

Bundled Internet and Streaming Services

Save Money and Improve Services for Naples Residents

Monday April 22, 2024

Presidents Council: Bundled Internet and Streaming Services

A Summary of the Problem and the Opportunity

Naples residents:

- Often pay \$150-250/mo for typical internet and TV/streaming services
- Must set up wifi for themselves
- Experience poor reliability
- Are locked into a single internet/cable provider with no chance to negotiate

Options exist!

- Companies like Hotwire and Blue Stream Fiber offer bundled service arrangements for half the cost, fixed price for 8-10 years
- And provide multi-point in-home wifi and installation at no extra cost
- Much better US-based tech support

How it works:

- Develop a recommendation to present to the City - what services, which neighborhoods are interested, what benefits are expected
- Residents vote whether they want to enter into a long-term agreement
- Upon “yes” vote by a majority of residents, City Manager conducts a vendor selection process with input from representatives of HOAs - typically 8-10 year contract - proceed to contract if objectives are met (savings, etc)
- Selected vendor installs fiber optic lines to every residence in the interested HOAs and sets up all requested services at no cost
- Charges commence when 80% of residents are installed; remainder have a year to get installed before charges start

Could **save 1,000 Naples households well over \$9m** over 10 years
(\$75/mo * 12 * 1,000 * 10 years) - probably much more