

City of San Antonio - Digital Kiosks



Brian Dillard, Chief Innovation Officer
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Agenda

- Contract Extension Overview
- Current Digital Kiosk Locations
- Digital Kiosk Usage Rates
- Digital Kiosk Revenue
- Contract Extension Recap

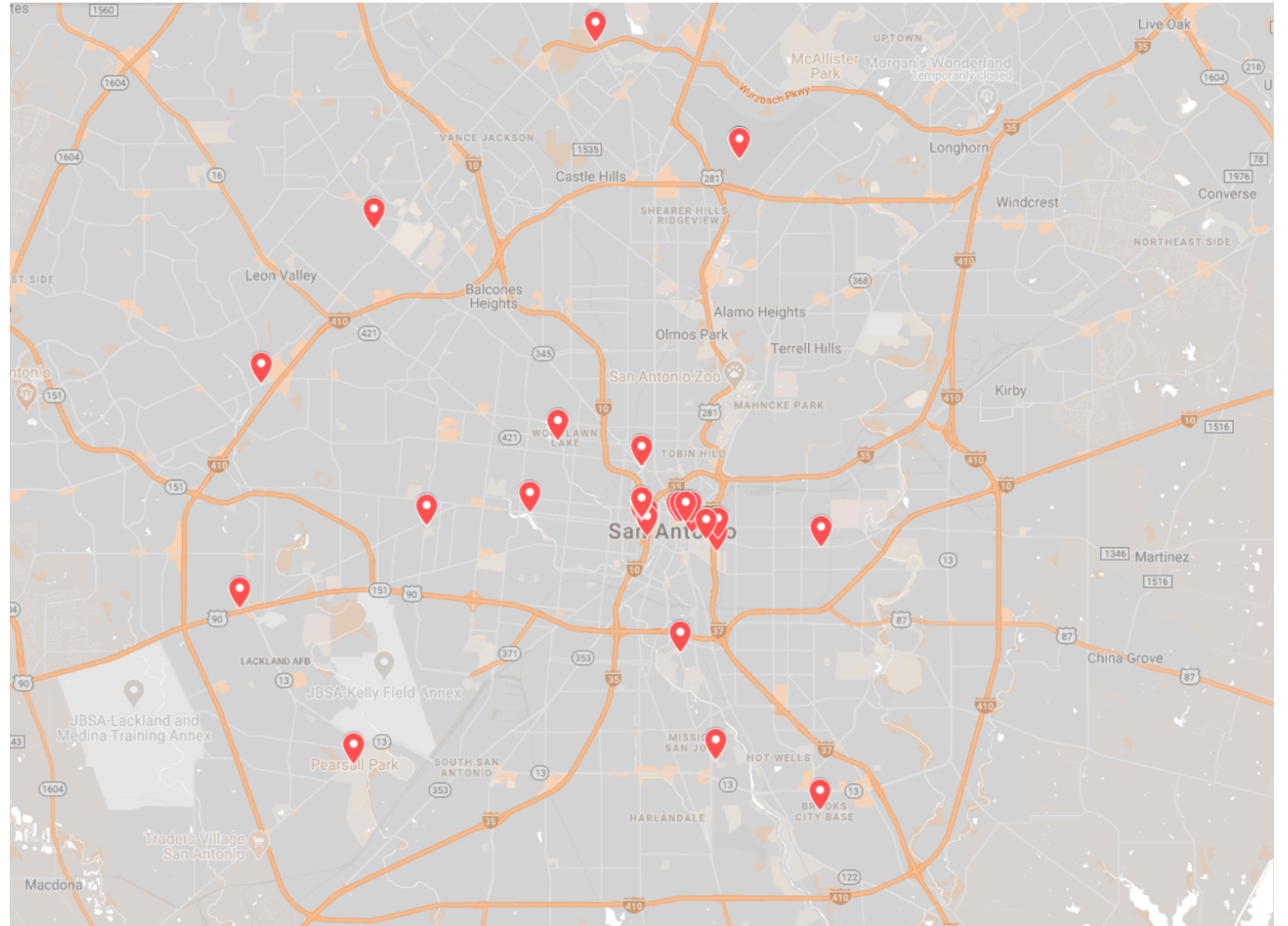
Digital Kiosk Contract Extension

- Initial Contract (2018) – 5 Years
- Contract Extension – 8 Years + Initial 5 Years – 13 Years
 - With 4 Additional 1-year options
- No significant changes to Contract Terms
- No additional kiosks in current scoping
 - Available option to add more

