

SMALL CELL DEPLOYMENTS

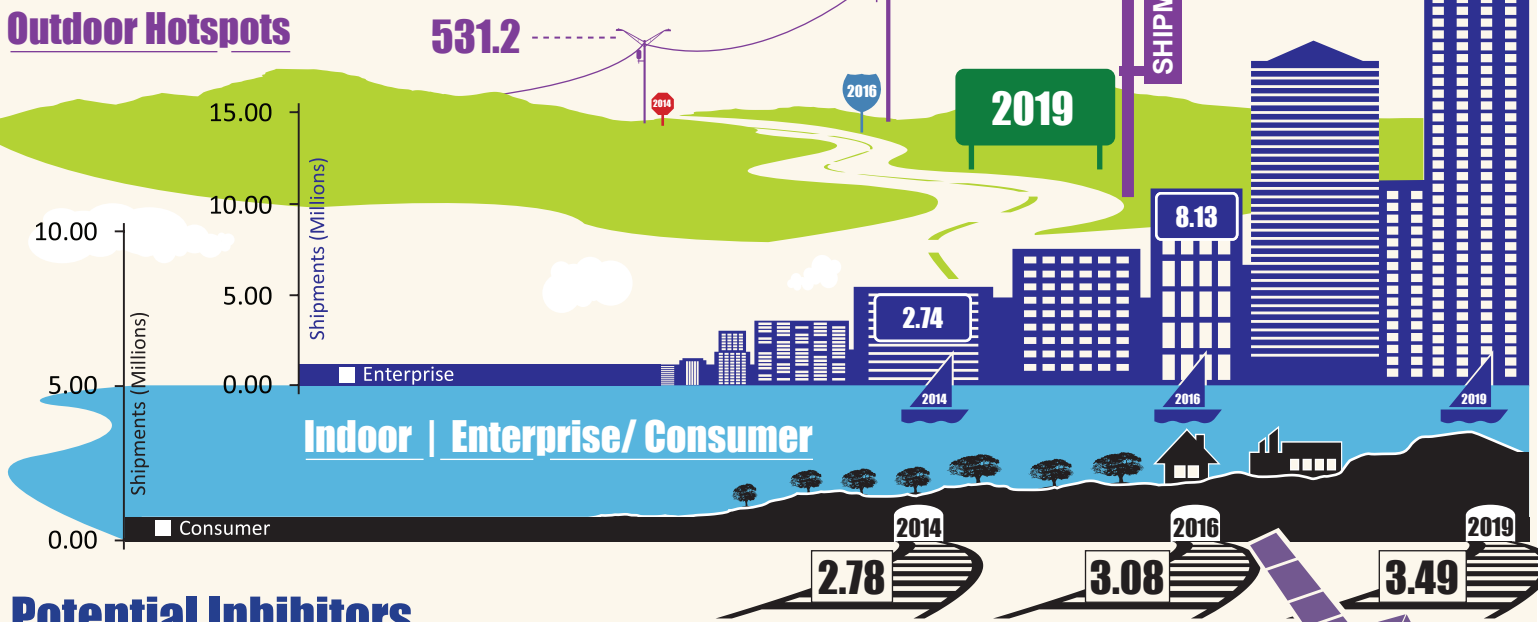
NETWORKS BUILD FOR COVERAGE COMPLETE

Worldwide average megabytes per user skyrocket through 2019



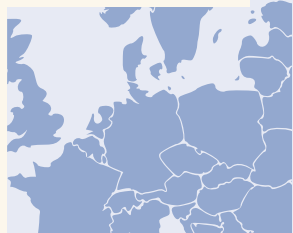
Small Cell underlay adds capacity for outdoor hotspots and indoor

Outdoor Hotspots



Potential Inhibitors

SITE SELECTION



- RF geolocation - "Golden Lamppost"
- Rights & Permits
- Unobtrusive
- Security
- Environmental
- Taxes/Fees

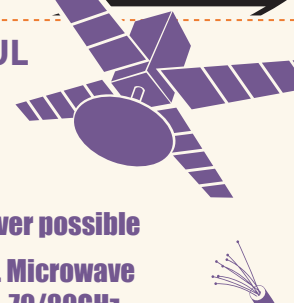
POWER

- 24/7 availability
- AC/DC?
- Passive cooling
- Surge protection
- Battery Backup
- Who Pays?



BACKHAUL

- Fiber wherever possible
- Sub 6GHz vs. Microwave vs. 60GHz vs. 70/80GHz



Potential Resolution: SCaaS Emerging as a Business Model

 Reduce Risk	 Reduce Complexity	 Reduce Time to Market	 Reduce Total Legislation Overhead	 Reduce Cost	 Neutral Host
--	--	--	---	--	---