



Cellco Partnership d/b/a Verizon Wireless
10170 Junction Drive, Floor 2
Annapolis Junction, MD 20701

February 7, 2020

Verizon Wireless appreciates the opportunity to present our proposal for the **City of Woonsocket, Town of Lincoln, and Town of Smithfield's joint RFP #2020-07 Streetlight LED Conversion & Maintenance Project**. Our commitment to these communities is demonstrated across the State of Rhode Island, where Verizon has invested over \$92 million in plants and equipment statewide, pays out over \$59 million annually to vendors and suppliers in the State of Rhode Island and employs over 800 people.

Verizon's Intelligent Lighting offers these Rhode Island municipalities full control over all of their streetlights, operational insight, and the ability to layer on additional smart city services, including traffic, parking, and public safety solutions. Verizon's reliable and resilient wireless network can readily support large deployments of connected streetlights and other devices. With our cellular approach (versus traditional RF mesh), the time to activate a lighting control node can be as little as a matter of minutes. Perhaps most importantly, there is no network hardware, implementation, or ongoing maintenance expense associated with a dedicated mesh network. Over time, the aggregated project efficiencies significantly lower the overall total cost of ownership for these municipalities.

Our seasoned Smart Communities team brings a wealth of experience in providing thoughtful civic engagement, robust technology deployment and operations, cutting-edge product development, and strategic revenue generation - all with a passion for a "people-first" approach to smart communities like Warwick.

This proposal does not incorporate or include any other prior written or oral communications, materials, documents, representations, or presentations of any kind. No part of this proposal may be modified unless done so in writing and signed by an authorized representative of Verizon Wireless. This proposal is valid for one hundred and twenty (120) days from the date of this letter unless otherwise agreed upon by Verizon Wireless.

Should you have any questions or need further clarification on any aspect of this offer, please contact me at (703) 598-2566 or geoffrey.somerville@verizon.com.

Sincerely,

A handwritten signature in black ink that reads "Geoffrey Somerville". The signature is written in a cursive, flowing style.

Geoffrey Somerville
Verizon Smart Communities

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Executive Summary

Enclosed is Verizon's proposal in response to the pending joint **RFP #2020-07 Streetlight LED Conversion & Maintenance Project issued by the City of Woonsocket RI, Town of Lincoln RI, and Town of Smithfield RI.**

Our comprehensive, cost-effective offer is tailored to address a municipality's biggest lighting and smart city challenges. This Verizon proposal addresses both of the RFP's required controls submittals: **Option 1 and Option 2.**

Verizon's Light Sense nodes meet the RFP's Option 1 requirements for streetlight controls, providing for monitoring and control of the LED luminaire, including dimming, scheduling, energy reporting, and system alerts/notifications. Light Sense node is designed to provide the most essential lighting control capabilities at a competitive price point and to provide a gateway-free installation with embedded LTE CatM-1 cellular connectivity along with auto commissioning. We have designed it so that installation is further simplified with plug and twist mounting to luminaire via existing NEMA socket. The device enables remote monitoring and management of a streetlight, including full on / off, scheduled dimming, group dimming, alerts / notifications, remote diagnosis, and utility-grade energy reporting. Light Sense node comes standard with a 10-year warranty.

Verizon's City Hub nodes meet the RFP's Option 2 requirements, providing all the capabilities of the Light Sense node, while also allowing integration of additional smart city sensors and devices as desired by the municipalities. City Hub is an advanced, enhanced street lighting control device, which provides onboard smart lighting control functions (on/off/dim/schedules) as well as power and connectivity for additional sensors. The City Hub creates the foundation for future smart city infrastructure and can be deployed on the same NEMA-equipped LEDs. For example, Verizon's Video Node 4K sensor is compatible with the City Hub and the combined solution supports vision-based applications, including Parking Optimization, Traffic data, and Intersection Safety Analytics.

Advantages of Verizon Intelligent Lighting

Verizon's Intelligent Lighting is a comprehensive solution that includes:

- Lighting Control Devices: luminaire-mounted control nodes
- Connectivity: 4G LTE cellular communication
- NetSense portal: cloud-based management portal to control the City's lighting and provide a platform to enable a broad range of applications with an extensible Application Programming Interface (API) for integrations and future innovation

There are two Intelligent Lighting devices. At the core of this proposed solution are Verizon's lighting control nodes which connect to a standard NEMA 5/7 socket on an LED luminaire.

Streamlined with Cellular - Verizon's lighting control nodes use direct 4G LTE to communicate and transport data to the central management platform NetSense. Connectivity is included in the service fee for Verizon Intelligent Lighting, so there are no separate charges or hidden fees for backhaul. *Leveraging the Verizon cellular network means there are no gateways, repeaters, or other network equipment for the municipalities to purchase, install, manage, or maintain over time.* Having the network pre-deployed increases the ease and speed of installation of networked lighting controls since devices can immediately connect to the network when powered and start communicating with the central management system.

Since the lighting control nodes use Verizon's cellular network, there is no ongoing network management responsibility for the municipalities. Verizon is constantly upgrading and expanding its network, which has been awarded multiple times for its quality and reliability. *And since the nodes have direct cellular connections, there is no concern that a gateway failure could take a whole area of the streetlights offline.*

Ease of Installation - Light Sense nodes can be installed via *auto-commissioning* with our lighting portal, NetSense. With auto-commissioning the Light Sense node becomes operational at the customer's site often within minutes of being powered on. If the operator has uploaded pole and fixture data to NetSense, auto-commissioning will associate the installed node with this data based on GPS location. Light Sense node, auto-commissioned with NetSense, dramatically reduces your installation complexity, time, and cost.

Scalability - Light Sense nodes use advanced 4G LTE CAT-M1 IoT technology for streamlined, gateway-free deployment. CAT-M1 is optimized for large scale deployments of lower data rate IoT devices such as lighting control nodes. System operators can manually turn lights on and off and request near real-time sensor data. Light Sense nodes are designed to function independently, based on limited cloud communication requirements. *Other benefits of gateway-free cellular networked lighting, particularly in comparison to mesh networked controls, are detailed in the Verizon whitepaper titled "Cellular vs Mesh".*

Insightful Reporting - Light Sense node includes crucial reporting metrics such as burn hours for the device and luminaire and supports an improved power fault detection alarm. *When operated via NetSense, Light Sense node generates reports for plotting sensors and alarm data.* In addition, notifications are generated whenever power goes out or if a light is not operating properly.