Digital Kiosk Locations



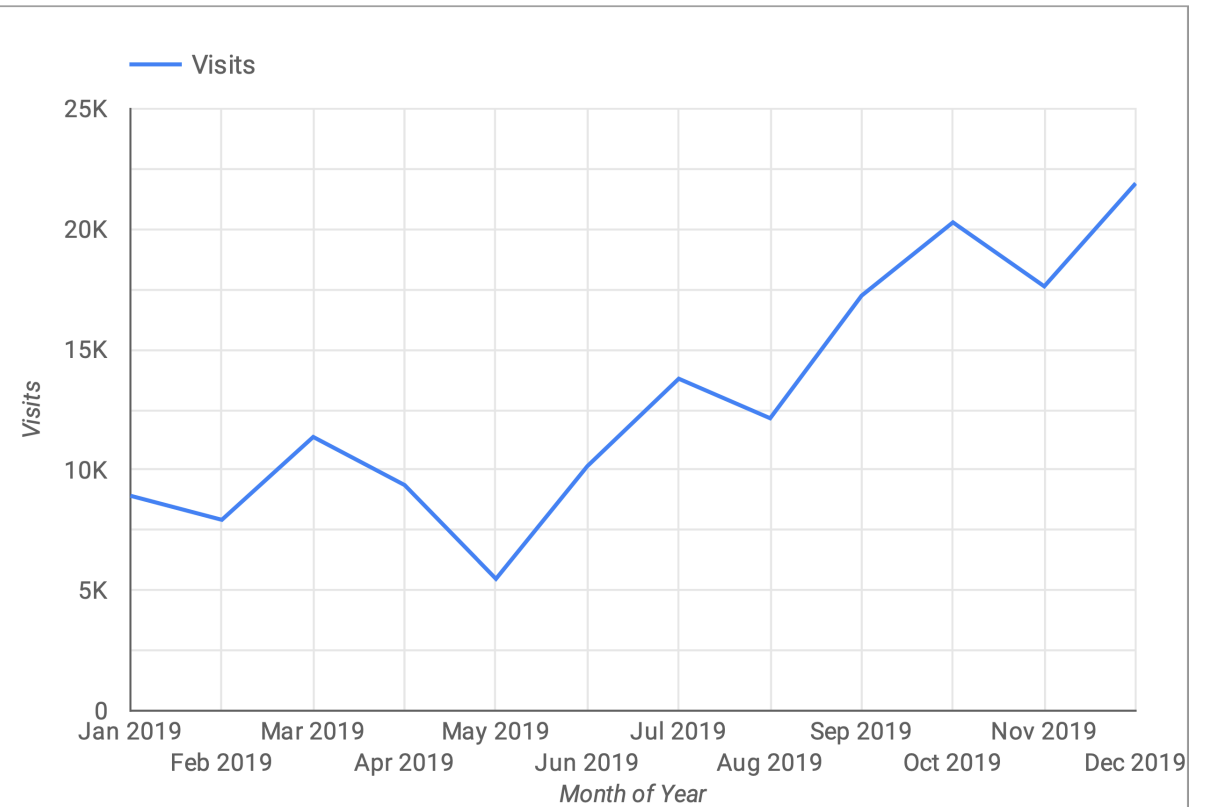
#	Location	Live Date
1	Airport Baggage Claim 1	10/15/18
2	Airport Baggage Claim 2	10/15/18
3	E Houston St between St Mary's & Soledad	10/16/18
4	Mission San José Visitor Center	10/17/18
5	Losoya St & E Commerce St	10/18/18
6	Mission Concepción Visitor Center	10/19/18
7	E Houston St & N St Mary's	10/26/18
8	E Houston St & Losoya St	11/15/18
9	Woodlawn Lake Park	12/2/18
10	Lincoln Park	12/8/18
11	Elmendorf Lake Park	12/21/18
12	Cesar E. Chavez & N Pecos St	3/13/19
13	VIA Centro Plaza 1 SE Corner	6/28/19
14	VIA Centro Plaza 2 NE Corner	6/28/19
15	VIA Five Points Transit Center	8/21/19
16	VIA Medical Center Transit Center	8/21/19
17	Pearsall Park	8/29/19
18	Alamodome Plaza North	8/30/19
19	VIA Kel-Lac Transit Center	8/31/19
20	VIA Brooks Transit Center	8/31/19
21	VIA Ingram Transit Center	9/12/19
22	Buena Vista St & N Pecos St	9/13/19
23	E Market St Convention Center	9/13/19
24	E Houston St & Navarro St	12/16/19
25	Cuellar Park	12/16/19
26	Hardberger Park	2/12/20
27	St Paul Square	4/17/20
28	S Frio St & Buena Vista St	8/7/20



