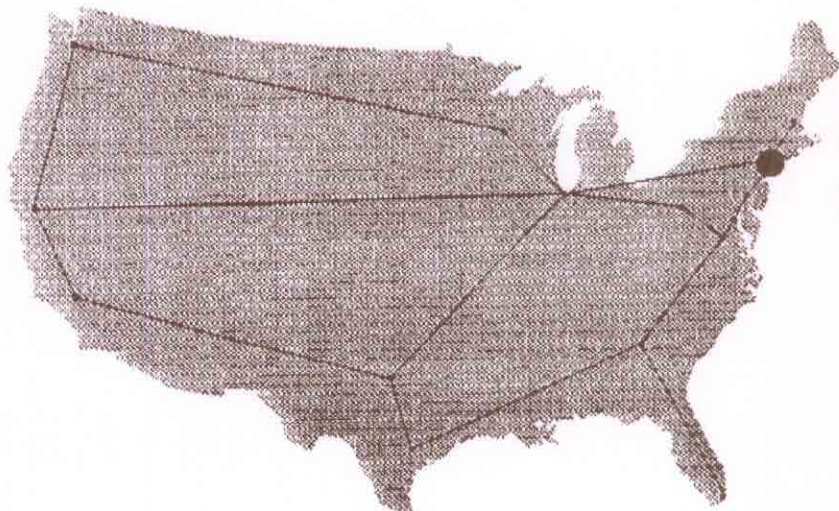


# MFS DATANET

John L. Griebing  
Network Communications Consultant  
33 Whitehall Street  
20th Floor  
New York, New York 10004  
USA



To: SCOTT YEAGER	Fax Number : SAN JOSE
From : John L. Griebing	For Information Call: John L. Griebing
Pages (Including Cover): 23	At: (212) 425-2424

SCOTT,  
THIS IS COPY OF <sup>THE</sup> ~~WHAT~~ COMPLETE  
PACKAGE I AM WAITING TO  
SEND CNBC (MIKE REITMAN).  
PLEASE LET ME KNOW ASAP  
WHAT STATUS IS OF GETTING  
THIS APPROVED.

Tel (212) 425-2424  
Fax (212) 425-4342  
Car (202) 812-2605  
Pager 1-800-SKY-PAGE  
PIN# 2278217

John

P.S. MIKE IS WAITING FOR IT. I  
NEED TO LET HIM KNOW IF WE EXPECT DELAY

**MFS DATANET, INC.**

33 WHITEHALL STREET, 20TH FLOOR  
NEW YORK, NEW YORK 10004  
TEL (212) 425-2424  
FAX (212) 747-0888

May 20, 1993

Mr. Mike Reitman  
Vice President, Technical Operations  
CNBC  
2200 Fletcher Avenue  
Fort Lee, NJ 07024

Dear Mr. Reitman,

MFS Datanet is pleased to provide the attached information regarding our metropolitan area and national LAN interconnect services for CNBC consideration as one of the methods for broadcasting Desktop TV programming. The data provided illustrates the wide range of options and flexibility MFS Datanet is able to offer CNBC.

There are clearly many factors which make MFS Datanet service ideal for this application:

- Access to customers in high density metropolitan areas.
- Many of the companies envisioned to be the first Desktop TV consumers are currently MFS clients.
- Flexibility to trade-off transmission speed with the deployment of servers (capital investment and support costs) as the Desktop TV service is launched and rolled out over a several month period.
- Flexibility to rapidly respond to business changes and new opportunities.
- Flexibility to combine several broadcast and distribution approaches tailored to CNBC requirements at any point in time. CNBC will have the ability to adjust and tailor MFS Datanet services to distribute servers as required throughout the network. For example, six months after the service is launched, CNBC might choose to place servers in each designated building in New York and deliver both "Silver" and "Gold" service to end users. At the same time, Chicago and Boston could each have one server while users in San Francisco, Los Angeles, and Washington, D.C. could be serviced by a single server in Manhattan. As the CNBC customer base grows in each city, servers can be incrementally migrated out to additional cities, buildings, and customer premises.
- Option to support broadcast of "Gold" service programming at the outset, or at any point in time over the same broadcast infrastructure.
- Zero capital investment or support costs for the communication broadcast function.
- Reduce the barrier to entry for certain customers by not requiring the purchase of a server to obtain the programming.

- Not locked-in to MFS. MFS Datanet HLI (High-speed LAN Interconnect) service can be combined with other broadcast and distribution methods.

### **PRICING**

Pricing information is provided and organized as four attachments, based on where Desktop TV servers could be located:

- One server at 30 Rockefeller Plaza, NY, NY.
- One server located in each MFS city.
- One server located in each designated building.
- One server located at each CNBC customer premise.

Included with each attachment is:

- Matrix illustrating the range of options available for the National and Metropolitan Area Broadcast Components.
- Diagram illustrating the scenario on which pricing is based.
- Pricing for the National Broadcast Component.
- Pricing for the applicable Metropolitan Area Broadcast Components.