Smart City Extensibility - Using the City Hub, NetSense and the Verizon cellular network, *Verizon has created a holistic approach to smart cities through integrated public safety, lighting, and traffic solutions.* More than just our technology solutions, Verizon's focus on high-quality customer service has created strong and lasting relationships with our customers and the communities we serve. Detailed information about all our Smart Communities solutions can be found here::
<https://enterprise.verizon.com/products/internet-of-things/smart-cities-and-communities/>

Verizon's Experience - The Verizon Smart Communities Team has over 100 engineers who have deep experience successfully deploying Verizon's Smart Communities solutions across the country. We are uniquely capable of providing industry-leading technological expertise on a professional services basis and of deploying cutting-edge smart community solutions. We are ready to work closely with our partners to formalize project plans, develop site-specific engineering solutions, and validate that Verizon's holistic implementation will deliver the efficiencies and functionality that our partners need to maximize the value of the municipality's assets.

An Ecosystem of Partners - Each urban environment is complex and unique. That is why Verizon's public sector portfolio encompasses an ecosystem of over 1,000 partners certified to provide solutions and services across multiple industry verticals. In the Smart Communities arena, we have dozens of partnerships from system integrators to operational technologists that we can leverage to address Rhode Island's needs now and in the future.

Company/Firm Overview

Verizon Serves America's Cities

Long a leader in deploying communications infrastructure and products, Verizon has evolved from the phone booths of the past to cutting-edge solutions of today, including Verizon Connect Fleet Management, Private Wireless Networks for First Responders, Contact Center Services, GridWide cloud-based utility metering, Intelligent Lighting, Intelligent Traffic Management, Traffic Data Services, Parking Optimization, Intelligent Video and Real Time Response System. Central to our reputation for trust and innovation in the public sector is our ability to design, deploy, operate, and maintain an extensive network of thousands of fiber and wireless connected infrastructure devices.

Each urban environment is complex and unique. That is why Verizon's IoT portfolio encompasses an ecosystem of over 1,000 providers certified to provide solutions and services across multiple industry verticals. In the Smart Communities arena, we have dozens of providers spanning multiple service categories, which we can leverage to maximum benefit. Through significant investment in strategic acquisitions and partnerships, we have developed a comprehensive approach to meeting our customers' needs, from the communication network to the hardware, software, content, platforms, and security which are required in order to deliver end-to-end solutions

Our public sector team brings a wealth of experience in deploying IoT Platforms that support a wide range of smart urban solutions. We provide industry-leading technological expertise on a professional services basis to assist public agencies and private enterprises in deploying cutting-edge smart city solutions. Our positive impact, high-quality customer service, and unique solutions have created strong and lasting relationships. We are ready to work closely with your agency to formalize project plans, develop site-specific engineering solutions, and validate that Verizon's implementation will deliver the efficiencies and functionality you need to maximize the value of your agency's assets.

We have over 50 Verizon Smart Communities deployments to date. Please see the following interactive web-site to view Verizon's smart community solutions across the globe:

www.verizonenterprise.com/products/internet-of-things/smart-cities/map

Verizon Communications

Verizon Communications was created on June 30, 2000, by Bell Atlantic Corp. and GTE Corp., in one of the largest mergers in U.S. business history. GTE and Bell Atlantic evolved and grew through decades of mergers, acquisitions, and divestitures. Today, Verizon is a global technology company delivering the promise of the digital world to millions of customers every day. Through a series of mergers and acquisitions, we have been marketing voice and data services for several decades.

While Verizon is truly a 21st-century company, the mergers that formed Verizon were many years in the making, involving companies with roots that can be traced to the beginnings of the telephone business in the late 19th century.

At Verizon, we've made substantial and deliberate investments to bring together the assets that will help you reap the benefits of that technology convergence. To view an extensive corporate history of Verizon, please see http://www.verizon.com/about/sites/default/files/Verizon_History_0916.pdf.

Verizon employs a diverse, global workforce of 153,100 and our business model puts your city at the center of our operations, surrounded by a dedicated team of experts and industry-leading partners.

Cellco Partnership d/b/a Verizon Wireless

Verizon Wireless operates the nation's most reliable wireless network, with more than 117.886 million retail connections (as of April 1, 2019). Verizon Wireless is an indirect, wholly-owned subsidiary of Verizon Communications Inc. (NYSE: VZ). Verizon Communications is a holding company that, acting through its subsidiaries, is one of the world's leading providers of communications, information and entertainment products and services to consumers, businesses and governmental agencies.

Wireless Facts-at-a-Glance:

- Network Technology:
 - On October 1, 2018, we launched the first commercial 5G network - our 5G Home service for consumers - in parts of Los Angeles, CA, Houston, TX, Sacramento, CA, and Indianapolis, IN, on our 5G Ultra-Wideband (UWB) network. Our goal is to launch our 5G UWB mobile network in more than 30 U.S. cities in 2019. Thus far, our 5G UWB mobile network has launched in select areas of: Chicago, IL, Minneapolis, MN, Denver, CO, Providence, RI, St. Paul, MN, Washington, DC, Atlanta, GA, Detroit, MI and Indianapolis, IN
 - Our primary network technology platform is 4G LTE, which provides higher data throughput performance for data services at a lower cost compared to that offered by 3G technologies
 - We use HD Calling, enabled by VoLTE, in addition to 3G Code Division Multiple Access (CDMA) technology, to provide voice calling services to our customers
- U.S. Market Coverage: At the beginning of the second quarter of 2019 (April 1st), the total number of the population covered within our licensed U.S. territories was 330,067,176. Our 4G LTE network has licensed and operational coverage in all of the 100 most populous U.S. metropolitan areas; it is available to more than 98.9 percent of the U.S. population and covers more than 326.5.3 million people over more than 2.56 million square miles
- Mobile Switching Centers: 148
- Company Stores and Kiosks: more than 2,000
- Employees: 52,061 [as of July 1, 2019]
- Annual Revenue in 2018: \$91.7 billion

Qualifications

At its core, our business connects people with each other and the world around them. Our technology powers connections that enable people, businesses and society to do amazing,

groundbreaking things. With the brightest minds, the latest technologies and pioneering processes we're finding new ways to add value and support our customers - this is the kind of work we do.

Millions of customers rely on Verizon's services today while counting on us to deliver them the digital world of tomorrow. That's why we're committed to using our technology and our assets to help build a brighter future, through our investment in growth businesses and a stepped-up innovation process. Over the past several years, we have made targeted acquisitions that leverage our network platforms and give us an expanding position in the markets of the future. We've accelerated product development in Internet of Things and digital media content delivery. We've created Innovation Centers to work with product, software and app developers to embed our network capabilities in a new generation of consumer and business solutions and 5G Labs to encourage local innovators to rethink what is possible in a 5G world. With these existing solutions and compelling new innovations in the pipeline, we can help cities make progress, today and into the future.

5G

We don't wait for the future, we build it. Throughout Verizon's history, we've had a deep, almost cultural, commitment to building the groundbreaking innovations that led to our award-winning network. We led the transformation of the wireless industry when iron was replaced by copper wire, then by fiber-optic cables, and now, wireless nodes that allow our customers access to valuable data and insights about their community. The introduction of 5G to the communications ecosystem will offer us the first tangible example of what near "real-time" insights will help us to accomplish. 5G Ultra Wideband can bring our generation faster access to data and allow innovators to leverage machine intelligence in ways that were never before possible because of limitations on speed, capacity, and latency.

