



ONBOARD

The Value of Onboard



Technology for
rental housing is
booming.



Services



Wi-Fi



Smart Home



TV + Media



Access Control



5G



Energy Monitoring

Providers

Spectrum

xfinity

COX

optimum.

AT&T

LUMEN

Hotwire
COMMUNICATIONS

FRONTIER

ButterflyMX

STRATIS

livly

SmartRent

*Sample representation of providers | *Existing contracts may dictate certain product selections.

How do I provide the best **experience** and **support**?

Which of my properties will benefit from this service?

What is the **financial and operational impact** to this?

What will happen when I **sell the property**?

What services make sense?

How do I manage all of this **portfolio-wide** with multiple providers and services?

How do I **maximize revenue**?



But creating and managing property technology and value-add resident programs is **tough**.

Make managing tech amenities **easy** with





Easily scale and manage your property-wide technology to unlock new revenue.

Our **revolutionary platform** and **dedicated experts** will create, support, and manage your technology amenity programs that **attract residents** and **enable future-ready connectivity** - without creating more work for you or your on-site teams.

Portfolio Strategist

Implementation Manager

Account Manager

Community Support Agents

Resident Support Agents

*Residents want **top-tier tech** at the best price.*

*Properties want **connectivity** and **added revenue**.*

 **ONBOARD**
makes it happen.



The Lofts - Bulk Internet Financial Projection

Overview

Provider 1 Proposal

Provider 2 Proposal

Here are the proposals that Onboard has negotiated for you with the internet service providers you are eligible to bulk with. Click on a plan to view a more detailed financial projection for each plan.

Recommended plan

Provider 1

\$358,372.70
5 year term

Total Revenue

Internet only, initial speed up to 1000 Mbps

Proposed Services

Internet only, initial speed up to 1000 Mbps

of Speed Increases

3

Equipment Included

Modem/Router

Resident Rate

\$65 compared to local average of \$77

Bulk Rate

\$31.00, 6 month billing ramp

Onboard Rate

\$5.25, 3 month billing ramp

Door Fee

\$14,600.00

Up-front Capital

\$7,081.00

Is to T

Yes

Type

Modem based Wi-Fi, existing wiring

Construction

No on-site construction required

Contract

Yes, EMA with Comcast until 02/2026

Start Date

TBD

Provider 2

\$320,202.56
10 year term

Internet Only, Initial Speed: up to 1000 Mbps

3

Modem/Router

\$60 compared to local average of \$77

\$34.00, 6 month billing ramp

\$5.25, 3 month billing ramp

None

\$0

No

Modem-based WiFi, coax retrofit

On-site construction required (6 months)

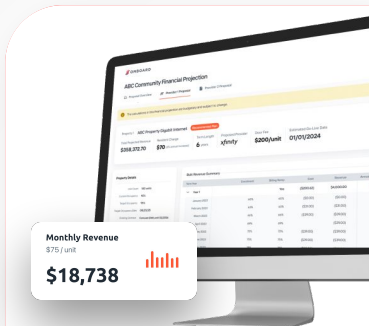
No

TBD



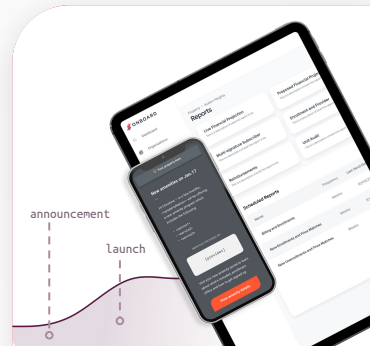
What we do

Ensure your **property tech** is future-forward, resident-friendly, and profitable from the start.



Create

After understanding your technology goals, we review existing contracts, select vendors, and create a custom tech amenity that makes sense for your property.



Support

Our team takes care of they why and how - so you don't have to. From tech install to launch and beyond, you, your staff, and your residents will be fully supported.



Manage

Our ongoing program management puts money and time back into your pocket, while giving you all of the support, data, and insight you need for continued success.

Create

We align with your property, budget, desired experience and goals to create a **custom technology amenity program** that unlocks new revenue.

