

# CCC Consulting Agreement

This Agreement is made and entered into as of February 3/3<sup>rd</sup>, 2024 (the "effective date") between *Vintage Grand Condominium Association, Inc.* ("Association") located at **4012 Cracker's Lake Blvd., Sarasota FL 34238**, and Community Cable Consultants ("CCC"), together Parties.

CCC is in the business of providing Cable/Satellite TV, Broadband and Security Alarm Monitoring Consulting Services for Condominium and Homeowner Associations, and Association desires to have CCC represent its community consisting of 432 residential units for such services. Therefore, Parties agree as follows:

## **1. TERM.**

This Agreement shall extend for a period of one (1) year from the date listed above, (the "Term"), pursuant to the terms herein, or unless the Agreement is extended in writing by both Parties.

## **2. SERVICES.**

CCC will work with the Association to define the scope of services and channel line-up used to evaluate all viable options proposed by providers (a minimum of five to include Blue Stream, Comcast, Frontier, Summit and Hotwire (collectively the "Providers")), develop requests for proposals ("RFP's") and solicit bids from the Providers on behalf of the Association. CCC will assist with all efforts leading up to and following the Provider selection, including but not limited to developing surveys of Association residents to determine current uses of internet and TV services, drafting owner communication pieces to be sent to Association owners and residents, and helping to resolve any conflicts that may develop between Association and/or Association residents and the service Providers during installation and implementation. Without limiting the foregoing, CCC shall timely perform each of the services, deliverables and obligations set forth on Addendum A hereto during the Provider selection, contract negotiation, installation, cutover and training phases of its engagement (collectively, the "CCC Service Responsibilities").

## **3. WARRANTIES**

Association and CCC each warrant that it has full authority to enter into this Agreement and is in good standing under the laws of the jurisdiction in which it is organized.

## **4. CCC'S AUTHORITY.**

CCC acknowledges and agrees that it **does not** have the authority to execute and implement any contract or other binding agreement on behalf of the Association.

## **5. COMPENSATION.**

If the Association enters into an agreement that CCC has solicited on behalf of the Association, the Association agrees that CCC shall be entitled to 25% of the upfront door fee received by the Association. However, if the Association selects a different Provider than the Providers listed in Section 2 of this Agreement, the Association shall not be obligated to pay CCC any fee or a percentage of the door fee, and CCC shall reserve the right to seek any referral fee to which it may be entitled exclusively from the new Provider. The Association is in no way obligated to accept any agreements solicited or negotiated by CCC, and if no agreement is entered into, then there is no fee, monies, expenses or other compensation owed to CCC by the Association.

CCC will strive to negotiate agreements that "meet or beat" any offers that service Providers may have made to Association representatives prior to the execution of this Consulting Agreement and Association's signing of attached Letter of Agency form letter.

## **6. TERMINATION.**

This Agreement may be terminated by either Party with ten (10) days written notice to the other Party. If the Agreement expires or is terminated, CCC shall be entitled to the payments in Section 5 of this Agreement, for all Providers which CCC has secured proposals on Association's

behalf that become executed agreements by the Association within an 18 month period from the date this Agreement has expired or been terminated (the "End Date"), provided, however, that (i) CCC shall have timely performed each of the CCC Service Responsibilities set forth in Addendum A..

**Association:**

By: (Signature)

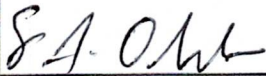


Date:

03/13/2024

**Community Cable Consultants (CCC):**

By:



Date:

3/13/24

Addendum A: CCC Roles and Deliverables During Project Lifecycle

**1. Role / Deliverables During Vendor Selection**

- a. Negotiate best terms & services and present in a simplified comparative matrix
- b. Schedule and attend all Provider site surveys & meetings
- c. Review and share final proposals to make certain that everything is covered for accuracy

**2. Role / Deliverables During Contract Negotiation**

- a. Review terms for accuracy of deal points
- b. Request a detailed design plan for the property/units with key facilities identified
- c. Recommend additional protections within the agreement
- d. Be available to discuss redlines as needed
- e. Participate in communications to Association residents

**3. Role / Deliverables During Installation**

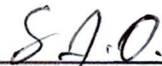
- 1. Assist with coordination of the process between the Provider and on- site management.
  - a. Work with the Provider to establish a timeline with on-going progress updates to this timeline.
- 2. Review the implementation timelines and processes provided by the Provider.
  - a. Identify with Provider key milestones for the installation that could cause major delays if not met (CTQs)
- 3. Be aware of time frames that need to be adhered to as well as quality of installation.
- 4. Periodic site visits to verify and report progress
- 5. Review Provider test and validation plans
- 6. Work with Provider to maintain a repair /trouble log of residence issues during installation

**4. Role / Deliverables During Cutover and Training**

- a. Review Provider training plan for residents
- b. Validate Schedules



Association

  
CCC

# Letter of Agency

3-13-, 2024

To all Broadband, Cable/Satellite TV, Telecom and Security Alarm Monitoring Providers ("Providers"):

Please be advised that **Vintage Grand Condominium Association, Inc.** located at **4012 Cracker's Lake Blvd., Sarasota FL 34238** has granted CCC the authority to solicit and review all proposals and bids, and perform other functions leading-up to and following the negotiation and Association selection of Providers to serve our community.

We request that all proposals and correspondence regarding your interest in serving our property be forwarded to the below address with a copy to the Association:

## Community Cable Consultants

Marcie Gershoni

304 Indian Trace Unit #910

Weston, Florida 33326 [mg@communitycableconsultants.com](mailto:mg@communitycableconsultants.com)

(Association)

By: (signature)



Name: (print)

C. BENEDICT

Title: (print)

PRESIDENT