



TELECOM SOLUTIONS

Building on our knowledge, data and experience, our professionals leverage our extensive real estate relationships in order to optimize your network.



FOCUS ON

Telecom Solutions

At Altus, Experience and Connections Make the Difference

A strategic, well managed infrastructure deployment is vital to the growth and success of a telecom network. No one knows this better than the experts at Altus. We work with major telecom companies across Canada on projects of every size and scope. Our professional teams offer clear, comprehensive solutions for all aspects of network development and management, including:

- Site/route valuation
- Wireless site/route acquisition
- Land use approvals (LUA) and municipal access agreements
- Fibre optic easements and right of way acquisition
- Land surveys
- Site/route layouts and audits
- Geographic information systems (GIS)
- Complete market inventory – building details and targeting capabilities
- Lease negotiation including rooftop real estate to green-field acquisition
- Public consultation
- Fee-simple land acquisition
- Project management
- Regulatory compliance services
- Operational services
- Telecom administration

A good measure of our success is our vast network of real estate connections across the country, and our ability to leverage our internal real estate expertise and data to offer clients insightful, efficient network site/route options targeted to their needs.

Why Altus Has the Clear Advantage

- **A Comprehensive Team.** Altus has a wide variety of internal resources and expertise across all disciplines, from telecom and real estate, to tax, project management, construction costs, market data and insights and geomatics.
- **Experience in Building Large-Scale National Telecom Networks.** We work with all the major wireless network companies across Canada, providing a wide range of services.
- **Full-Service, Turnkey Solutions.** Altus professionals can provide support throughout the entire process, including assistance with site acquisition, planning, design, market intelligence, and municipal and regulatory approvals.
- **Cross-Canada Coverage.** In addition to our national scope, we're situated in the largest urban markets with established local offices and networks, and the knowledge of regulatory needs by jurisdiction.
- **Strong relationship with 99% of all building owners and management.** These connections have enabled Altus to develop the largest database of building lease costs, sales and market intelligence in Canada.
- **Excellent Working Relationships.** Our associations with telecom companies and other related parties help ensure projects are managed smoothly and seamlessly. Our service orientation, flexible and efficient approach to business plays to the historical strength of our client relationships.



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Our Network Solutions Start with a Unique Three-Phased Approach

Phase 1: Data Collection and Program Management

In this initial phase, our dynamic telecommunications professionals meet with your team to discuss your goals, gather data, and determine a critical path. Throughout the development and operational cycles, our experts use best information and systems practices to monitor the critical success factors necessary to meet key milestones.

Phase 2: Site/Route Selection, Acquisition and Approvals

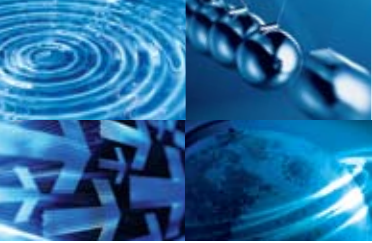
Through our extensive knowledge of real estate and our far-reaching relationships, Altus can expertly control and manage information and processes related to site and route selection and acquisition. Quite simply, we can identify the sites/routes that will work best for you and, if required, seamlessly negotiate lease and purchase options, including title searches and easement acquisitions. Our full-service solutions even include site/route design layout.

Finally, our team will assist with land-use approvals at various levels, including municipal consultation, municipal access agreements, and regulatory approvals with Industry Canada and NAV Canada, as well as site/route plans and public meetings.

