



We Are Solutions

 CROWN
CASTLE

Crown Castle At-A-Glance

Site Leasing

Towers
Rooftops
Distributed Antenna Systems (DAS)

Site Development Services

Site Acquisition
Architectural & Engineering
Zoning & Permitting
Construction

DAS and New Tower Development

Tower Construction
Distributed Antenna Systems (DAS)

Rooftop Site Management

Sales & Marketing
Property Management
Engineering & Development
Operations & Regulatory Compliance

We Are Solutions



Founded in 1994, Crown Castle is one of the country's largest independent owners and operators of shared wireless infrastructure. We own, operate, build, and lease towers, rooftops, and Distributed Antenna Systems (DAS) in prime markets for wireless communications. With a nationwide presence, we have the local resources to provide comprehensive site development services—including site acquisition, engineering, zoning and permitting, and construction—designed to provide flexible solutions for customers. As the owner or operator of the infrastructure, our focus is on safety, reliability, and regulatory compliance through regular inspections, utilizing state-of-the-art processes and tools, and a 24/7 Network Operations Center (NOC). Publicly traded, Crown Castle (NYSE: CCI) offers financial strength and long-term stability as a competitive advantage.

Our customers include the country's major wireless carriers, including Verizon Wireless, AT&T, Sprint, and T-Mobile. We also serve a wide range of other customers seeking wireless infrastructure, including government, business, broadcast, paging, colleges and universities, public venues, and municipalities.

We help customers grow efficient wireless networks with complete infrastructure solutions and flexible site deployment services. With our extensive portfolio of sites, we first attempt to identify a collocation solution on one of our existing tower,

rooftop, or DAS sites. If we do not have a site where you need one, we will work to identify another site—even if owned by someone else—that may meet your needs. If there are no suitable sites, Crown Castle can offer tower construction services. Finally, if a tower cannot be built due to zoning or other impediments, we can offer alternative solutions such as a Distributed Antenna System or rooftop installation. From site selection to site development and construction services to expert monitoring and maintenance support, we are your single source wireless infrastructure solution.



"I see Crown Castle as a strategic partner who is willing to work with me to achieve common goals."

We Are There



From suburban to urban, high traffic to rural, Crown Castle provides wireless infrastructure where you need it. With more than 22,000 sites, including towers, rooftops, and DAS, we offer significant market presence with assets in 92 of the top 100 U.S. markets. And because we own or operate the sites, we are your long-term partner, ensuring quality conditions you can rely on for optimal site performance.

Not only are our sites where you need them most, so are our employees. Crown Castle is organized into four geographic areas in the U.S.—East, South, Midwest, and West—which are further broken down into district and field office locations. We have more than 1,100 locally deployed employees who have industry and in-market expertise, as well as relationships with local municipalities. This local presence allows us to know the condition of our sites, enabling us to get customers “on-air” quickly and efficiently. It also gives us an understanding of each market’s nuances so we can provide continuity throughout the collocation process. Whether it’s a single site or a complete market launch, no one knows our sites better than our local teams. Their expertise can save you time and money.

Our full line of site development services and in-market resources means you receive flexible deployment solutions.

Site Acquisition

Site Identification (CCIsites™)
Application Entry
Site Candidate Packages (SCIP)
Due Diligence
Regulatory Filings
Landlord Consents
Lease Negotiations
Title

Architectural & Engineering

Structural Analyses
Modification Drawings
Site Plans
Surveys
Lease Exhibits
Zoning Drawings
Construction Drawings

