



# IN-BUILDING CELLULAR SOLUTION OVERVIEW



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## CUSTOMER CHALLENGE

Wireless is the fourth utility. Lights, water, climate control, and wireless. People in a building – hotel, apartment, condo, medical facility, school – expect all utilities just to work. End-users expect their smart phones to just work everywhere with seamless indoor cellular service for voice and high-speed mobile broadband on smart phones. No dropped calls on entry to or exit from a building.

For many mid-sized buildings, mobile operators cannot provide reliable indoor service from outside as concrete, and low-e glass can cut out up to 98% of the radio signal.

- According to a recent survey, nearly 74% of office workers said they experience poor cellular connectivity in their workplaces. In the DYOD connected work environment, cellular connectivity is required for productivity.
- According to a study conducted by Texas Instruments, advanced HVAC and lighting IoT solutions helped cut energy use by 40%—just from sensor controls alone.

This challenge extends to hotels, student housing, senior living, retail, healthcare, apartments, and condos.

## IN-BUILDING CELLULAR SOLUTION

Granite Telecom provides in-building wireless solutions for seamless mobile communications. With its innovative, patented technology, Granite's Cellular Carrier Approved Technology delivers in-building service for the four national MNOs on Day-1. Granite's unique solution delivers the seamless mobile service end-users want with the lowest total cost of ownership for buildings under 1 million square feet.

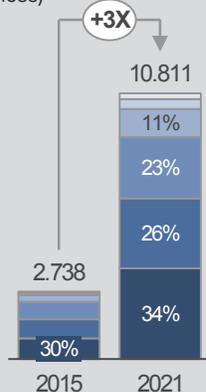
This is revolutionary and ground-breaking technology for developers, building owners and building managers. Granite's solution is simple to deploy, delivering coverage and capacity affordably. It's win-win-win for residents, building managers, and building owners.

## KEY BENEFITS

- 911 Access Emergency Response
- BYOD Productivity
- Employee, guest and resident satisfaction
- Smart Building IoT Applications
- Increased property value
- Higher occupancy, Higher rental revenue, Higher lease renewal rates

### Growth in Smart Building Connected devices over time

(Million devices)



Source: Memoori

### Highlights

- Commercial Real Estate leads in IoT Deployments
- Increase value and revenue as a Smart Building
- IoT Applications can reduce energy consumption
- Multiple IoT Applications for monitoring, surveillance, and control
- Granite's In-Building Cellular Solution provides superior cellular coverage