Digital Kiosk Usage Rates (2019)



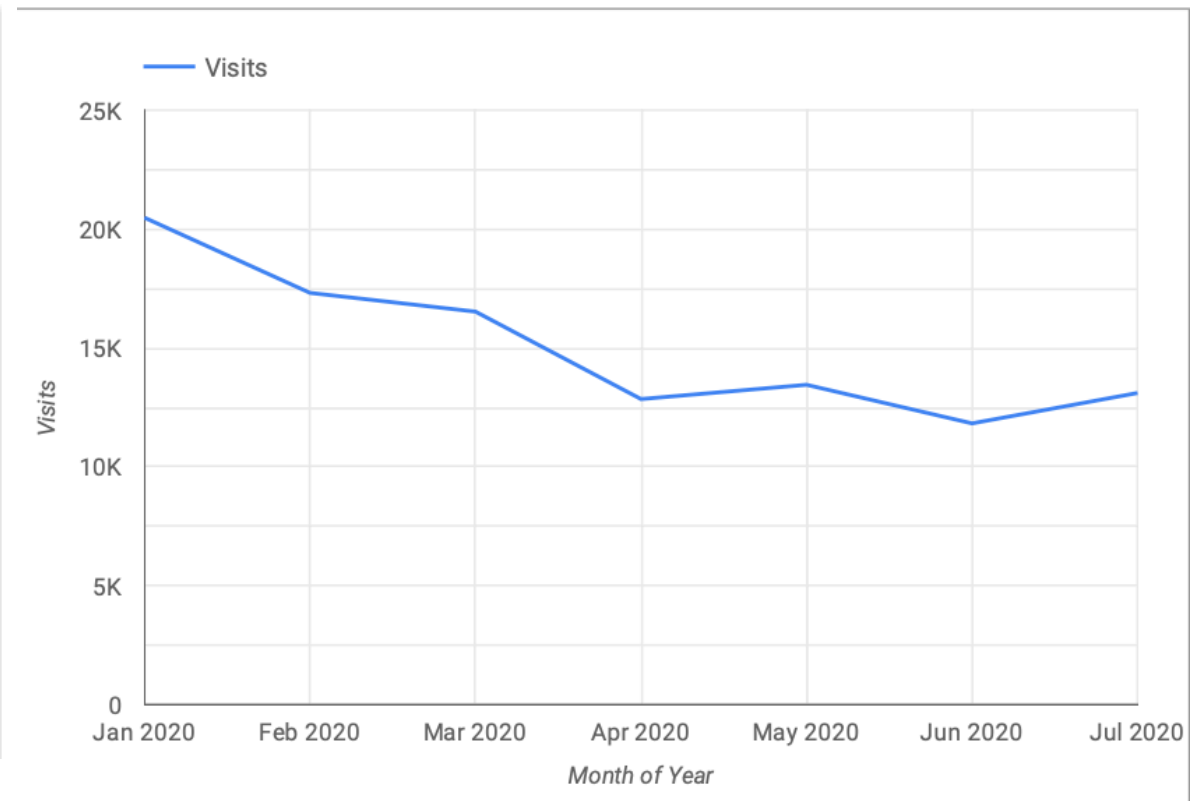
Kiosk	Visits
1. Losoya & Commerce CSA-05	19,167
2. Houston & Losoya CSA-12	13,094
3. Houston & Riverwalk CSA-01	12,011
4. Woodlawn Lake Park	11,489
5. Mission San Jose - Visitor Center	10,438
6. Houston & St Mary's CSA-02	9,602
7. CSA-32 VIA Five Points	9,229
8. Airport #2	8,521
9. CSA-31 VIA Centro Plaza 1	6,384
10. CSA-33 VIA Medical Center	5,701
11. CSA-34 VIA Kel-Lac	5,501
Grand total	156,191