We recognized the value that 5G could bring and started pushing ourselves to move faster. We started by convening a broad group of hardware and chip manufacturers to help outline and define the standards for 5G. We made investments and put resources toward building the nation's best 5G network, including investments in fiber, additional spectrum (particularly in the millimeter-wave spectrum), high network density, small-cell infrastructure, real estate and the wider innovation ecosystem with our 5G Labs located in 5 cities across the US.

Each 5G Lab has a live 5G network and offers access to dedicated space and resources to select participants who are looking to explore test cases that will benefit from 5G's speeds, bandwidth, and low latency.

Each Verizon 5G Lab location concentrates on industries and technologies that draw from local expertise:

- New York City – media and financial technology
- Waltham, MA – robotics, healthcare, and real-time enterprise solutions
- Palo Alto, CA – emerging technology, education, and big data
- Washington, DC – public safety and first responders, cybersecurity, and hospitality
- Los Angeles, CA – immersive experiences such as augmented reality and holograms

We are always evolving our network and will continue to lead the industry with advanced wireless technology. In October 2018, we were proud to launch the first commercial 5G network - 5G Home service for consumers - in parts of Los Angeles, Sacramento, Houston, and Indianapolis. Since then, we have lit neighborhoods in 9 additional cities ranging from Atlanta to Washington DC with 5G Ultra Wideband coverage and committed to launching our next-generation mobile network in more than 30 U.S. cities in 2019. At Verizon, we continue to drive innovation across the technology landscape, and especially the 5G ecosystem to bring new, transformative solutions to market for our customers.

Internet of Things

We've got big plans to bring connected solutions to everything - from industrial and consumer products to vehicles and buildings - so everything works more safely, productively and economically. We're not just focused on providing connections; we're also creating innovative Internet of Things (IoT) solutions.

- **Smart Communities** - Verizon Smart Communities solutions transform disparate data collected from machines, embedded systems and sensors around a city or municipality into valued information that helps make communities safer, more economically viable and more efficient.
- **Grid Wide Utility Solutions** - Grid Wide is an advanced metering solution for utility companies. It provides an end-to-end solution platform to communicate with and control meters, manage data and feed customer billing systems, all through a single secure platform.
- **Asset Management** - Asset Management is a solution that offers fully managed end-to-end asset tracking and monitoring services including dashboards, real-time event notifications and analytics.
- **IoT Security Credentialing** - IoT Security Credentialing provides an additional layer of security for applications on top of the security in the network, regardless of connectivity technology or carrier, and allows customers to create and manage high volumes of digital credentials.

Verizon Innovation Program

As a wireless leader and innovator, Verizon is in a unique position to encourage and enable innovation among a broad group of businesses, from start-ups to global players. And we're helping to bring the power of wireless communication to a wide range of vertical markets, from healthcare to retail, transportation to entertainment and beyond.

The Verizon Innovation Program helps bring non-traditional connected solutions to market. We empower companies of all sizes to deliver on the promise of truly innovative ideas, regardless of where they are in the development process. Our program members get access to our world-class Innovation Centers, which provide facilities and technical resources to help them create and certify their products.

The Verizon Innovation Centers are designed to drive innovation and help foster creative solutions connecting people, places and things wirelessly using LTE technology. Our Innovation Centers in Waltham and San Francisco have hosted hundreds of customers, prospective collaborators and companies large and small who are working with us to bring 4G LTE connectivity to non-traditional

products. Engineers from Verizon and our participant companies work side-by-side in the Innovation Centers. Together we refine solutions, test products and focus on bringing products to market quickly. The Innovation Program team works with many other teams throughout Verizon to make sure customers, prospective customers and innovators get to see how our wireless, broadband and cloud networks will serve as the foundation for new, game-changing ideas and solutions.

5G Labs

Verizon has opened new 5G Labs on the East and West Coast to encourage local innovators to rethink what's possible in a 5G world.

Environmental Sustainability Practices

Our efforts to innovate and leverage technology help our business, our customers and our communities respond to climate change. Across our operations, we continuously seek to identify ways to conserve energy, lower emissions, reduce water consumption and divert waste from landfills.

In 2018, Verizon strengthened our commitment to sustainability by announcing our goal to go carbon neutral by 2035 (Scope 1 and Scope 2 emissions). We also announced a new commitment to source renewable energy equivalent to 50% of our total electricity usage by 2025. Also in 2018, we issued a \$1 billion green bond, a first for our industry in the U.S., with proceeds to be used to fund key environmental priorities like renewable energy, energy efficiency, green buildings, water conservation, and biodiversity.

Key sustainability achievements in 2018 include:

- Carbon intensity: Since 2016, we have reduced our carbon intensity by 46% and are on pace to reach our goal of a 50% reduction by 2025.
- Carbon abatement: In 2018, our solutions enabled the avoidance of 8.2 million metric tons of CO₂e. The emissions avoided representing approximately 1.68 times the emissions generated by Verizon's operations (Scope 1 and 2).
- Buildings: Earned LEED certification for 354 cumulative buildings and ENERGY STAR certification for 278 total buildings; we are committed to pursuing ENERGY STAR certification for 100% of eligible facilities.
- E-waste: In 2018, we recycled more than 89 million pounds of telecommunications equipment, batteries, paper, cardboard and other items. Additionally, over 500,000 pounds of e-waste was collected for recycling at community and employee recycling rallies.
- Reforestation: In 2018 we sponsored the planting of 156,766 trees, including more than 50,000 trees in areas impacted by the 2017 hurricanes. We're minimizing our carbon footprint in a number of ways: through emissions reductions, green energy investments, fleet operations, and building improvements.

Emissions Reductions. More than 90 percent of Verizon's carbon emissions come from the electricity we use to power our networks. These networks are growing fast, and that's good; they create powerful new opportunities to connect people and use resources more efficiently. Our

challenge, however, is to continue to grow while making our networks more carbon-efficient and ultimately to de-couple carbon from our growth.

During the course of the past seven years, Verizon has made it a priority to deploy more green energy resources – such as solar and fuel cell technology – in our facilities. In 2016, we set a goal to add an additional 24 megawatts of green energy in our operations by 2025. In 2018 Verizon committed to a new goal: to source or generate renewable energy equivalent to 50 percent of our total annual electricity consumption by 2025. We'll achieve this by continuing our development of renewables at our own operations and by sourcing green energy from external sources.

Investing in Green Energy. In 2018 Verizon committed to a new goal: to source or generate renewable energy equivalent to 50 percent of our total annual electricity consumption by 2025. We'll achieve this by continuing our development of renewables at our own operations and by sourcing green energy from external sources.

