



OceanNet® White Paper Study Braemar Towers

The following is a Case study of OceanNet® High Speed Internet installation. System located in Braemar Towers in Ocean City, Maryland. Braemar Towers is a recently remodeled two tower complex in North Ocean City. Each tower has 9 floors with 14 units per floor for a total of 245 units. The following is a chart of the raw information concerning the before and after comparison of the benefits of having OceanNet® Installed into the Braemar Condo complex.

Item	Before installation	After installation of OceanNet®
Internet providers	2 to choose from	3 to choose from
Max Internet speed	Verizon/ Dialup	Verizon/Dialup/OceanNet®
Sign up wait	768KB/56KB	768KB/56KB /6MBs
Contract required	2 weeks/24 Hours	Instant sign up
Sign up length	Contract required	No Contract Required
Special Equipment	6 months to 1 year	3 hours, 1 or 3 Days, 1 or 3 Weeks
Install cost to owner	Router or Modem	1 or 6 Months or 1 year
Phone Line required	\$110.00/\$0.00	Wireless built in to most computers
Coverage area	Yes	\$0.00
Units with wireless Internet	Owners unit	No
Guest/Renters Internet?	16	All of property
Owners pay for guest?	If Owner provided	245/All common areas
	If Owner Provided	All units have high speed internet
		Guest pay for own Internet access

Property Information:

Condo Office Speed	300KBs	6Mbs
Office Internet cost	\$828.00 per year	Free, now provided by OceanNet®
Return to building	\$0.00	7% of all logins paid to association
Cost to have OceanNet® installed into building		Nothing \$0.00

Before the installation of OceanNet® the owner's only options were 768KB DSL or using Dial Up to get to the internet. The Braemar Office was using DSL at 300KB and paying \$828.00 per year for two computers and the cable TV guide system. Sixteen owner units had DSL with wireless internet installed. If an owner wanted internet they had 2 low speed choices that required a router installation and a long term contract (not advantageous for a two season resort property). If a guest or renter wanted internet they were most likely out of luck unless the unit owner had paid for a service. 94% of the units were without internet service.

After the installation of OceanNet® High speed internet. The Braemar office receives free High Speed internet, saving the association \$828.00 a year, they also receive 7% of all login revenue from OceanNet® further increasing fund availability for other needed items. The unit owners now have three choices for an internet provider. Every unit in the building has high speed wireless internet including all the common areas. Contracts, routers, and phone lines are no longer needed. Owners, guest or renters wanting internet can sign on for as long as they need ranging from 3 hours to 1 year. The building now has 6Mbs service that is 10 times the speed of the top service of before. The units value and rent ability have increased because of increased services. Installation was completed within a two week window. This was accomplished at zero (0) cost to the building or the Association.

White paper prepared by MASHotspots.com. If you wish to have OceanNet® installed into your condo please contact frank@mashotspots.com. Or call your Ocean City representative Frank Clark @ 410-320-2352.

MASHotspots / OceanNet®
202 Mustang Court
Gambrills, MD 21054
Phone 410-320-2352 Fax 410-923-2951 Email Info@mashotspots.com
WWW.MASHotspots.com