- ✓ Access to best-in-class bulk internet, TV, and more tech
- ✓ Partnerships with the nation's leading tech providers at competitive rates
- ✓ Evaluation of current and future demands to ensure full compliance with regulations and contracts
- ✓ Negotiated value-add rates that attract and retain residents

What services make sense for my property?

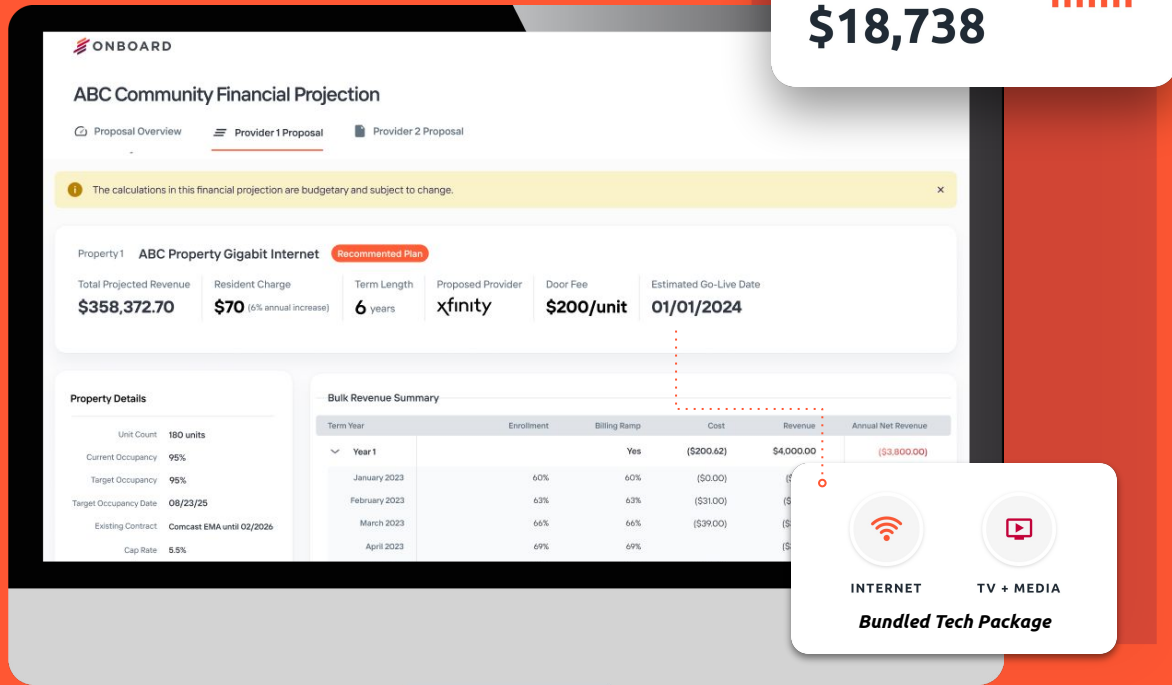
What is the financial and operational impact?

What are my technology goals?

