



Common Networks + San Leandro

A Partnership for Community Benefit

May 8, 2019



Common Networks
is a wireless internet
provider offering fiber-class
home internet service.

Our plan is to offer San Leandro
a new option for ultra high-speed
internet.

common

A Partnership for Community Benefit

Collaborate with San Leandro in its vision for providing better access. Further the City's mission as a center for innovation.

Partnership Benefits

- Offer a new option for high-speed internet at a competitive cost
- Provide coverage to underserved areas
- Supply City buildings with a backup internet connection
- Serve areas of high growth
- Provide new job opportunities

Everyone deserves affordable, high-speed internet

We believe internet access is a basic human right.

Broadband internet gives access to world-class education,
instant communication, endless entertainment, and even medical care.

But 62% of the US only has access to a monopoly provider of ultra high
speed internet, or nothing at all.

Who We Are

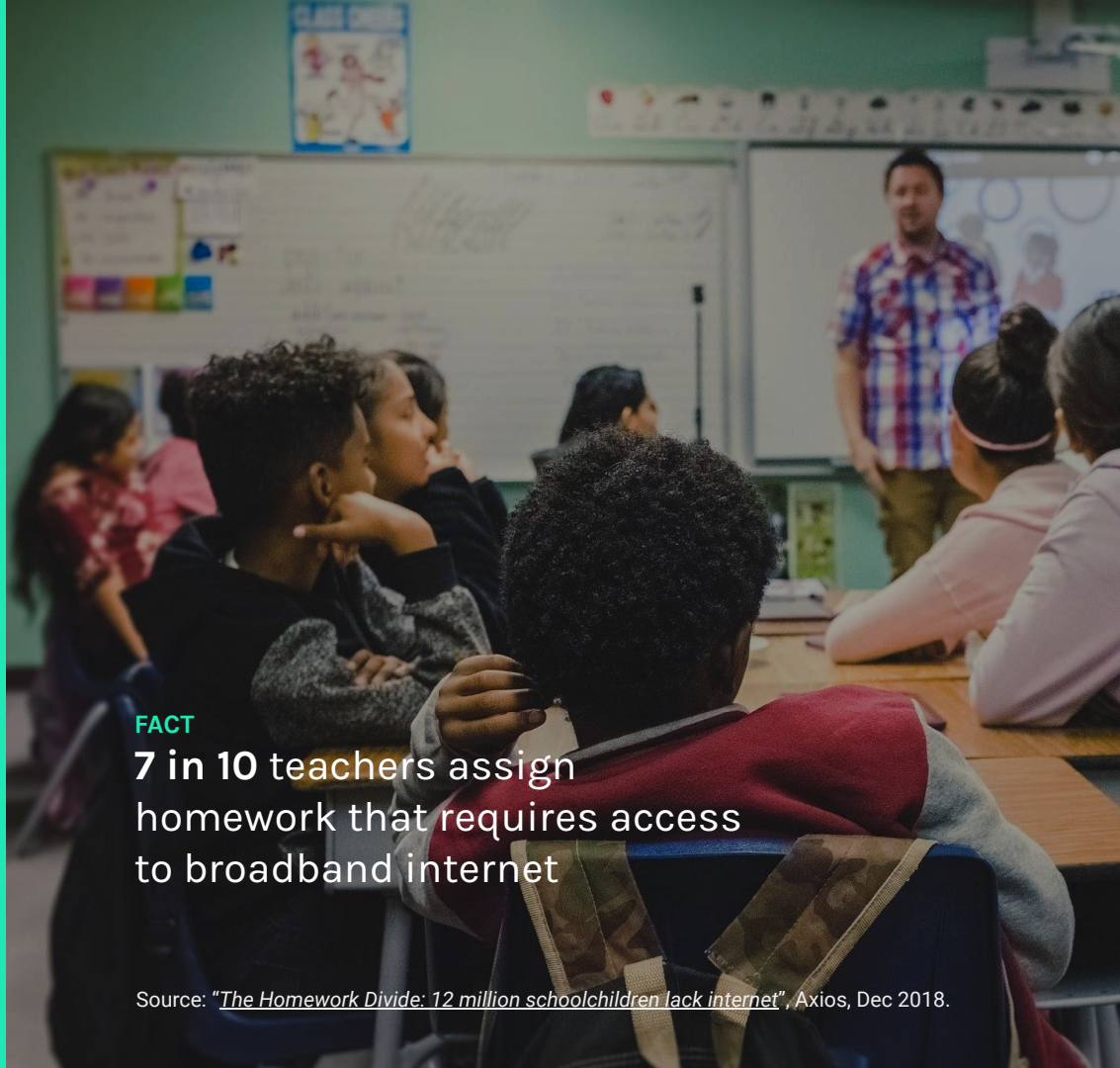
Access to the Internet is Vital

From education to health and from business to social activities, the internet is an integral to participating in today's society.