### **TEST AND ROLL-OUT CONCEPT**

The following overall concept for testing and roll-out of the CNBC Desktop TV service is provided as a starting point for discussion. This is an initial cut to identify some of the key milestones, not propose a specific schedule.

<b>Testing</b>	<b>Time Frame</b>	
Phase 1:	Early Jun	Metropolitan area feasibility testing
Phase 2:	Jun	National feasibility testing
Phase 3:	Jul-Aug-Sep	Manhattan metropolitan area customer pilot testing
Phase 4:	Aug-Sep-Oct	National customer pilot testing (New York and Los Angeles)
<b>Service Roll-Out</b>	Nov-Dec	New York
	Jan	Chicago
	Feb	San Francisco
	Mar	Boston
	Apr	Washington, D.C.
	May	Los Angeles

Please call John Griebing (800-SKY-PAGE, PIN#2278217) or myself (212-425-2424) with questions regarding the pricing information and to discuss plans for the initial testing to be done over our Manhattan metropolitan area network.

Sincerely,

Brian Hayes  
National Account Manager

attachment

# Attachment 1

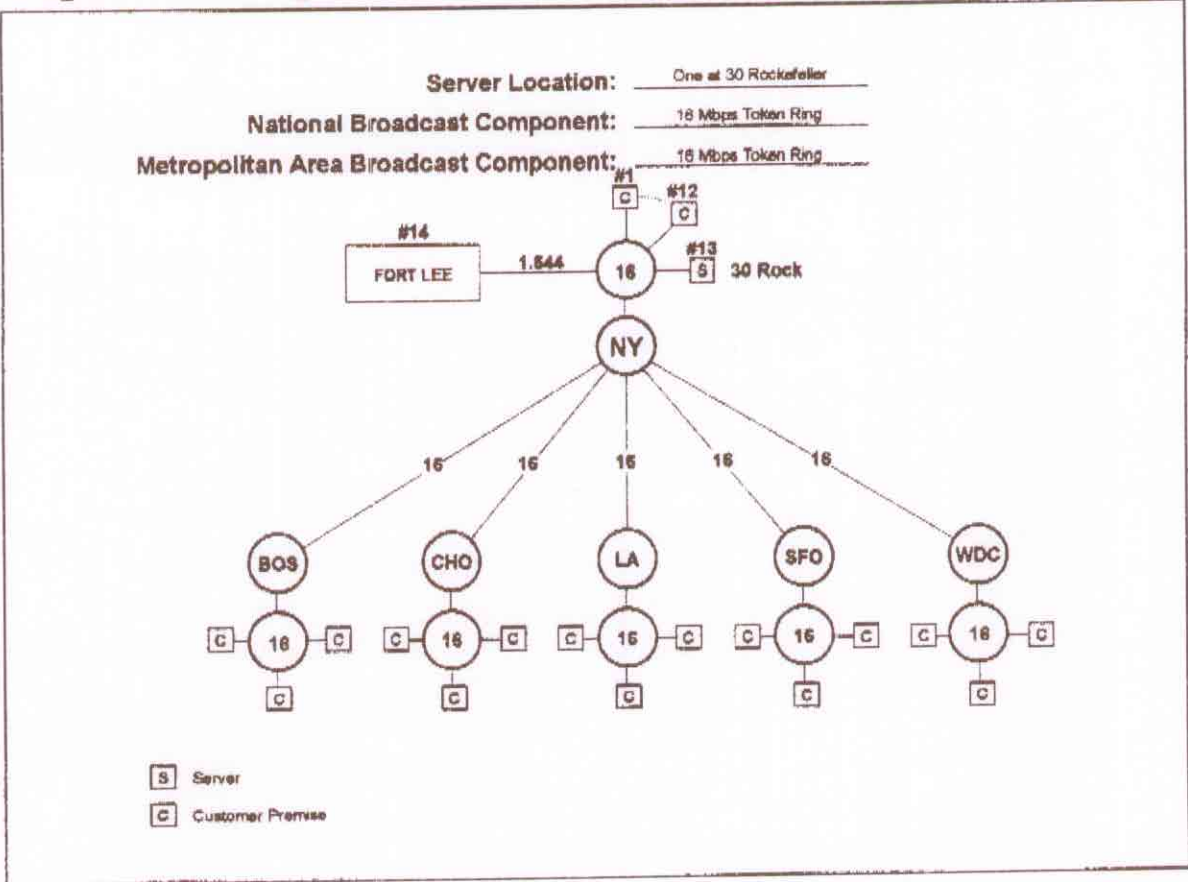
## One Server at 30 Rockefeller Plaza

**Matrix illustrating the range of options available for the National and Metropolitan Area Broadcast Components.**

**SERVER LOCATION: One Server at 30 Rock**

		METROPOLITAN																													
BROADCAST COMPONENT		.066 Mbps	.064 Mbps	.128 Mbps	.192 Mbps	.256 Mbps	.320 Mbps	.384 Mbps	.448 Mbps	.512 Mbps	.576 Mbps	.640 Mbps	.704 Mbps	.768 Mbps	.832 Mbps	.896 Mbps	.960 Mbps	1.024 Mbps	1.088 Mbps	1.152 Mbps	1.216 Mbps	1.280 Mbps	1.344 Mbps	1.408 Mbps	1.472 Mbps	1.536 Mbps	1.644 Mbps	4.0 Mbps	16.0 Mbps		
N A T I O N A L	.066 Mbps																														
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1.536 Mbps																															
1.644 Mbps																															
4.0 Mbps																															
16.0 Mbps																															

**Diagram illustrating the scenario on which pricing is based.**



**Pricing for the National Broadcast Component.**

**Description of Service: National Broadcast Component (16M TR)**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	16. Mbps	San Francisco	Yes	\$7,067	\$6,400	\$5,800	
2.	16. Mbps	Los Angeles	Yes	\$7,067	\$6,400	\$5,800	
3.	16. Mbps	Washington	Yes	\$7,067	\$6,400	\$5,800	
4.	16. Mbps	Boston	Yes	\$7,067	\$6,400	\$5,800	
5.	16. Mbps	New York	Yes	\$7,067	\$6,400	\$5,800	
6.	16. Mbps	Chicago	Yes	\$7,067	\$6,400	\$5,800	
Total Connection Charges:				\$42,400	\$38,400	\$34,800	
Backbone Utilization Charge:				\$41,500	\$24,525	\$21,833	
<b>Total:</b>				<b>\$83,900</b>	<b>\$62,925</b>	<b>\$56,633</b>	

