



Summary of Capabilities



WATERFORD

TABLE OF CONTENTS

CEO's Message	1
Our Team	2
About Waterford	3
Regulatory	4
Engineering	6
Site Services	8
Software	10
RF Safety Products & Consulting	12





CEO's Message

The landscape of today's growth in wireless is nothing short of demanding. Carriers, tower companies, service providers, construction companies – even investors are busy ensuring seamless coverage for the next generation.

Telecommunications is an industry which enjoys and endures constant change. Waterford has remained steadfast since 2004 in leading and influencing change, as well as, helping to meet the challenging

demands that companies face in building or enhancing their networks.

Our team consists of highly regarded experts in regulatory compliance, engineering, site construction and software & technology development. As our product and service offering expands, so too do the wide range of industries and clientele we serve ... from telecom to utility, real estate, government, and municipal, etc.

To our existing clients – thank you for your continued business. To our future clients – I invite you to experience the exemplary service and solutions that keep our customers happy.

Thomas W. Ferguson,
Chief Executive Officer

Thomas W. Ferguson,
Chief Executive Officer



OUR TEAM

Thomas W. Ferguson
Chief Executive Officer

Steve Baier-Anderson, PE
Vice President - Engineering

Cullen Prince
Director - Marketing

Matthew A. Schipani
Chief Information Officer

Jeff Ebihara
Vice President - Business Development

Peat Biby
IT Services Manager

Allyson Perkins
Chief Financial Officer

Danny Audi
Director - Regulatory Operations

Dipesh Patel
Program Director - RFIS™

-  Channel Sales/RFIS™ Distributor
-  Global Headquarters



ABOUT WATERFORD

OUR MISSION

To be recognized as the preeminent compliance, engineering, software and technology services firm through genuine care for our clients, intelligent decisions for their companies, and pioneers in creative solutions for the wireless, real estate, and utility industries.



Waterford is a professional services organization specializing in regulatory compliance, engineering, and a host of RF-based software and technology development services that benefit the telecom, real estate, and utility industries.

Our nationwide team of field and operational personnel and worldwide network of strategically located Distributors and Channel Partners offer exemplary knowledge, professional expertise, and consistently exceed our clients' expectations while meeting both budget and project timelines. Waterford's clientele include wireless carriers, tower owners, turnkey developers, engineering, environmental and site acquisition firms, building owners, educational institutions, and many local, state and federal government agencies.

We understand that compliance can be a cumbersome obligation and have positioned ourselves as industry leaders by simplifying the most complex regulatory issues and maintaining an enduring commitment toward the development of the most innovative and sophisticated, technology-driven solutions.

Values

- Integrity
- Teamwork
- Respect
- Accountability
- Innovation

Offerings

- Regulatory
- Engineering
- Site Development
- Software
- RF Safety Products & Consulting





RF Exposure & Analysis (EME)

Using site-specific data and compliance assessments, Waterford fully addresses the FCC and Occupational Safety and Health Administration (OSHA) requirements to protect workers and the general public from the harmful effects of exposure to RF emissions.

- On-Site or theoretical EME analysis on rooftops, water tanks, towers, small cell and DAS sites
- 3rd party expert testimony regarding RF exposure and safety at zoning, governmental and private hearings
- Preferred RF safety vendor status with all major wireless carriers
- Strategically located field technicians offer fast, nationwide mobilization
- Developer of industry-approved EME software including RFMaster™ and RFMaster-NT™
- RF safety and awareness training offered

AM Interference Analysis & Detuning

Constructing a wireless telecommunications tower or other structure without following critical steps to comply with regulatory requirements can trigger construction delays, regulatory violations, and costly penalties. Waterford offers an advanced, proprietary screening system through our website. This free tool allows your engineers and project personnel to efficiently and accurately evaluate a site for compliance with local, state and federal regulations.

- FREE screenings via desktop client portal
- Required for all new tower, builds, detuned towers, or existing towers with a height change
- Same-day turnaround on “negative” screenings
- 24-hr proposal delivery on “positive” screenings
- Theoretical M.O.M. analysis option available
- On-site evaluation via pre/post-construction measurements
- Nationwide mobilization capability
- Fast and accurate Detune hardware designs
- Superior Detune hardware and installation quality

Environmental Compliance

In today's world of increasingly complex and stringent environmental regulations, it has become vital to form a relationship with a consulting specialist you can trust, and more importantly, one who understand your objectives and can deliver high quality and cost-effective services. Serving public and private sector clients throughout the U.S. in support of their environmental, ecological, geotechnical and cultural needs, Waterford makes this possible.

