



KBS UTILIZES WIREDSCORE TO SAVE TENANTS MONEY ON ISP CONNECTIONS

KBS Works with WiredScore to Maintain Superior Connectivity Across its Portfolio:

KBS is a premier real estate investment trust and operates commercial real estate in some of the country's most successful markets. As a leader in the industry, they insist on delivering the highest quality of real estate for their investors, partners, and most importantly, their tenants.

KBS lacked the technical expertise to offer their client base this level of service when it came to meeting their tenants' connectivity needs.

To maintain this standard of excellence, KBS partners with WiredScore across their portfolio to ensure their tenants' connectivity is class-leading and that all of their buildings are future-ready so they can continue to attract high quality tenants.

WiredScore's Consultants Act as a Building Technology Extension of KBS Team

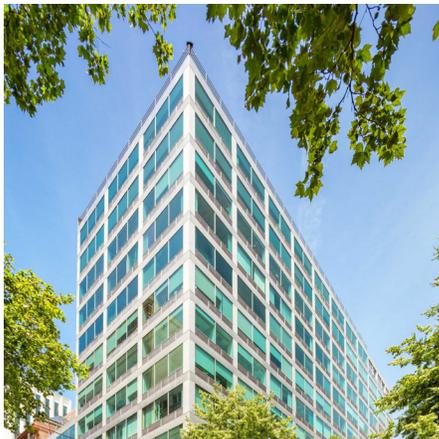
As a complimentary service of KBS's Wired Certification, WiredScore has stepped in to help communicate and negotiate with ISPs on several occasions:

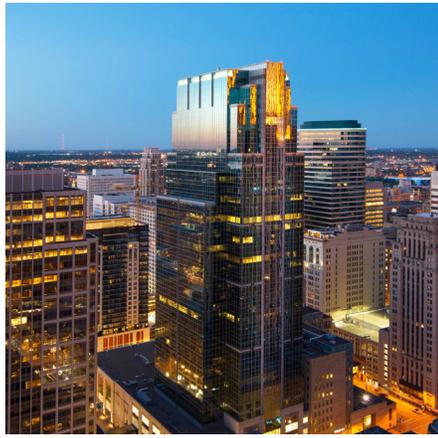
Portfolio Upgrades:

- In an effort to modernize its portfolio, KBS wanted to install WiFi in its lobbies using internet service provider Red Bison and needed help reviewing the agreement.
- In reviewing Red Bison's proposal, the WiredScore team found that the installation from Red Bison could be leveraged to upgrade KBS' infrastructure and additionally identified 10 key areas that were not properly addressed in Red Bison's agreements that would avoid future tension points down the road.

ISP Engagement & Negotiations:

- At Willow Oaks Corporate Center in Virginia, Verizon was claiming they needed to charge more for existing and new services due to an agreement with a previous federal tenant in the building. KBS was unsure of this and sought WiredScore's assistance.
- WiredScore investigated Verizon's claim by reaching out to the former federal tenant and finding that the agreement in question had become null and void 5 years prior, when the federal tenant relocated their headquarters.





Tenant Requests:

- I-Mab Biopharma, a large tenant at KBS' One Washingtonian Center in Maryland needed help acquiring fiber and voice services. Right at Home, another KBS tenant, needed guidance on the same in their Virginia building.
- Through WiredScore Connect, the team was able to compare Verizon's offering to the average offering within their respective buildings and give the tenant viable options prior to their move-in dates. I-Mab Biopharma saved \$9,000 and Right at Home saved nearly \$5,000 in Verizon contracts, which made for very happy new tenants.

Continuing to Provide the Best in Connectivity Across KBS Portfolio:

KBS continues to partner with WiredScore as their reliable building technology experts. This helps them continue to offer the best in class connected assets and saves their tenants both time and money.

**SCHEDULE
A CONSULTATION TODAY**

About WiredScore

WiredScore powers the economic engine of cities around the world by championing cutting-edge tech infrastructure in commercial buildings. Launched in 2013 in partnership with the City of New York, WiredScore is the pioneer behind the international Wired Certification standard that evaluates and distinguishes best-in-class Internet connectivity in commercial buildings.

Connectivity is a critical need in an increasingly tech-driven economy, and the widely recognized Wired Certification seal is a trusted symbol that signals buildings that have been independently certified to provide the leading-edge Internet infrastructure that businesses require to thrive. More than 1400 properties—totaling 400 million square feet of office space across 6 countries—have achieved Wired Certification through providing superior tech capabilities for their tenants.

For more information on earning Wired Certification visit: wiredscore.com