Zoning & Permitting

Neighborhood Meetings
Government Approvals
Zoning Permits
Building Permits

Construction

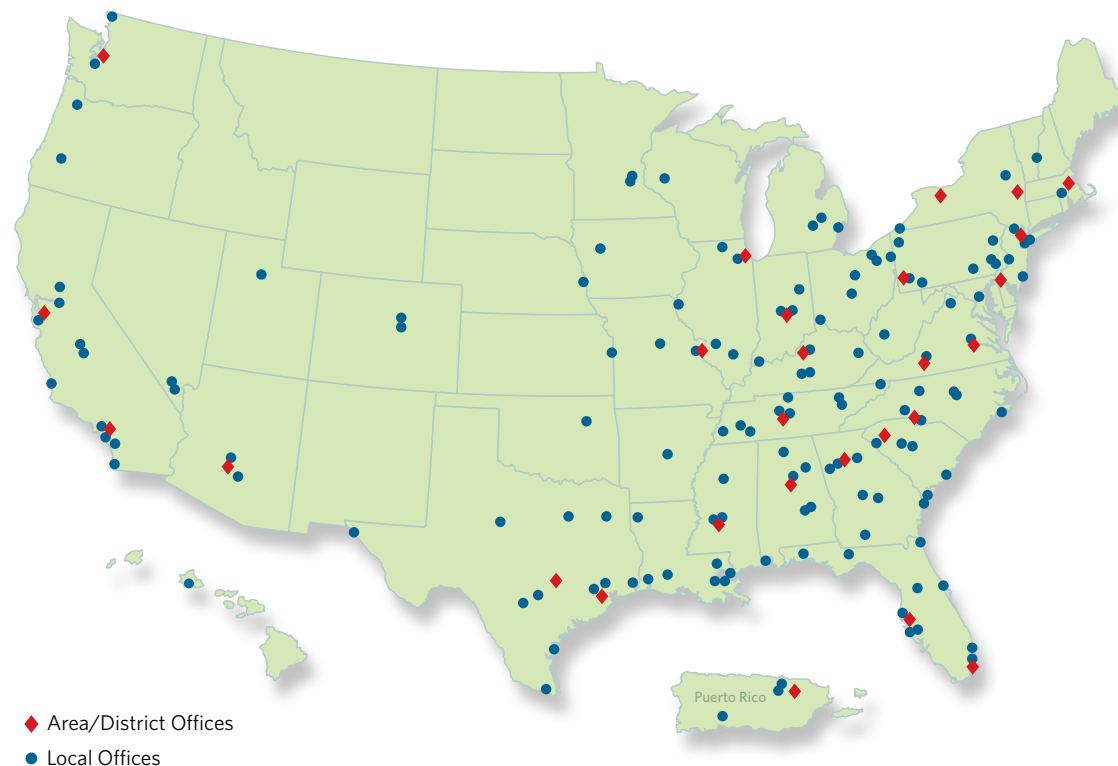
Site Construction
Power & Telco Coordination
Material Procurement

Other Services

Project Management
Construction Management
Flexible Turnkey Solutions
Site Audits
Site Inspections



National Footprint, Local Presence



We Are Local

A focus on service and innovation with in-market connections helps us deliver enhanced value to our customers. We have historical site knowledge, we can anticipate local challenges; we can leverage local relationships where an outsider could not. Our local presence and expertise allows us to bundle our services and provide flexible site development solutions. Our understanding of local zoning and permitting processes, supported by relationships with municipalities across the country, helps ensure compliance and accurate documentation to move more efficiently through the collocation process.



We Are Partners

We don't just build wireless infrastructure. We build relationships. This philosophy has resulted in strong, long-standing connections with our customers and landowners. Our customers know that we will deliver, and our land and rooftop owners know that we will treat their properties with respect and integrity. We aren't the only ones who recognize that proven relationships create success. Through our quarterly customer satisfaction surveys, traditional carriers, emerging customers, and site acquisition firms have validated that Crown Castle keeps our customers' best interests at heart. These survey results tell us that we are doing something right. Our customers tell us that we are flexible, can adapt to their needs, and are easy to work with.



"Crown Castle gives me constant communication throughout the collocation process and quick answers to questions I may have about a site."



We Are Innovative



DAS and New Tower Development

Our mission is to deliver the highest level of service to our customers by offering innovative solutions. Whether it is coverage or capacity, as wireless service demand keeps increasing, Crown Castle is proactively constructing new sites where our research shows an opportunity exists for expanding wireless networks.

If we cannot find an existing site for you, we will explore building a tower to meet your needs. In connection with site construction, you decide how much or how little you want us to handle. We can manage the entire process—from design and site acquisition to engineering, construction, and installation—or work with your construction and site acquisition teams.

If a tower isn't the solution, Crown Castle can design, build, operate, and maintain an indoor or outdoor DAS solution to address poor signal, topography, zoning, or capacity concerns. Balancing coverage concerns with aesthetics, outdoor DAS solutions utilize existing infrastructure such as telephone poles, sign posts, street lights, buildings, and more to house antennas. For venues such as stadiums, hospitals, resorts, airports, campuses, or amusement parks, a DAS solution can improve the customer wireless experience.

