

MEMORANDUM

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Subject: 1991 Year End Report, 1992 Plan Overview

You requested a year end report concerning the MDS product family. This memorandum responds to your request and outlines all the tasks that are being worked on by the MDS group.

Washington D.C. Opportunities

There are several customers who have requested pricing for circuits in D.C. The most immediate is the Ethernet and Channel Extension application between two sites for NASA. The cost data has been provided to Dave Piazza. We must give the customer a price this week. In this particular instance the customer is also getting a price from Bell Atlantic. The price must be competitive to get the business but we have not been able to obtain detailed feedback.

Rick Adams of Alternet has stated that they have 8 Ethernet sites spread around the D.C. area that could use the MDS service. His building is not on net but I have informed the local sales force who are aware of Alternet but not the new service offering.

The other opportunities in D.C. are a three site Token Ring using TDM for Sprint (HUD) and a Multisite requirement for the Navy from Signal which is a systems integrator.

San Francisco Opportunities

The most immediate opportunity in S.F. is with Schwab. They want MFS to quote an FDDI three site Token Ring as the first opportunity. They have also requested that MFS quote installing the riser cable and the wiring concentrators with bridges to segment the LAN's. This would require MFS to manage the customers LAN backbone within the building to the wiring closet and dedicate one person to managing the LAN to that point. The third option is to manage the LAN to the wall by providing the cabling to the wall as well. We have not received pricing from the contractors as yet for this. Dave P. has the cost figures for these as well. We hope to generate a proposal soon.

Pacific Gas & Electric also is interested in receiving a proposal for a multisite FDDI network. This proposal must be prepared as well