Digital Kiosk Usage Rates (2020)



	Kiosk	Visits
1.	CSA-32 VIA Five Points	8,535
2.	Losoya & Commerce CSA-05	7,891
3.	CSA-31 VIA Centro Plaza 1	6,201
4.	VIA Centro Plaza 1	6,178
5.	CSA-17 Pearsall Park	6,029
6.	Woodlawn Lake Park	5,283
7.	Houston & Losoya CSA-12	5,241
8.	Houston & St Mary's CSA-02	4,688
9.	Houston & Riverwalk CSA-01	4,299
10.	CSA-40 Houston & Navarro	3,957
11.	Houston & Navarro	3,262
	Grand total	105,583



Digital Kiosk Revenue

- Y1 - \$150k - 2018
- Y2 - \$175k - 2019
- Y3 - \$200k - 2020
- Y4 - \$204k - 2021
- Y5 - \$208,080
- Y6 - \$212,241.60
- Y7 - \$216,486.43
- Y8 - \$220,816.16
- Y9 - \$225,232.48

- All amounts based on Minimum Annual Guarantee (MAG) – 21.5%
- Minimum Annual Guarantee increase of 2% each additional year of term.
- Future Revenue Amounts could differ/increase based on additional ad revenue.

- VIA Revenue Share Agreement
 - 50/50 – VIA Kiosk (VIA Owned Facility)
 - 60/40 – VIA Kiosk (City ROW)

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City of San Antonio – Digital Inclusion Update