Monthly Revenue

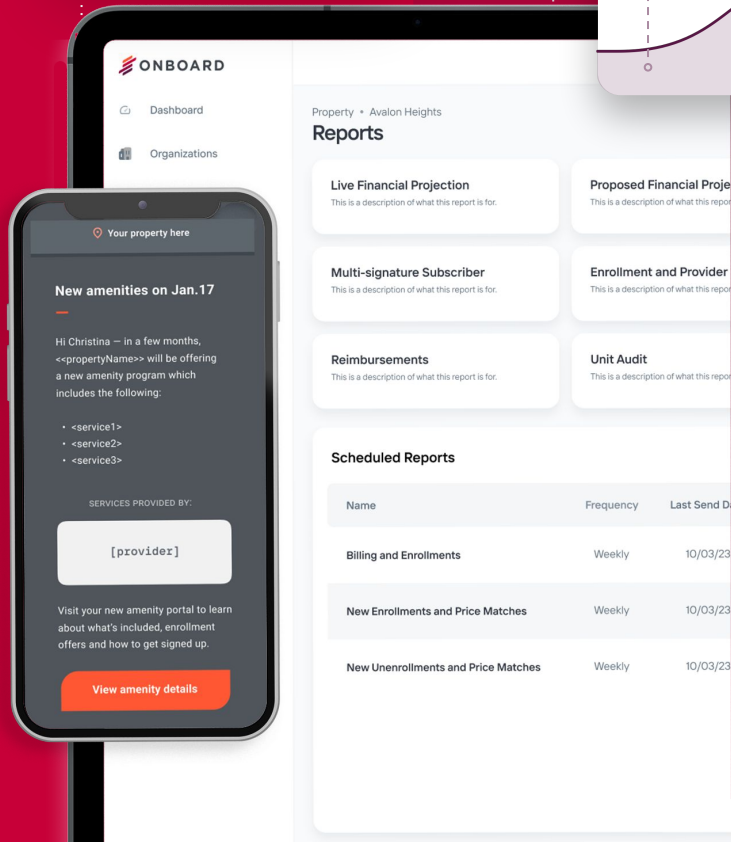
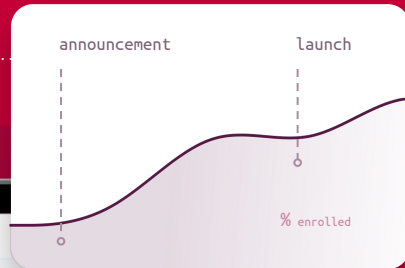
\$75 / unit

\$18,738





Hi Robin - to get access,
use your personalized link:
on.board/foresthills/419



entrata

YARDI

REALPAGE

Support

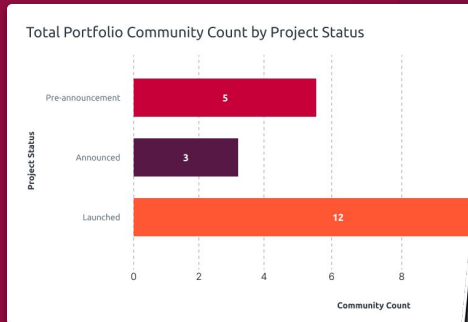
Enjoy an effortless **end-to-end** tech implementation and launch, followed by dedicated **ongoing support**.

- ✓ Integration with property management systems to streamline amenity access, measure enrollment, and drive revenue analysis
- ✓ Phone, email, and chat support on day one from our in-house support team
- ✓ Detailed dashboard for you to stay in the know: provider and service details, resident enrollment, costs, tickets, and more

Manage

With ongoing program management that's **4x more efficient** than in-house resources, we help you drive **increased revenue** at scale.

- ✓ Ongoing contract management and revenue analysis from our specialized experts
- ✓ Dedicated account manager to optimize NOI across your portfolio
- ✓ Management of evolving contracts, tech, and portfolio changes in one integrated platform



Total Program Proceeds

\$483,645

Total Increased Property Value

\$1,465,595

Owner Portfolio ★ 6

Owner Company Name

Portfolio Summary [Properties Overview](#) Contracted Units

Properties Overview

This table provides an overview of each property.

Project Id	Property Name	Provider	Project Status	Launch Date	Occupied Enrollment	Total Enrollment
21		Xfinity	launched	06/01/2021		99.01%
75		Spectrum	launched	07/15/2019		99.60%
117		Spectrum	launched	03/10/2021		92.59%
131		Spectrum	launched	10/01/2021		82.52%
171		COX	launched	01/27/2022		92.68%
172		COX	launched	01/26/2022		89.29%
173		COX	launched	01/26/2022		74.42%
179		Xfinity	launched	03/01/2022		99.53%
184		Xfinity	launched	03/30/2022		100.00%
185		Xfinity	launched	03/30/2022		86.67%
186		Xfinity	launched	03/30/2022		99.31%

Showing 19 of 19 rows

Your **One-Stop** Technology Partner

From start to finish and beyond, we make the proptech experience easy.

Due Diligence & Planning

Our tech experts will review your portfolio to identify key revenue opportunities.

Financial Projection & Review

Our provider specialists provide revenue projections from the nation's leading providers.

Implementation & Management

From day one, we are your one-stop liaison, ensuring a smooth, on-time, and under budget launch.

Amenity Program Launch

We coordinate a successful launch, without any additional work from you or your on-site teams.

