose to lead the ISP installation or defer the process entirely to NODE, with both journeys being fully explained during the introductory call.

2. Survey

If required, the chosen ISP will complete a site survey of the building and the tenant demise. NODE will arrange access and be available alongside the ISP on the survey date to ensure all processes are followed. This approach removes significant risk in delays or complexities associated to connection activation.


3. Installation

Prior to ISP installation, NODE extends the buildings passive fibre from the risers to the tenant demised area. The ISP then connects to the NODE solution. No further installation is required.

4. Management

NODE manages all ISP activity within the asset and securely monitors the solution. The team are available for any ongoing connectivity questions or requests for consultation throughout the tenant's occupation. The NODE managed solution operates as an extension of the landlord and property management team.

Comparison to Standard Managed Solutions

	 NODE	Standard Managed Solutions
SECURITY		
Secure Landlord Comms Room	Yes	No
Management of Infrastructure	Yes	No
Riser Security	Yes	No
Riser Management	Yes	No
ISP Management	Yes	No
RESILIENCE		
Diverse Fibre Routes	Yes	Yes
Wireless Leased Line Provision	Yes	Yes
Unlimited Optionality	Yes (200+)	No
Internet Service Providers		
Number Provided	Unlimited Hosting	1
Market Choice for Occupiers	Yes	Yes
Maximum Speed	10GB	1GB
Supplier Neutral	NODE only	No
Landlord Specific Features		
Reception WiFi	Yes	Yes
Landlord White Label Solution	Optional	No
Marketing Support	Yes	Yes
Mobile Signal Boosting	Optional	No
Wayleave Management	Yes	No
Integration with BMS	Yes	No
Lower Total Occupational Costs	Yes	No