Brian Dillard, Chief Innovation Officer

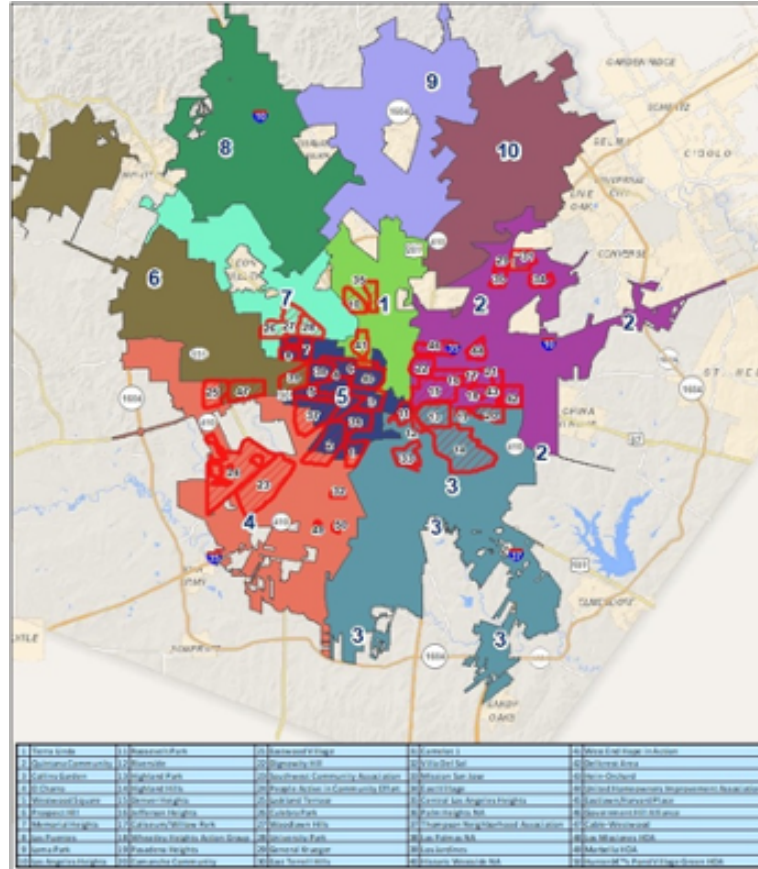
Current Digital Inclusion Efforts

- SAFreeWiFi Expansion
 - 29 SA Public Library Locations/Parking Lots
- Hot Spot Distribution
 - NEISD, Edgewood ISD, PreK4SA, COSA Parks & Rec
- TEA Funding Match (Operation Connectivity)
 - SAISD, SouthSan ISD, NISD, Harlandale ISD, SWISD, Judson ISD
- Community Hubs
 - Eight Community Centers
- Digital Connectivity RFCSP – Telecoms/ISPs (Blackout Period)
- Connected Beyond the Classroom (CBTC)

Connected Beyond the Classroom (CBTC)



- Provide in-home school system access for up to 20,000 students
- Top 50 Neighborhoods
- Eight ISDs
 - SAISD (24)
 - Edgewood (8)
 - Harlandale (2)
 - South San (3)
 - Southwest (4)
 - Judson (1)
 - North East (3)
 - Northside (5)

