

# Aurora Corporate Move

Who is Scientel?

Why Move to Aurora?

Why the Tower?

October 9<sup>th</sup>, 2017



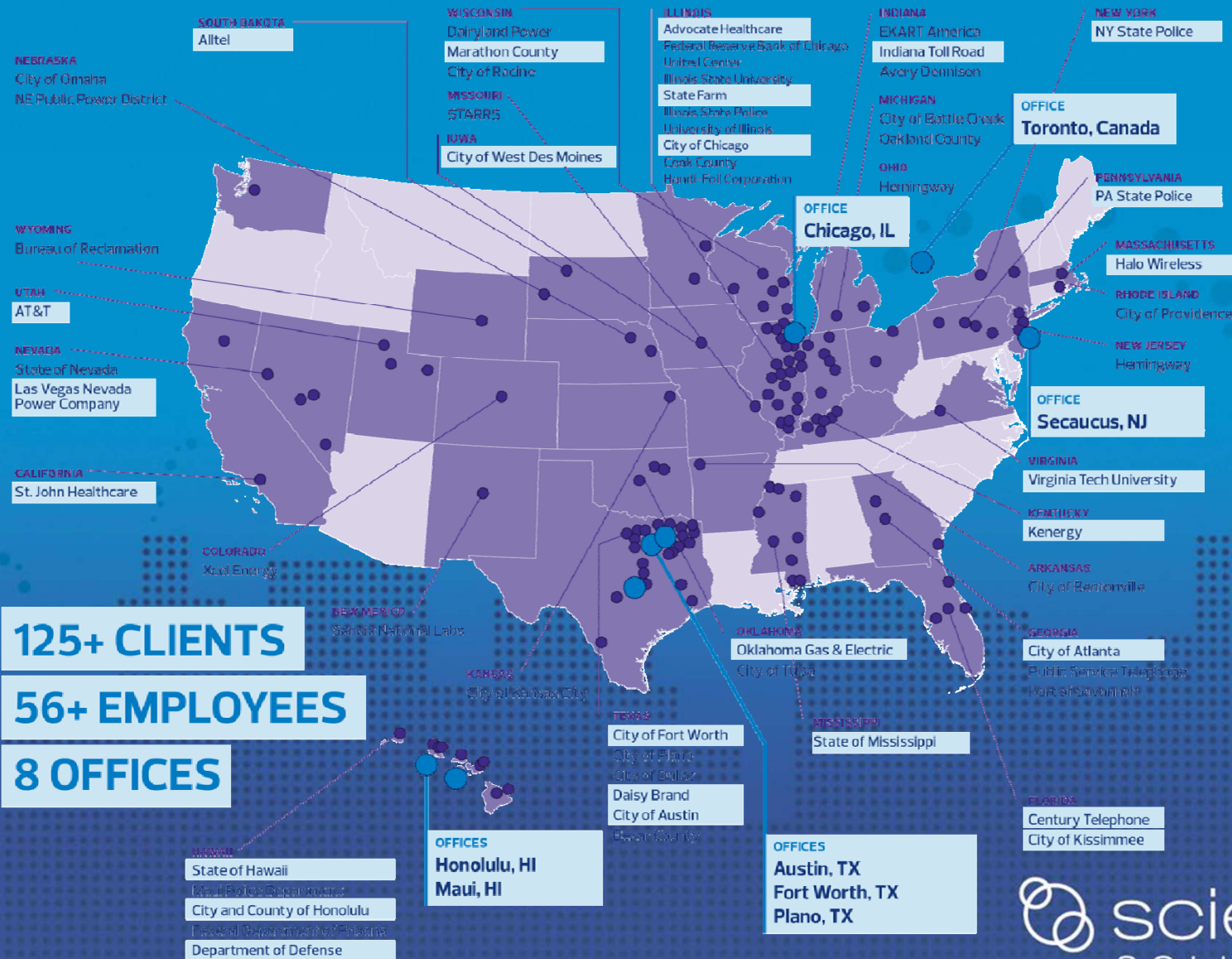
# Scientel Corporate Overview

- In business since 1992
- Privately owned by two local individuals
- Universal System Integrator – **Not Traders!**
- Network Diversity in all networking technologies
- Corporate Office in Lombard, IL
  - Branch Offices in Dallas TX, Austin TX, Fort Worth, TX, Toronto, ON, Honolulu, HI, Maui, HI and Secaucus, NJ
  - Satellite Teams in St. Louis, MO, Denver, CO, Houston, TX
- 24 x 7 x 365 Network Operations Center
- CLEC in NJ, PA, OH, IN, IL, MN and TX





# Office and Project Locations



# Scientel Core Competencies

## Services

- Consult
- Design
- Install
- Support
- Maintain

## Core Disciplines

- Microwave Networks
- Mobile / Fixed Wireless
- Network Integration
- MPLS Networks
- Video Surveillance
- Managed Services