Fleet Management. We continue to focus on improving the fuel efficiency of our fleet. As we replace older service vans, we are switching from V8 to V6 engines because they are more fuel-efficient. In addition, as we replace aerial lifts, we have switched to systems that run solely on electric power so a technician can turn off the vehicle's main engine.

Energy Standards for Our Supply Chain. We are committed to collaborating with our supply chain partners to meet the standards embodied in our Supplier Code of Conduct and applicable laws. We evaluate our suppliers' sustainability strategy, greenhouse gas emissions, solid waste management, water use and management, packaging practices and sustainability in contracting.

Corporate Responsibility Awards

At Verizon, our purpose is to deliver the promise of the digital world by enabling people, businesses, and society to innovate and drive positive change. We create business value by earning customers' and employees' trust, minimizing our environmental impact, and maximizing customer growth while creating social benefit through our products and services.

- "Barron's 100 Most Sustainable Companies" Barron's included Verizon in its 2019 ranking of the top 100 most sustainable companies in the U.S., based on hundreds of environmental, social, and governance factors. (Barron's, February 11, 2019)
- "FTSE4Good Investment Index" Verizon is a member of the "FTSE4Good" Index – an equity index series designed to measure the performance of companies demonstrating strong environmental, social and governance practices. (FTSE, January 29, 2019)

Diversity & Inclusion Awards

Verizon is committed to fostering an inclusive environment. We care about diversity in both our employees and our suppliers. By celebrating diversity across all spectrums, including but not limited to race, national origin, religion, gender, sexual orientation, gender identity, disability, veteran/military status, and age, we are a stronger company and culture. We take pride in our talented and diverse team of people who focus on our customers, every day. Their combined intelligence, spirit and creativity make Verizon a great place to work, learn and grow.

- “Verizon Scores 100% on the Disability Equality Index” Verizon was recognized as one of the 2019 Best Places to Work for people with disabilities, scoring a 100% Disability Equality Index (DEI) rating. (Disability Equality Index, July 17, 2019)
- “Verizon Named a 2019 Best Company for Multicultural Women” Verizon is proud to be on the 2019 Working Mother Best Companies for Multicultural Women list of companies that increasingly train their recruiters, hiring managers, HR departments and executives to understand bias and make their workplaces inclusive. (Working Mother, May 7, 2019)
- “Verizon Ranked on the 2019 ‘Best for Vets Employers’ List” Verizon was ranked one of the best employers for veterans in 2019. (Military Times, May 6, 2018)
- “Verizon Named as a ‘LinkedIn Top Company’ for 2019” LinkedIn has named Verizon as one of the top companies where professionals most want to work. (LinkedIn, April 3, 2018)
- “Top Company for Executive Women” Verizon has been named a 2019 NAFE Top Company for Executive Women thanks to our efforts to maintain a company culture that supports and promotes women into the executive ranks. (The National Association for Female Executives, March 5, 2019)
- “Top Organization for Multicultural Business Opportunities” Verizon has been recognized by OMNIKAL as an “Omni50 Corporation of Inclusion”, companies that award the most business to the growing culturally diverse marketplace across the United States. (OMNIKAL, February 19, 2019)
- “Top Corporation for Women’s Business Enterprises” Verizon has been recognized by the Women’s Business Enterprise National Council as one of America’s Top Corporations for women’s business enterprises. (Women’s Business Enterprise National Council, February 3, 2019)
- “Named A Best Company for Diversity” Verizon’s Supplier Diversity and Inclusion program earned a spot on the top fifty list of best companies for diversity at Black Enterprise Magazine. (Black Enterprise Magazine, January 7, 2019)
- “Verizon Named a ‘Reader’s Choice’ Top 50 Employer” Verizon made the list for providing a progressive environment for people with disabilities. (Careers & The Disabled Magazine, October 1, 2018)

Financial Strength

Verizon Wireless is an indirect, wholly-owned subsidiary of Verizon Communications. Verizon Wireless does not customarily announce earnings or other financial performance. However, Verizon Communications includes information about Verizon Wireless in its earnings announcements. We have included a copy of Verizon Communications’ 2018 Annual Report for your review and consideration. For the Verizon Communications investor information website, please see:

<http://www22.verizon.com/investor/>

On December 3, 2010, Verizon Communications announced that Cellco Partnership (doing business as Verizon Wireless), filed a Form 15 with the Securities and Exchange Commission to suspend its SEC reporting obligations. As a result, Cellco Partnership no longer files annual audited financial information or quarterly unaudited financial information with the SEC.



We are audited by Ernst & Young, Verizon Communications' external auditors. Ernst & Young also performs reviews of some of our processes. The Ernst & Young's opinion, included in the Verizon Communications filings, also covers internal controls.

For the second quarter of 2019, Verizon Wireless' total revenues were \$22.682 billion; of that, \$16.244 billion was attributed to service, \$4.720 billion was attributed to equipment and \$1.718 billion was attributed to other categories.

In 2018, our total revenues were \$91.7 billion; of that \$63.0 billion was attributed to service, \$22.2 billion was attributed to equipment and \$6.5 billion was attributed to other categories.

- Verizon Wireless' Dun and Bradstreet number is 96-890-4698.
- Verizon Communications' Dun and Bradstreet number is 10-721-2169.

Lighting Control Experience

In 2016, Verizon Communications, Inc. acquired Sensity, a leading provider of city-based IoT solutions. Sensity had been in operation since 2010 and was the first company to have assembled all the relevant technical expertise, process integration know-how, and strong partnerships required to make Light Sensory Network a reality. Since that time, Verizon has been successfully deploying Smart Communities solutions across the United States.

Our public sector team brings a wealth of experience in deploying IoT Platforms that support a wide range of smart urban solutions. We provide industry-leading technological expertise on a professional services basis to assist public agencies and private enterprises in deploying cutting-edge smart city solutions. Our positive impact, high-quality customer service and unique solutions have created strong and lasting relationships. We are ready to work closely with your City to formalize project plans, develop site-specific engineering solutions, and validate that Verizon's implementation will deliver the efficiencies and functionality you need to maximize the value of your agency's assets.

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References

Pawtucket, RI

In August 2019, Verizon was awarded a contract by both Acuity Brands and the City of Pawtucket to provide 6,084 cellular-based Light Sense nodes. Verizon is also supporting the prime contractor for the project, Siemens Building Technologies, who is managing the overall implementation. Verizon controls were selected by the City due to competitive pricing, simplified cellular architecture, wireless network reliability, and extensive customer support capabilities. Pawtucket was wary of smaller controls companies that might not be able to provide the ongoing commitment that Verizon is known for. The City's analysis demonstrated that it was more cost-effective to utilize a Verizon cellular solution, rather than procure, install, and maintain their own dedicated mesh network. Pawtucket will begin installing the Verizon nodes in mid-September 2019.