FACT

7 in 10 teachers assign homework that requires access to broadband internet

Source: "[The Homework Divide: 12 million schoolchildren lack internet](#)", Axios, Dec 2018.





Fast-growing wireless internet service provider based here in the Bay Area

Strong financial backing from top investors

Our Investors

Founded in 2016, our business is supported with over \$34MM in investment from leading venture capital firms.

GENERAL  CATALYST

 eclipse 

[Next Gen Wireless Summit](#) [Video](#) [Wireline](#) [Resources](#) [Events](#) [Jobs](#)

FierceWireless

[WIRELESS](#) [TECH](#) [5G](#) [IOT](#)

Tech

With \$25M in new funding, Common Networks to expand fixed wireless play

by [Mike Dano](#) | Aug 16, 2018 9:00am



Common Networks said its "graph-based" network design allows it to keep costs low. (Common Networks)



Startup Common Networks announced today that it raised \$25 million in a Series B round of funding led by General Catalyst, with participation from existing investors, Eclipse Ventures and Lux Capital. The funding will help the company expand its fixed wireless service in the Bay Area and into other markets, but also underscores the business potential around fixed wireless services in general.

Common Networks, a [Silicon Valley startup](#) founded by former executives from payment company Square, is roughly two and a half years old and counts around 40 employees. The

Deep Experience in Technology and Telecommunications



Founded: 2016

Offices: San Francisco (HQ) + Alameda, Sunnyvale

Team: 70+ employees (and growing)