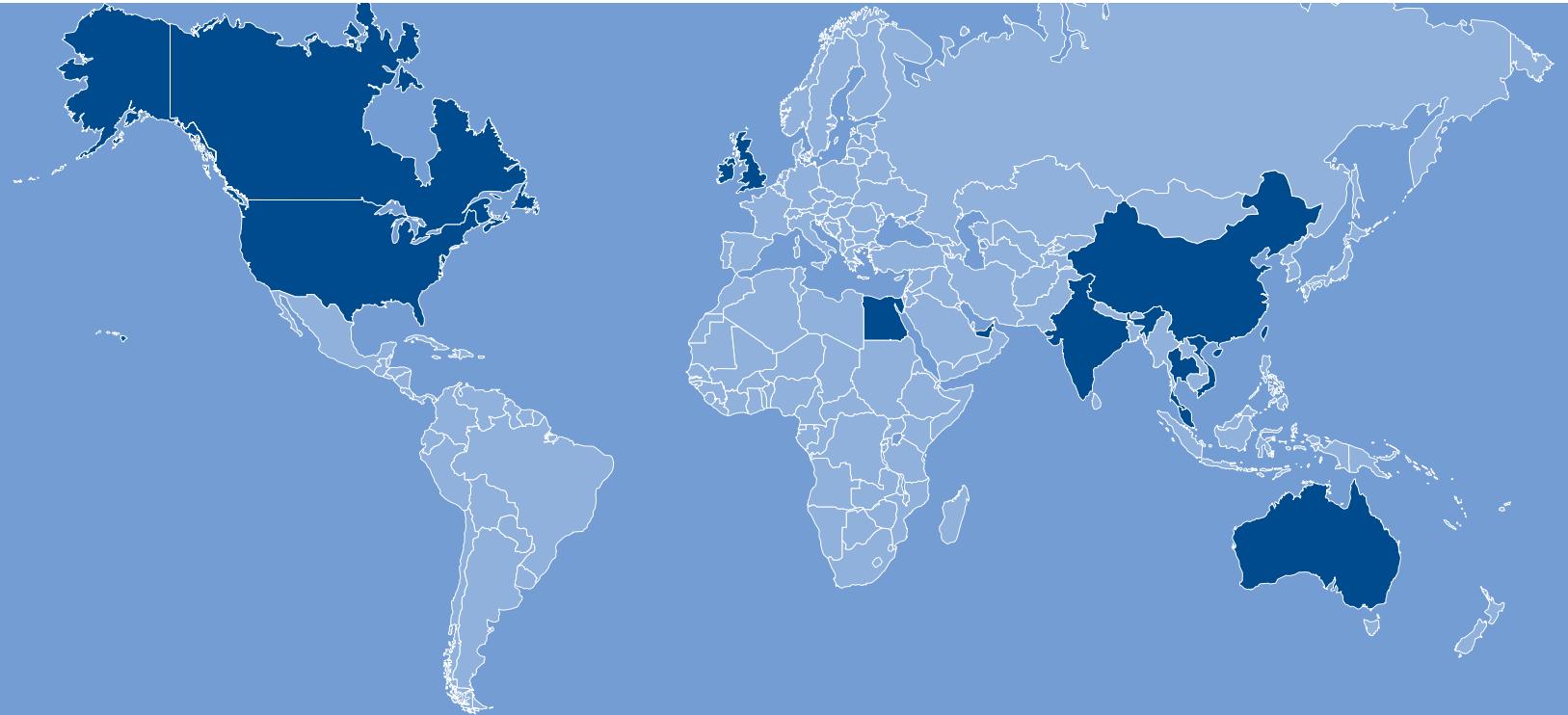


Phase 3: Real Estate Operations and Management

At Altus, our real estate professionals provide valuable insight throughout the entire process, from site/route analysis and acquisition through to real estate management. Not only do we operate the most comprehensive database of building lease rates across Canada, we also offer a wide range of other services, from commercial and industrial real estate market appraisals and valuations (including rates, conditions, inducements, etc.) to cost consulting and asset lifecycle planning and management.



Our Network



Altus offers diversified services and unparalleled expertise to a broad range of clients, in various industries across Canada and internationally.

About Altus Group

Altus Group is the leading multidisciplinary provider of independent real estate consulting and professional advisory services worldwide. With a staff of over 1,700, Altus Group has a network of over 70 offices in 14 countries worldwide, including Canada, UK, Australia, Asia, USA and the Middle East. We operate four interrelated Business Units, bringing years of expertise together into one comprehensive platform: Research, Valuation and Advisory; Cost Consulting and Project Management; Realty Tax Consulting and Geomatics services. Our business units work independently or in cooperation to provide clients with the benefit of combined expertise. Our distinctive approach allows for decisions based on independent, carefully reviewed conclusions.

Altus Group provides services to some of the most prominent businesses, including banking institutions, pension funds, insurance companies, accounting firms, law firms, public real estate organizations (including REITs), industrial companies, private investors, asset and fund managers, real estate developers, governmental institutions, and oil and gas companies.



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