Beverly, MA

In May 2018, Verizon was awarded a pre-competed contract with the Boston-area Metropolitan Area Planning Commission (MAPC) to allow all Massachusetts municipalities to directly procure the Verizon Intelligent Lighting solution, in addition to other smart city solutions. The City of Beverly, MA chose Verizon to provide 3,800 cellular-based Light Sense nodes. Similarly to Pawtucket, Beverly selected Verizon for reasons of competitive pricing, smaller total-cost-of-ownership, simple architecture, network reliability, and extensive customer support. Beverly was also wary of smaller companies that might not be able to provide the ongoing commitment that Verizon is known for. Beverly began installing the Verizon nodes in August 2019.

Kansas City

Verizon partnered with Kansas City to help facilitate its plans to redevelop and revitalize through the use of technology and smart city services. Starting with a 2.2-mile length of newly built light-rail line through its downtown business and entertainment districts, Kansas City started with a proof of concept in 2015, Phase 1 in March 2016 and is now in Phase 2. KC has deployed 122 of Verizon's video nodes and 178 first-generation lighting controls as part of our integrated Intelligent Parking, Lighting, and Traffic solution to help:

- Manage street parking
- Ensure the operational integrity of the light-rail system by detecting poorly-parked vehicles
- Gather data on pedestrian and vehicle traffic to inform infrastructure planning and economic development
- Improve public safety
- Reduce energy costs
- Decrease global greenhouse gas emissions

The combination of Wi-Fi connectivity and smart city technology (only partly provided by Verizon) is helping to attract new businesses and entrepreneurs to the City as well as creating an innovation-driven economy. The data from our services is available through application programming interfaces (APIs) to integrate into 3rd-party applications, providing flexibility for entrepreneurs or the City to add custom functionality. The City has been working with Xaqt to create a custom dashboard combining Intelligent Parking and Traffic solution data with transit system data and other information sources to give City managers valuable operational insights. Additionally, real-time parking services are already integrated and can be made available to drivers through a mobile application.

Additionally, Kansas City worked with Genetec (a Verizon partner) to provide video management integration for wireless cameras to enhance safety along the streetcar corridor with the ability to review video from accidents and other incidents. Verizon was also able to integrate our Video Node with Genetec's Video Management System (VMS).

"We wanted to provide 21st-century citizens with a 21st-century platform in which to live and thrive." - Bob Bennett, former Chief Innovation Officer, City of Kansas City

Contacts

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Reference 2: Michael P. Collins, P.E.,
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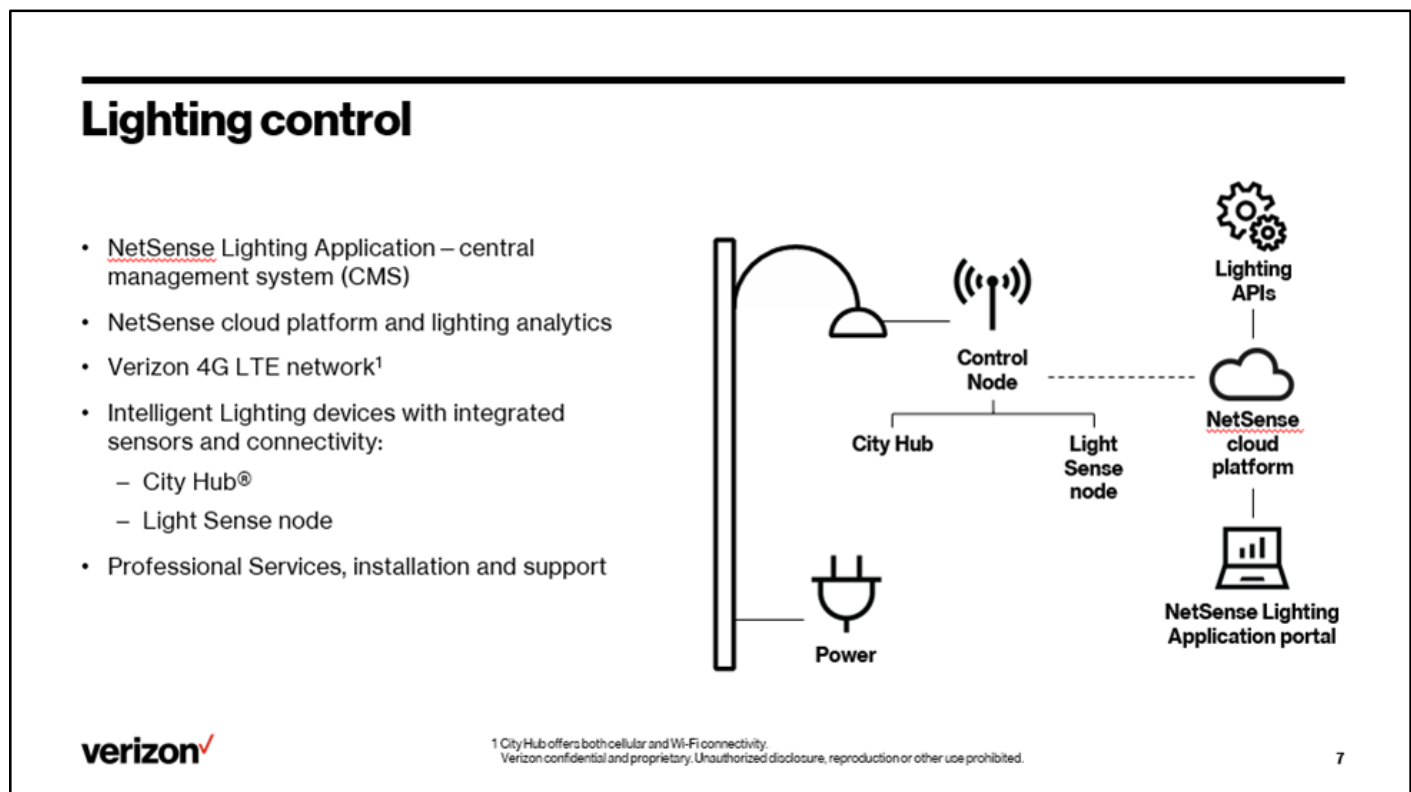
Reference 3: Alex Braszco, Chief Innovation Officer
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Technical Proposal

Verizon's Intelligent Lighting is a comprehensive solution that includes:

- Lighting Control Devices: luminaire-mounted control nodes
- Connectivity: 4G LTE cellular communication
- NetSense portal: cloud-based management portal to control the City's lighting and provide a platform to enable a broad range of applications with an extensible Application Programming Interface (API) for integrations and future innovation

At the core of this proposed solution are Verizon's lighting control nodes which connect to a standard NEMA 5/7 socket on an LED luminaire. There are two Intelligent Lighting devices.



