

City of Los Angeles Public Wi-Fi & Connectivity Solutions RFI

Introductory Meeting

September 15th, 2021

JLC | MJE-Loop
Capital Partners

Qualcomm



BLACK & VEATCH



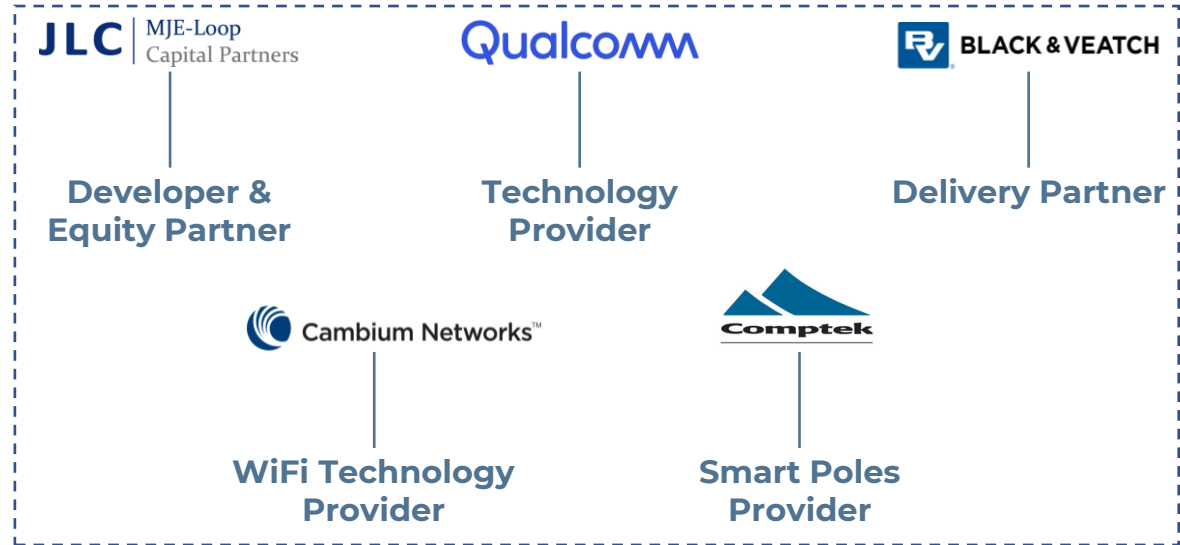
Cambium Networks™



Agenda

1. City of Los Angeles statement/welcome
2. Self-Introductions by attendees
3. Smart and Connected LA Overview – Fully Integrated Team
4. Proposed Technical Solutions
5. Project Delivery & Funding
6. Next Steps

The Smart and Connected LA Consortium Composition



Smart and Connected LA Overview

Team Member	Firm Overview	Highlights
 JLC MJE-Loop Capital Partners	JLC Infrastructure is an investment management company co-founded by Jim Reynolds of Loop Capital and Earvin "Magic" Johnson of Magic Johnson Enterprises focused on the transportation, energy, utilities, communications and social infrastructure sectors in the United States.	<ul style="list-style-type: none"> ✓ \$399M of assets under management ✓ 100% minority-owned & controlled ✓ 4 P3s awarded to date, including City of New Orleans Broadband & Smart Systems project
 Qualcomm	Qualcomm Technologies ("Qualcomm") is a global leader in the development and commercialization for the wireless industry. Qualcomm's products are used in mobile devices and other wireless products. Qualcomm is a leader in 3G, 4G and 5G technologies.	<ul style="list-style-type: none"> ✓ \$159B market capitalization¹ ✓ \$23B in revenues² ✓ Over 18,000 enterprises globally use wireless solutions
 BLACK & VEATCH	Black & Veatch is a global engineering, procurement, and construction firm specializing in project development in several infrastructure sectors including telecommunications and smart cities markets.	<ul style="list-style-type: none"> ✓ Over \$3B in revenues³ ✓ Ranked 2nd in telecom by Engineering News-Record⁴ ✓ Smart City experience in Sacramento

1) Market capitalization as of September 9, 2021.

2) Source: Qualcomm Fiscal Year 2020 financial statements.

3) Source: www.bv.com.

4) Source: www.bv.com.

