



CONVERGED SERVICES

CONSULT • CONNECT • CONTROL

“For the first time in a generation, consumers have choices for residential Cable Television and Broadband services.”

Converged Services, Inc. (CSI), the nation’s oldest and most experienced broadband consulting firm in the nation. We negotiate with Comcast, as well as their competitors, on behalf of our client Associations.

Our clients in SWFL include (but not limited to):

Association	Number of Homes
• Pelican Landing	3,319
• Bonita Bay	3,300
• Pelican Marsh	1,934
• Imperial	1,848
• Colonial Country Club	1,699
• Shadow Wood	1,481
• Glen Eagle Country Club	1,245
• The Landings	1,210
• Gateway Greens	1,184
• Grandezza	978
• Grey Oaks / Estuary	916
• Vanderbilt Country Club	800
• Worthington Country Club	800

CSI has represented more than **One Million Homes** nationally over the last **19 years in business**. CSI works strictly on a **contingency fee basis** and is only paid for performance. There is zero risk to engage CSI, only the benefit of our substantial experience of more than **250 years of combined industry experience** working on behalf of your association.

Associations that do not utilize CSI services have historically left as much as 50% of the benefits available to them on the negotiating table. The challenge in today’s market is ***knowing what you don’t know***.

CSI works with our clients to ensure they obtain all of the benefits they are entitled to including:

- Lowest Pricing
- Revenue Opportunities
- Service Level Agreements
- Fiber Optic Builds
- Fiber To The Home
- Increased Bandwidth
- Technology Reviews
- Lifecycle Representation
- Enhanced Services / Equipment
- Special Contract Provision
- Customer Service Commitments
- Escalation Management

As one of our recent clients told us: “Not working with CSI is like going to court without a lawyer.”



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No one has negotiated more provider agreements, saved clients more money or have longer standing relationships with all of the Cable, Broadband and Telecom operators nationally than Converged Services, Inc. (CSI).

We have a detailed process that has been developed over the last 19 years that guides our clients through the complex competitive, technological and delivery landscape. Our process enables our clients to streamline this complex and time consuming process to make the right decision to provide tailored solutions to fit the specific needs of the community.

CSI has constructed a solid team with over 250 years of combined experience in technology and cable management with significant organizational depth. We have separate departments that handle RFP's, contract negotiating, technology, vendor interface, project management, accounting and post sales follow thru to the end of the client's next provider contract. Pricing is a very important part of what we do, but it is *only part* of what we do.

Our process, longevity in the market and commitment to our clients is what separates CSI from the competition that we have seen come and go over the last 19 years. Because working with our clients over the life of their agreement is at the very foundation of our process, it is critical that we get it right - always.

CSI's compensation model is based strictly on a contingency fee basis. We are compensated 25% of what CSI can negotiate with the providers on signing bonuses that our clients are typically unable to achieve on their own. We are **not** paid on a percentage of savings and are only paid once for the life of the next provider agreement. The Association keeps 75% of what CSI is able to negotiate. This is not a budgetary line item, does not affect dues and is typically a significant cash windfall for our clients.