Team experience: Technology + Telecommunications



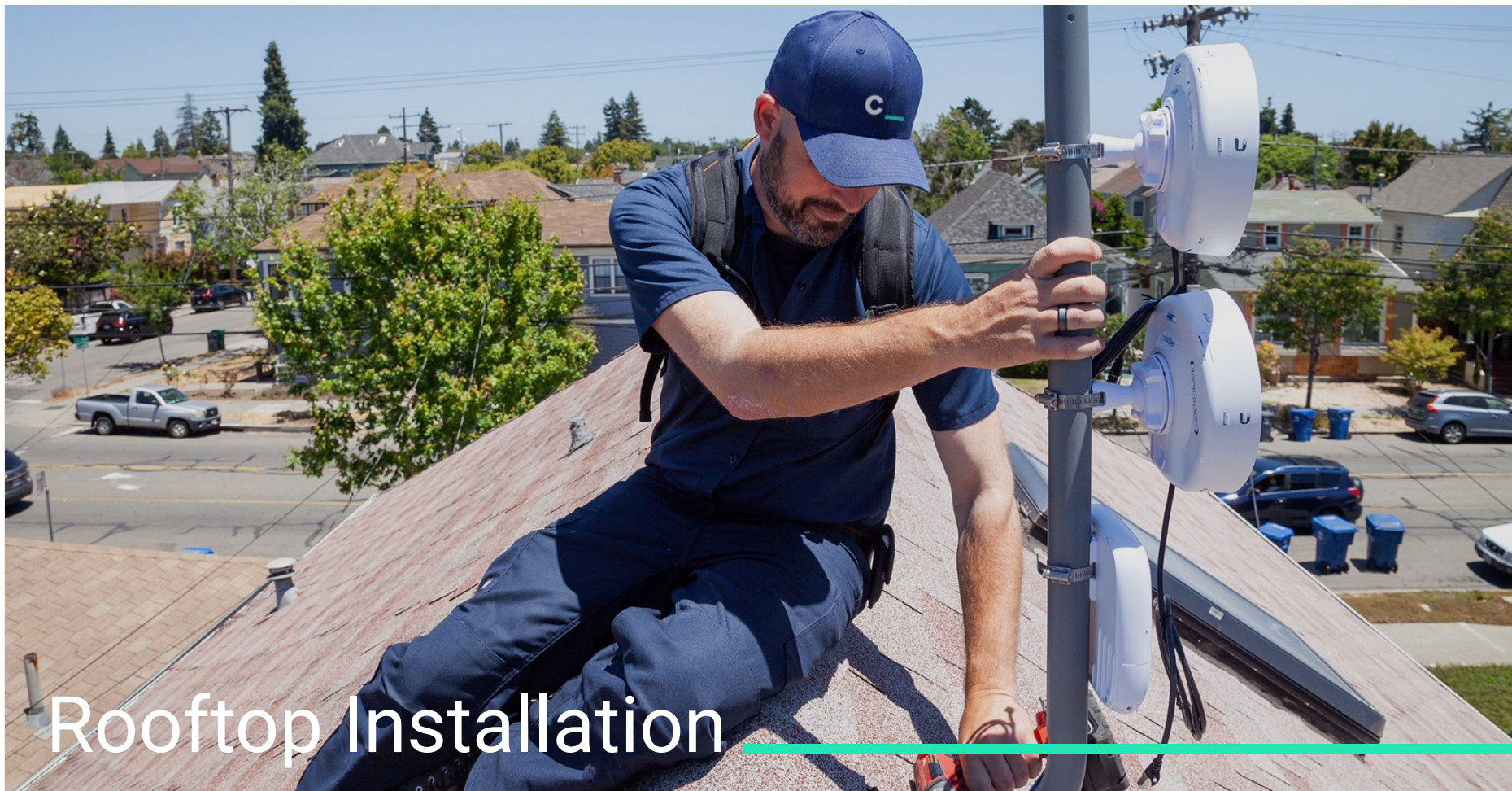
UBER



vivint.

common

Our Approach



Rooftop Installation

What We Offer



Everything included.
Just \$50 per month.



