

# UNNET

## Scenario 1

### Ring around USA.

|                   | Natl.    |   | Local Loop   |
|-------------------|----------|---|--|
| Boston → N.Y      | \$3,000  |   | \$1,800 (2x900)  |
| N.Y → D.C.        | \$3,000  |   | \$900  |
| DC → Atlanta      | \$3,500  |   | \$900  |
| Atlanta → Houston | \$3,250  |   | \$900  |
| Houston → Dallas  | \$3,000  |   | \$900  |
| Dallas → L.A.     | \$5,500  |   | \$900  |
| L.A. → S.F.       | \$3,000  |   | \$900  |
| S.F. → Chicago    | \$7,250  |   | \$900  |
| Chic → N.Y        | \$4,000  |   | \$900  |
| Total             | \$36,000 | + | <div style="border-top: 1px solid black; display: inline-block; padding-top: 2px;">\$9,000</div> |
|                   |          |   | = \$45K  |

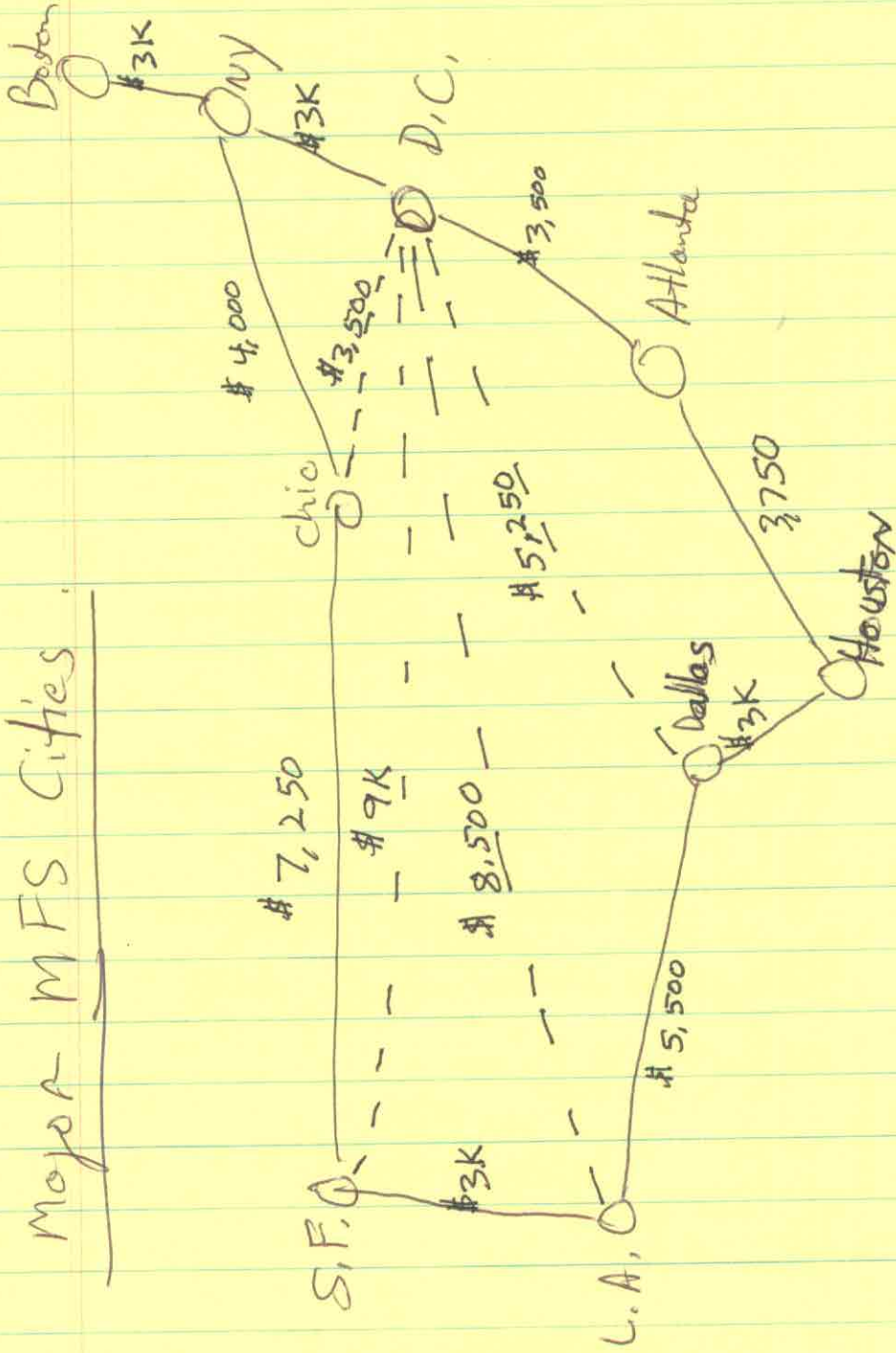
### Scenario 2

(Hybrid) Home Run to D.C. Plus other Cities on String

|                   | Natl     |   | Local Loop   |
|-------------------|----------|---|--|
| Boston → N.Y      | 3,000    |   | 2x900 = \$1,800  |
| N.Y → D.C.        | 3,000    |   | 900  |
| DC → Atlanta      | 3,500    |   | 900  |
| Atlanta → Houston | 3,250    |   | 900  |
| Dallas → D.C.     | 5,250    |   | 900  |
| L.A. → D.C.       | 8,500    |   | 900  |
| SF → D.C.         | 9,000    |   | 900  |
| Chic → D.C.       | 3,500    |   | 900  |
| Total             | \$36,000 | + | <div style="border-top: 1px solid black; display: inline-block; padding-top: 2px;">\$8,100</div> |
|                   |          |   | = \$44,100   |

# UNET PRICING

## Major MFS Cities



must add 900/mo/city for a local loop. Rick Adams must decide how he wants to configure his network using these prices. He must consider traffic patterns. Does he have more traffic from D.C. to S.F. or L.A. than D.C. to Atlanta or Dallas? He might have latency or congestion problems if he does not buy it correctly.

# MFS DATANET - National Services



- 14 Metro-Area Network implemented over 7 months
- Initial Service Offering Commencing December 1992

