

Comcast vs. Hotwire vs. De-Bulk Comparison

4/17/2020 (rev 3)

	<u>Comcast</u>	<u>Hotwire</u>	<u>No Contract (De-Bulk) **</u>
Price (TV & Internet; excl. taxes) *	\$94.10	\$93.94	TBD (based on negotiation)
Annual Increase Cap	4%	4%	N/A
Contract Term	5-years	10-years	N/A
Cable Style/Technology	Coaxial (shared line)	Fiber Optic (dedicated line)	Coaxial (shared line)
New Wiring/Equipment	No	Yes (100%)	No
Internet Speed (standard)	200 Mbps ***	200 Mbps	200 Mbps (+/- as ordered)
Upgradable Speed (optional)	1 Gbps	10 Gbps	1 Gbps
Speed/Performance Written Guarantee	No	Yes	No
# of Boxes Included	3	3	TBD
Wireless Router Included	Yes	Yes	No
Premium Channel Included	HBO	HBO	TBD
Phone service available (optional)	Yes	Yes (first year is free)	Yes
Signing Bonus paid by Provider to Association	\$0	\$26,400	\$0

Footnotes:

* Please note that the Association's current cost for Comcast's Cable TV service is \$65.09 per month per household (excluding taxes).

** The "No Contract (De-Bulk)" option assumes that each homeowner would make their own individual deal on Cable TV and/or Internet service directly with Comcast (or AT&T) and pay Comcast directly. The Association would no longer be involved in the negotiation and the current assessment amount related to Cable TV would end. Residents would be free to start/stop service as they wish and there would no longer be a POA bulk discount/contract.

*** Comcast advised verbally on 3/19/20 that speed has increased from 150 to 200 Mbps; awaiting written confirmation of this change.