**75 Mbps upload
and download**



**Free installation, WiFi
router, and equipment**



**No data caps. No contract.
No hidden fees.**





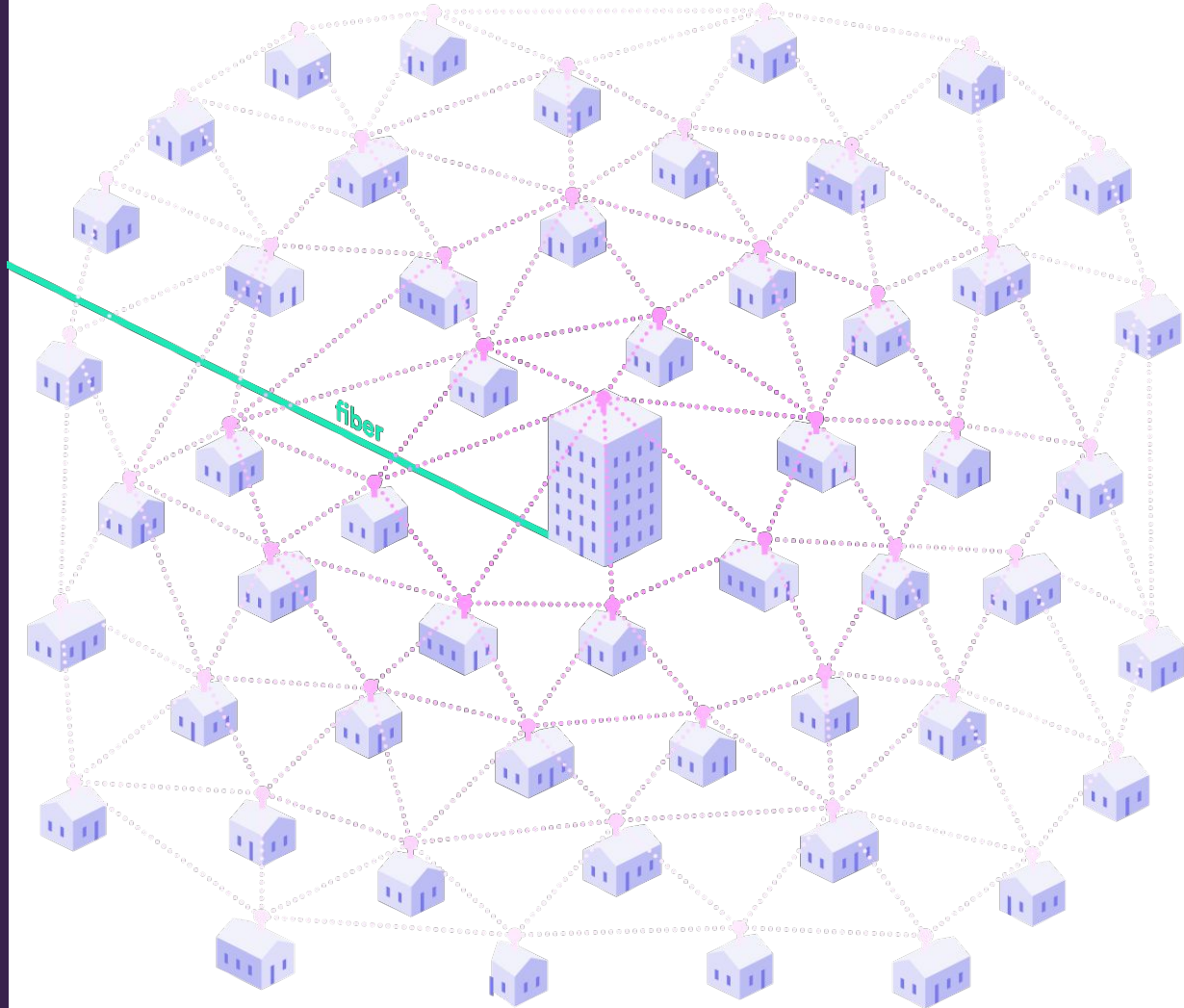
Building Next Generation Internet

We are currently developing faster tiers of service and have piloted ultra high speed internet service with speeds of one gigabit per second

