



PropTech Advisors

TELECOM ADVISORY FOR HOAS & CONDO COMMUNITIES

INDEPENDENT TELECOM ADVISORY

Why Boards Hire PropTech Advisors

Independent counsel for boards navigating bulk service, marketing, and access agreements — with no provider commissions.

THREE REASONS

01

Industry Expertise

Decades inside broadband pricing, bulk agreements, and provider economics.

02

Disciplined RFP Process

Structured outreach, side-by-side scoring, and clear board recommendations.

03

Savings & Revenue

Lower resident bills and tighter service-level terms with a focus on long-term savings.

STRATEGY BACKED BY

\$1B+

in contractual revenue managed

Florida's

highest-profile communities negotiated

Thousands

of bulk, marketing & access agreements

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THE RISK OF GOING IT ALONE

What's actually at stake when a board negotiates without help

Communities only renegotiate these agreements every 5–15 years — depending on whether it's a bulk service, marketing, or access agreement. The provider sitting across the table has done it hundreds of times this year. Here's where that asymmetry shows up.

Perpetual & auto-renewing terms

Quietly worded clauses can lock a community into 5–15 year deals with automatic renewals, restricting future competition and depressing property values.

Hidden fees & UBIT exposure

“Door fees,” signing bonuses, and revenue-share payments can trigger Unrelated Business Income Tax for HOAs and create disclosure issues with owners.

Annual escalators that compound

A 4% annual escalator over a 10-year term increases the per-door cost by roughly 48% — often without matching service or speed improvements.

Exclusivity & right-of-entry traps

Wiring exclusivity, marketing exclusivity, and bulk billing exclusivity look similar on paper but carry vastly different consequences for residents.

“Free” upgrades that aren't

Equipment refreshes and “complimentary” speed bumps are commonly financed through the contract length, locking communities in further.

No leverage at renewal

Without a competitive process, incumbents have no incentive to sharpen pricing — and boards rarely have the data to push back.

THE PROPREVS ADVANTAGE

What an independent consultant actually delivers

A consultant is not just a negotiator — we're the equalizer between a volunteer board and a billion-dollar telecom.

Pricing benchmarks you can't get elsewhere

Real, current per-door pricing data from comparable communities — so you know what's market, what's aggressive, and what's a giveaway.

Independence from providers

We never accept commissions, finder's fees, or revenue share from carriers. Our only loyalty — and our only paycheck — comes from the community.

Contract clause expertise

Term length, escalators, exclusivity, exit rights, technology refresh, SLAs, indemnification — we know which clauses matter and how to rewrite them.

Fiduciary & legal cover for boards

Documented expert review demonstrates due diligence and helps insulate board members from second-guessing — and from real liability.

Competitive RFP process

We force providers to compete on price, speed, and terms — turning a sole-source renewal into a market-tested decision.

Hundreds of hours back to your manager

Community managers don't need another vendor to chase. We carry the project — board updates, RFP scoring, vendor follow-up — start to finish.

COMPARE YOUR OPTIONS

DIY board negotiation vs. an independent flat-fee consultant

The most common path is for a volunteer board to negotiate alone. Here's how that compares, line by line, to engaging an independent flat-fee consultant who works only for the community.

CRITERIA	DIY Board Negotiation Volunteers go it alone	Flat-Fee Independent Consultant Recommended — works only for the community
Who does the work	- Volunteer board members, on top of their day jobs	✓ Dedicated industry expert with telecom experience
Cost to the community	- "Free" — but high opportunity cost and risk	✓ Flat fee, disclosed up front
Whose side they're on	- Yours, but outgunned by career sales teams	✓ Yours, exclusively — no provider commissions
Access to pricing benchmarks	✗ Limited or anecdotal	✓ Real per-door data from comparable communities
UBIT & fee-structure guidance	✗ Rarely considered until it's too late	✓ Built into the engagement
Competitive RFP process	✗ Often skipped or informal	✓ Formal RFP run across qualified providers
Documented due diligence	- Ad hoc — hard to defend later	✓ Board packet with rationale and benchmarks

THE COMPOUNDING COST OF GETTING IT WRONG

One bad negotiation can cost a community thousands per unit.

