

MFS DATANET, INC.

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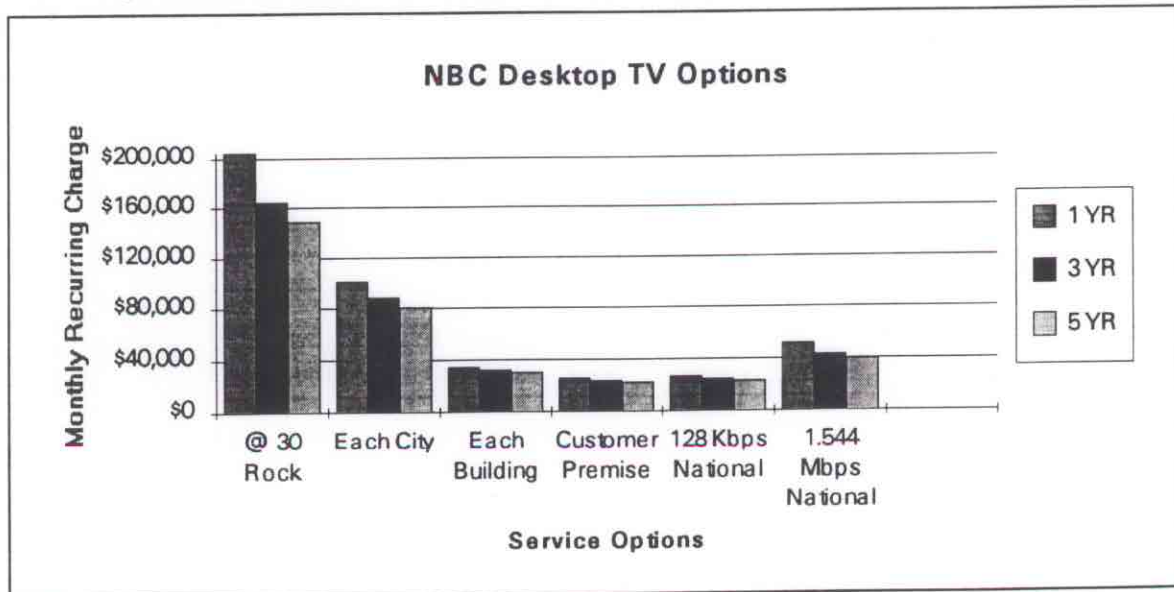
May 25, 1993

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

5/25/93
Scott,
These are the
revisions and new
scenarios for CNBC.
They seem very
interested. I will
stay on top of it.
John

Dear Mr. Reitman,

As discussed in our meeting yesterday, I left some pieces out of the initial pricing information I provided. I have attached the revised numbers, based on standard MFS Datanet pricing, in the same format as previously provided. As requested, I also priced two additional network configurations: national broadcast component = 128 Kbps (Attachment 5) and national broadcast component = 1.544 Mbps (Attachment 6). The following chart summarizes the revised and new pricing.



Please call me if you have any questions regarding this information or would like additional scenario's priced (800-SKY-PAGE, PIN#2278217). I will follow-up with you in the next few days to discuss the details for the metropolitan area feasibility testing.

Sincerely,

John L. Griebling
John L. Griebling
Network Communications Consultant

attachments

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		.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	10.0 Mbps	16.0 Mbps		
N A T I O N A L	.056 Mbps																															
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1.544 Mbps																																
4.0 Mbps																																
10.0 Mbps																																
16.0 Mbps																																

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	New York	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	San Francisco	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:				\$75,700	\$50,175	\$44,918	
Total:				\$118,100	\$88,575	\$79,718	

Description of Service: Other Metro Area Components

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	16. Mbps	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
2.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
3.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
4.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
5.	16. Mbps	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
6.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
7.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
8.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
9.	16. Mbps	National Connection	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	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
14.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
15.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
16.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
17.	16. Mbps	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
18.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
19.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
20.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
Total Connection Charges:				\$50,000	\$44,000	\$40,000	
Total:				\$50,000	\$44,000	\$40,000	\$20,000

Total of all cost components:

One Server at 30 Rockefeller

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$118,100	\$88,575	\$79,718	- 0 -
New York	\$36,450	\$32,145	\$29,240	\$15,000
Other Metro Areas	\$50,000	\$44,000	\$40,000	\$20,000
Total Costs:	\$204,550	\$164,720	\$148,958	\$35,000

Diagram illustrating the scenario on which pricing is based.

