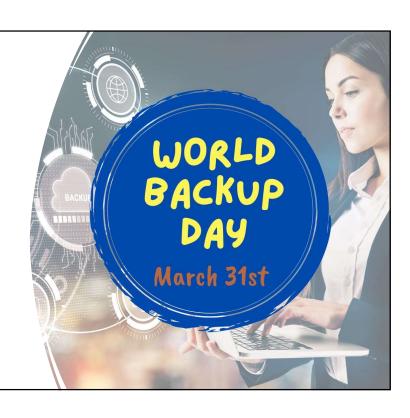


Current Topics

Take The Pledge

"I solemnly swear to backup my important documents and precious memories on March 31st. #WorldBackupDay"



3

Current Topics

- Attack began February 21
- March 3 United Healthcare reportedly paid \$20M in "ransom"
- March 4 Larger health systems were bleeding more than \$100M per day because of interruptions
- March 6 lawsuits started against United Healthcare and Change Healthcare
- March 13 Federal government launches investigation
- March 15 Timeline for recovery announced
- Not over yet!!

https://www.unitedhealthgroup.com/ns/changehealthcare.html





Current Topics

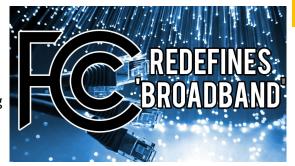
- House votes to ban TikTok unless the Chinese company that owns it sells it off in the next six months
- Currently there are more than 1500 million American users
- Concern is "national security" because the app's "enormous power to influence and divide Americans"
- Bill now moves to the Senate



5

Current Topics

- FCC's new definition of "broadband"
 Download 100 mbps or better
 Upload 20 mbps or better
- Important because this is used for reporting and subsidies
- 20% of Americans are below this threshold





In the OLD DAYS

- Delivery "over the air"
- Playback TV Set
- Content **Major Networks**







First Major Change

- Delivery DVD via USPS
- Playback DVD Player
- Content Movies!!







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Cable

- Delivery
 Provider owned cable to your house
- Playback
 Provider owned set to box
- Content
 Provider channel package







Satellite

- Delivery
 Provider owned disk on the roof
- Playback
 Provider owned set to box
- Content
 Provider channel package





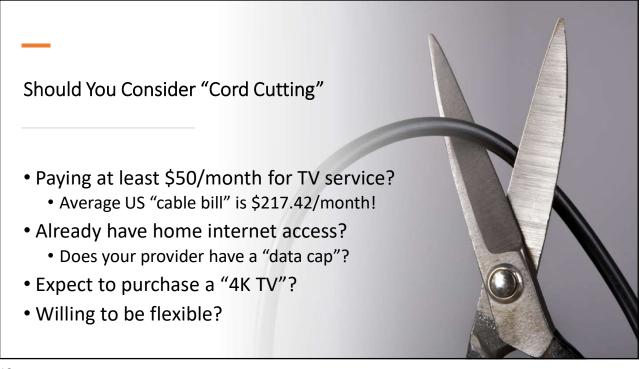


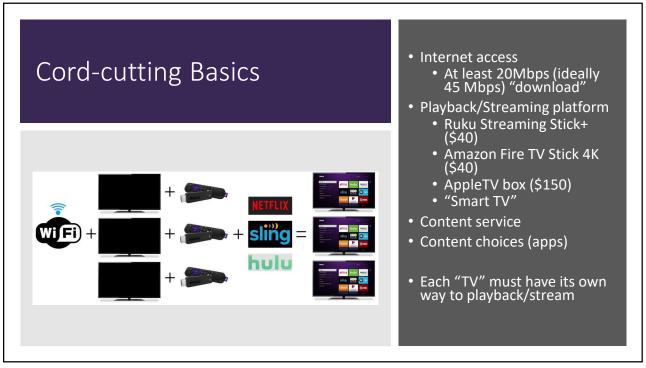
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Now

- Delivery
 Internet provider you use
- Playback
 A setup box you own
- Content À la carte providers you can choose







Internet Service Provider



- Most Internet Service Providers have a TV bundle. The TV bundle has better margins.
- Look for good Internet speeds (at least 25Mbps but, ideally, at least 45Mpbs) with minimum or noTV bundle.
- Comcast/Xfinity has internet package without TV but not an attractive price

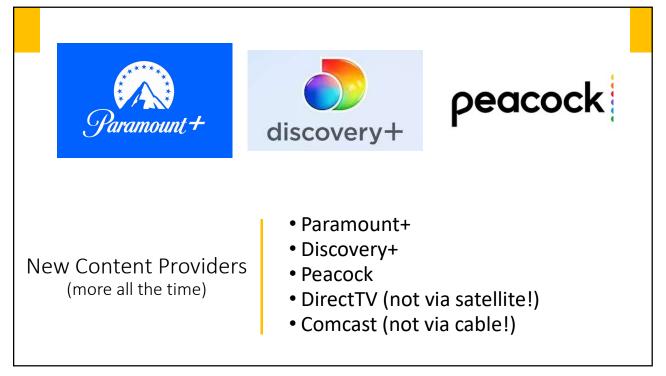
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Playback/Streaming Platforms



- Amazon Fire (\$40)
- Roku Stick+ (\$40)
- Roku box (\$100)
- Chromecast (\$50)
- AppleTV (\$150)
- SmartTV
- Also mobile devices





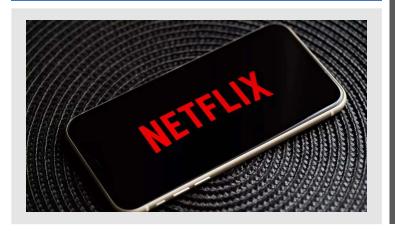


Cloud DVR

- Record live programs and favorites in "cloud storage"
- 50 hours 200 hours unlimited
- Usually allow for commercial skipping (sometimes premium price)
- Content apps have full archives for binge watching w/o commercials

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Huge Benefit - Mobility



- You can take it with you on your own devices
 - Phone
 - Pads
 - Laptop
- You can login on other playback/streaming devices at other locations (family sharing)



- Deals and Bundles with streaming platforms
 - Platforms selling "fauxcable"
 - Focus on shows and look for "season pass" pricing
- Integrated guide still a challenge but coming quickly (keep a notepad to record location of programs you like)
- "Smart TVs" can be difficult to upgrade with new software

POPULAR SUBSCRIPTION STREAMING SERVICE COMBINATIONS IN THE U.S. *based on Reelgood data collected from 2M U.S. users, as of 08/15/2020 also subscribe to... HB© Max 86% 20% 80% 86% 20% 34% 17% 70% 20% 5% 36% 19%



