

TO: Al Finn

CC: S. Yeager

FROM: Dan Strange

SUBJECT: Summary of Proposals in the Pipeline + List of Project Related Action Items

DATE: January 20, 1992

Section 1, shown below, is a list of all proposals currently active. Section 2 lists other project related action items.

SECTION 1 Active Proposals

1. Charles Schwab San Francisco: MFS is proposing an FDDI backbone connecting three (3) buildings 101 Montgomery, 333 Bush, and 120 Kearny. In addition we are proposing to install and maintain a network, within each building, to bring 16 Mb/s token ring (802.5), UTP, RJ45 interfaces to specified floors. MFS has installed multi-mode fiber connecting the buildings. The memo "Charles Schwab, San Francisco Network Cost" is attached.

2. BARNET San Francisco: MFS is proposing an FDDI network to connect two (2) to six (6) buildings. Construction of laterals from a proposed new MFS fiber backbone into several of the buildings would be required. Electronic cost were calculated for both multi-mode and single mode FDDI interface. The memo "BARNET San Francisco, FDDI Cost" is attached.

3. PG&E San Francisco: MFS is proposing a seven (7) to nine (9) node FDDI network. MFS currently has POP's in seven (7) buildings. A fiber build would be required to reach the remaining two (2) buildings. Electronic cost were calculated for one (1) ethernet (802.3) interface in each building. The demarcation point would be in the MFS POP. The memo "San Francisco PG&E Cost" is attached.

4. Chemical Bank/MHT New York: MFS is proposing a four (4) node network providing a single 802.3 and 802.5 interface per building. Electronic cost have been calculated for an FDDI and bridged TDM solution. Buildings served are 55 Water St., 10th floor, 270 Park Ave. 4th floor, 277 Park Ave. 10th floor, and 4 NY Plaza 9th floor. The customer has requested pricing for service with the demarcation point in the MFS POP and in the customer premise. The memo "Chemical Bank/MHT NY, Ethernet Token Ring Connectivity" is attached.

5. SIAC New York: MFS is proposing a five (5) node FDDI network providing a single multi-mode FDDI interface and possibly a single 802.3 interface in each of the served buildings. SIAC requires full electronic and fiber route redundancy for all sites. Electronics cost are calculated for one (1) 802.3 interface, one (1) multi-mode FDDI interface, and a combination of the interfaces in each building. The memo "Cost for SIAC NY, FDDI Network" is attached.

6. Prudential Securities New York: MFS is proposing a single point-to-point 16Mb/s 802.5 over T1. Buildings served are 1 Financial Square and 199 Water St. The memo "Prudential Securities 16 Mb/s Token Ring" is attached.

Houston and Kansas City. These allow MFS to send traffic through a loopback and measure performance under various network conditions.

3. We are reviewing test equipment manufacturers boxes. An additional piece of test equipment is required in Houston to support the testing requirements listed in items 1 and 2.

SECTION 2 Other Project Related Action Items (cont.)

4. A detailed plan for nationwide SNMP network configuration has not been done. Only generic cost have been calculated. How this network is implemented depends on which cities get the next firm orders.

5. A detailed plan showing how MFS will supply customers with high speed (4, 10, or 16 Mb/s) WAN connectivity is not done. Significant testing will be required to support this portion of the network.

6. On an ongoing basis we are supporting sales in cities as the need arises. Information required to support a sales prospect is assigned the highest priority.