



## **KLVW and the Community Channels**



# Bulk TV and Internet Services

LVWA's Current Bulk TV Agreement

Contract Expires

On October 1, 2025

# Verizon Fios

- ▶ Fios TV ONLY Preferred HD \$34.99 (\$2.25 tax) **\$37.24**
- ▶ 1 Wireless Router
- ▶ 1 Set-top Box
  
- ▶ Fios TV Preferred HD & 300/300 Internet. \$70.00 (\$2.25 tax) **\$72.25**
- ▶ 1 Wireless Router
- ▶ 1 Set-top Box
  
- ▶ Fios TV Preferred HD & 1G/1G Internet. \$80.00 (\$2.25 tax) **\$82.25**
- ▶ 1 Wireless Router
- ▶ 1 Set-top Box

**Locked in for five years with no price increase.**

**HOA fees themselves are not increasing; instead, it is the cost of TV and/or Internet service that will rise, which is collected along with the HOA fees.**



# Verizon Fios Benefits

- No construction needed.
  - Known service.
  - Known Channel Line up.
  - No need for new equipment.
  - Community Channels.
  - No price increase for the length of the contract.
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# Privatel's Triple Play.

Television, Internet, and Home Phone.

\$86.00 (+ \$2.39 Tax) **\$88.39**

- 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.
- Community Channels.
- 10-year term subject to annual increase of up to 5%
- **HOA fees themselves are not increasing; instead, it is the cost of TV and/or Internet service that will rise, which is 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.

# Xfinity's Double Play.

## Television and Internet.

- ▶ Ultimate Bulk TV and Internet Double Play Package. \$59.00 ( + Tax \$1.12) **\$60.12**  
(similar to the current TV package)
- ▶ Advanced TV Remote.
- ▶ Two HD set-top boxes.
- ▶ 1 Gigabyte Internet Service.
- ▶ 20 Hr. DVR.
- ▶ Community Channels.
- ▶ 7 Year-term subject to annual increase of up to 5%
- ▶ **HOA fees themselves are not increasing; instead, it is the cost of TV and/or Internet service that will rise, which is collected along with the HOA fees.**



# Xfinity's Offer Benefits:

## To the Association:

- \$85.00 activation bonus for each unit. \$228,820.00
- The Board will provide an Association credit to each unit of the activation bonus and the percentage received for unit add-ons.
- Bulk service to common areas and buildings.

## To the Units:

- With Double Play, consolidate TV and Internet bills.
- Cost savings and higher-speed internet service.
- White Glove installation.
- Ability to upgrade options.

# Comparison with Tax

- ▶ Verizon Preferred TV package only. **\$37.24**
- ▶ Verizon Preferred TV package with 300/300 Internet service. **\$72.25**
- ▶ Verizon Preferred TV Package with 1G/1G Internet service. **\$82.25**
- ▶ Privatel Direct TV, 1G/1G with Internet service and home phone. **\$88.39**
- ▶ Xfinity Ultimate TV package with 1G/1G with Internet service. **\$60.12**
- ▶ **HOA fees themselves are not increasing; instead, it is the cost of TV and/or Internet service that will rise, which is collected along with the HOA fees.**
  - ▶ In almost every case, this results in overall household savings for each resident who has TV and Internet.

Verizon Fios (5YR)				Privatel (10 YR)		Xfinity (7 YR)		
	TV Only	TV + 300/300	TV + 1GB		TV + 1GB		TV Only	TV + 1GB
		Internet	Internet		Internet			Internet
Contract Year	Price	Price	Price	Contract Year	Price	Contract Year	Price	Price
1	\$ 37.24	\$ 72.25	\$ 82.25	1	\$ 88.39	1	\$ 37.25	\$ 60.12
2	\$ 37.24	\$ 72.25	\$ 82.25	2	\$ 92.81	2	\$ 39.11	\$ 63.12
3	\$ 37.24	\$ 72.25	\$ 82.25	3	\$ 97.45	3	\$ 41.06	\$ 66.27
4	\$ 37.24	\$ 72.25	\$ 82.25	4	\$ 102.32	4	\$ 43.11	\$ 69.58
5	\$ 37.24	\$ 72.25	\$ 82.25	5	\$ 107.43	5	\$ 45.26	\$ 73.06
				6	\$ 112.80	6	\$ 47.52	\$ 76.71
				7	\$ 118.44	7	\$ 49.90	\$ 80.54
				8	\$ 124.36			
				9	\$ 130.58			
				10	\$ 137.10			

# SAMPLE Membership Survey

- ▶ Verizon Preferred TV Only package. \$37.24
- ▶ Verizon Preferred TV package with 300/300 Internet service. \$72.25
- ▶ Verizon Preferred TV Package with 1G/1G Internet service. \$82.25
- ▶ Privatel Direct TV, 1G/1G with Internet service and home phone. \$88.39
- ▶ Xfinity Ultimate TV package with 1G/1G with Internet service. \$60.12

▶ Residents Name \_\_\_\_\_ Residents Address \_\_\_\_\_

▶ Your opinion counts and will serve as a crucial factor in helping the BOT to determine which bulk provider and service choice best suits our needs. Before completing the survey, we ask that you take a moment to familiarize yourself with all the options presented and carefully consider the information. **Please select one box for the service you prefer.** Your submission of the survey will aid the BOT in reaching its determination in the most efficient and comprehensive way.