**Pricing for the applicable Metropolitan Area Broadcast Components.**

**Description of Service: New York Metro Area Component**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
2.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
3.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
4.	16. Mbps	On Net Loc 4	Yes	\$2,500	\$2,200	\$2,000	\$1,000
5.	16. Mbps	On Net Loc 5	Yes	\$2,500	\$2,200	\$2,000	\$1,000
6.	16. Mbps	On Net Loc 6	Yes	\$2,500	\$2,200	\$2,000	\$1,000
7.	16. Mbps	On Net Loc 7	Yes	\$2,500	\$2,200	\$2,000	\$1,000
8.	16. Mbps	On Net Loc 8	Yes	\$2,500	\$2,200	\$2,000	\$1,000
9.	16. Mbps	On Net Loc 9	Yes	\$2,500	\$2,200	\$2,000	\$1,000
10.	16. Mbps	On Net Loc 10	Yes	\$2,500	\$2,200	\$2,000	\$1,000
11.	16. Mbps	On Net Loc 11	Yes	\$2,500	\$2,200	\$2,000	\$1,000
12.	16. Mbps	On Net Loc 12	Yes	\$2,500	\$2,200	\$2,000	\$1,000
13.	16. Mbps	30 Rock	Yes	\$2,500	\$2,200	\$2,000	\$1,000
14.	1544. Mbps	Fort Lee	No	\$1,450	\$1,345	\$1,240	\$1,000
Total Connection Charges:				\$33,950	\$29,945	\$27,240	
Backbone Utilization Charge:							
<b>Total:</b>				<b>\$33,950</b>	<b>\$29,945</b>	<b>\$27,240</b>	<b>\$14,000</b>

**Description of Service: Other Metro Area Components**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
2.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
3.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
4.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
5.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
6.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
7.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
8.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
9.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
10.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
11.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
12.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
13.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
14.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
15.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
Total Connection Charges:				\$37,500	\$33,000	\$30,000	
Backbone Utilization Charge:							
<b>Total:</b>				<b>\$37,500</b>	<b>\$33,000</b>	<b>\$30,000</b>	<b>\$15,000</b>

**Total of all cost components:****One Server at 30 Rockefeller**

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$83,900	\$62,925	\$56,633	- 0 -
New York	\$33,950	\$29,945	\$27,240	\$14,000
Other Metro Areas	\$37,500	\$33,000	\$30,000	\$15,000
<b>Total Costs:</b>	<b>\$155,350</b>	<b>\$125,870</b>	<b>\$113,873</b>	<b>\$29,000</b>