Defining Your Goals

What experiences would you like to provide to residents? What technology best fits your property?

Bulk Negotiation & Execution

We negotiate the best bulk rates that drive maximum value, then swiftly execute.

Resident Awareness & Marketing

We drive ongoing enrollment with customized resident marketing, from emails to amenity dashboards.

 **Ongoing Support**

 **Ongoing Management**

The impact of the **Onboard** platform

\$28/unit

average monthly
revenue

\$14/mo

average resident
savings

74%

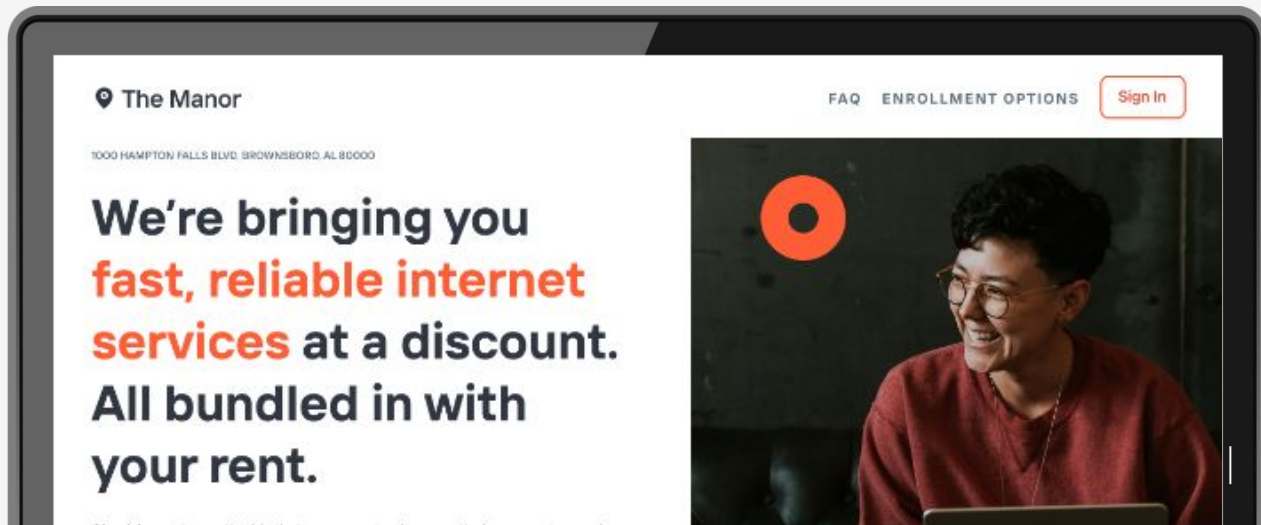
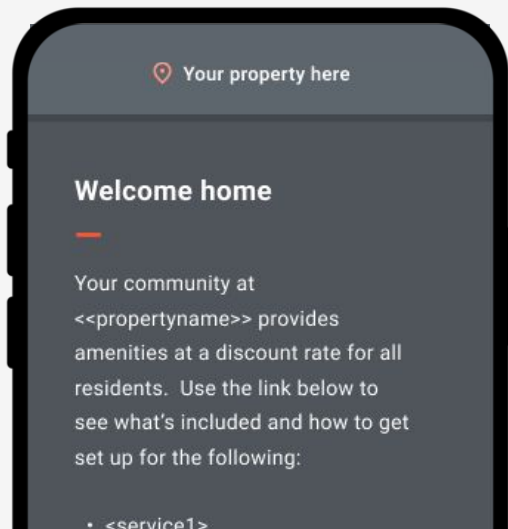
average launch
enrollment

95%

reduction between
property and providers

6x

more revenue potential
than retail model



Realize cost-savings and operational efficiencies

\$4.90

outsourced

vs.

\$6.78

in-house, best case scenario*

4x+ more efficient vs. in-house management

*Comparison takes into account an anticipated number of resident interactions, provider interactions, and property support. **Does not take into account:** 66% self-service rate through Onboard platform, legal / negotiation costs and increase in revenue through mid-lease enrollments. Year 2+ call volume drops only by 28%



Thank You!

Learn more about Onboard at letsonboard.com