

Yeager, Scott

From: Luginbill Steve
To: Hardie John; Yeager Scott
Subject: FW: UUNET National
Date: Friday, April 29, 1994 2:40PM
Priority: High

Scott,
B.J and Al put together some very interesting pricing for the Frame Transport service we will be offering UUNET. With our first review, it appears very good, however, we need to wrap some terms around the pricing, which we are drafting. Please take a look at the following prices and tell me what you think. We also need to talk about UUNET in general as well as MAE-East, eventhough we are definitely doing all the right things as a company, Rick is carrying around a major chip on his shoulder and is fighting us every step. He still has the desire to go with a SMDS service but we don't feel we have lost this business, and we are working all the angles.

Scott eventhough he doesn't want further meetings you may try and set up a follow-up meeting to your dinner at Interop and review all the positive accomplishments Datanet has made since then, don't expect him to accept but it is worth a try.

Thanks,
Steve

From: Chang Betty Jo
To: Hardie John; Luginbill Steve; Williams Mark
Cc: Euske Bill
Subject: UUNET National
Date: Friday, April 29, 1994 1:39PM
Priority: High

Ok, Here are the numbers:

Connection charge (per connection, per month) = \$2,625
Circuit cost for sample city pairs, As we discussed, if he wants different city pairs priced, let me know. If he wants pricing for more than 10Mbps let me know.

| CITY PAIRS \$s | 2Mbps | 4Mbps | 6Mbps | 8Mbps | 10Mbps | |
|----------------|--------|--------|---------|---------|---------|---------|
| WAS - ATL | 1730.4 | 3460.8 | 5191.2 | 6921.6 | 8899.2 | |
| WAS-BOS | 1254.4 | 2508.8 | 3763.2 | 5017.6 | 6451.2 | |
| WAS-CHI | 1985.2 | 3970.4 | 5955.6 | 7940.8 | 10209.6 | |
| WAS-DAL | 3659.6 | 7319.2 | 10978.8 | 14638.4 | 18820.8 | |
| WAS-LA | | 7408.8 | 14817.6 | 22226.4 | 29635.2 | 38102.4 |
| WAS-NY | | 663.6 | 1327.2 | 1990.8 | 2654.4 | 3412.8 |
| WAS-SF | | 7960.4 | 15920.8 | 23881.2 | 31841.6 | 40939.2 |
| SF-CHI | | 6084.4 | 12168.8 | 18253.2 | 24337.6 | 31291.2 |
| CHI-NY | | 2265.2 | 4530.4 | 6795.6 | 9060.8 | 11649.6 |
| NY-SF | | 8204 | 16408 | 24612 | 32816 | 42192 |