Verizon's Light Sense node meets the RFP's Option 1 requirement for streetlight controls: providing for monitoring and control of the luminaire, including dimming, scheduling, energy reporting, and system alerts/notifications. Light Sense node has been designed to provide the most essential lighting control capabilities at a competitive price point and to provide a gateway-free installation with embedded LTE CatM-1 cellular connectivity along with auto commissioning. We have designed it so that installation is further simplified with plug and twist mounting to luminaire via existing NEMA socket. The device will enable full on, off and dimming capabilities and includes a 10-year warranty.

Verizon's City Hub nodes meet the RFP's Option 2 requirements: providing all the capabilities of the Light Sense node, while also allowing integration of additional smart city sensors and devices as desired by the municipality. City Hub is the advanced, enhanced street lighting control device, which provides onboard smart lighting control functions (on/off/dim/schedules) as well as power and

connectivity for additional sensors. The City Hub creates the foundation for future smart city infrastructure and can be deployed on the same NEMA-equipped LEDs. For example, Verizon's Video Node 4K sensor is compatible with the City Hub and the combined solution supports vision-based applications, including Parking Optimization, Traffic data, and Intersection Safety Analytics.

Meter Data Accuracy: Both the Light Sense node and City Hub provide utility revenue grade metering. Metering Accuracy per ANSI C12.20 Class 0.5 (Relevant sections). Meter accuracy verification is enabled via Pulse IR.

All Verizon Intelligent Lighting Devices:

- Plug into a 5- or 7-pin NEMA socket and conform to ANSI C136.10
- Accept 120-277V AC and are powered from the NEMA socket on the luminaire; the City Hub additionally comes in a 480V AC version
- Have onboard GPS with 3-meter accuracy (clear open sky) to auto-locate the device
- Provide utility-grade energy measurement with ANSI C12.20 metering accuracy class 0.5 (relevant sections)
- Are compatible with any luminaire that has a 5- or 7-pin NEMA socket and minimal physical clearance to plug in the device, has 0-10V dimming driver, operates on 120-277V AC, and has a surge protection device
- Communicate wirelessly on the Verizon industry-leading wireless network and do not need gateways or mesh networks, eliminating the potential for a mesh network's "single point of failure" scenario
- The standard warranty of the Light Sense Node is ten years.
- The standard warranty of the City Hub Node and Video Node is one year with optional extended warranties available.

Device Details

Light Sense node

Light Sense node is designed to convert LED fixtures into intelligent focal centers, providing actionable insights that go far beyond illumination and granular lighting control. With Light Sense node our solutions and cloud-based IoT services are now at your fingertips.

Main Features

- Cellular connectivity enables gateway-free installation
- Advanced 4G LTE CAT-M IoT technology
- Auto-commissioning with integrated GPS
- Simple plug-and-twist mounting to luminaires via existing National Electrical Manufacturers Association (NEMA) 5- or 7-pin photo-control socket in accordance with American National Standards Institute (ANSI) C136.41
- Advanced lighting control with on-board photocell and (voltage) 0-10V dimming
- Utility-grade energy measurement with metering Class 0.5 accuracy
- Measures and reports electrical and sensor data to NetSense® Lighting Application

Advanced 4G LTE IoT CAT-M IoT connectivity No additional networking equipment is needed to deploy with 4G LTE connectivity. Fast, reliable, and nationwide 4G LTE connectivity from Verizon Wireless allows for gateway-free deployment.

Lighting control Light Sense node is connected to incoming AC mains and the LED driver/standard ballast. This direct connection provides on/off control and performance monitoring of the luminaire. Luminaire dimming control follows the 0-10VDC dimming standard.

Onboard sensors Light Sense node sensors include GPS, photocell, utility-grade power metering and temperature.

Security Light Sense node connects to the network using highly secure, certificate-based authentication and encryption for each device.

Certifications Underwriters Laboratories (UL), Federal Communications Commission (FCC)

City Hub

City Hub provides power and connectivity to the Internet of Things (IoT) devices and enables smart cities solutions such as lighting, traffic, parking, and public safety. In addition, City Hub® can be easily installed on LED luminaire photo receptacles for remote monitoring and control.

Main features

- Simple plug-and-twist mounting–luminaires using the existing National Electrical Manufacturers Association (NEMA) photocontrol socket (in accordance with ANSI C136.41)
- Advanced lighting control with 0 to 10 V dimming
- Up to 30 W of Power over Ethernet (PoE) power source and Ethernet data connectivity
- Wi-Fi and cellular LTE wireless connectivity options
- Compatible with Verizon Video Node 4K
- Utility-grade metering class 0.5 accuracy

LTE and Wi-Fi connectivity No additional networking equipment is needed to deploy with LTE connectivity. Fast, reliable, nationwide 4G LTE connectivity from Verizon Wireless is available as either the primary connectivity option or as backup for Wi-Fi network connectivity.

Lighting control City Hub® is connected to incoming AC mains and the LED driver. This direct connection provides on/off control and performance monitoring of the luminaire. Luminaire dimming control follows 0 to 10 VDC dimming standard.

Onboard sensors As you remotely monitor with City Hub®, you'll have access to a variety of onboard sensors, including GPS, photocell, power metering, temperature, and accelerometer.

Auxiliary sensor ports If you want to gather additional data, City Hub® comes with auxiliary sensor ports, such as a POE port, an audio port and a nector port for AC power and 12 DC power line communication.

Edge processor Quad-core CPU enables high-performance edge processing and analytics capability.

Security City Hub® connects to the network using highly secure, certification-based authentication and encryption for each device.

Certifications Underwriters Laboratories (UL), Federal Communications Commission (FCC)

Video Node 4K

Video Node 4K ultrawide twice-1080p video analytics-enabled PoE+ device delivers industry-leading video analytics primed to service parking, traffic and public safety at the edge.

Designed with two 8.5-megapixel imagers, Video Node 4K concatenates two imagers, delivering an ultrawide twice-1080p video stream to the cloud. The video analytics-enabled device identifies, recognizes and tracks vehicles, pedestrians and bicycles within the entire 3840 x 1080 field of view.

The Video Node 4K delivers edge-based video analytics to track vehicles, pedestrians, and bicyclists across an ultrawide twice-1080p Smart Communities viewpoint.

Main features

- Ultrawide twice-1080p streaming interface
- Two 8.5-megapixel imagers stitched and enhanced
- Edge-based video analytics for identifying, recognizing and tracking vehicles, pedestrians and bicycles
- Applications include parking, traffic and security use cases
- Enabled with artificial intelligence based on machine learning for object classification
- Power over Ethernet Plus (PoE+) Internet of Things (IoT) device streaming metadata to the cloud

Communication and security Video Node 4K connects to network devices via a PoE-enabled Ethernet connection. While typically collocated with the City Hub, Video Node 4K supports any PoE+-enabled Ethernet gateway.

