




## **KLTV and the Community Channels**



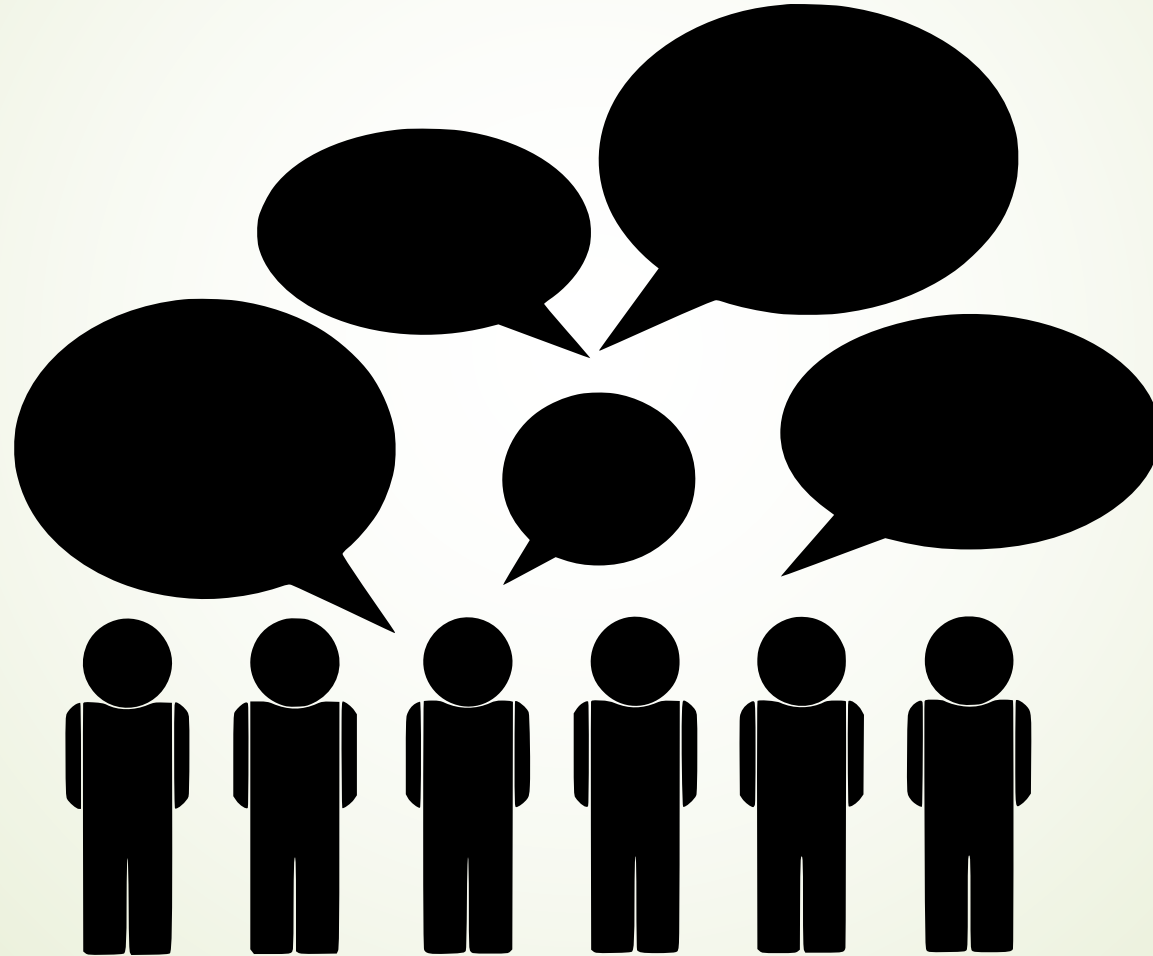
# Privatel Inc. Offer



LVWA's Current Bulk TV Agreement  
Contract Expires  
On October 1, 2025



# Talks have begun!





# Privatel's Triple Play.

## All Levels of TV Service include:

Television, Internet, and Home Phone.

- HD TV. DirectTV streamed Service.
- Advanced TV Remote.
- Two HD set-top boxes.
- DVR with 20 hours of cloud-based storage.
- 1 Gigabyte Internet Service.
- Voice over IP Home Phone Service.

**There is no Privatel offer for TV-only or Internet-only**



# Cost for Triple Play Option 1

- Includes:
  - Basic Entertainment Package Television Service. (85 Channels)
  - 1 Gigabyte Internet Service
  - Voice over IP Home Phone Service
  
  - 10 Yr Option \$75.00 per month.
  - 15 Yr Option \$70.00 per month.
  - 20 Yr Option \$65.00 per month.
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# Cost for Triple Play Option 2

- Includes:
- Choice Package Television Service. (125 Channels) Similar to the current lineup.
- 1 Gigabyte Internet Service
- Voice over IP Home Phone Service
  
- 10 Yr Option \$86.00 per month.
- 15 Yr Option \$81.00 per month.
- 20 Tr Option \$76.00 per month.