We Are Information



How do we deliver personalized solutions? It starts with solid experience and in-depth information. We have a patented, award-winning site database with ready access to comprehensive data. This database enables us to quickly and accurately process requests throughout the development cycle, while reducing timelines and errors. You can conduct site selection and evaluation quickly, choosing the optimal site for your wireless coverage needs. Our technology can save you time and money.

CCIsites™

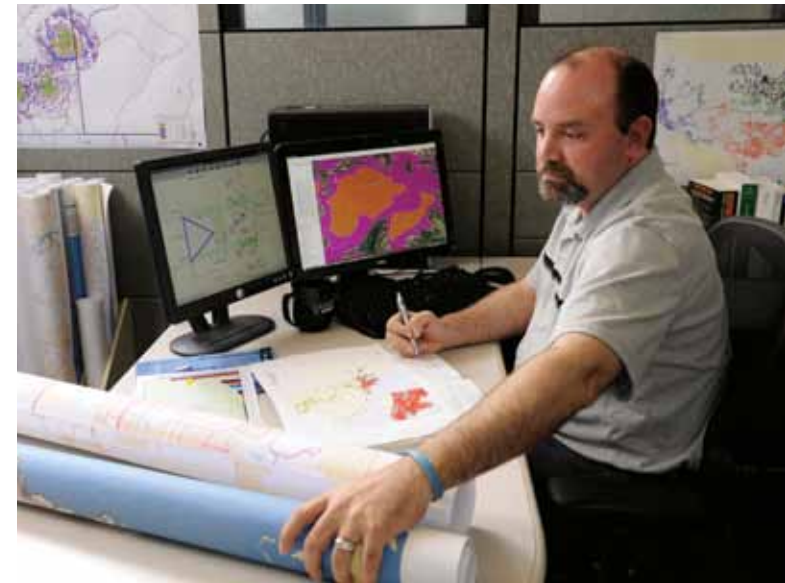
CCIsites is a state-of-the-art site inventory management system containing more than 195,000 Crown Castle and non-Crown Castle assets throughout the United States. For Crown Castle sites, this database goes beyond normal property management information to include data on site readiness, actual customer signal strength, demographics, and capacity. For competitive sites, this database includes location, signal strength and demographics.

Site Candidate Information Package

Our comprehensive site candidate information package (SCIP) provides the critical information you need to move forward on site evaluation and selection—site plans, elevation drawings, photos, contact information, and site specifications, including height, latitude/longitude, and city/state of sites within your search ring. This faster and more accurate delivery of a SCIP eliminates time and reduces the cost of visits to collect site information.

Online Application

For Crown Castle sites, you can quickly and easily complete and submit an online application through CCIsites with more accuracy and fewer revisions. Once your application is uploaded, you can view it or track its status, anytime, anywhere. This time-saving tool streamlines the application process, expediting delivery of lease agreements.





Network and Systems Monitoring

Tower Lighting Systems
Microwave & Backhaul Networks
Distributed Antenna System Networks
Power & Environmental Systems

24/7 Network Management

Disaster Preparation & Planning
Incident Management & Analysis
Trouble Ticket Tracking
Technician and Service Personnel Dispatch
Escalation and Customer Notification

Network Operations Center

With its sophisticated monitoring systems, our Network Operations Center (NOC) allows us to be proactive and responsive to a variety of matters related to our sites and systems—from reporting and analysis to fault and network management to systems monitoring. Our state-of-the-art NOC is staffed by Crown Castle employees 365 days a year, seven days a week, 24 hours a day, so you can depend on our sites to maintain your networks and ensure minimal downtime.



We Are Where You Are Going

*Where is your business taking you? Improved network quality.
Expanded network coverage. Next generation network builds.*

Crown Castle offers value through site development services and breakthrough solutions built on a keen understanding of both the wireless infrastructure industry and your day-to-day network challenges. So no matter what you need, we are focused on solutions and being a long-term partner in creating your success.

Crown Castle

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Crown Castle (NYSE: CCI) is one of the country's largest independent owners and operators of shared wireless infrastructure, including towers, rooftops and Distributed Antenna System (DAS) networks. With an enterprise value of more than \$17 billion, we own and manage more than 22,000 premium sites in 92 of the top 100 U.S. markets. And, with offices nationwide and more than 1,100 locally deployed employees, we have the resources to provide comprehensive site development services.