# Resources

Category	Number of Resources	Initially Moving to Aurora
Sr. Management	4	2
Project Managers	8	3
RF and Network Engineers	16	6
Technicians	19	6
Sales and Marketing	8	2
Support/NOC Services	12	8
Administration	5	3
<b>Total</b>	<b>72</b>	<b>30</b>



# Experience by Devices – By Vertical

## Number of Links - 6, 7, 11, 18, 23, 60 & 80 GHz

Federal	Healthcare	Public Safety	Enterprise	Electric Utility	Education
47	9	445	235	530	19

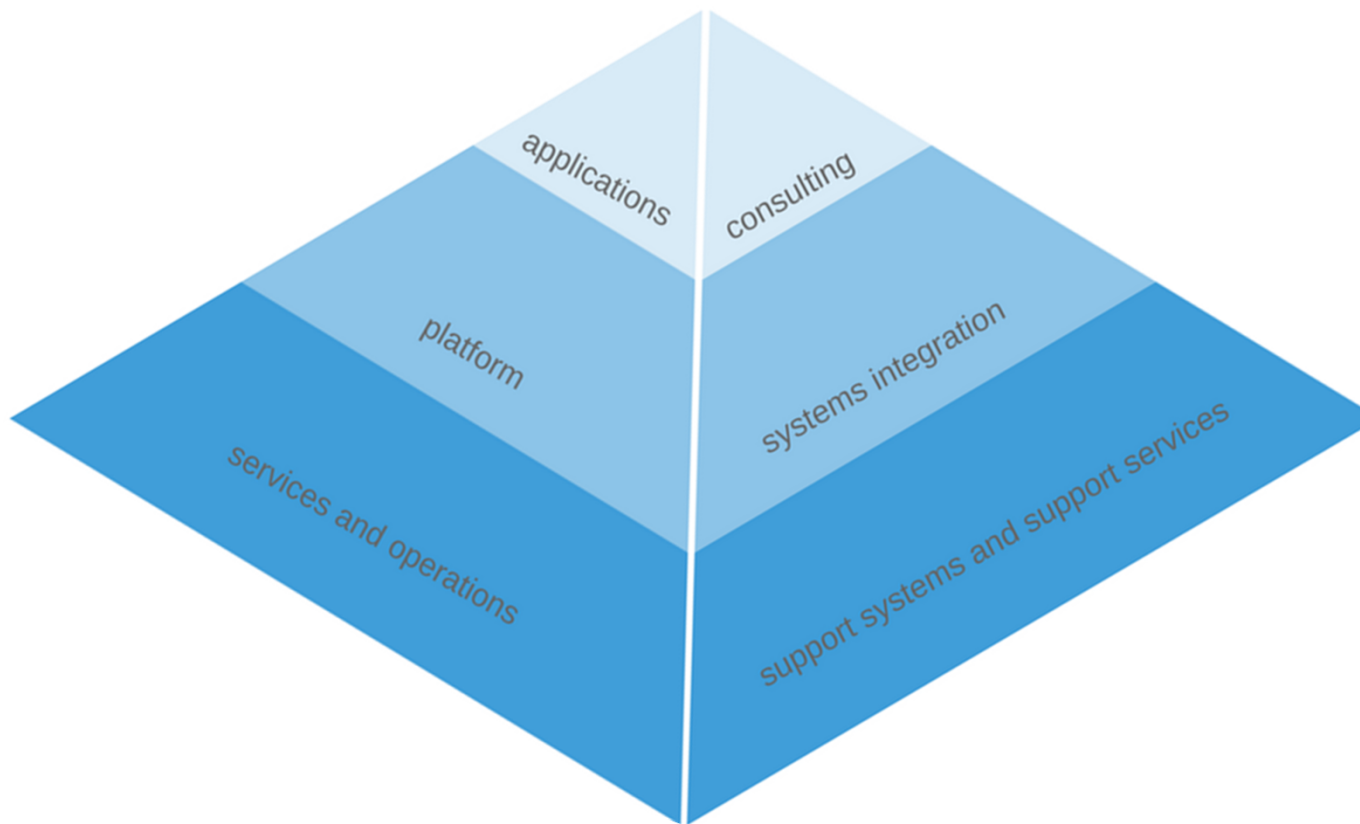
## Switching/Routing and Indoor/MPLS/Outdoor/Indoor Wi-Fi AP's

Federal	Healthcare	Public Safety	Enterprise	Electric Utility	Education
25	75	2158	241	35	176

# By Links By Customer

- OG&E Smart Grid – 440 Links
- Grand Prairie – 183 Links
- ComEd – 82 Links
- City of Plano, TX – 72 Links, 1517 Wi-Fi AP's, 334 Network Devices
- IL Port Authority – 35 Links
- County of Maui, HI – 32 Links
- City of Allen, TX – 23 Links
- County of Hawaii, HI – 18 Links
- City of Austin, TX – 16 Links
- City of FT. Worth, TX – 16 Links, 17 Network Devices