## Attachment 2

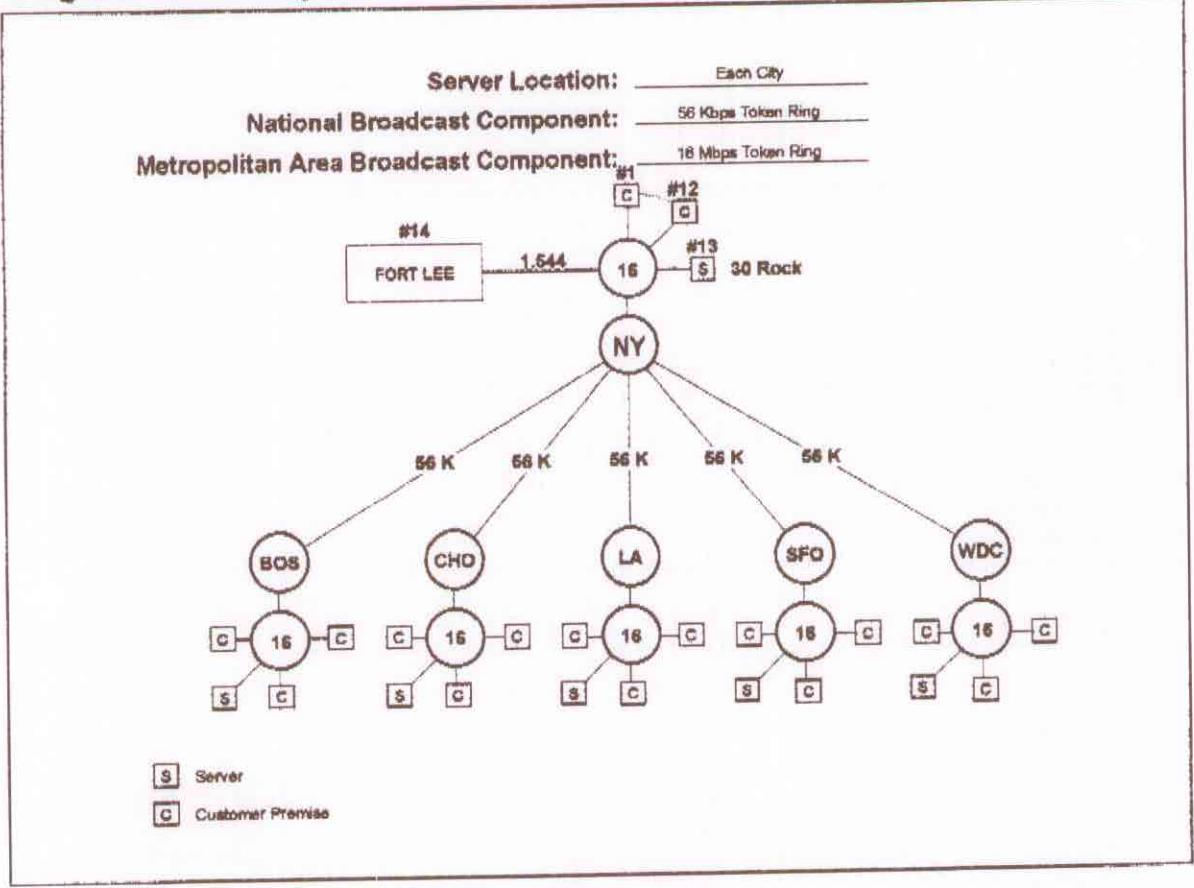
### One Server Located in each MFS City

**Matrix illustrating the range of options available for the National and Metropolitan Area Broadcast Components.**

**SERVER LOCATION: Each City**

		METROPOLITAN																													
BROADCAST COMPONENT		.056 Mbps	.064 Mbps	.128 Mbps	.192 Mbps	.256 Mbps	.320 Mbps	.384 Mbps	.448 Mbps	.512 Mbps	.576 Mbps	.640 Mbps	.704 Mbps	.768 Mbps	.832 Mbps	.896 Mbps	.960 Mbps	1.024 Mbps	1.088 Mbps	1.152 Mbps	1.216 Mbps	1.280 Mbps	1.344 Mbps	1.408 Mbps	1.472 Mbps	1.536 Mbps	1.644 Mbps	4.0 Mbps	16.0 Mbps		
N A T I O N A L	.056 Mbps																														
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1.644 Mbps																															
4.0 Mbps																															
16.0 Mbps																															

**Diagram illustrating the scenario on which pricing is based.**



**Pricing for the National Broadcast Component.**

**Description of Service: National Broadcast Component (56K TR)**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	.056 Mbps	San Francisco	Yes	\$49	\$45	\$40	
2.	.056 Mbps	Los Angeles	Yes	\$49	\$45	\$40	
3.	.056 Mbps	Washington	Yes	\$49	\$45	\$40	
4.	.056 Mbps	Boston	Yes	\$49	\$45	\$40	
5.	.056 Mbps	New York	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago	Yes	\$49	\$45	\$40	
				825	785	745	
Total Connection Charges:				\$296	\$268	\$243	
Backbone Utilization Charge:				\$1,204	\$857	\$770	
Total:				\$1,500	\$1,125	\$1,013	