Smart and Connected LA Overview

Team Member	Firm Overview	Highlights
 Cambium Networks™	Cambium Networks provides fixed wireless broadband and Wi-Fi networking infrastructure solutions for network operators, including wireless internet service providers, mobile network operators, enterprises and government agencies, communities and cities worldwide.	<ul style="list-style-type: none">✓ \$278M in revenues¹✓ \$954M market capitalization²✓ Over 8.8M wireless units shipped through Dec 31, 2020³✓ Deployed 1,000 access points to reach 21,000 public school students in McAllen, TX
	Comptek Technologies LLC ("Comptek") provides engineered solutions to the wireless market. Comptek's wireless activities are focused on expediting the deployment of broadband through its engineered and fabricated smart poles, utility lighting structures and concealment solutions of wireless equipment.	<ul style="list-style-type: none">✓ Deployed over 1,000 smart poles nationally in 2019

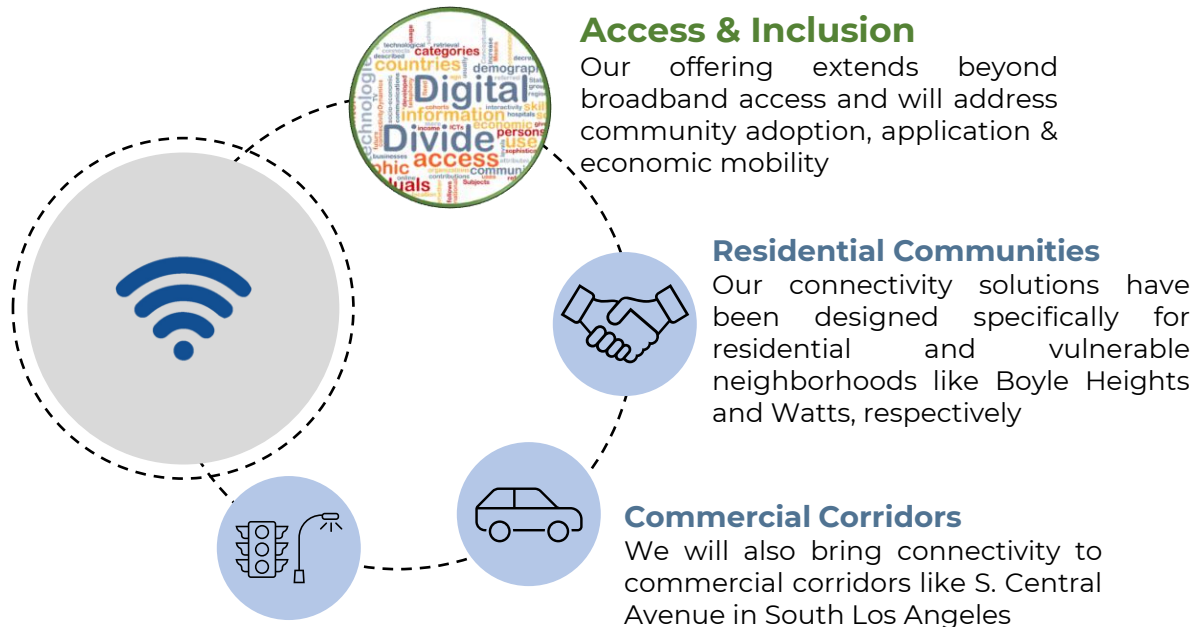
1) Source: Cambium Networks Fiscal Year 2020 financial statements.

2) Market capitalization as of September 9, 2021.

3) Source: www.cambiumnetworks.com.

Proposed Technical Solution

Smart and Connected LA has designed a technical solution that prioritizes bridging the digital divide in the City's residential communities



Technical Solution

- Our solution leverages the City's existing streetlight network to deploy wireless broadband using CBRS spectrum
- Our 60 GHz cnWave fixed wireless networking infrastructure will serve as the core of our citywide wireless service



Our network offers cost-effective connectivity and can serve as the foundation for deploying Smart City applications

Project Delivery & Funding Structure

Smart and Connected LA will work with the City to determine the optimal delivery and funding structure for deploying the project



Primary Financial Objectives

- City's comfort with funding upfront costs and operations and maintenance costs
- City's comfort with committing to availability-like, contracted payments over a long-term period that compensate private sector partners for delivery, operations and financing costs
- City's desire to monetize the network and generate revenues



Optimal Risk Allocation Structure

- City's comfort with assuming key project delivery risks – build/install, finance, operations
- There are risks that the City will be better equipped than its private sector partners to assume