# Cost for Triple Play Option 3

- Includes:
- Ultimate Package Television Service. (160 Channels)
- 1 Gigabyte Internet Service
- Voice over IP Home Phone Service
  
- 10 Yr Option \$99.50 per month.
- 15 Yr Option \$94.50 per month.
- 20 Tr Option \$89.50 per month.



# Summary

10-year contract

- ▶ TV Entertainment Triple Play Package. \$75.00
- ▶ TV Choice Triple Play Package. (similar to the current TV package)  
\$86.00
- ▶ TV Ultimate Triple Play Package. \$99.50

**It is important to note that the HOA fees will not be increased due to this service; rather, the TV service will see a nominal increase, and the internet service would be added, all of which are collected along with the HOA fees.**





# Privatel Offer Benefits:

## To the Association:

- \$100.00 activation rebate for each unit. \$269,200.00
- A rebated percentage back to the Association of extras purchased by residents. (Yet to be determined by Privatel)
- The Board will provide an Association credit to each unit of the activation rebate and the percentage received for unit add-ons.
- Triple Play service to common buildings.

## To the Units:

- Consolidate TV and Internet bills.
- Cost savings and higher speed internet service.
- White Glove installation with an on-site service rep.
- DVR
- Ability to bring TV service with you when you travel.



# Comparison with other offers

## Verizon

- TV Preferred HD & 300/300 Internet. \$74.98
  - 5-yr contract term with locked-in price.

## Privatel

- TV Choice HD, 1 Gigabyte Internet & Home Phone \$86.00
  - Increased internet speed.
  - Home Phone.
  - Traveling service.
  - \$269,200.00 Installation and unit add-on percentage rebate.
  - 10-year contract term with a 5% increase per year.

## XFINITY

- TBD March 19<sup>th</sup> 7:00 PM Scheduled open meeting.

# Compare what you are paying now vs. bulk pricing:

## Verizon Bulk TV and 300/300 Internet \$74.98

- **Verizon's** current Bulk TV Cost. \$36.50
- **50/50 Internet** Add-on. \$49.99
- Resident's Expenses **\$86.49**
- Savings W/ Bulk TV and Internet **-\$11.51 Monthly**

- **Verizon's** current Bulk TV Cost. \$36.50
- **100/100 Internet** Add-on. \$69.99
- Resident's Expenses **\$106.49**
- Savings W/ Bulk TV and Internet **-\$31.51 Monthly**

- **Verizon's** current Bulk TV Cost. \$36.50
- **300/300 Internet**. Add-on \$79.99
- Resident's Expenses **\$116.48**
- Savings W/ Bulk TV and Internet **-\$41.51 Monthly**

- **Verizon's** current Bulk TV Cost. \$36.50
- **1 GB Internet** Add-on \$99.99
- Resident's Expense **\$136.49**
- Savings W/ Bulk TV and Internet **-\$61.51 Monthly**

## Privatel Triple Play: 1GB Internet, DirectTV® and Phone. \$86.00

- Privatel/DirectTV® (included)
- Compared to Verizon TV and 50/50 Internet (\$86.49)
- Resident's Expenses **\$86.00**
- Savings with Triple Play **-\$.49 Monthly**


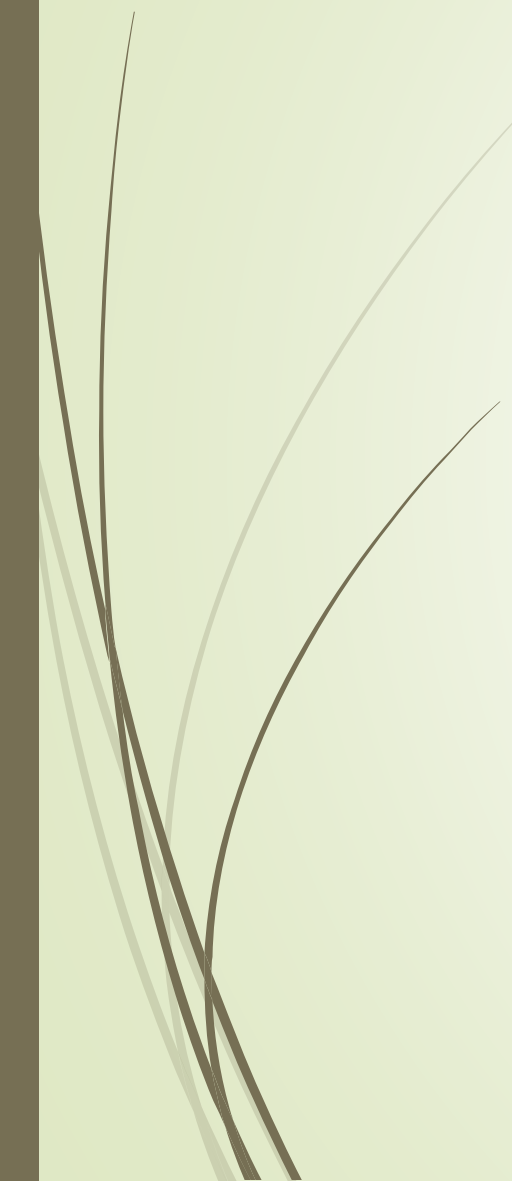
- Privatel/DirectTV® (included)
- compared to Verizon TV and 100/100 Internet (\$106.49)
- Resident's Expenses **\$86.00**
- Savings with Triple Play **-\$20.49 Monthly**