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	1.544 Mbps	4.0 Mbps	10.0 Mbps	16.0 Mbps		
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1.544 Mbps																																
4.0 Mbps																																
10.0 Mbps																																
16.0 Mbps																																

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	New York	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	San Francisco	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago	Yes	\$49	\$45	\$40	
Total Connection Charges:				\$296	\$268	\$243	
Backbone Utilization Charge:				\$2,104	\$1,532	\$1,377	
Total:				\$2,400	\$1,800	\$1,620	

Description of Service: Other Metro Area Components

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	16. Mbps	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
2.	16. Mbps	Server	Yes	\$2,500	\$2,200	\$2,000	\$1,000
3.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
4.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
5.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
6.	16. Mbps	National Connection	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	Yes	\$2,500	\$2,200	\$2,000	\$1,000
9.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
10.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
11.	16. Mbps	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
12.	16. Mbps	Server	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
16.	16. Mbps	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
17.	16. Mbps	Server	Yes	\$2,500	\$2,200	\$2,000	\$1,000
18.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
19.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
20.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
21.	16. Mbps	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
22.	16. Mbps	Server	Yes	\$2,500	\$2,200	\$2,000	\$1,000
23.	16. Mbps	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
24.	16. Mbps	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
25.	16. Mbps	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
Total Connection Charges:				\$62,500	\$55,000	\$50,000	
Total:				\$62,500	\$55,000	\$50,000	\$25,000

Total of all cost components:

Server in Each City

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$2,400	\$1,800	\$1,620	- 0 -
New York	\$36,450	\$32,145	\$29,240	\$15,000
Other Metro Areas	\$62,500	\$55,000	\$50,000	\$25,000
Total Costs:	\$101,350	\$88,945	\$80,860	\$40,000

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	New York	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	San Francisco	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago	Yes	\$49	\$45	\$40	
Total Connection Charges:				\$296	\$268	\$243	
Backbone Utilization Charge:				\$2,104	\$1,532	\$1,377	
Total:				\$2,400	\$1,800	\$1,620	

Description of Service: Other Metro Area Components

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	1.544 Mbps	National Connection	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 2	Yes	\$900	\$850	\$800	\$1,000
4.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
5.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
6.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
7.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
8.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
9.	1.544 Mbps	National Connection	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	National Connection	Yes	\$900	\$850	\$800	\$1,000
14.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
15.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
16.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
17.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
18.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
19.	1.544 Mbps	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
20.	1.544 Mbps	On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
Total Connection Charges:				\$18,000	\$17,000	\$16,000	
Total:				\$18,000	\$17,000	\$16,000	\$20,000

Total of all cost components:

Server in Each Building

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$2,400	\$1,800	\$1,620	- 0 -
New York	\$14,050	\$13,245	\$12,440	\$15,000
Other Metro Areas	\$18,000	\$17,000	\$16,000	\$20,000
Total Costs:	\$34,450	\$32,045	\$30,060	\$35,000

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																														
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	1.544 Mbps	4.0 Mbps	10.0 Mbps	16.0 Mbps		
N A T I O N A L	.056 Mbps																															
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1.536 Mbps																																
1.544 Mbps																																
4.0 Mbps																																
10.0 Mbps																																
16.0 Mbps																																

