

April 27, 2018

San Jose City Council
200 E. Santa Clara St.
San José, CA 95113

Dear City Council Members,

As a Smart City industry veteran and member of the San Jose Smart City Advisory Board I applaud the City of San Jose for negotiating the proposed agreement with AT&T. While many cities have struggled to understand their role in the evolution to 5G and the value of their Right of Way and public infrastructure, the City of San Jose's Smart City team has set an excellent example for other municipalities to follow.

Panasonic appreciates and recognizes several key attributes of this proposed agreement:

Prioritized Connectivity. Connectivity is foundational to the execution of San Jose's Smart City Vision, and robust, secure and broadly available fiber infrastructure is an essential first step.

Improved Current State. Connectivity is poor across San Jose, and oftentimes even people who can afford high quality service can't get one bar in the home.

Public-Private Partnership. The proposed agreement with AT&T is an excellent example of collaboration between local government and the private sector to advance the public benefits of small cell connectivity and digital inclusion.

Forward Looking. This infrastructure to be deployed as part of the proposed agreement is part of AT&T's 5G Evolution deployment, which will enable ubiquitous streaming of entertainment, enable autonomous vehicle connectivity, and support the rapidly growing base of connected Internet of Things devices.

Panasonic supports this agreement to bring better broadband through increased competition allowing more choices, better quality, and affordable prices. Please let me know if you have any questions. Thank you.

Sincerely,



George Karayannis
Managing Director
Panasonic CityNOW