- Phase 1 Environmental Site Assessments
- National Environmental Policy Act (NEPA)
- SHPO/Section 106 Review
- Lead-based paint assessments
- Geotechnical studies and materials testing
- Architectural history surveys
- Archaeology services
- Wetlands/Ecological surveys

FAA Certification & Filing

The FAA requires notification for any tower construction or alteration of any FCC registered antenna structure. Waterford's streamlined and efficient web portal facilitates quick and accurate site evaluation by Waterford or the customer, as well as FAA form certification and filing services on any structure that requires FAA/FCC regulatory notification and compliance.

- Airspace (TERPS) Analysis
- 7460 Construction Notification filings
- NOTAM filings
- Crane analysis & filings



“We make your regulatory challenge our success.”

Danny Audi
Director – Regulatory Operations



Civil/Structural Engineering

Waterford's certified professional engineers have the experience and skills to ensure the integrity and reliability of a wide range of wireless tower structures. Utilizing our industry-leading software programs and the latest CAD systems, we perform in-house structural analyses, prepare plot layouts and final construction drawings.

- Comprehensive Structural Analysis, Structural Assessment (Structural Opinion Letter) and Fall Zone Letters available
- P.E. certification in all 50 states
- Ensures proper evaluation of structural loading against ANSI/EIA/TIA international and state building codes



“If you think compliance is expensive...try non-compliance.”

Steve Baier-Anderson, P.E.
Vice President – Engineering

A&E Design

Waterford offers a complete selection of wireless site design drawings and services.

- A&E design drawings
- Site survey
- Geotechnical survey & analysis
- Tower design
- EIA/TIA-222 Code analysis
- Civil/Foundation design
- Photo simulations
- Utility (power & telco) design
- Environmental / E&S design
- Grounding system design & assessment
- P.E. certification in all 50 states

RF Intermodulation Analysis

Intermodulation analyses enhance the potential for wireless antenna structures to support additional tenant collocation in a compatible, non-interfering environment. The studies play an important role in supporting pre-construction site design and planning by predicting if RF interference could occur, as well as assist in developing a resolution to interference problems at an existing collocation site.

- Predictive analysis of client/carrier-provided RF data prevents interference between collocated tenants
- If client/carrier-provided data is unavailable, Waterford can obtain onsite RF data collection
- Includes recommended solutions for mitigating existing or potential intermodulation interference
- Fast turnaround of PE certified deliverables

RF/DAS Engineering

Using LTE engineering software and tools, Waterford provides engineering for macro sites, small cell, and DAS networks. Our propagation experts and instructors have extensive commercial wireless system design, deployment and operational experience.

- Nominal (budgetary) RF design
- Ability to evaluate macro network
- High-resolution hybrid clutter database accurately models metro areas
- Macro-cell capacity off-load and Mont-carlo simulations
- Google Earth deliverables
- iBwave certified



SITE SERVICES

Tower & Site Development

Waterford's Site Services team supports our client's infrastructure demands from search ring through maintenance. Combined with a meticulous respect for safety, attention to detail and responsiveness to each client's needs we offer a customized solution to ensure your sites are built to your specifications, on time and within budget.

Specialization in:

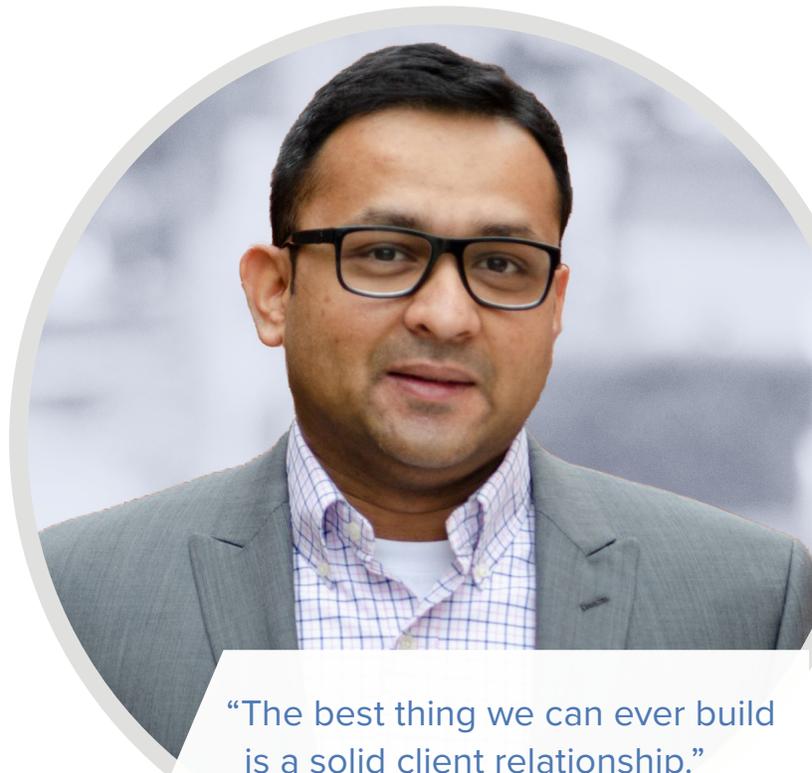
- Macro & small cell/DAS sites
- Radio installation and commissioning
- Microwave installation and path alignment
- DC power and battery installation
- Green site construction (solar, wind, etc.)
- FCC "License-Save" and market build-out