How Our Network Works

Using our patented graph approach, we can distribute bandwidth to hundreds of homes in a neighborhood.

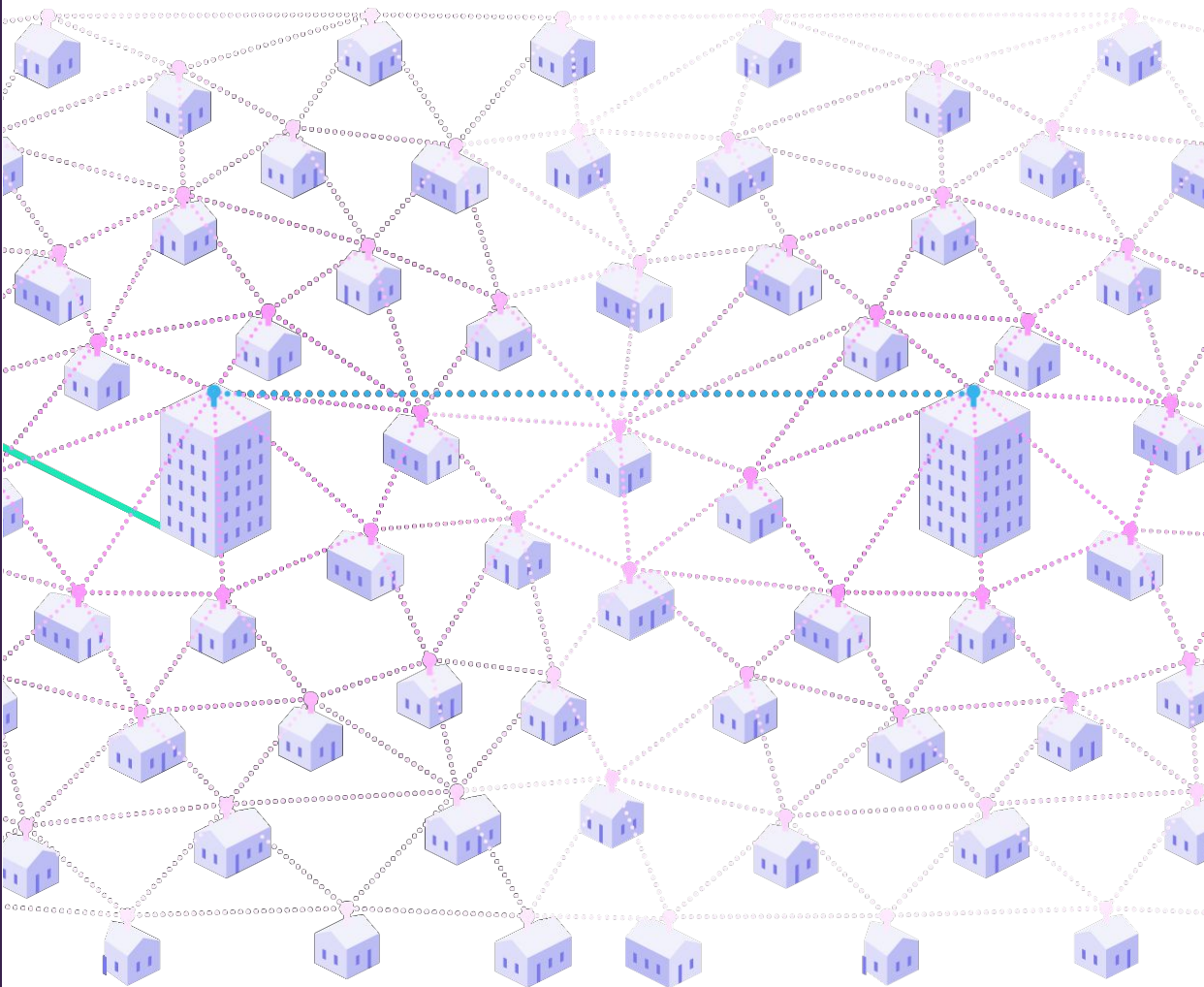
U.S. Patent ([US10172020B2](#)) - Systems and methods for networking and wirelessly routing communications