Telecom terms don't reset every year — they compound, and one bad negotiation can impact every future negotiation that follows. A single weak term, bulk rate, marketing-language misunderstanding, or clause misinterpretation can cost a community thousands of dollars per home over the initial term — and even more over future terms.

5–15 yrs

Typical lock-in before the community can rebid — a single signature can outlast multiple boards.

~48%

How much a 4% annual escalator inflates total cost over a 10-year term — paid by every door.

\$300–\$600

Per-door value lost on a poorly negotiated agreement — multiplied across every unit, every year.

A RECENT ENGAGEMENT

\$265,000 saved · 300 units · two weeks

A property manager familiar with our work brought us in mid-process while the board was already reviewing offers. In two weeks of negotiating with their preferred provider, we saved the community **\$265,000 over a 60-month term** — roughly **\$14 per unit, per month**. The client has since hired us to negotiate two more bulk renewal agreements.

THE MATH

Why a consultant pays for themselves – usually many times over

Every percentage point shaved off the rate, every escalator removed, and every year trimmed from the term compounds.

<p>\$60-\$120K Typical 10-yr savings 200-door community</p>	<p>10-25× Return on consulting fee On a flat-fee engagement</p>	<p>2-5 yrs Shorter terms vs. 5-15 yr carrier deals</p>	<p>0% Of savings clawed back No success-fee, no kickback</p>
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WHO THIS IS FOR

If you're in either of these situations, you should be talking to a consultant

HOA & CONDO BOARDS

Renewing or signing a bulk, marketing, or access agreement

⚠ Be extra cautious if a carrier or consulting firm is offering compensation to your association in exchange for signing an agreement – or quoting a savings estimate without first performing a needs analysis specific to your community.

- Existing contract is within 24 months of expiration
- Board has received an unsolicited offer or “early renewal” pitch
- You’re being promised a free fiber upgrade
- You don’t have experience negotiating telecom agreements
- Homeowners are complaining about price, speed, or service quality

COMMUNITY MANAGERS

Protecting boards (and yourself) from a bad deal

- You can rely on an expert to support the board and your decisions on telecom agreements
- You don’t have time to vet 6 carrier proposals
- You want documented due diligence in the board packet
- You manage multiple communities and need consistent process

HOW IT WORKS

A clear, four-step engagement – no surprises

Every PropRevs engagement follows the same transparent process. You know the scope, the timeline, and the fee before we start.

01 Discovery & benchmark We review your existing contract, billing, and community profile, then benchmark your rate against comparable communities.	02 Strategy & RFP We design the right structure – bulk, retail, or hybrid – and run a competitive RFP across qualified providers in your market.	03 Negotiation & redlines We negotiate price, term, escalators, and every clause that matters – and deliver clean redlines back to your attorney.	04 Board approval & close We build the board packet, present at the meeting if helpful, and stay engaged through signing and implementation.
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COMMON QUESTIONS

Questions boards and managers ask before hiring us

Our current provider says they'll match anything. Do we still need a consultant?

That's exactly when you need one. "We'll match" is only meaningful if you actually have a competing offer with comparable terms. Without a real RFP and benchmark data, "match" almost always means matching their own internal pricing – not market.

How long does an engagement take?

A typical engagement runs 60–120 days from kickoff to signed contract, depending on the agreement type, board meeting cadence, and how many providers are in your market. Renewals tend to move faster; complex re-bids can take longer.

What about UBIT and door fees? Is that really a risk?

Yes – and it's one of the most under-discussed risks in HOA telecom. Signing bonuses and revenue-share payments can be classified as Unrelated Business Income, creating tax exposure and disclosure requirements. We model the trade-off explicitly so the board can make an informed decision.

Do you replace our attorney?

No. We work alongside association counsel. We handle the commercial and technical negotiation; your attorney handles legal review and execution.

What if our community is small – is it still worth it?

Often, yes. The percentage savings on smaller communities are frequently larger because incumbent providers don't bother sharpening their pencil for a smaller property. Our flat-fee structure is sized to make the engagement worthwhile across community sizes – we'll tell you up front if it doesn't pencil out.

What's the catch with PropRevs?

There isn't one – and that's the point. We don't take provider commissions, success fees, percentage-of-savings, or door fees. One transparent flat fee, disclosed before you sign anything.