- Privatel/DirectTV® (included)
- compared to Verizon TV and 300/300 Internet (\$116.48)
- Resident's Expenses **\$86.00**
- Savings with Triple Play **-\$30.48 Monthly**

- Privatel/DirectTV® (included)
- Compared to Verizon TV and 1GB Internet (\$136.49)
- Resident's Expenses **\$86.00**
- Savings with Triple Play **-\$50.49 Monthly**


# Question from the Audience

- Are there any issues for those who have more than two TVs?
  - No, there is no issue with additional televisions. Each home gets two stream boxes at no charge. Additional televisions can receive the programming other ways as follows:
  - Smart televisions can utilize the Direct TV Stream APP with no need for an additional stream box. The APP which can be downloaded utilizing Roku, firestick etc.
  - Additional stream boxes can be purchased for \$120.00 or leased at \$10.00 a month for 12 months. At the end of the twelve months the boxes are then paid in full with no additional recurring charges.
- How do the in-house channels work?
  - The in-house channels will be accessible by simply pressing the APP button on the remote to access the APP with all the in-house channels.
- How long is the time frame for the flip?
  - We are estimating the complete turnover will take approximately six months to complete. At no time would any residents be without service.
- Do Roku Sticks and Roku TVs work?
  - Yes.
- Philly Channels?
  - The programmers control the market stations being delivered by zip code. The stream service will work in other markets as you can take the programming with you, but Leisure Village West zip code will be the main location.

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- What is the cost for the basic package?
    - The Leisure Village West Board will be evaluating the packages and will be selecting the package that best suits the resident community.
  - Does the package include MSG?
    - The Leisure Village West Board will be evaluating the packages and will be selecting the package that best suits the resident community.
  - Is ESPN+ or Peacock recording available?
    - This content is controlled by ESPN+ and Peacock but they typically let you go back and watch a variety of past events and games on ESPN+, including replays from previous seasons. However, since this is not controlled by Privatel or DirecTV you should consult the provider of the APP.
  - If the board chooses a universal package, can we upgrade?
    - Yes, each resident can choose to add services and receive a monthly bill for those services chosen. There are no credit checks necessary for these additional services.
  - Wi-Fi 6 coverage range?
    - The system will be utilizing WI-FI 6, which is one of the latest Wi-Fi technologies and will be sufficient to cover the household and provide excellent service to all devices.
  - Is there a Military discount?
    - Unfortunately, the programming is already heavily discounted for the community, therefore no additional discounts are available

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- What is the number of season passes available for recording and what is the number of show that can be recorded at one time?
    - The recording is not limited to season passes but residents receive 20-hours of DVR unless the community opts for the unlimited DVR option. Individuals can opt for the unlimited option for an additional \$10.00 per month.
  - What is the total amount of recording available past the 20 hours?
    - The board can decide to increase the DVR to unlimited or individuals can choose to add this as an option for an additional \$10.00 per month.
  - Will the Wi-Fi connections support internet connections for Alexa based switches and plugs camera, pet feeders etc.?
    - Yes, the Wi-Fi will support anything that is with the Wi-Fi standard.
  - I have a Roku Wi-Fi TV and my cable channels are all on my remote. Will I still be able to use my Roku remote?
    - Yes, you can continue to use the Roku device with the Direct TV Stream APP and receive all the channels available.
  - Will you be offering Ultra High-Definition Streaming?
    - Some content is available in 4 K, and the DirecTV stream box provided is capable of receiving it, but a 4K-compatible TV is required.
  - What is the highest GIGS an individual can receive
    - The bandwidth we are offering each home is currently 1 Gigabit service, which is extremely fast. Twenty times faster than a 50Mbps connection. Technically, we can offer faster speeds with the equipment being installed and we could entertain additional service plans if a resident had such a need.
  - Will there be hidden fees within my bill, Tv Fee, Remote fee, Insurance Fee (equipment)etc
    - Residents will not be receiving a bill from Privatel or Direct TV unless they order additional programming packages or additional set top boxes.