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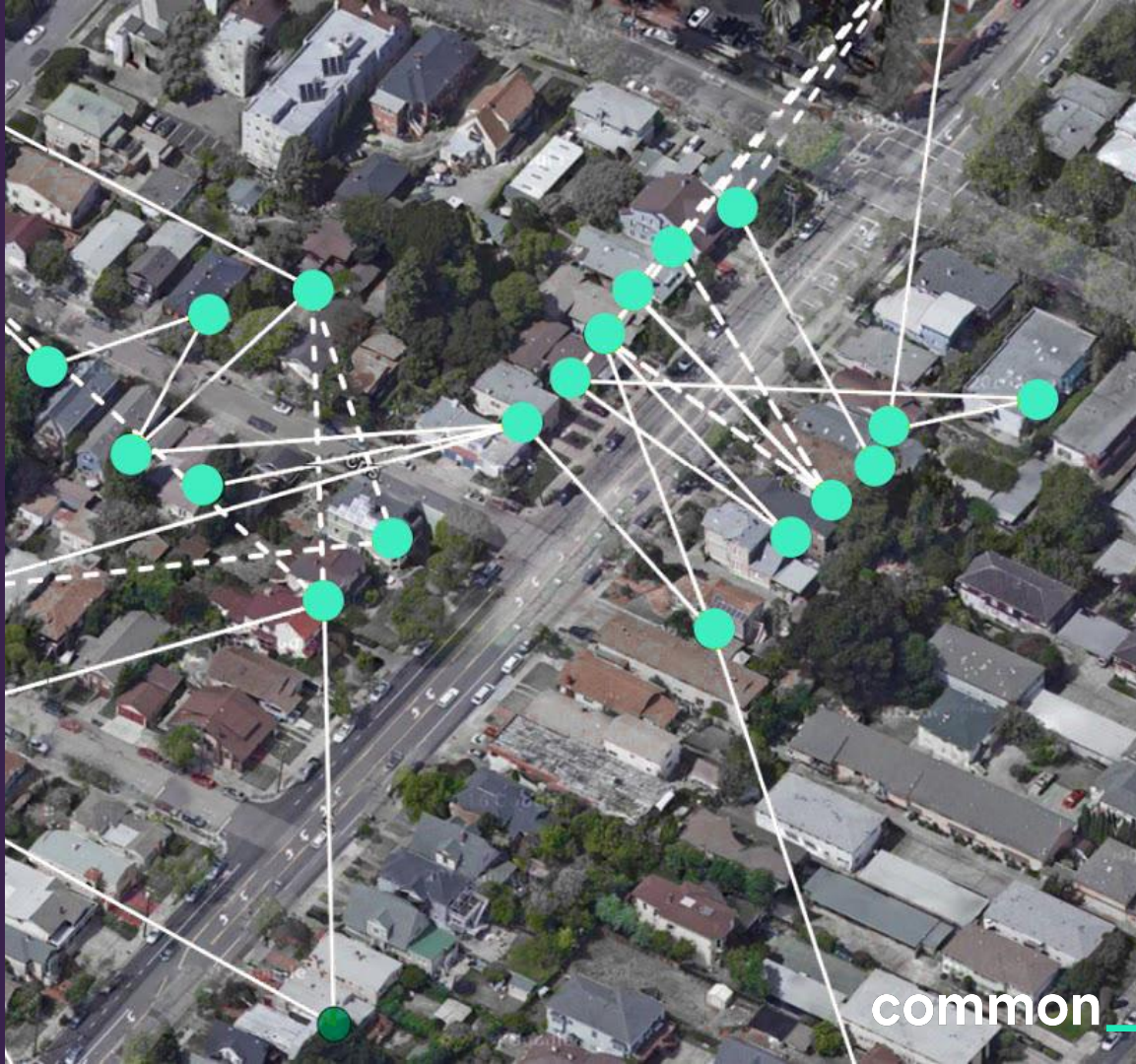
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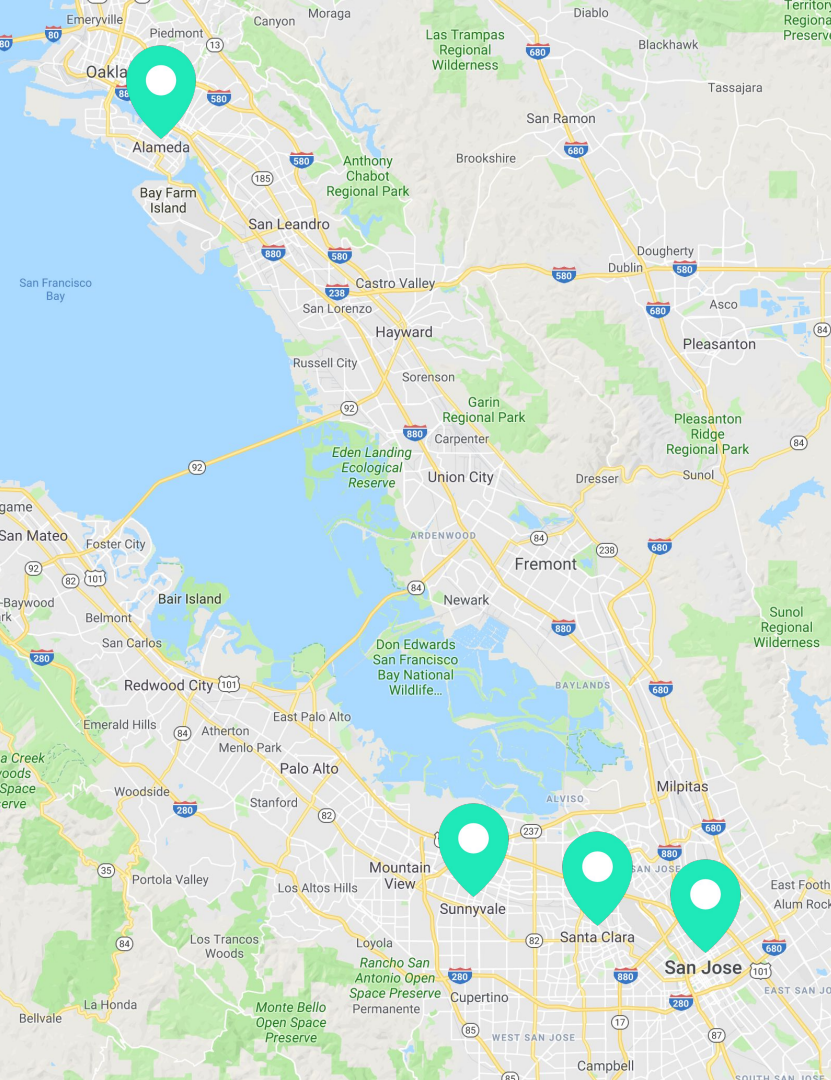


