
IN-BUILDING WIRELESS KICK OFF

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Scott McClure – VP Wireless Broadband Services, Alliance Corporation



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CEO, GetWireless



Scott McClure

VP Wireless Broadband Services, Alliance Corporation





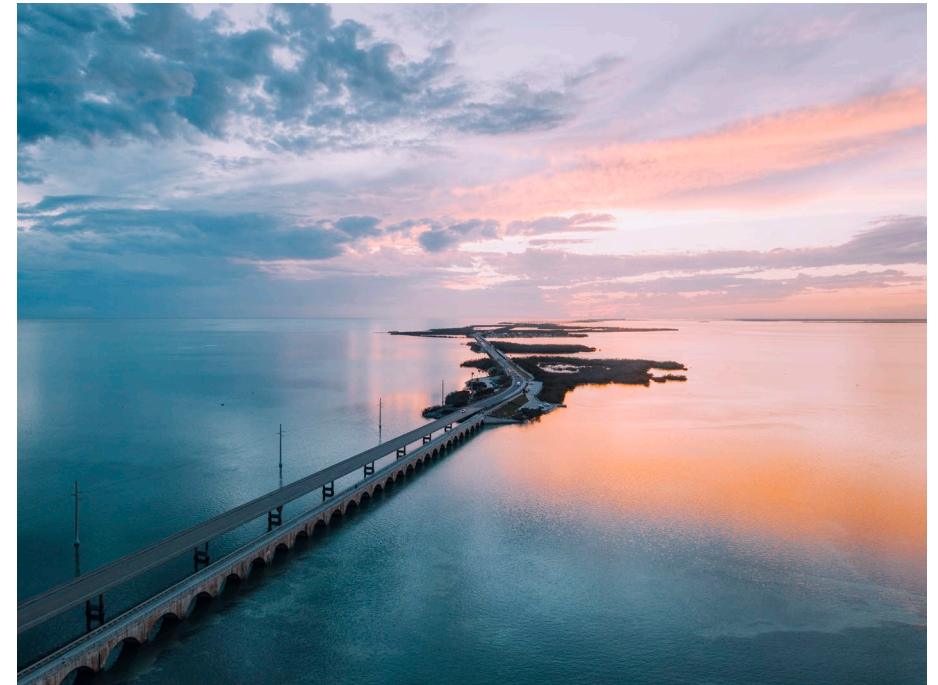
ELEVATE PARTNER SUMMIT – 2023

In-Building and Boosting Solutions



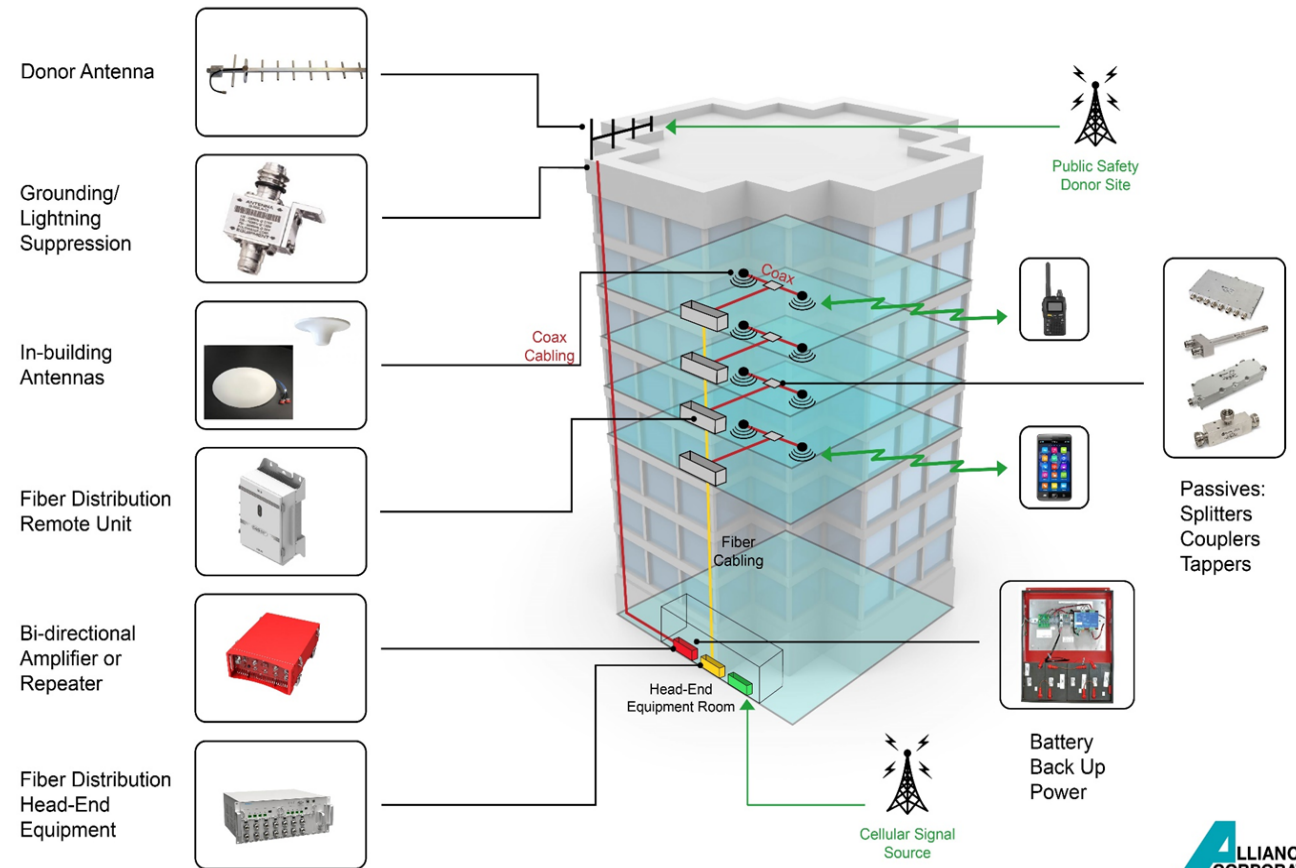
In-Building and Boosting Solutions

- Growing Market
- Every business is a prospect
- Empowers many of the other products and solutions in the GetWireless Portfolio
- In-Building and Mobility opportunities
- Key Audiences
 - Enterprise
 - SMB
 - Government
 - Public Safety has some special requirements for certain signal levels, back-up battery, and emergency shut-off.



In-Building and Boosting Solutions Portfolio

- Active DAS Systems for any application
 - Single & Multi Carrier Cellular
 - CBRS
 - Public Safety
 - Battery Backup and Power Systems
- Passive materials to complete the project:
 - Cable – Coax/Fiber
 - Plenum, Riser, Jumpers
 - Antennas: Donor, Coverage, Stadium
 - Attenuators, Splitters, POI
 - Steel, Cabinets, Enclosures
 - Splice/Termination Boxes
 - PIM Test Equipment



