

What to Watch for From Other Fiber Providers

While some fiber companies may look very similar on paper, we've heard from numerous property leaders who fell for other providers' empty promises, only to discover the truth too late. At Blue Stream Fiber, we're committed to ensuring you avoid falling into the trap of the all-too-common 'bait & switch.'

Here are the things that sales people won't tell you until it's too late:



WATCH FOR HIDDEN FEES AND EXTRA CHARGES

Other companies often hide charges that will cost your residents thousands over the contract term. Ask about these potential hidden costs:

- **\$1,000** per home just to use their app on your TV
- Additional **\$1,200** to ensure your Internet is secure
- If you want to guarantee WiFi throughout your entire home with a true mesh system - you can add another **\$1,000** per home

Be sure to ask about the **8+ additional non-tax "fees"** your residents will see on their bills.



THEIR PRODUCTS ARE INCOMPLETE

Are you missing out on key TV and Internet features? Make sure your residents have the best and most complete products.

- **No FREE App** to watch your TV service on additional TVs or the TVs you use when away from home
- Residents will face over **40 million cyber security threats**. Is Internet security included in your agreement? It should be.
- Some cable companies refer to their infrastructure as multi-gig fiber when in reality it is actually a coax/Docsis 4.0 network



THEY WILL USE SCARE TACTICS

Their sales teams try to mislead you with false information

- **No provider "owns" 100% of their network, period.** Not even the largest Fortune 50 providers.
- They claim that having customers in California and Philadelphia makes a difference. Why? What really matters is what works for communities like yours.
- They claim no one else is big enough to service you

Blue Stream Fiber has been in business for over 45 years and services over 350k residents every single day.

*Pricing claims based on other fiber company 2023 rate sheets and market information for 120 months of services. Additional information is available upon request. No TV App claim is based on the requirement to lease a mini-set-top-box to get a TV app. Internet threat claim based on 30 attacks per day over 120 months for a 400-unit community. WiFi claim based on lack of community WiFi management.