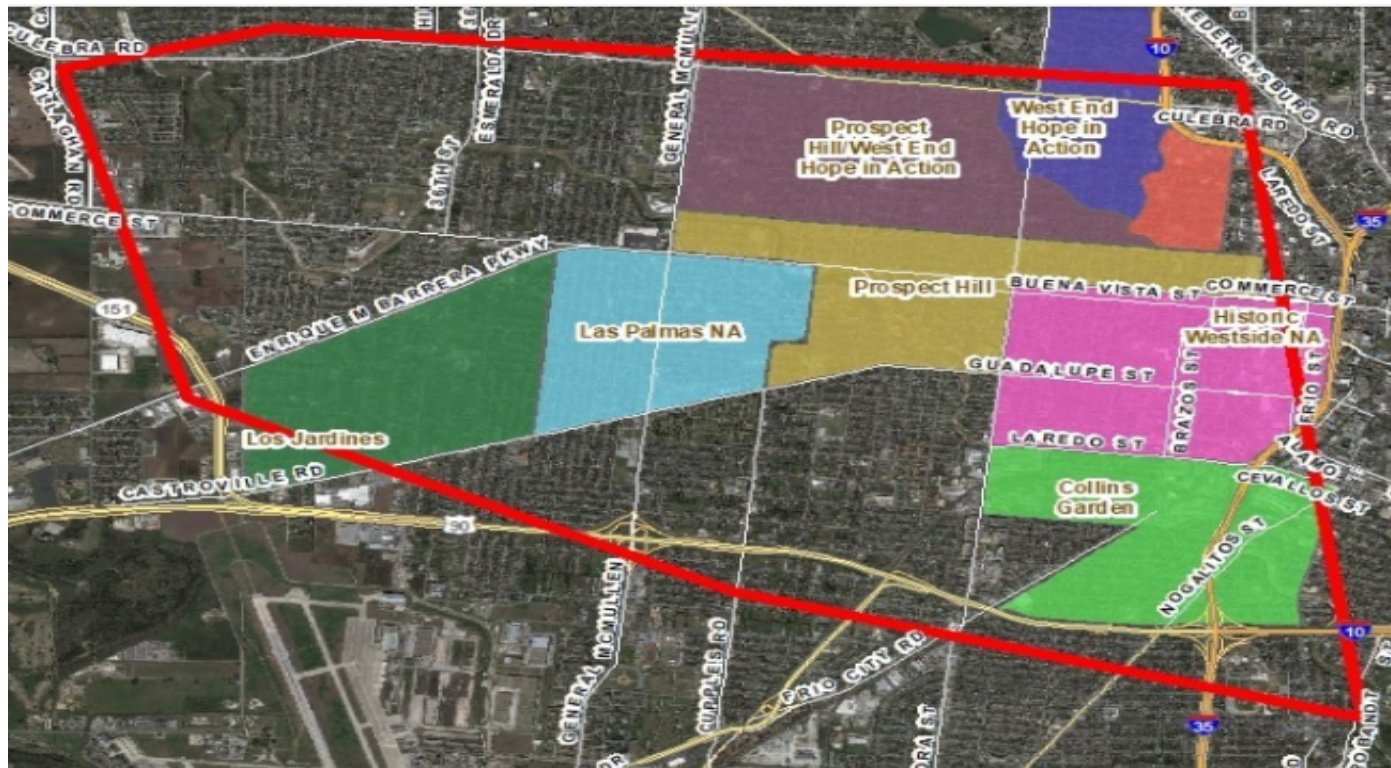


CBTC - Projected Timeline

- June 2020 - Business Case Built, User Requirements Identified by 50 Priority Neighborhoods
- July 2020 – Planning with Independent School Districts and Alamo Community College
- August 2020 – Vendor Bids, Contract Planning
- September 2020 – Pilot in demonstration neighborhoods (Westside)
- October - December 2020 – Expand to Proof of Concept in 3 - 5 additional neighborhoods
- January - September 2021- Expand to remaining neighborhoods

CBTC - Phase 1

- Westside Pilot/Proof of Concept (Sept – Dec 2020)
 - Six neighborhoods; Lanier H.S. feeder pattern



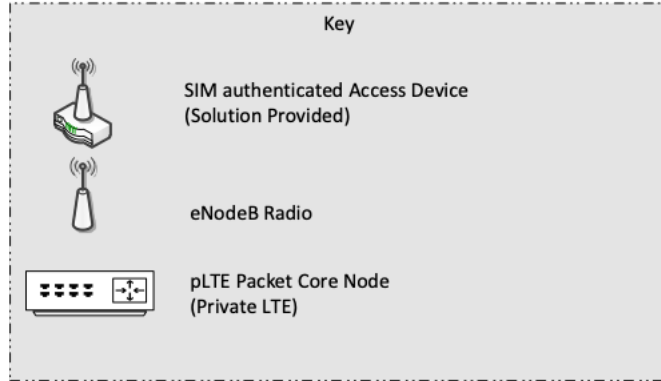
Key

Parent 2 (attends San Antonio College, login is @alamo.edu)

Child 1 (attends Lanier High, login is @saisd.edu)

Child 2 (attends Las Palmas Elementary, login is @eisd.edu)

SCENARIO : pLTE access to underserved communities, with SIM card authentication to validate access.
Traffic is routed to CoSA Tower for pLTE Packet Core
All traffic is routed out to the Internet for access to Internet based learning resources.



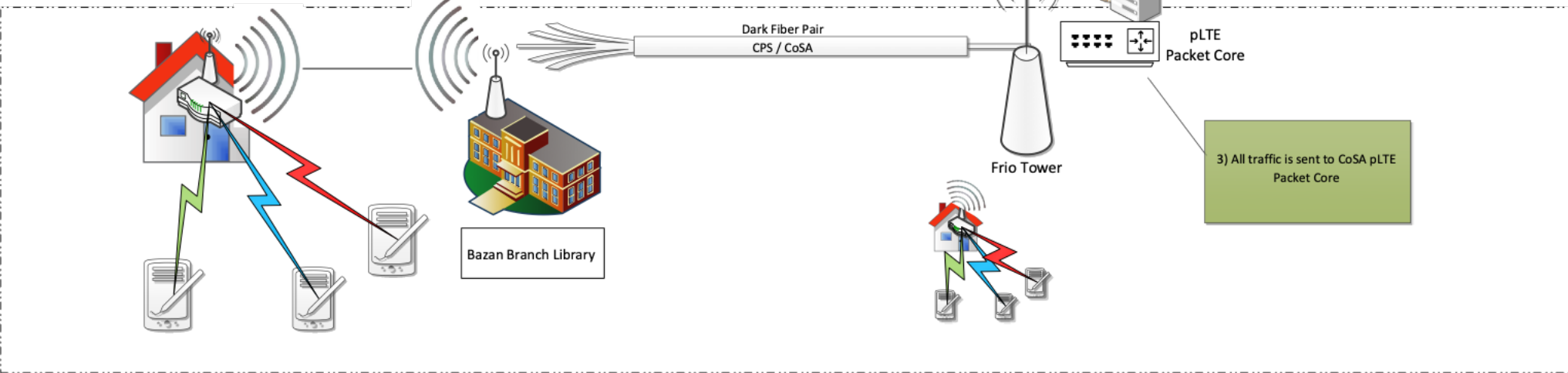
1) SIM authenticated Access device connected to WiFi router in home

2) All wireless traffic is sent to CoSA DC over a dark fiber link.