*How did you get  
49<sup>00</sup> / connection?  
WRONG!*

**Pricing for the applicable Metropolitan Area Broadcast Components.**

**Description of Service: New York Metro Area Component**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
2.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
3.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
4.	16. Mbps	On Net Loc 4	Yes	\$2,500	\$2,200	\$2,000	\$1,000
5.	16. Mbps	On Net Loc 5	Yes	\$2,500	\$2,200	\$2,000	\$1,000
6.	16. Mbps	On Net Loc 6	Yes	\$2,500	\$2,200	\$2,000	\$1,000
7.	16. Mbps	On Net Loc 7	Yes	\$2,500	\$2,200	\$2,000	\$1,000
8.	16. Mbps	On Net Loc 8	Yes	\$2,500	\$2,200	\$2,000	\$1,000
9.	16. Mbps	On Net Loc 9	Yes	\$2,500	\$2,200	\$2,000	\$1,000
10.	16. Mbps	On Net Loc 10	Yes	\$2,500	\$2,200	\$2,000	\$1,000
11.	16. Mbps	On Net Loc 11	Yes	\$2,500	\$2,200	\$2,000	\$1,000
12.	16. Mbps	On Net Loc 12	Yes	\$2,500	\$2,200	\$2,000	\$1,000
13.	16. Mbps	30 Rock	Yes	\$2,500	\$2,200	\$2,000	\$1,000
14.	1544. Mbps	Fort Lee	No	\$1,450	\$1,345	\$1,240	\$1,000
Total Connection Charges:				\$33,950	\$29,945	\$27,240	
Backbone Utilization Charge:							
<b>Total:</b>				<b>\$33,950</b>	<b>\$29,945</b>	<b>\$27,240</b>	<b>\$14,000</b>

**Description of Service: Other Metro Area Components**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non- Recurring
				1YR	3YR	5YR	
1.	16. Mbps	Server	Yes	\$2,500	\$2,200	\$2,000	\$1,000
2.	16. Mbps	On Net Loc 1&2	Yes	\$5,000	\$4,400	\$4,000	\$2,000
3.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
4.	16. Mbps	Server	Yes	\$2,500	\$2,200	\$2,000	\$1,000
5.	16. Mbps	On Net Loc 1&2	Yes	\$5,000	\$4,400	\$4,000	\$2,000
6.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
7.	16. Mbps	Server	Yes	\$2,500	\$2,200	\$2,000	\$1,000
8.	16. Mbps	On Net Loc 1&2	Yes	\$5,000	\$4,400	\$4,000	\$2,000
9.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
10.	16. Mbps	Server	Yes	\$2,500	\$2,200	\$2,000	\$1,000
11.	16. Mbps	On Net Loc 1&2	Yes	\$5,000	\$4,400	\$4,000	\$2,000
12.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
13.	16. Mbps	Server	Yes	\$2,500	\$2,200	\$2,000	\$1,000
14.	16. Mbps	On Net Loc 1&2	Yes	\$5,000	\$4,400	\$4,000	\$2,000
15.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
Total Connection Charges:				\$50,000	\$44,000	\$40,000	
Backbone Utilization Charge:							
<b>Total:</b>				<b>\$50,000</b>	<b>\$44,000</b>	<b>\$40,000</b>	<b>\$20,000</b>

**Total of all cost components:****Server in Each City**

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$1,500	\$1,125	\$1,013	- 0 -
New York	\$33,950	\$29,945	\$27,240	\$14,000
Other Metro Areas	\$50,000	\$44,000	\$40,000	\$20,000
<b>Total Costs:</b>	<b>\$85,450</b>	<b>\$75,070</b>	<b>\$68,253</b>	<b>\$34,000</b>

