

Multi-Tenanted Building Trial

INNOVATIVE • FLEXIBLE • RELIABLE • SUPPORTIVE • COST EFFECTIVE

Multi-Tenanted Building Trial - Overview

- Exciting new scheme aiming to launch in Spring 2018
- Designed to maximise potential of Ethernet infrastructure for Spitfire and Partners in multi-tenanted buildings
- Where Spitfire has a new circuit installed in one of these buildings, opportunity to offer large discounts & easier installs for additional customers
- Direct response to Partner feedback from last year

Multi-Tenanted Building Trial – Details (part 1)

- 1Gb circuit installed into building with 8 port NTE
- Spitfire or Spitfire Partner installs cable in building and connects each customer up
- No additional cost for 1st circuit as long as potential for multiple circuits demonstrated

Multi-Tenanted Building Trial – Details (part 2)

- Additional circuits would have significant cost reductions
- Additional circuits would also have a shorter lead time (approx. 2 weeks)
- 10Gb and 24 port NTE could be provided for larger buildings (additional cost)
- Circuit exclusive to Spitfire/Spitfire Partners

Multi-Tenanted Building Trial – The Opportunity

- Spitfire and Partners able to reach out to new clients
- Upsell voice and IT services
- Long term retention - effectively lockdown buildings to Spitfire Ethernet connectivity