4) All traffic is initially routed to the Internet

3) All traffic is sent to CoSA pLTE Packet Core

5) Users authenticate with their school with their credentials.



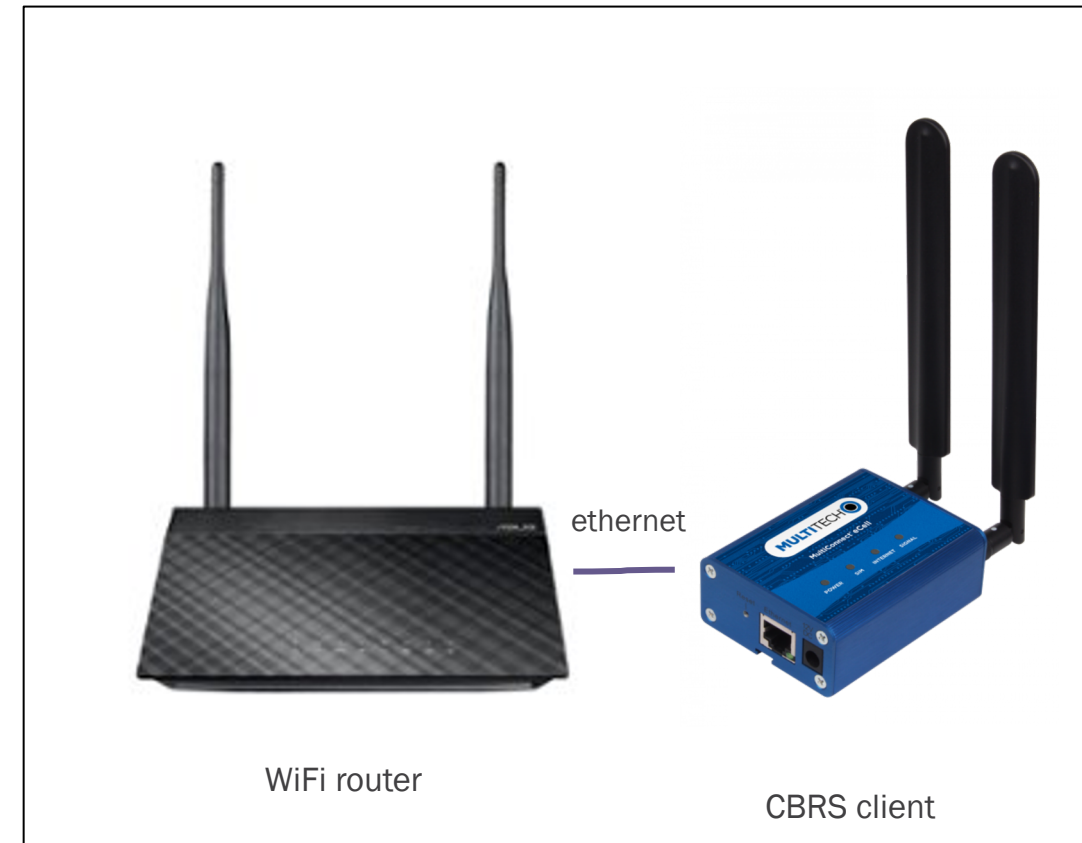
Example Site Install



Motorola Home Equipment



- CPE (Customer Premise Equipment)
- LTE client that will connect to Nitro network wirelessly
- Off-the-Shelf Wi-Fi Router to connect student devices in the home
- Cat5 Ethernet Connection between Wi-Fi Router and LTE Client



Provided Student Equipment

CBTC – Phase 2



- Replication of Efforts
 - Expansion of technology
 - Inclusion of remaining neighborhoods
 - Inclusion of remaining school districts
 - Full Deployment
 - Up to remaining 50 high priority neighborhoods

CBTC – Phase 2

- Identify/assess considerations when replicating across other school districts and neighborhoods:
 - E-rate regulations
 - Technology concerns
 - Asset limitations
 - Funding approaches
 - Sustainability measures
- Project Timeline (fiscal year): Q2 2021 – Q4 2021

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