Our highly experienced tower, civil and line and antenna crews have expertise in all structure types, including difficult to zone/permit sites, and have the ability to rapidly mobilize nationally.

Pro-Audit®

Waterford's Pro-Audit service combines the technical expertise and proficiency of traditionally separate disciplines into a single, cost-effective, bundled solution. Waterford's Pro-Audit service mitigates the risk of expensive FCC/OSHA fines caused by non-compliance by eliminating the pattern of reacting to a tower site's regulatory AND inspection needs on an emergency basis and inaugurating a proactive approach to a tower site's.

- Health & Safety
- Regulatory Compliance
- Inventory Management
- Marketability



"The best thing we can ever build is a solid client relationship."

Dipesh Patel

Program Director - RFIS™

Tower & Rust Corrosion Analysis

As a stand-alone service or part of our Pro-Audit process, a comprehensive Rust & Corrosion Analysis facilitates a fact-based structural process – this eliminating conservative guesswork traditionally utilized by most structural engineers and providing a more accurate assessment of the real impact on the structural integrity of a tower structure's steel concrete. Data is collected by Waterford's certified field technicians through field deployable equipment. Analysis is then completed by multi-disciplinary scientific experts in a full service materials characterization lab and then provided to Waterford's structural engineering experts so that a structural analysis can be performed.

Structural Modification Installation

Waterford's engineering experts offer professional modification designs for today's growing number of stressed and failing structures. Once our structural analysis process determines if modifications are needed, we also perform the fabrication and installation services for all modification types.

- Foundation upgrades
- Complete tower reinforcement
- Tower height extension
- Structural and foundation mapping
- Passes with Mod Letter
- Post-modification inspection

Tower & Foundation Mapping

Structural and Appurtenance Mapping (SAM) addresses tower site modifications and identifies collocation potential. Our site evaluations accelerate the process of providing site records in a professional, efficient and cost effective manner and are customized to fit within our client's required documents. Waterford uses the latest tools and technology to gather structural information.

- Certified tower climbers committed to safety
- CAD proficiency
- Professional deliverables with Waterford or client template
- Photo library with 360 (degree symbol) Virtual Tour available
- Expedited nationwide mobilization capability
- SAM reports accessible through Waterford client portal



RFMaster™

RFMaster™ is Waterford's flagship RF compliance software designed for modeling the RF environment on rooftops, towers, small cell and DAS sites. Currently deployed nationwide as the new standard by most major wireless carriers, this innovative tool offers superior flexibility and unlimited adaptation based on carrier or user needs. Commercial licenses are available through single or multi-year User License Agreement.

RFMaster includes the following key features:

- Easy to use Windows based software application
- OET-65 Based modeling
- Advanced features include Solid Material Power Attenuation
- Tower profile view and 3D visualization
- Large antenna library consisting of manufacturer supplied antenna patterns
- Remediation design & BOM
- Easily integrates construction drawings

RFMaster-NT™ (formerly NIERTool™)