Key Benefits of Our Model

Our model is a true alternative to fiber-to-the-home that:

- Leverages existing fiber infrastructure
- Requires minimal construction impact
- Has a lower overall cost
- Is faster to deploy - can be live in San Leandro in Fall 2019
- Is non-exclusive





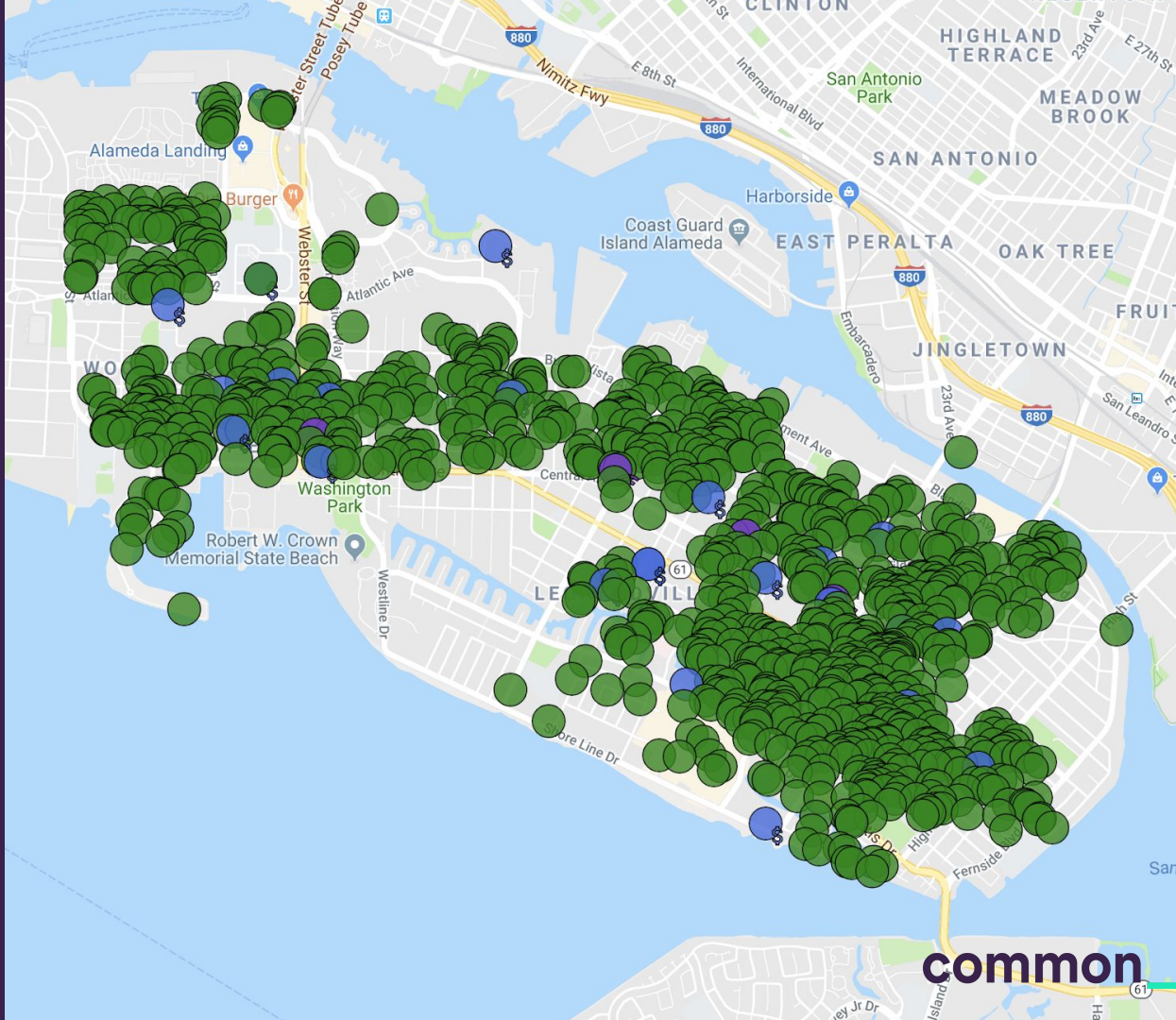
We currently provide
service in Alameda,
Santa Clara, Sunnyvale,
and San Jose

Serving the Alameda Community

Rapid Growth in Two Years

We now cover 81%
of Alameda homes
(or more than 50K
residents.)

Well over 1,000
customers.



Positive Customer Feedback

"We're so happy to have high-quality internet that is reasonably priced from a company with such helpful people."

★★★★★ Karen R.

"Common Network is the best ISP I've ever had. All around a great product and a great company."

★★★★★ Jesse C.

"I have been with Common Networks for a couple of years now and they are fantastic! Less expensive, more reliable, and faster service. And their customer service is off the charts!"

★★★★★ Zach W.



Hiring from the Alameda community

We employ **17**
full-time staff in our
Alameda field office
and are growing.



“I used to work for one of the large telecom companies that everyone knows. After having an amazing experience as a Common customer, I realized that this is the kind of company I wanted to work for.”

Dean Blackburn

Alameda resident

Field Operations Team



“I grew up in Alameda and I love to solve problems and help people get online. These aren’t just my customers—they’re my friends and neighbors.”

Jonathan Weinberg

Alameda resident

Field Operations Team

A Partnership with the Community

Local Partners:



We also work with hundreds of local organizations including:

- Alameda South Shore Center, Bladium, Alameda Theatre, and The Local, to name a few
- And more than 250 buildings in Alameda



A Partnership with the Community

Malia Vella

Councilmember, City of Alameda



I support Common Networks' presence [in Alameda] because of the services and the community benefits that they provide.

It's exciting to know that they are planning to expand their services to San Leandro. As our experience has shown in Alameda, they will be able to also provide your residents with access to another, alternative option for fast, affordable internet service.

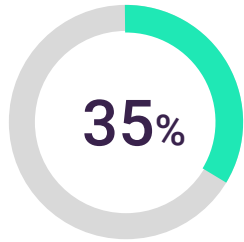


A photograph of a stone archway in San Leandro, California. The archway is inscribed with "DOWNTOWN SAN LEANDRO". Two palm trees stand on either side of the arch. A paved path leads through the arch, flanked by black bollards in the foreground. The scene is set against a clear blue sky. The text "common_san leandro" is overlaid in white, with a small teal underline under the "n" in "common". Below it, the text "a pioneering partnership" is also overlaid in white.

