



“There are 160 million Internet users today and that number is expected to grow to 500 million by 2004. We are living in a connected world with highly educated and demanding customers. We can’t afford to relax”.

Richard D. Baier, President
BOMA, International State of the
Industry Address 6/19/00

A fourth utility has emerged.



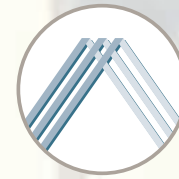
HVAC



Water



Electric



Technology

Developers & Property Owners

BENEFITS

- create new revenue streams
- rent quicker, for higher rates
- increase tenant retention
- increase property resale value
- increase the marketing profile of the building



In today's world of lightning fast communications, IT connectivity is "mission critical" to all tenants. iQ Building Solutions is a highly effective, cost efficient method of incorporating essential technology into a new or existing property. It relieves tenants, in a multiple tenant unit, of the headaches and high out of pocket costs associated with purchasing technology independently.

iQ Building Solutions increases the Net Operating Income (NOI) of your buildings by positioning "smart building" technology as a fourth utility to your tenants. Like other utilities, this is accomplished without the need for you or your tenants to maintain or operate these complex systems.

Every building is different. Each facility is unique. iQ Building Solutions customizes and future-proofs building wide IT system strategies. It is designed to outfit

any building with just the right amount of technology. iQ Buildings are modular, customizable, and completely scaleable, matching individual tenant needs.

Most importantly, iQ Building Solutions accomplishes this with little or no financial speculation on the part of the property owner or the tenant. An iQ Building creates entirely new revenue streams. Developers and Property Owners don't have to be technology experts. That's our responsibility.

iQ Buildings also saves tenants money by leveraging the buying power of the tenants on behalf of one another. Tenants benefit from economies of scale and gain purchasing power previously unavailable to them. Additionally, small to mid-sized tenants will no longer be forced to hire consultants or in-house staff to manage their technology needs.

These benefits lead to higher resale values. Your property will attract new tenants faster and rent space sooner. The tenants will expect to pay a higher rate for the convenience of being able to move in and plug in. Your tenants will immediately value their customized, modular and scaleable IT network. Finally, by fully documenting the installed iQ infrastructure, you will be able to promote the network as a valuable asset should you choose to sell the property.

The tenants get the technology they need and you are the beneficiary of new, previously untapped revenue streams.

*The Tenants win.
You win.*