The device employs 2048-bit SSL encryption, secure boot and an AES drive for data retention. Verizon has adopted commercially reasonable measures to secure IP addresses and stored content.

Sensors Onboard internal sensors include an accelerometer for jolt detection and a temperature sensor for operation monitoring.

Measurement and control Connect the Video Node 4K to 30 W capable PoE+ power sourcing equipment (PSE) to enable video and metadata capture of objects in the field of view. The connection provides power and communications for the device. Communications levels will vary depending on the mode of operation. Ultra-HD streaming will maximally load the communications channel.

NetSense

Visibility and Centralized Control

NetSense cloud-based portal provides a Central Management Service (CMS) to monitor and manage your smart lighting infrastructure and enables you to reduce energy and maintenance costs.

NetSense portal supports both manual and automated control of lights and can help transform fixtures into smart technology hubs that capture and display data. In addition, NetSense supports new capabilities including monitoring, diagnostics and alerting. That means no more driving around searching for failed lights or auditing inventory, saving you time and money on maintenance. That's in addition to the energy savings. Plus, Verizon Intelligent Lighting is easy to install and commission. And no gateway to troubleshoot means no IT support is needed.

Key features include asset management, scheduling/dimming, energy analytics reporting, alert/notifications, status and diagnostic reports.

The NetSense portal is fully managed by Verizon and can be accessed by a standard web browser so there is limited impact on your IT resources. NetSense is designed for high availability and scalability. Upgrades are delivered seamlessly through the cloud to provide enhanced functionality and strong security. Role-based access controls and industry-grade security features including data encryption safeguards your data and operations.

Extensibility

In addition to its ability to control Verizon's lighting control nodes, NetSense is also able to control and manage additional devices such as our Video Node 4K and provides a common user interface for additional solutions like Parking Optimization and Intersection Safety Analytics to become a springboard for smart city innovations in the region. NetSense also has a robust Application Programming Interface (API) to support customer's integration and ingestion of their data. IT Applications, feature updates, and firmware upgrades are delivered seamlessly and the system is designed to be easily scaled over time. In addition to Verizon's Smart Communities solutions, the platform supports integration to a host of customer's solutions across a broad range of use cases through a well-defined API specification.

Managing and monitoring your lights with NetSense

Node Commissioning

- Netsense provides users with the ability to verify that the node is installed, associated with the correct pole/luminaire and functions according to design and specifications such as on/off/dimming schedules and alerts.
- Node commissioning is streamlined and straightforward when deployed in the environment of the existing Verizon Wireless network. Light Sense nodes are designed to automatically connect to Verizon's wireless network and communicate with the app within a few minutes.
- Light Sense nodes are designed to automatically associate with the correct account and geo-fenced site.
- Onboard GPS enables Light Sense nodes to position themselves within NetSense and are designed to automatically associate with any customer-provided, preloaded, pole information.
- Users can quickly verify any exceptions, customize naming, add additional information, create groups and assign schedules.
- The Light Sense nodes are designed to operate in photocell mode by default until a schedule is assigned from NetSense, so your community will always have the lighting it needs even in the absence of a schedule.

Grouping

To better manage schedules and organize reporting, NetSense allows you to create two types of groups – lighting and organizational. You can “filter by group” in Nodes Management view and generate reports accordingly.

- Lighting groups are used to assign and manage lighting schedules.
- Organizational groups are used to help organize and manage operations and reporting. Any given light can be in multiple organizational groups. A group can be created based on geographic jurisdiction, light type, pole type, electrical circuit, or another characteristic.

Lighting schedules

Create and apply lighting schedules, including on/off functions and dimming levels with up to six different set points.

- Schedules can be based on sunset and sunrise, time of day and ambient light with up to six user-defined set points per day. For example, lights could be set to turn on at sunset, dim to 50% from 1 to 5 a.m. when minimal activity is expected, and turn off at sunrise.
- The photocell can be overlaid during daytime hours to turn the lights on if the ambient light levels drop.
- Schedules can be set by day of the week, and also by date to accommodate special events.
- Brightness level can be adjusted from zero to 100%.
- A schedule can be set for individual lights or groups.
- Temporary manual overrides can be used to set specified driver level

Energy analytics report

Access energy consumption data for luminaires through an easy-to-read report.

- Provides data in kWh and can be filtered by node, fixture, group and time frame.
- Calculate the ongoing energy savings from LED conversion projects.
- All nodes provide an accurate view of energy consumption, delivering utility-grade quality with 0.5 % accuracy per American National Standards Institute (ANSI) C12.20 standard.
- Export raw energy data as a CSV file or export a PDF chart.

Asset management

Store and view, either in list form or map view, key asset information for poles, luminaires and lighting control devices.

- Stores and presents key asset information regarding all nodes and luminaires in a single view.
- Data points include geolocation by pole and district.
- GIS data import helps you upload asset information.
- Application programming interfaces (APIs) are available to plug into work order management systems, user interfaces and backend systems.

Event-driven alert notification

View the current status of lighting control devices, review and manage alerts. Receive SMS or email alerts about issues affecting luminaires and nodes such as loss of connectivity due to power outages, storms, and environmental damage, traffic accidents or vandalism. Alerts include:

- Power fault detection
- Node connectivity
- Stuck relay

Diagnostic report

Plots multiple sensors and nodes for diagnostic purposes and can be filtered by node, fixture, group and time frame.

- Maintenance crews can identify problematic fixtures by plotting driver level and main power source like the current and voltage levels.
- Conduct near real-time polling for the latest diagnostic data.



Pricing Proposal

City of Woonsocket

Overhead Streetlight Controls - All Verizon Options

Please Complete All Sections

NOTE: The Verizon solution is a cellular system - as such, there are no upfront or ongoing costs associated with a mesh network buildout. All required costs are included in the Verizon Pricing proposal. Physical installation of the controls and all associated installation costs are the responsibility of the bidding partner and are NOT included in this Verizon Pricing Proposal.

Table 10: Unit Pricing - Add-Alternate: Pricing for Network Controls for Overhead Streetlights**Note: Option 1 should be light management only; Option 2 should be a system that can enable smart city functionality.**

Item No.	Item	Qty.	Proposed Control (Include Manufacturer, Model #)	Unit	Unit Price	Extended Price
2	Network Controls: (Option 1)	3,445	Verizon Light Sense node (SKU S80-000123), 4G LTE, 0-10V NEMA 120-277V	Each	\$85.40	\$294,203.00
3	Network Controls: (Option 2)	3,445	Verizon City Hub (SKU S80-000120), 4G LTE, 120-277V	Each	\$652.79	\$2,248,861.55

***NOTE:** The RFP is requesting pricing for Option 2 controls based on a quantity of 3,445 LED fixtures and Verizon has provided our pricing based on this quantity. However, it is our strong recommendation that our bid partner suggest that for practical purposes, Option 2 controls would be utilized on a much smaller subset of fixtures. For example, a municipality will only require the more expensive Option 2 controls wherever there is a specific need, like a traffic camera or parking sensors. We believe this would equate to a total Option 2 deployment of <5% of total fixtures, possibly much less.

