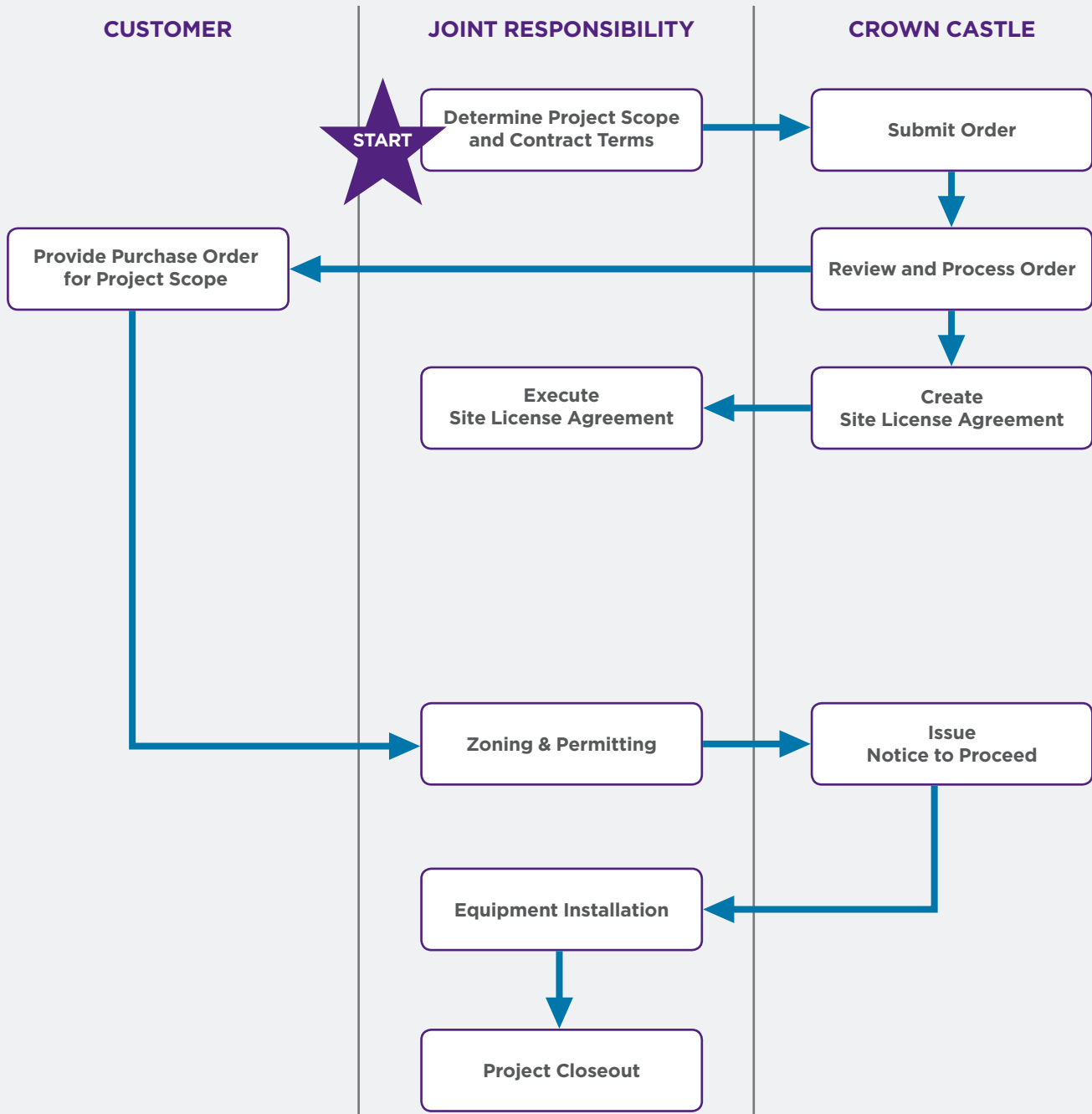


Crown Castle: Order to On-Air Process



Determine Project Scope and Contract Terms

Our Market Sales Manager works with our customers to determine how best to meet customer needs. This will include a pricing discussion and a general overview of the risks and unknowns associated with the proposed Scope. If the Customer would like Crown to perform Site Acquisition services, this option is discussed on the initial call.

Submit Order

Once the scope is finalized, the information is populated into an Online Order Form. The customer may input the Order themselves, or Crown's Sales Coordinator can enter it on the customer's behalf.

Review and Process Order

Each Order must go through an Engineering review to ensure the proposed scope meets all regulatory, structural, and ground lease requirements. Any additional cost requirements will be communicated by the Project Manager.

Provide Purchase Order for Project Scope

The Crown Project Manager will submit a Purchase Order Request for the proposed Services work, agreed upon prior to Order Submission. The customer must send a PO in full before the Services work moves forward.

Create Site License Agreement

Upon Order approval by Crown Engineering, Crown will provide an SLA (site license agreement) to the Customer. The Tower Account Manager will work closely with the Customer to review any lease terms.

Execute Site License Agreement

The Customer is responsible for reviewing and executing the SLA. Once the signed document is received by Crown, the agreement will be executed and returned to the customer for record keeping.

Zoning & Permitting

The Customer must comply with all Zoning and Permitting (Z/P) regulations within the tower site jurisdiction. The customer may elect to obtain the required approvals themselves, or Crown can perform that service at the pricing agreed upon Order entry. Regardless of who completes the Z/P, all approval documentation must be received by Crown prior to performing Construction. Note that Construction Drawings (CD's) may be required by the jurisdiction. Crown can complete this service, as well.

Issue Notice to Proceed

Crown Castle will issue an NTP (notice to proceed) when all the following items are validated as complete:

- Executed SLA
- Zoning and Permitting documentation
- Approval of General Contractor (if installation is managed by the customer)
- Receipt of Customer PO
- Crown Regulatory Approval

Equipment Installation

Once the NTP is issued, the installation of the tower and ground equipment can begin.

All GCs (general contractors) must comply with the following requirements:

- 48-hour notice must be given to the Asset Construction Manager (CM) prior to appearing on site
- A compliant rigging plan must be submitted to the CM prior to rigging to the Asset
- All GCs must call into the Network Ops Center (NOC) when entering and leaving the site

Project Closeout

All GCs must submit Crown closeout documents to the CM within 48 hours of completing construction activity. Crown Castle requires an approved package to ensure the accuracy of our site data for the benefit of all current and future customers.