# Key to Our Success: Universal Integrator





# Local Customers – Project Based

- Advocate (Bloomington/Normal)
- Ashland Chemical
- Calumet Park 911
- City of Chicago, IL
- City of North Chicago, IL
- City of Racine, WI
- City of West Des Moines, IA
- Cook County Sheriffs Department
- Digital Realty Trust
- Exelon/ComEd
- Handi-foil Corporation
- Harper College
- Hyatt Corporation
- Illinois Port Authority
- Indiana Toll Road, IN
- Marathon County, WI
- Medline Industries Inc.
- Morton Arboretum, IL
- Motorola Solutions, Inc.
- Oliver Nazarene University
- Rosalind Franklin University
- St. Charles County, MO
- St. Louis Area Regional Response System
- United Center
- Village of Schaumburg, IL
- White Eagle Golf Club

# NOC Customers – Monitored In Aurora

- Advocate Health Care, Normal, IL
- City of Fort Worth, TX
- North Texas COG, TX
- City of Grand Prairie, TX
- City of Bedford, TX
- City of Irving, TX
- City of North Chicago, IL
- City of Plano, TX
- County of Hawaii, HI
- County of Maui, HI
- Indiana Toll Road, IN
- Morton Arboretum, IL
- Motorola Solutions, Inc.
- St. Louis Area Regional Response System
- White Eagle Golf Club



# Summary of Move

- Currently Leasing ~16,000 square feet
- Lease ends June 1, 2020
- Timing move for end of 2019
- New Facility will be owned – 15,000 square feet
- Up to 10 Gbps connection to the Internet from OnLight into CyrusOne POP
- Main NOC in Aurora
- 195' Tower to support connectivity to provide service to private and public customers / Partnering with Motorola
- Tower to support DuPage County and Aurora Public Safety Systems / Partnering with Motorola





# Scientel's Strategy Plan

- Scientel engaged with **City of Aurora's** 'Smart City' Initiatives
- Scientel/Motorola working with **City of Aurora's** CIO, Fire Chief and Police Chief on Public Safety Future Strategy and Improvements
- Moving corporate headquarters to Aurora to collocate with tower
- Major Network Distribution Point Via Tower
- Point to multipoint topology to expand customer base
- Tower actually frees up frequency with new angles and paths
- Partnership with Motorola Solutions – StarCom21 (Statewide System)
- Development project started in March of 2016
- Engaged with the City of Aurora in August of 2016
- Plan development modified to accommodate retail corner – plan previously approved in 2010
- Land, engineering and legal costs of over \$700k to date
- No Tower – does not provide us incentive for us to move - control of own destiny reduced, control put into other tower owners.

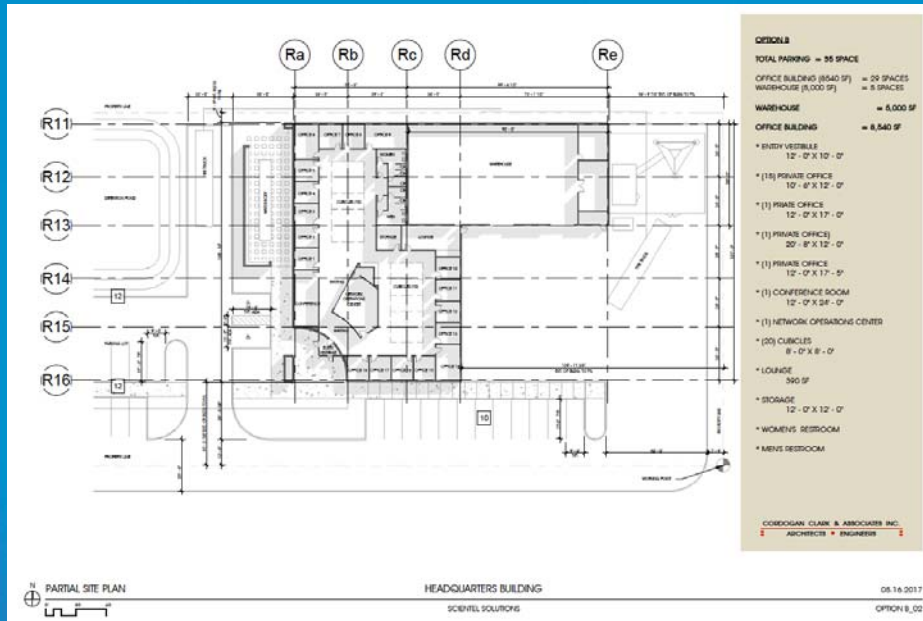


# OVERALL 6 POINT STRATEGY

1. The Corporate Office
2. Network Staging Facility
3. Network Operating Center
4. Network Equipment Warehouse
5. Network Access Point – Tower
6. Public/Private Partnership with City of Aurora



# Preliminary Headquarter Drawings



 scientel  
SOLUTIONS



*“Simplicity is the ultimate sophistication.”*

- Leonardo Da Vinci