

# Commercial & MDU Properties

## Introduction

Thank you for your interest in partnering with WillaMesh. Internet connectivity and digital literacy are must-haves in modern society. Community-focused broadband initiatives ensure equitable access, as they put control in the hands of the very people the network serves. We sincerely hope that you choose to work with us to make ubiquitous, open, and inexpensive Internet access a reality for the people of Lane County.

## What Is WillaMesh?

WillaMesh is an incentivized community mesh network that provides high-quality broadband Internet access, without data caps, restrictions, and high costs typical of Internet Service Provider monopolies.

The company was founded by a trio of IT industry veterans with more than 60 years' experience in building sophisticated computer networks and large-scale web applications. They realized that incumbent providers' offerings were not keeping up with the needs of the community and decided to jump into action to make a change for the better.

## What is an incentivized community mesh network?

- Incentivized: Participants who grow the network are compensated.
- Community: The people using the network have a say in how it is expanded.
- Mesh network: Direct connections between participants are encouraged, making the network more resilient against failures, and cheaper and easier to improve over time.

## As a property owner, why should I care about this network?

In addition to the intangible benefits from generating goodwill by helping to expand the reach and quality of the network, partnering with WillaMesh provides an additional passive income stream from your property. There are two primary options:

1. Mesh relay: You lease space to WillaMesh to install rooftop radios that provide connectivity to locations in the viewscape of your building. You would be paid up to a 50% share of the revenue from the

monthly relay fees associated with traffic that flows through the equipment colocated on your property.

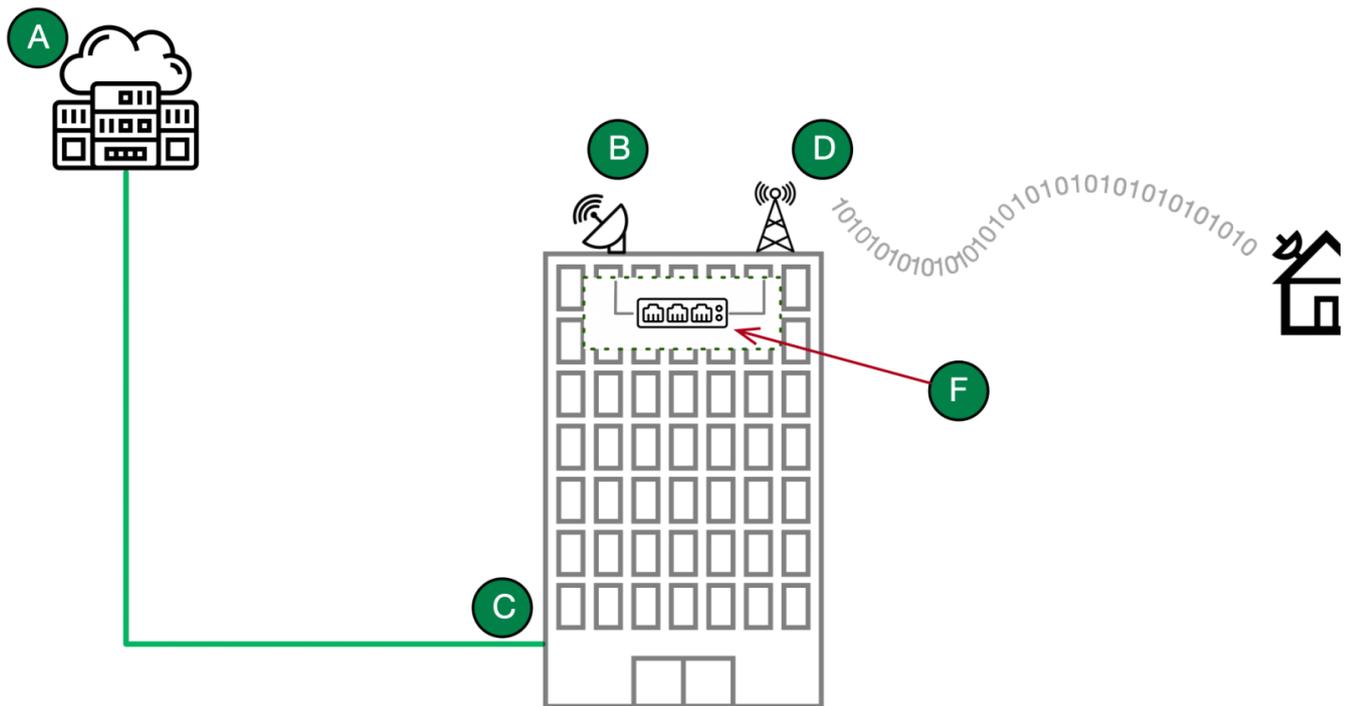
2. Tenant services: You provide equipment space and cabling infrastructure in your property to enable tenants to utilize WillaMesh for Internet services. WillaMesh deploys rooftop radios and equipment to extend the network to tenants. You would be paid a one-time finder's fee for each new installation and up to a 75% share of the revenue from the monthly relay fees for traffic that flows through the equipment colocated on your property.