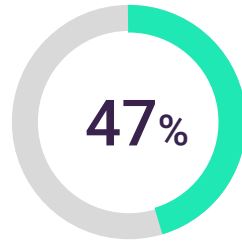
common_san leandro

a pioneering partnership

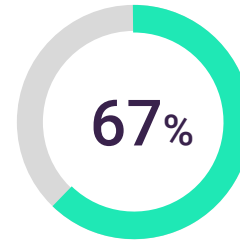
San Leandrans want better internet



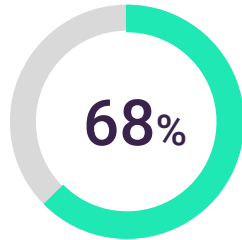
Dissatisfied
with **price**



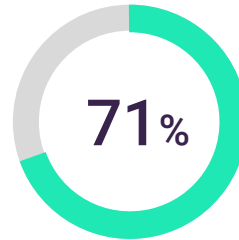
Dissatisfied
with **support
and service**



Dissatisfied
with **reliability**



Dissatisfied with
performance



Dissatisfied
with **access**

Source: City of San Leandro Residential Broadband Survey (Fiber Optics Master Plan) 2018*

San Leandrans don't feel they have a choice

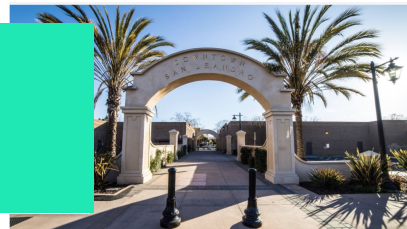
Of those expressing low overall satisfaction,
61% indicated that there were no other
internet service options in their area

Source: City of San Leandro Residential Internet Survey*

We plan to serve San Leandro next

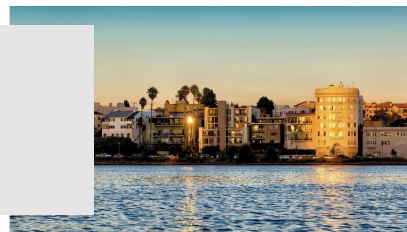
SAN LEANDRO

- ✓ potential partnership to grow more quickly
- ✓ already partnered with numerous properties
- ✓ clear demand by residents for other options



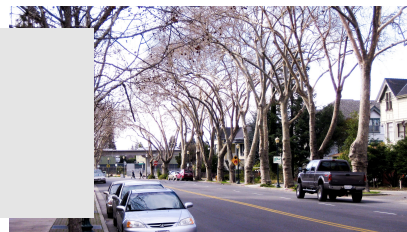
OAKLAND

- ✓ large, expansive market
- ✓ already partnered with numerous properties
- ✓ clear demand by residents for other options



HAYWARD

- ✓ initiated discussions with numerous properties
- ✓ clear demand by residents for other options



Working Collaboratively with San Leandro

We already have a growing base of partners with an investment of over \$500K and are nearing launch



signed relay




in discussion

Working Collaboratively with San Leandro

We can serve more of San Leandro if we can

- License rooftops of City buildings
- License to use City's dark fiber



 City building


 City fiber


Working Collaboratively with San Leandro

Together with existing plans, we would have significant coverage of San Leandro and be able to serve residents by this fall



 signed relay

 in discussion

 City building

 City fiber

Proposed Partnership Terms

License Agreements: based on fair market value fees

- **Rooftop License:** rooftop space on eight city bldgs for ~\$60,000/yr
- **Fiber License:** access to dark fiber for ~\$50,000/yr
- **Combined Revenue: almost \$600,000 over 5 years**
 - Mutual termination upon 180 day prior notice
 - Non-exclusive agreements
 - 5 year term with renewal periods afterwards
 - 3% automatic annual escalator
- **Community Outreach:** joint press announcements and collaboration on outreach to community organizations, businesses, and residents

Investing in Growth in San Leandro

In addition to our spend on licenses, our growth plan in San Leandro would include a **major investment in people, infrastructure, and equipment** of more than \$6 million



\$6 million
in investment

common_san leandro Timeline

FALL 2018

Reached out to the Office of Information Technology

FEBRUARY 2019

Signed 10 partner buildings and have many more in negotiation

MAY 2019

San Leandro Facilities and Transportation Committee meeting

FALL 2019

(PROPOSED)

First customers connected

SUMMER 2018

Decided on San Leandro as potential market

DECEMBER 2018

Began reaching out to local property owners for coverage partnerships

JULY 2019 (PROPOSED)

Joint PR outreach

Begin installation of source and relay sites

common_san leandro: a pioneering partnership

If we partner together, we can further mission as a center for innovation and define a **new model for cities** to provide residents with ultra high speed internet that provides:

- Offer a new option for high-speed internet at a competitive cost
- Provide coverage to underserved areas
- Supply City buildings with a backup internet connection
- Serve areas of high growth
- Provide new job opportunities

Thank You