

Optimizing Wireless for Utilities

Implementing Smart Grid and Improving Communications

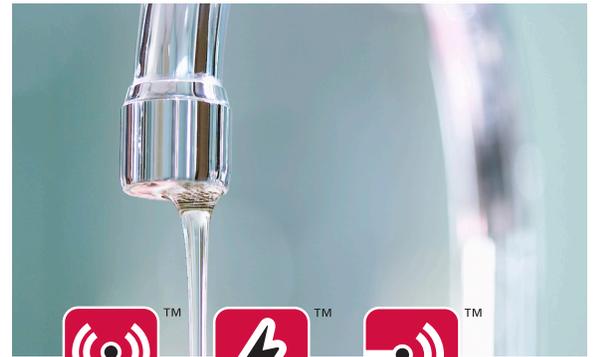
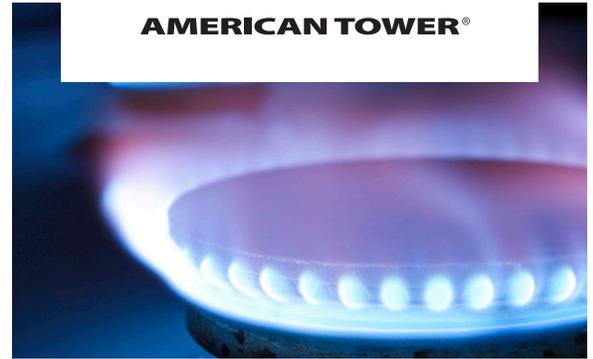


Many utility companies are looking to optimize their mission-critical operations. They want to improve the reliability of their service by monitoring their systems to reduce the impact of outages and emergencies. They want to balance supply with demand to prevent system overloads and maintain efficiency. They also want a source of safe and reliable data collection and the ability for their customers to be more efficient consumers.

These tasks can be handled through the use of Smart Grid technology, and American Tower can assist utility companies with grid modernization projects and enhancing their wireless communications network.

American Tower is a leading provider of wireless and broadcast communications infrastructure solutions with more than 160,000 communications sites around the world. Our focus on developing and managing wireless networks positions us as a partner of choice for utilities. Your organization can benefit from our people, programs and resources allocated to serve utilities with private communications networks.

- **Experience** – For more than 20 years, American Tower has worked closely with our customers in planning, designing and updating their wireless communications networks for increased coverage and capacity.
- **Nationwide Coverage** – With sites nationwide and a commitment to grow to suit our customers' needs, we are equipped to help you deploy Smart Grid technologies and improve your communications network.
- **Site Support and Development** – Our suite of professional support and site development services allows us to manage and develop your communications network, so you can focus on your core business.
- **Financial Solutions** – We offer specialized packages designed to help businesses and utilities build out their private communications networks.



For More Information

To learn more about our solutions for utilities, please contact:

877-409-6966

leasing@americantower.com

Optimizing Wireless for Utilities

Experience

We are applying our experience as a provider of wireless communications infrastructure to help utilities improve their service.

- Since 1995, American Tower has been growing to meet the needs of our customers. We now provide sites and services across the U.S. and in 15 foreign countries.
- We work with businesses and organizations of all types, including internet service providers, oil and gas production and distribution companies, government agencies and municipalities, law enforcement and public safety agencies and rail transportation.
- American Tower currently works with more than 150 utility customers.

Nationwide Coverage

Our broad portfolio and our commitment to grow allow us to provide coverage that suits the needs of our wide range of customers.

- Access to ~57,000 communications sites across the U.S., servicing metropolitan centers, suburban areas, transportation corridors and rural locations.
- Build-to-Suit, a turnkey site development program that constructs new communications sites where you need them.
- **ON AIR Access**, our fully integrated site selection, online application and project tracking tool, allows users to find sites and apply for and track their collocations online, from anywhere at any time.

Site Support and Development

American Tower offers a full suite of services and support to get and keep you on air.

- From site acquisition, zoning and permitting to engineering, construction and project management, we can handle all aspects of site development.
- Structural analysis and engineering services for both American Tower sites—as well as your own sites—to ensure they are suited for your project and comply with regulatory standards.
- Backup Power solutions, including generators, to keep your communications sites on air during emergencies. Leasing reduces operating costs and burdens.
- More than 300 field technicians ready to operate and maintain your communications sites, so you can focus on your core business.

Financial Solutions

American Tower has a number of innovative programs to help utilities build out their communications networks—no matter what obstacles they face.

- We can acquire your organization's communications assets to provide your business a new source of capital and attractive lease-back options.
- American Tower can market and manage your towers and rooftops for collocation, allowing your business to benefit from revenue sharing.
- Funding of site infrastructure and services can be amortized in long-term leases, ideal when up-front investment must be minimized and volume commitment is expressed.

