

September 28, 2016

Transwestern  
200 Ballardvale St.  
Wilmington, MA 01887

Attention: Chris Hannon, Senior Property Manager

RE: XOS Digital

Dear Mr. Hannon:

The following will confirm and supplement our meeting of August 24, 2016 with you and Pete Balkus, Senior Vice President Product Development, IT and Operation for XOS Digital. The meeting took place at your tenant XOS Digital's office located on the first floor at 181 Ballardvale St., Wilmington, MA.

The purpose of the meeting was to discuss Mr Balkus' concerns regarding channel contention and collisions with Comcast's wireless access points. Comcast is also a tenant located on the second floor at the same location.

Mr Balkus expressed his concern that Comcast's wireless access points, which broadcast at 80MHZ width, are interfering with XOS Digital's wireless access points which operate at a width of 40MHZ.

XOS currently operates on channels 36, 44, 48 and 165 while Comcast operates on channels 149 and 153.

Mr Balkus was asked to provide proof and data highlighting and showing his company has been adversely impacted by his allegation that channel contention and collisions are occurring with Comcast's wireless access points. To date Mr Balkus has not produced any said proof or data substantiating his claim.

On September 12, 2016 Vision Networks, Transwestern and Comcast discussed this matter via conference call. Comcast has been very cooperative in their efforts to accommodate and meet the numerous requests made by XOS Digital. This includes Comcast "turning down" their own customer based frequencies to the 40MHZ width range.

Comcast in turn has expressed they have been negatively impacted by their efforts and would like to turn their equipment back up so their office and sales office can fully function.

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My observation is that XOS wants to singularly use public channels 36, 44, 48 and 165. Unfortunately these are public channels and the request they be the only ones using these channels is not realistic. That said, as it currently stands Comcast is currently not using any of these channels. Although there may be some broadband overlap with Comcast using channels 149 and 153, at the 80MHZ width, the total effect on XOS would be negligible.

My recommendations include the following:

- 1) Transwestern considering purchasing inSSIDer Chanalyzer in order to monitor XOS's network. This would allow us to run a spectrum analyzer which will show us any interference from any access points or other devices; or
- 2) Provide a stipend in the range of \$ 5,000.00 for XOS to upgrade their existing access points to equipment that has the ability to take advantage of DFS Channels (dynamic frequency selection). DFS is recommended for high density designs because it more than doubles the number of channels; or
- 3) Inform XOS that without proof documenting their contentions there is nothing Transwestern can do to at this time.

We present for your review and discretion. Please feel free to contact me with any questions or concerns.

Sincerely,

Robert Palermo  
Vision Network Systems