In-Building and Boosting Solutions Services



Consultation & System Recommendation



Bill of Material Creation



Rough Order Of Magnitude (ROM) Estimates



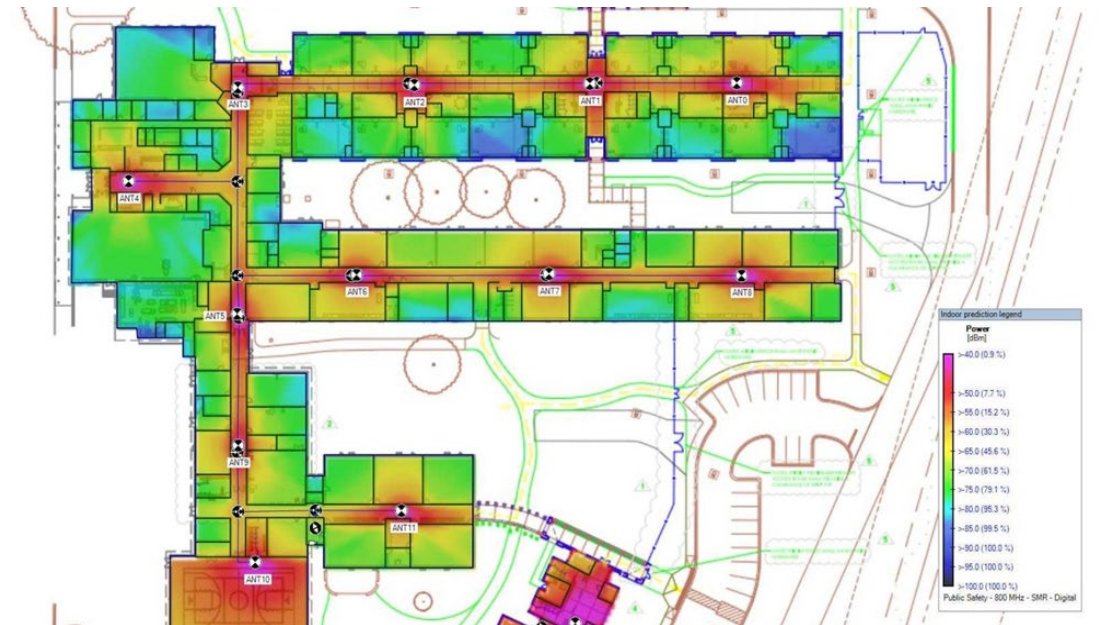
System Design and RF Modeling



Project Kitting and Logistics



Equipment Programming and Configuration

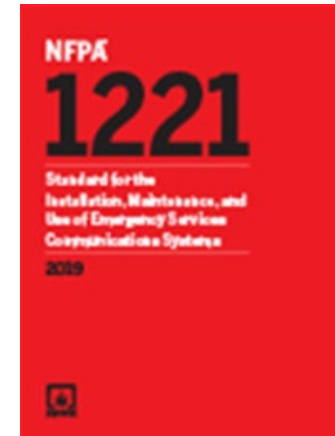
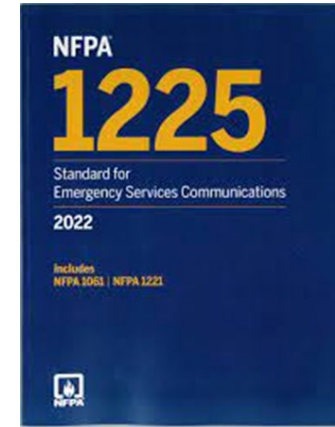


In-Building and Boosting Solutions

Public Safety DAS vs. Cellular DAS

What makes Public Safety Different?

- Required by Code
- Hardening
- NEMA 4 Enclosures, 2-hour ratings, battery backup
- Power Levels
- -95dBm vs -85dBm for LTE
- 99% coverage in over 95% of the building
- Walk Testing for both Signal Strength and Audio Quality
- Lack of consistency between Jurisdictions



Alliance & Tescos at a Glance

Supply Chain and Inventory Management with Value-Added Design and Manufacturing

Together with GetWireless, Alliance Corporation and Tescos Technologies comprise one of the largest communications distributors in North America. In addition to being the dominant distributor for wireless technology in Canada and the U.S., the company offers unparalleled system expertise, custom product development and cable termination capabilities.

Alliance

Products: DAS, pre-terminated cable assemblies, Broadband radios, Fiber, Private LTE/5G, WiFi, Cable, antennas and towers

Segments: Distribution (75% of sales) and Cable Termination (25% of sales)

Employees: 135

Premises: 5: Toronto, ON (HQ); Calgary, AB; Wayne, NJ; Garland, TX; Juarez, MX

Tescos

Products: Site Hardware, Cable, jumpers, antennas, Two-Way accessories, Industrial networking, Broadband radios, Private LTE/5G, WiFi, DAS, Enclosures, and towers

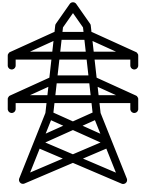
Segments: Distribution (90% of sales) and Ventev (10% of sales)

Employees:

Premises: 3: Hunt Valley, MD – 2 (HQ & Bulk Inventory); Reno, NV



Complete Portfolio



Wireless Infrastructure

- Antennas
- Coax & Fiber Cable
- Jumpers
- Towers
- Mounting Solutions
- RF Conditioning
- Telecom Cabinets
- Enclosures
- Lightning and Surge Protection



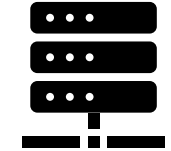
Private Wireless Networks

- Licensed & Unlicensed Backhaul
- Rural & Urban Broadband Access
- Fixed and Private LTE/ 5G
- Industrial & Automation Networking
- Security/ Surveillance Connectivity
- SCADA/ Remote Monitoring & Control
- Indoor & Outdoor WiFi Coverage



Power Solutions

- DC Rectifier Systems
- Inverter Systems
- AC UPS
- VRLA & Lithium Batteries
- On & Off Grid Solutions
- DC and AC Generators
- Renewable PV Systems
- Indoor / Outdoor Enclosures
- Fuse & Breaker Panels (PDU's)
- DC/AC Cables



Wireline

- FTTx & all fibre connections
- IPTV from Headend to Consumer
- Transport and Business Networking
- Data Center Cabling
- Customer Premise Solutions
- Fibre Cable, Micro Fibre, ADSS Fibre, Underground, and Aerial
- CATV Coax, Conduit, Connectors, Tools, Green Programs





THANK YOU