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- Will there be pkg deals including Movie channels

- Yes, the board can decide to include many different movie channels or residents can also order many different types of movie packages including pay-per-view and other content they may wish. Residents can order anything offered by DirecTV stream.



- I have a soundbar and vhs/dvd player hooked up to my tv. Will your box be compatible so that I will be able to utilize them?



- The DirecTV stream box does have a digital audio output to connect to sound systems, as each resident equipment varies further information would be needed.



- I use Tivo will I still be able to use it with your system?




- The system allows for recording without a need for TIVO or the cost for that service. The system proposed can stop, pause, rewind and record as well at no additional cost.



- You can certainly retain your TIVO if you wish and hook it up to a different HDMI input on your television set if want to hold on to TiVo and the recordings you may presently have.

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- When the new Fiber comes out of the subterranean conduit, where does it go? ...How does it get “into the house”? Will you attempt to follow the path of the existing coax line into the attic space and run it across the length of my house down through a wall joist cavity to exit through the wall where I currently have my router? That seems like a huge amount of labor that is time-consuming, expensive, and invasive to the homeowners. In addition, the technician running the 75’ of Fiber cable in my attic crawlspace better be under 5”7’ and weigh less than 160 lbs. I for one am not able to navigate the fiberglass insulation and A/C ducts to even get close the room where I want the router
    - *The exact location of entering the building will vary based on the building type, some have 2 units, others have 3 and 4 units. Some appear to have garages and some do not. We also consider the location of existing public utilities. Based on maps and site visits, we are thinking of bringing a conduit to the side of the building and use another conduit close to the corner to bring fiber into the attic space. This will minimize the footprint of the conduit and provide more flexibility of the fiber/router location. From the attic we plan on running the fiber for each into a wall chase and installing a jack with the fiber hand off.*
    - *Please note that the only wire required is the fiber to the home ONT/Router. From there, all other devices we provide communicate over our Wi-Fi 6 in each home. This provides a clean solution where you can place the TV or other devices anywhere in the home you wish and not be dependent on where any cable connection is. We do provide ethernet wired ports on the router if one prefers a wired connection but is not required.*
  - A possible alternative Privatel may be planning on is a technique that I have seen cable installers like Comcast do on my prior home which was to run the line on the exterior of the home attempting to hide it under the siding and then just drilling from the outside through the siding into the room wall where the equipment will be and then just caulk up the hole. I would think the LVW association would consider that an unacceptable installation practice as it impacts the exterior of the community property and complicates future siding maintenance not to mention the esthetics of the cables being visible from the outside. That being said, it is the board decision.
    - *We do not plan on running any wires on the outside as you describe. The plan currently is as described in the answer for question #1.*
  - If you do intend to run the cable from the subterranean conduit up and “into the home” by drilling a hole through the exterior wall, where will you do that? Will you want to enter the home as close to the subterranean conduit as possible (which would be my living room corner in my case)? Well, that would be an issue for most homeowners I would think. I, for one, do not want my router equipment coming in at corner of my living room. My router and all my other related equipment (IOT Hubs, Mesh router, etc.) are setup in my home office on the far side of the dwelling.
    - *Our intention is to install the fiber modem and wireless router in the same location for each similar unit. We plan to be as close to the existing Fios router as possible as not to interrupt each residents current installation as you mentioned. As most of the Fios routers appear to be in the den office. That is where we will also install the fiber and our equipment.*



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- Do I get to say where I want the router installed? My choice is going to be on the opposite side of the home from where the fiber will likely come out of the ground, which means running a length of fiberoptic cable either inside, or outside of my home,. Neither of those choices are optimal, I don't want cable tacked to my baseboards running around doorways inside my home nor do I want the same on the outside of the building running around my front door to get to the room where I want the equipment. While running a length of cable through the attic is technically possible, as stated above, there are significant obstacles to making that happen.



- *We will do our best to accommodate router location requests. This will ultimately be dependent on where and if the structure will allow us to pull fiber to that location. It is likely that we will be able to install the fiber to the existing router location since the current provider was able to get there.*



- Question regarding TiVo

- *The product we are offering provides everything that TiVo provides. You could continue to use your existing TivO recorded content on your television via a different input and use the new product for all new content. The DVR can be upgraded to unlimited for a nominal fee of \$10.00 if the board does not opt to upgrade this on a bulk basis.*