Table 11: On-going Service Fee - Unit pricing for annual cost of operating controls software package**Note: Provide base cost for each type of controls option as described in this RFP**

Item No.	Item	Qty.	Proposed Control (Include Manufacturer, Model #)	Unit	Annual Unit Price	Extended Price
2	Network Controls: (Option 1)	3,445	IL- LSn-Service-1yr, one time	Each	\$5.00	\$17,225.00
3	Network Controls: (Option 2)	3,445	NetSense Light Cell-1yr, one time	Each	\$21.00	\$72,345.00

Notes: Coverage includes the Verizon Wireless 4G network; and the 3G and 3G Extended networks, while available. Current data coverage details and additional plan information can be found at www.verizonwireless.com. This plan is available for domestic use only; international roaming is not available. All lines on this plan must be on a separate account profile from Customer's other voice, data, Smart City and M2M Lines. Billing system limitations may require lines to be set up on multiple billing accounts. Detailed billing information will only be available online and the account will require its own unique log in credentials.

The Project Manager and Implementation Engineer one-time fees are included in this offer. No additional charges for those items.

Verizon's pricing does not include federal, state, or local tax.



Town of Lincoln

Overhead Streetlight Controls - All Verizon Options

Please Complete All Sections

NOTE: The Verizon solution is a cellular system - as such, there are no upfront or ongoing costs associated with a mesh network buildout. All required costs are included in the Verizon Pricing proposal. Physical installation of the controls and all associated installation costs are the responsibility of the bidding partner and are NOT included in this Verizon Pricing Proposal.

Table 10: Unit Pricing - Add-Alternate: Pricing for Network Controls for Overhead Streetlights

Note: Option 1 should be light management only; Option 2 should be a system that can enable smart city functionality.						
Item No.	Item	Qty.	Proposed Control (Include Manufacturer, Model #)	Unit	Unit Price	Extended Price
2	Network Controls: (Option 1)	2,528	Verizon Light Sense node (SKU S80-000123), 4G LTE, 0-10V NEMA 120-277V	Each	\$85.40	\$215,891.20
3	Network Controls: (Option 2)	2,528	Verizon City Hub (SKU S80-000120), 4G LTE, 120-277V	Each	\$652.79	\$1,650,253.12

***NOTE:** The RFP is requesting pricing for Option 2 controls based on a quantity of 2,528 LED fixtures and Verizon has provided our pricing based on this quantity. However, it is our strong recommendation that our bid partner suggest that for practical purposes, Option 2 controls would be utilized on a much smaller subset of fixtures. For example, a municipality will only require the more expensive Option 2 controls wherever there is a specific need, like a traffic camera or parking sensors. We believe this would equate to a total Option 2 deployment of <5% of total fixtures, possibly much less.

Table 11: On-going Service Fee - Unit pricing for annual cost of operating controls software package

Note: Provide base cost for each type of controls option as described in this RFP						
Item No.	Item	Qty.	Proposed Control (Include Manufacturer, Model #)	Unit	Annual Unit Price	Extended Price
2	Network Controls: (Option 1)	2,528	IL- LSn-Service-1yr, one time	Each	\$5.00	\$12,640.00
3	Network Controls: (Option 2)	2,528	NetSense Light Cell-1yr, one time	Each	\$21.00	\$53,088.00

Notes: Coverage includes the Verizon Wireless 4G network; and the 3G and 3G Extended networks, while available. Current data coverage details and additional plan information can be found at www.verizonwireless.com. This plan is available for domestic use only; international roaming is not available. All lines on this plan must be on a separate account profile from Customer's other voice, data, Smart City and M2M Lines. Billing system limitations may require lines to be set up on multiple billing accounts. Detailed billing information will only be available online and the account will require its own unique log in credentials.

The Project Manager and Implementation Engineer one-time fees are included in this offer. No additional charges for those items.

Verizon's pricing does not include federal, state, or local tax.



Town of Smithfield

Overhead Streetlight Controls - All Verizon Options

Please Complete All Sections

NOTE: The Verizon solution is a cellular system - as such, there are no upfront or ongoing costs associated with a mesh network buildout. All required costs are included in the Verizon Pricing proposal. Physical installation of the controls and all associated installation costs are the responsibility of the bidding partner and are NOT included in this Verizon Pricing Proposal.

Table 10: Unit Pricing - Add-Alternate: Pricing for Network Controls for Overhead Streetlights**Note: Option 1 should be light management only; Option 2 should be a system that can enable smart city functionality.**

Item No.	Item	Qty.	Proposed Control (Include Manufacturer, Model #)	Unit	Unit Price	Extended Price
2	Network Controls: (Option 1)	1,900	Verizon Light Sense node (SKU S80-000123), 4G LTE, 0-10V NEMA 120-277V	Each	\$85.40	\$162,260.00
3	Network Controls: (Option 2)	1,900	Verizon City Hub (SKU S80-000120), 4G LTE, 120-277V	Each	\$652.79	\$1,240,301.00

***NOTE:** The RFP is requesting pricing for Option 2 controls based on a quantity of 1,900 LED fixtures and Verizon has provided our pricing based on this quantity. However, it is our strong recommendation that our bid partner suggest that for practical purposes, Option 2 controls would be utilized on a much smaller subset of fixtures. For example, a municipality will only require the more expensive Option 2 controls wherever there is a specific need, like a traffic camera or parking sensors. We believe this would equate to a total Option 2 deployment of <5% of total fixtures, possibly much less.

Table 11: On-going Service Fee - Unit pricing for annual cost of operating controls software package**Note: Provide base cost for each type of controls option as described in this RFP**

Item No.	Item	Qty.	Proposed Control (Include Manufacturer, Model #)	Unit	Annual Unit Price	Extended Price
2	Network Controls: (Option 1)	1,900	IL- LSn-Service-1yr, one time	Each	\$5.00	\$9,500.00
3	Network Controls: (Option 2)	1,900	NetSense Light Cell-1yr, one time	Each	\$21.00	\$39,900.00

Notes: Coverage includes the Verizon Wireless 4G network; and the 3G and 3G Extended networks, while available. Current data coverage details and additional plan information can be found at www.verizonwireless.com. This plan is available for domestic use only; international roaming is not available. All lines on this plan must be on a separate account profile from Customer's other voice, data, Smart City and M2M Lines. Billing system limitations may require lines to be set up on multiple billing accounts. Detailed billing information will only be available online and the account will require its own unique log in credentials.

The Project Manager and Implementation Engineer one-time fees are included in this offer. No additional charges for those items.

Verizon's pricing does not include federal, state, or local tax.