## How does this integrate into my property?

In each deployment scenario, WillaMesh works with your property's management team to install equipment based on the option and the unique requirements of the site. The equipment adheres to industry standards and requires no major construction. A basic installation can be completed within a single day.

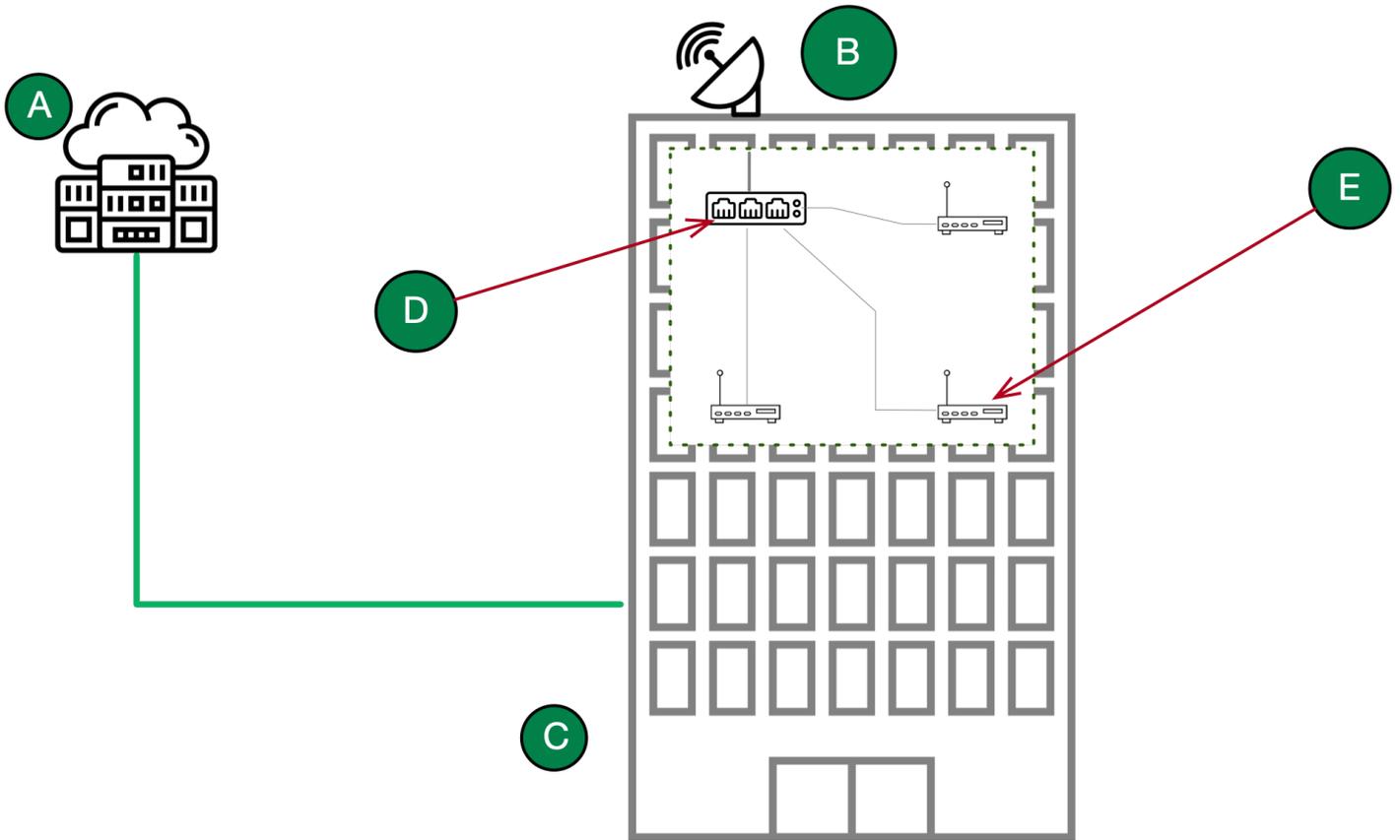
### Deployment example: mesh relay

A property acting as a relay connects to the WillaMesh gateway (A) via a point-to-point rooftop radio (B) or fiber connection (C). Omni-directional or sector rooftop radios (D) provide connectivity to sites in the vicinity of the property (E). Network equipment (F) located inside the property manages the traffic flow and accounting.



### Deployment example: tenant services

A property with tenant services connects to the WillaMesh gateway (A) via a point-to-point rooftop radio (B) or fiber connection (C). Network equipment (D) located inside the property extends service to tenants' routers (E) and manages the traffic flow and accounting.



Revision #4  
Created 30 August 2020 18:34:09 by Michael Barrow  
Updated 6 September 2020 21:13:16 by Michael Barrow