



## ORGANIZATION DESCRIPTION

SMART CITY IS A FULL-SERVICE COMMUNICATIONS SERVICE PROVIDER ACROSS THE NATION AND ONE OF THE WORLD'S LARGEST COMMUNICATIONS PROVIDERS TO CONVENTION CENTERS AND HOSPITALITY VENUES.

With deep roots and origins in telecommunications and technology, Smart City provides technologies that make our cities smarter places to work, live and play.

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## A UNIQUE HISTORY, A UNIQUE COMPANY

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Our company began in 1984 in the basement of the Houston Astrodome. As the telephone company of the Houston Astros and the Houston Livestock & Rodeo, our roots were then and remain today, deeply ingrained in the events industry. We were the first company to recognize both the importance of telecommunications for the exhibitor experience at convention centers and to focus our mission on making superior service delivery and customer support a reality.

In the late 1980s, we expanded our business partnership in the Houston area, signing an exclusive telecommunications services contract with the George R. Brown Convention Center. Our success continued as we were awarded contracts in Anaheim, Los Angeles, and Charlotte. By the early 1990s, the company handled all of the telecommunication requirements for the 1990 World Economic Summit and the 1992 Republican National Convention.

In January 1995, the company was purchased by its present managers, telecommunications entrepreneurs with successful backgrounds in cable television, Internet and wireless businesses throughout the country.

Our growth throughout the decade continued with the addition of other high-profile clients to our roster, including the Dallas Convention Center, San Antonio's Henry B. Gonzalez Convention Center, and the Santa Clara Convention Center.

In 1999, the company was renamed to Smart City. The new name gave us a singular purpose: to make the world a smarter place with

advanced telecom services. It reflected the movement towards the growing use of technology and networking in the convention and tradeshow industry. It also reflected a greater vision of both building and being a part of smart communities wherever we operated.

That vision was further realized in early 2001, when Smart City acquired Vista-United Telecommunications, the exclusive telecommunications company at the Walt Disney World Resort in Florida, forming Smart City Telecom. Smart City Telecom continues to be the exclusive telecommunications company for Walt Disney World, including the parks, hotels and its planned community. Smart City Telecom also owns and operates the local telephone company in the cities of Celebration, Lake Buena Vista and Little Lake Bryan, Florida. Later that year, Smart City was selected as the exclusive provider of technology services at the Orange County Convention Center in Orlando.

Our success continued with a 15-year contract renewal by the City of Anaheim and a long-term agreement with the San Diego Convention Center.

In 2003, Smart City became the exclusive provider of technology services for the new Walter E. Washington Convention Center in Washington, D.C. In addition to the traditional telecommunication services that have been historically provided to convention centers, Smart City was also tasked to manage a multi-carrier Distributed Antenna System for this new center. Smart City has successfully managed this DAS and the cellular carriers from 2003 to present and we continue to expand the system based on the latest technology and customer demands.

In 2006, Smart City acquired Priority Networks, Inc. (PNI) and the following year acquired Convention Communications Provisioners, Inc. (CCPI). We successfully combined back office systems while keeping the best practices from both companies. The acquisition of PNI and CCPI added 15 new convention center accounts.

Both 2014 and 2015 proved to be banner years for Smart City in renewing and extending already existing long-term partnerships. We were awarded new long-term agreements following public bids in Anaheim, Seattle, Fort Worth, San Diego, and Indianapolis. We extended existing agreements in Cincinnati, San Antonio, Los Angeles, Minneapolis, and Phoenix. In early 2018 we were awarded a ten-year contract at the Orange County Convention Center in Orlando, Florida. These renewals and extensions ensure a stable portfolio of clients for Smart City for many years to come.

At the end of 2016, Smart City acquired Appburst, a mobile app development company headquartered in Palm Beach County, Florida that specializes in developing mobile applications for the event and conference industry. The acquisition allows Smart City to build high quality and highly scalable mobile applications for a

variety of business needs, particularly in the meetings and event space.

In 2018, we formed Smart City Metro and continue to expand our fiber footprint in the Central Florida region. Smart City Metro provides enterprise-class fiber and voice services and superior customer support to businesses.

Today, we employ more than 300 team members nationwide who are dedicated to providing telecommunications services at Walt Disney World, 30 major convention centers and three NFL stadiums. In our history, we have been honored to provide our services at over 75,000 events, including several NFL Super Bowls, political conventions and the largest trade shows in the country.

We owe our success to our team members who work countless hours during weekends and holidays. They are great people who want to do well, who are capable of doing great things, and who come to work fired up to achieve them.

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## OUR COMPANY TODAY

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Smart City operates with 3 primary telecommunications and technology subsidiaries:



### SMART CITY METRO

Owns an Orange County-wide fiber-optic network, operates a 24x7 Network Operations Center and offers one of the most advanced telecom platforms in the country.



### SMART CITY TELECOM

Full-service telecom company that serves the communities of Celebration, Lake Buena Vista and Little Lake Bryan. Smart City Telecom is the exclusive voice and data services provider to the Walt Disney World Co., including all enterprises on the Disney property.



### SMART CITY NETWORKS

Largest provider of technology and telecom services for convention centers and hospitality venues, providing services to 38 convention, meeting, and public venues in 17 states.