



## Acquiring or Redeveloping a Multifamily Asset?

If you're acquiring or redeveloping an existing multifamily property, you do your homework. The rent roll, the property's condition, an appraisal, an environmental report, research about the neighborhood ... you look at everything, because you know due diligence is critical to any successful acquisition.

Well, as technology plays a more important part in people's lives than ever before, it's critical to include the onsite low voltage technology in your criteria. If the residents can't get cell phone service or if you get stuck in a bad agreement with an underperforming cable operator, you're going to lose residents, or ancillary income, or both.

That's why you should consider a **Property Technology Assessment<sup>sm</sup>** as part of your due diligence process. InfiniSys can appraise a building's cabling networks and other technology systems prior to closing. Our engineers are specially trained to assess the condition of the technology infrastructure and to determine what additional expenses may be necessary to bring it up to par.

If you're not familiar with a Technology Assessment, here are a few of the things we evaluate on your behalf:

### Onsite Due Diligence

Residents want HDTV (and soon, 3D TV), high-speed Internet access, a reliable cellular connection and more in their apartment. Do you know if you'll be able to offer these services in your new community?

- We will **assess the capabilities of the existing cabling infrastructure**, as well as the opportunities to upgrade the property for current and future services. Is there inferior wiring? Are there code violations that need to be addressed? From the main communications room to the outlets in the apartment to the fitness center, we evaluate the system to determine what services you can deliver.
- We will **conduct interviews with onsite staff and residents**. Are the residents happy with the current service providers and other technology amenities? Are there regular service complaints or other issues that may be hurting the property's reputation and costing you leases.

### Contract Review

The agreement with your service provider is just as important as the cabling they're using at the property. Getting stuck with an unfavorable agreement can lock you into a poor provider and handcuff your ability to offer quality services to your residents.

- InfiniSys will **review the existing telecommunications contracts** governing services to the property, including any licenses or easements that may affect the agreement. We will provide recommendations regarding ways to improve the agreements and build stronger relationships with your service providers, allowing you to provide more competitive services to your residents, now and well into the future.

### Network Upgrades

If necessary, InfiniSys can **provide detailed recommendations** specifying the requirements to redesign the cabling infrastructure to bring it up to current industry standards. We can also provide a scope of work detailing how to update the demarcation points (demarcs) at the property to give you the ability to add new providers and services.

Retrofitting low voltage cabling behind sheetrock can be expensive and time-consuming; you should know if the asset's technology infrastructure will require upgrades before the acquisition is complete. Even though a typical property condition report rarely analyzes any of these issues, they can be critical to the success of the asset. When making an investment in a multifamily property, don't rely on an untrained inspector to assess the technology situation. Turn to the industry leaders instead. Turn to InfiniSys.

If you would like more information or would like to schedule a Technology Assessment for your project, please contact the team at InfiniSys – call 386.236.1500 or visit [electronicarchitect.com](http://electronicarchitect.com).