### Attachment 3

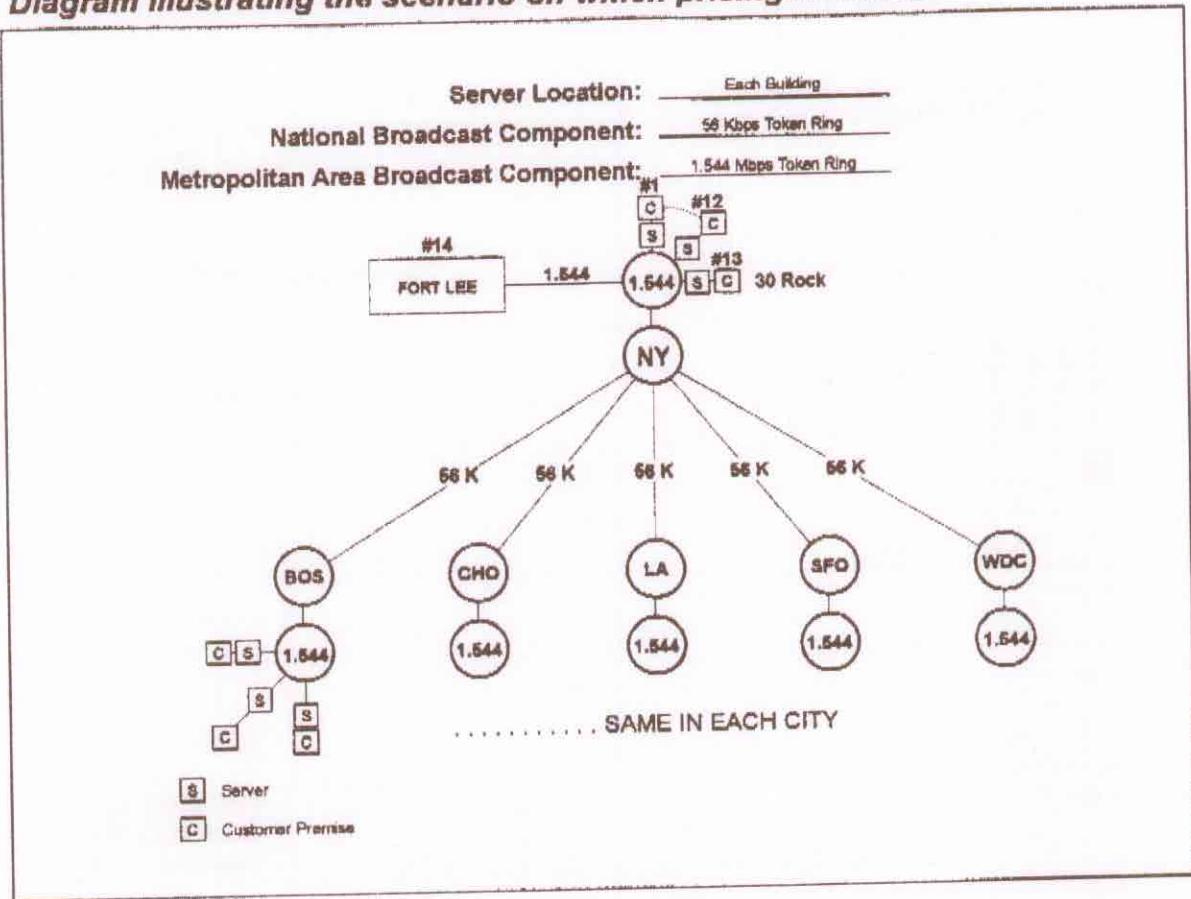
## One Server Located in each Designated Building

**Matrix illustrating the range of options available for the National and Metropolitan Area Broadcast Components.**

**SERVER LOCATION: Each Building**

		METROPOLITAN																													
BROADCAST COMPONENT		.066 Mbps	.064 Mbps	.128 Mbps	.192 Mbps	.256 Mbps	.320 Mbps	.384 Mbps	.448 Mbps	.512 Mbps	.576 Mbps	.640 Mbps	.704 Mbps	.768 Mbps	.832 Mbps	.896 Mbps	.960 Mbps	1.024 Mbps	1.088 Mbps	1.152 Mbps	1.216 Mbps	1.280 Mbps	1.344 Mbps	1.408 Mbps	1.472 Mbps	1.536 Mbps	1.544 Mbps	4.0 Mbps	16.0 Mbps		
N A T I O N A L	.066 Mbps																														
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1.536 Mbps																															
1.544 Mbps																															
4.0 Mbps																															
16.0 Mbps																															

**Diagram illustrating the scenario on which pricing is based.**



**Pricing for the National Broadcast Component.****Description of Service: National Broadcast Component (56K TR)**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non- Recurring
				1YR	3YR	5YR	
1.	.056 Mbps	San Francisco	Yes	\$49	\$45	\$40	
2.	.056 Mbps	Los Angeles	Yes	\$49	\$45	\$40	
3.	.056 Mbps	Washington	Yes	\$49	\$45	\$40	
4.	.056 Mbps	Boston	Yes	\$49	\$45	\$40	
5.	.056 Mbps	New York	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago	Yes	\$49	\$45	\$40	
Total Connection Charges:				\$296	\$268	\$243	
Backbone Utilization Charge:				\$1,204	\$857	\$770	
Total:				\$1,500	\$1,125	\$1,013	



**Pricing for the applicable Metropolitan Area Broadcast Components.**

**Description of Service: New York Metro Area Component**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
2.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
3.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
4.	1.544 Mbps	On Net Loc 4	Yes	\$900	\$850	\$800	\$1,000
5.	1.544 Mbps	On Net Loc 5	Yes	\$900	\$850	\$800	\$1,000
6.	1.544 Mbps	On Net Loc 6	Yes	\$900	\$850	\$800	\$1,000
7.	1.544 Mbps	On Net Loc 7	Yes	\$900	\$850	\$800	\$1,000
8.	1.544 Mbps	On Net Loc 8	Yes	\$900	\$850	\$800	\$1,000
9.	1.544 Mbps	On Net Loc 9	Yes	\$900	\$850	\$800	\$1,000
10.	1.544 Mbps	On Net Loc 10	Yes	\$900	\$850	\$800	\$1,000
11.	1.544 Mbps	On Net Loc 11	Yes	\$900	\$850	\$800	\$1,000
12.	1.544 Mbps	On Net Loc 12	Yes	\$900	\$850	\$800	\$1,000
13.	1.544 Mbps	30 Rock	Yes	\$900	\$850	\$800	\$1,000
14.	1.544 Mbps	Fort Lee	No	\$1,450	\$1,345	\$1,240	\$1,000
Total Connection Charges:				\$13,150	\$12,395	\$11,640	
Backbone Utilization Charge:							
<b>Total:</b>				<b>\$13,150</b>	<b>\$12,395</b>	<b>\$11,640</b>	<b>\$14,000</b>