Key Project Objectives

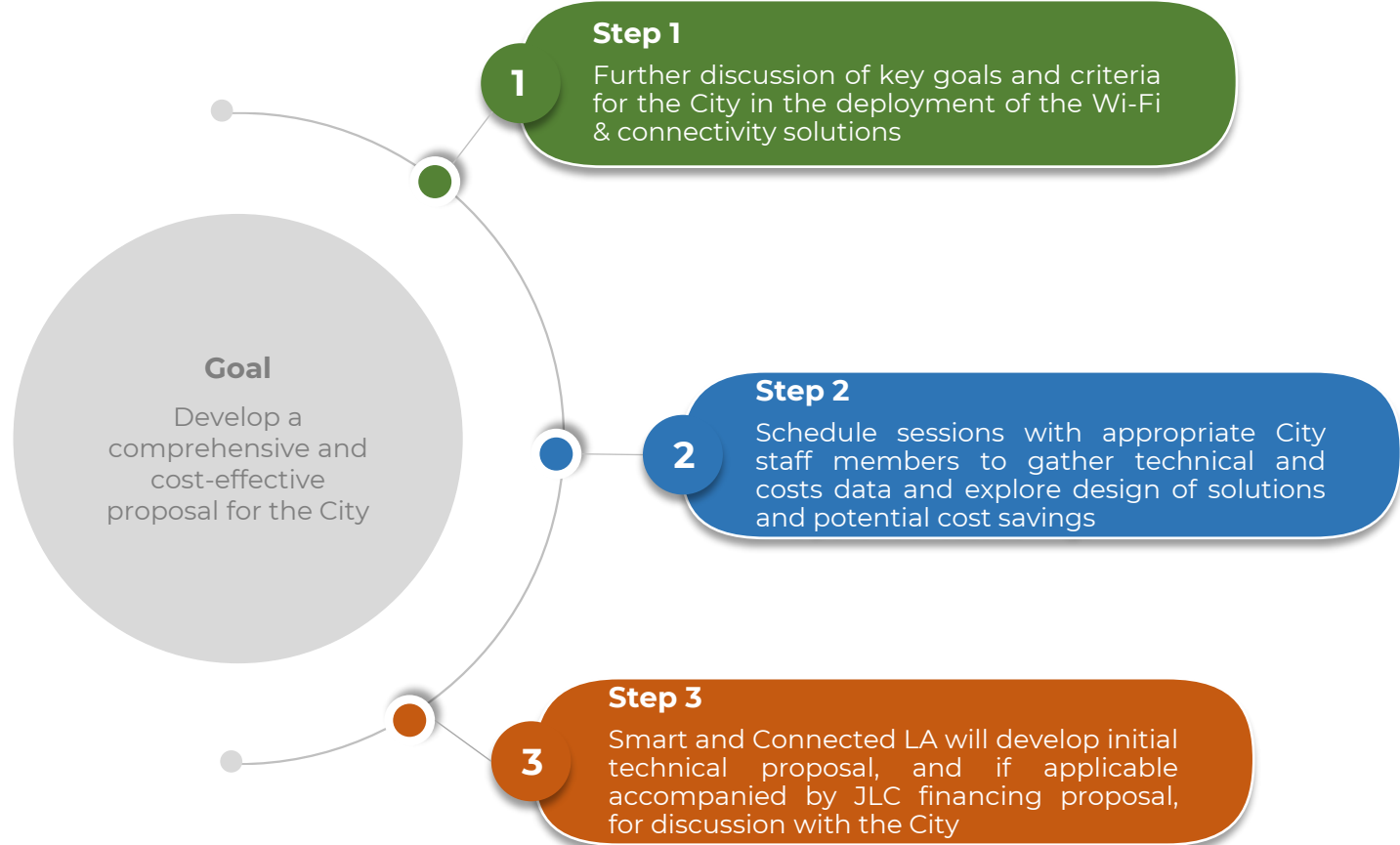
- Importance to the City of developing a long-term partnership with consortium of private sector partners
- Beyond providing connectivity access, implement a digital inclusion program tailored to underserved communities
- Implement turnkey solution that integrates all facets of a Smart City network platform

Project Delivery & Funding Models

Smart and Connected LA has extensive experience with both P3 and non-P3 delivery and funding models

Delivery & Funding Model	Description	City Benefits & Areas for Consideration	
		Benefits	Areas for Consideration
Sale + Operations + Maintenance	<ul style="list-style-type: none"> Smart and Connected LA constructs and installs the network and upon completion, the City purchases and assumes ownership of the assets City outsources operations and maintenance of the network to Smart and Connected LA 	<ul style="list-style-type: none"> ✓ City owns network ✓ Operations and maintenance risk partially assumed by Smart and Connected LA 	<ul style="list-style-type: none"> City responsible for funding all upfront costs City responsible for funding operating costs
Public-Private Partnership ("P3")	<ul style="list-style-type: none"> Smart and Connected LA assumes responsibility to design, build, finance, operate, and maintain the network over an agreed upon term Smart and Connected LA and City enter into a long-term P3 agreement 	<ul style="list-style-type: none"> ✓ Smart and Connected LA assumes project delivery risks ✓ Costs predictability and budget savings ✓ Potential additional sources of revenue 	<ul style="list-style-type: none"> Smart and Connected LA assumes control and responsibility of assets until end of concession term Determine sources of city cost savings which can be diverted to P3 as contracted payments

Next Steps



Thank you.

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