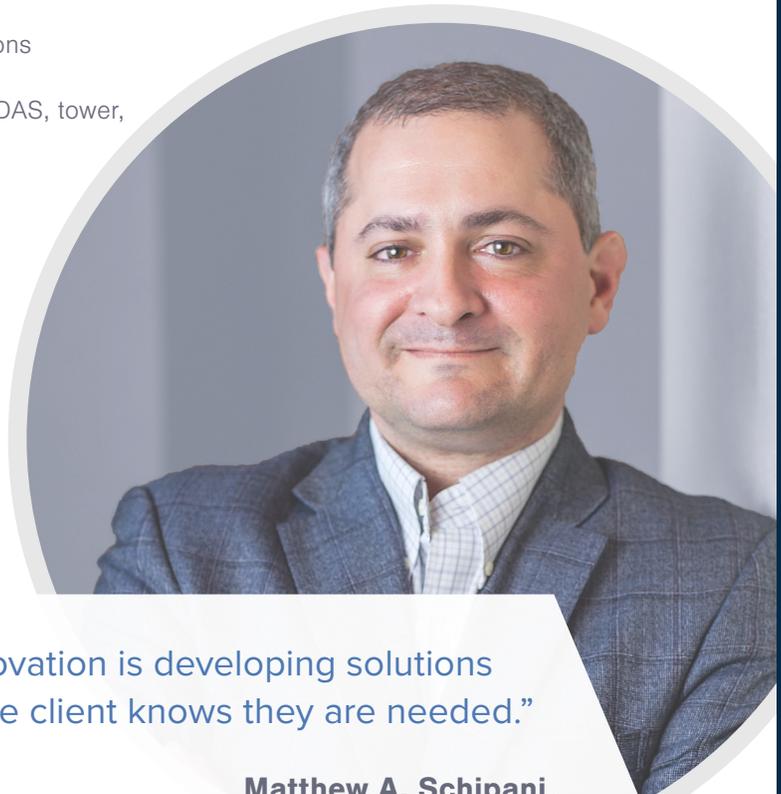
With the latest addition to our group of RF and regulatory-based software products, the user can quickly produce P.E. certified RF exposure compliance documentation for any existing or proposed tower or small cell site with the push of a button at less than half the cost of a traditional NIER analysis.

- Facilitates streamlined production of NIER analysis directly from client portal
- Single site or bulk-volume processing available
- >50% cost savings vs. traditional NIER approach
- Annual subscription reduces "per unit" pricing
- Software produces automated P.E. certified compliance statement
- Ensures proactive mitigation of risk of non-compliance

RFIS™

Waterford's Radio Frequency Infrastructure Sentry (RFIS™) is our revolutionary, patented technology that redefines the traditional FCC RF emissions and compliance audit process utilized by most wireless network operators. The RFIS™ dashboard makes evaluation simple and ensures that site compliance is maintained, reducing liability.

- Continuous, real-time monitoring of RF environment
- On-demand photos and compliance report generation
- Real-time alert notification when compliance is compromised
- User dashboard permits 24/7 site visibility
- RFIS-SFD unit offers RF detection from 430 MHz to 6.8 GHz
- RFIS-HFD unit offers RF detection from 430 MHz to 70 GHz
- RFIS-SK unit offers AI-enabled RF safety sign omission
- Mitigation monitoring (e.g., barriers, signs, etc.)
- Flexible power options (e.g., 110v AC, -48v DC, POE, etc.)
- Accommodates numerous indoor / outdoor applications
- Ideal for monitoring rooftops, small cells, in-building/DAS, tower, water tank, and billboard wireless sites
- For more information, go to www.rfis.com



“True innovation is developing solutions before the client knows they are needed.”

Matthew A. Schipani
Chief Information Officer



RF SAFETY PRODUCTS & CONSULTING



RF Safety Training

OSHA requires business owners to maintain a comprehensive RF Safety Program which includes training. The affordable, online RF Safety & Awareness training course offered by Waterford provides participants the basic training they need to work safely around any wireless installation, including cell towers, small cells, rooftops, water tanks, and in-Building DAS sites. Participant Certification is valid for two (2) years.

Training topics covered:

- FCC/OSHA Standards and Guidelines
- RF Physical Characteristics
- Biological Effects
- Personal Protective Equipment
- Evaluating Compliance
- Wireless Site Characteristics
- Remediation Options

RF Safety/Compliance Products

- RF Alert Signs
- RF Safety Plan Development
- Safety Barriers
- RF Demarcation Tape & Painting
- RF Safety Sign Mounting Hardware
- Ladder Lockout

Waterford Summary of Capabilities

Expert Testimony

Waterford's accomplished executive team is often invited by community groups, condo associations, municipal zoning/planning boards, and other agencies to speak and provide information on the radio frequency emissions for a proposed site. We provide practical education on rules and/or industry standards, RF emissions and any related impacts or affects to human health. We welcome questions from the audience and maintain a simple non-scientific response.



**“Our company has a name,
but our people give it meaning.”**

Jeffrey Ebihara

Vice President - Business Development



WATERFORD

Standing with our customers
wherever wireless leads.



WATERFORD

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