**Description of Service: Other Metro Area Components**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
2.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
3.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
4.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
5.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
6.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
7.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
8.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
9.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
10.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
11.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
12.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
13.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
14.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
15.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
Total Connection Charges:				\$13,500	\$12,750	\$12,000	
Backbone Utilization Charge:							
<b>Total:</b>				<b>\$13,500</b>	<b>\$12,750</b>	<b>\$12,000</b>	<b>\$15,000</b>

**Total of all cost components:**

Building			Installation
Monthly Recurring Cost			
1 Year	3 Year	5 Year	
\$1,500	\$1,125	\$1,013	- 0 -
\$13,150	\$12,395	\$11,640	\$14,000
\$13,500	\$12,750	\$12,000	\$15,000
\$28,150	\$26,270	\$24,653	\$29,000

## Attachment 4

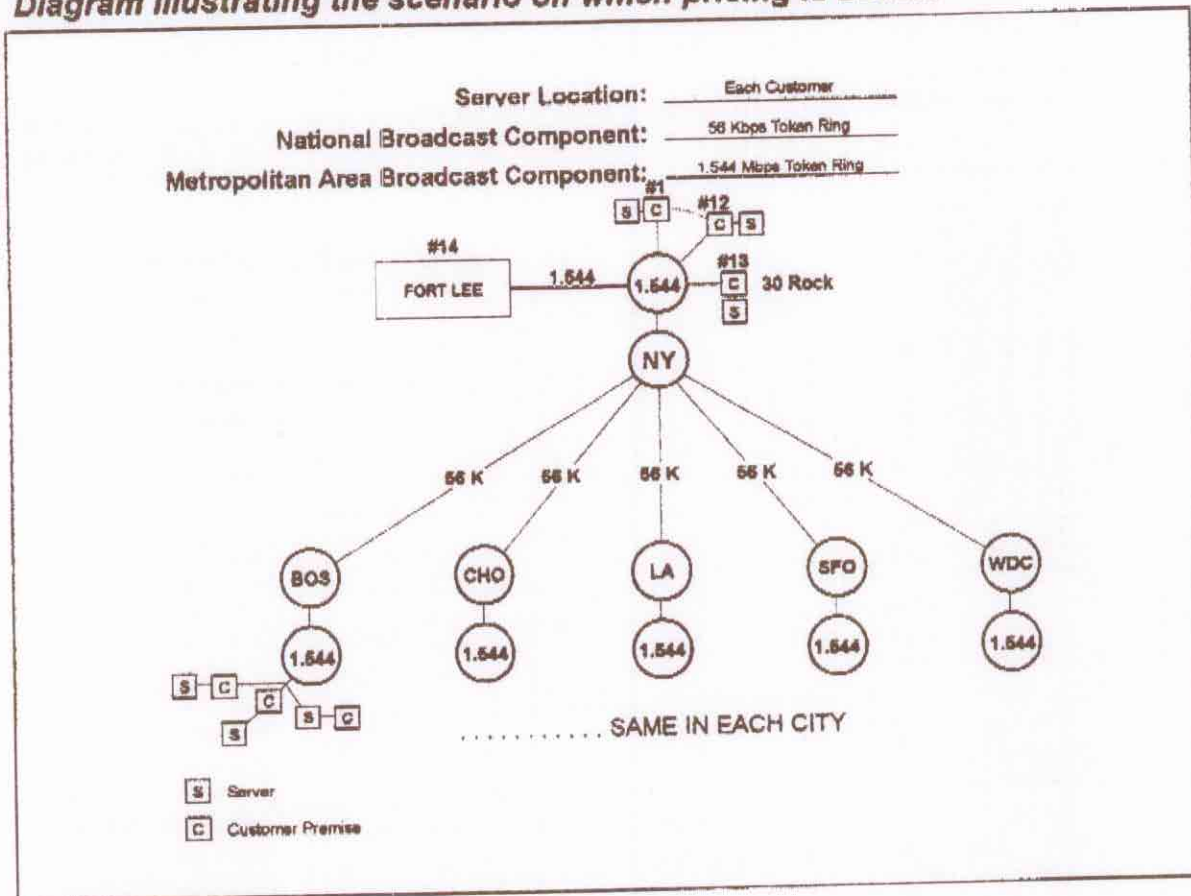
### One Server Located at each CNBC Customer Premise

*Matrix illustrating the range of options available for the National and Metropolitan Area Broadcast Components.*

**SERVER LOCATION: Customer Premise**

		METROPOLITAN																													
		.066 Mbps	.064 Mbps	.128 Mbps	.192 Mbps	.256 Mbps	.320 Mbps	.384 Mbps	.448 Mbps	.512 Mbps	.576 Mbps	.640 Mbps	.704 Mbps	.768 Mbps	.832 Mbps	.896 Mbps	.960 Mbps	1.024 Mbps	1.088 Mbps	1.152 Mbps	1.216 Mbps	1.280 Mbps	1.344 Mbps	1.408 Mbps	1.472 Mbps	1.536 Mbps	1.544 Mbps	4.0 Mbps	16.0 Mbps		
N A T I O N A L	.066 Mbps																														
	.064 Mbps																														
	.128 Mbps																														
	.192 Mbps																														
	.256 Mbps																														
	.320 Mbps																														
	.384 Mbps																														
	.448 Mbps																														
	.512 Mbps																														
	.576 Mbps																														
	.640 Mbps																														
	.704 Mbps																														
	.768 Mbps																														
	.832 Mbps																														
	.896 Mbps																														
	.960 Mbps																														
1.024 Mbps																															
1.088 Mbps																															
1.152 Mbps																															
1.216 Mbps																															
1.280 Mbps																															
1.344 Mbps																															
1.408 Mbps																															
1.472 Mbps																															
1.536 Mbps																															
1.544 Mbps																															
4.0 Mbps																															
16.0 Mbps																															

Diagram illustrating the scenario on which pricing is based.



**Pricing for the National Broadcast Component.**

**Description of Service: National Broadcast Component (56K TR)**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	.056 Mbps	San Francisco	Yes	\$49	\$45	\$40	
2.	.056 Mbps	Los Angeles	Yes	\$49	\$45	\$40	
3.	.056 Mbps	Washington	Yes	\$49	\$45	\$40	
4.	.056 Mbps	Boston	Yes	\$49	\$45	\$40	
5.	.056 Mbps	New York	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago	Yes	\$49	\$45	\$40	
Total Connection Charges:				\$296	\$268	\$243	
Backbone Utilization Charge:				\$1,204	\$857	\$770	
<b>Total:</b>				<b>\$1,500</b>	<b>\$1,125</b>	<b>\$1,013</b>	

**Pricing for the applicable Metropolitan Area Broadcast Components.**

**Description of Service: New York Metro Area Component**

Site	Connect Rate	Location	On Net	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
2.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
3.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
4.	1.544 Mbps	On Net Loc 4	Yes	\$900	\$850	\$800	\$1,000
5.	1.544 Mbps	On Net Loc 5	Yes	\$900	\$850	\$800	\$1,000
6.	1.544 Mbps	On Net Loc 6	Yes	\$900	\$850	\$800	\$1,000
7.	1.544 Mbps	On Net Loc 7	Yes	\$900	\$850	\$800	\$1,000
8.	1.544 Mbps	On Net Loc 8	Yes	\$900	\$850	\$800	\$1,000
9.	1.544 Mbps	On Net Loc 9	Yes	\$900	\$850	\$800	\$1,000
10.	1.544 Mbps	On Net Loc 10	Yes	\$900	\$850	\$800	\$1,000
11.	1.544 Mbps	On Net Loc 11	Yes	\$900	\$850	\$800	\$1,000
12.	1.544 Mbps	On Net Loc 12	Yes	\$900	\$850	\$800	\$1,000
13.	1.544 Mbps	30 Rock	Yes	\$900	\$850	\$800	\$1,000
14.	1.544 Mbps	Fort Lee	No	\$1,450	\$1,345	\$1,240	\$1,000
Total Connection Charges:				\$13,150	\$12,395	\$11,640	
Backbone Utilization Charge:							
<b>Total:</b>				<b>\$13,150</b>	<b>\$12,395</b>	<b>\$11,640</b>	<b>\$14,000</b>

**Description of Service: Other Metro Area Components**

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
2.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
3.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
4.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
5.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
Total Connection Charges:				\$4,500	\$4,250	\$4,000	
Backbone Utilization Charge:							
<b>Total:</b>				<b>\$4,500</b>	<b>\$4,250</b>	<b>\$4,000</b>	<b>\$5,000</b>

**Total of all cost components:**

**Server in Each Customer Premise**

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$1,500	\$1,125	\$1,013	- 0 -
New York	\$13,150	\$12,395	\$11,640	\$14,000
Other Metro Areas:	\$4,500	\$4,250	\$4,000	\$5,000
<b>Total Costs:</b>	<b>\$19,150</b>	<b>\$17,770</b>	<b>\$16,653</b>	<b>\$19,000</b>