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	New York	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	San Francisco	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago	Yes	\$49	\$45	\$40	
Total Connection Charges:				\$296	\$268	\$243	
Backbone Utilization Charge:				\$2,104	\$1,532	\$1,377	
Total:				\$2,400	\$1,800	\$1,620	

Description of Service: Other Metro Area Components

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
2.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
3.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
4.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
5.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
6.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
7.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
8.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
9.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
10.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
Total Connection Charges:				\$9,000	\$8,500	\$8,000	
Total:				\$9,000	\$8,500	\$8,000	\$10,000

Total of all cost components:

Server in Each Customer Premise

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$2,400	\$1,800	\$1,620	- 0 -
New York	\$14,050	\$13,245	\$12,440	\$15,000
Other Metro Areas	\$9,000	\$8,500	\$8,000	\$10,000
Total Costs:	\$25,450	\$23,545	\$22,060	\$25,000

Attachment 5

One Server Located at each CNBC Customer Premise (128 Kbps National Broadcast Component)

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

SERVER LOCATION: Customer Premise

		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	1.544 Mbps	4.0 Mbps	10.0 Mbps	16.0 Mbps		
N A T I O N A L	.056 Mbps																															
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1.536 Mbps																																
1.544 Mbps																																
4.0 Mbps																																
10.0 Mbps																																
16.0 Mbps																																

Pricing for the National Broadcast Component.

Description of Service: National Broadcast Component (128K TR)

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	.128 Mbps	New York	Yes	\$85	\$77	\$70	
2.	.128 Mbps	Los Angeles	Yes	\$85	\$77	\$70	
3.	.128 Mbps	Washington	Yes	\$85	\$77	\$70	
4.	.128 Mbps	Boston	Yes	\$85	\$77	\$70	
5.	.128 Mbps	San Francisco	Yes	\$85	\$77	\$70	
6.	.128 Mbps	Chicago	Yes	\$85	\$77	\$70	
Total Connection Charges:				\$509	\$461	\$418	
Backbone Utilization Charge:				\$3,054	\$2,211	\$1,987	
Total:				\$3,563	\$2,672	\$2,405	

Description of Service: Other Metro Area Components

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
2.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
3.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
4.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
5.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
6.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
7.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
8.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
9.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
10.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
Total Connection Charges:				\$9,000	\$8,500	\$8,000	
Total:				\$9,000	\$8,500	\$8,000	\$10,000

Total of all cost components:

128 Kbps National, Server on Customer Premise

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$3,563	\$2,672	\$2,405	- 0 -
New York	\$14,050	\$13,245	\$12,440	\$15,000
Other Metro Areas	\$9,000	\$8,500	\$8,000	\$10,000
Total Costs:	\$26,613	\$24,417	\$22,845	\$25,000

Attachment 6

One Server Located at each CNBC Customer Premise (1.544 Mbps National Broadcast Component)

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

SERVER LOCATION: Customer Premise

		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	1.544 Mbps	4.0 Mbps	10.0 Mbps	16.0 Mbps		
N A T I O N A L	.056 Mbps																															
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Pricing for the National Broadcast Component.

Description of Service: National Broadcast Component (1.544M TR)

Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	.128 Mbps	New York	Yes	\$2,100	\$1,850	\$1,700	
2.	.128 Mbps	Los Angeles	Yes	\$2,100	\$1,850	\$1,700	
3.	.128 Mbps	Washington	Yes	\$2,100	\$1,850	\$1,700	
4.	.128 Mbps	Boston	Yes	\$2,100	\$1,850	\$1,700	
5.	.128 Mbps	San Francisco	Yes	\$2,100	\$1,850	\$1,700	
6.	.128 Mbps	Chicago	Yes	\$2,100	\$1,850	\$1,700	
Total Connection Charges:				\$12,600	\$11,100	\$10,200	
Backbone Utilization Charge:				\$15,900	\$10,275	\$9,038	
Total:				\$28,500	\$21,375	\$19,238	

Description of Service: Other Metro Area Components

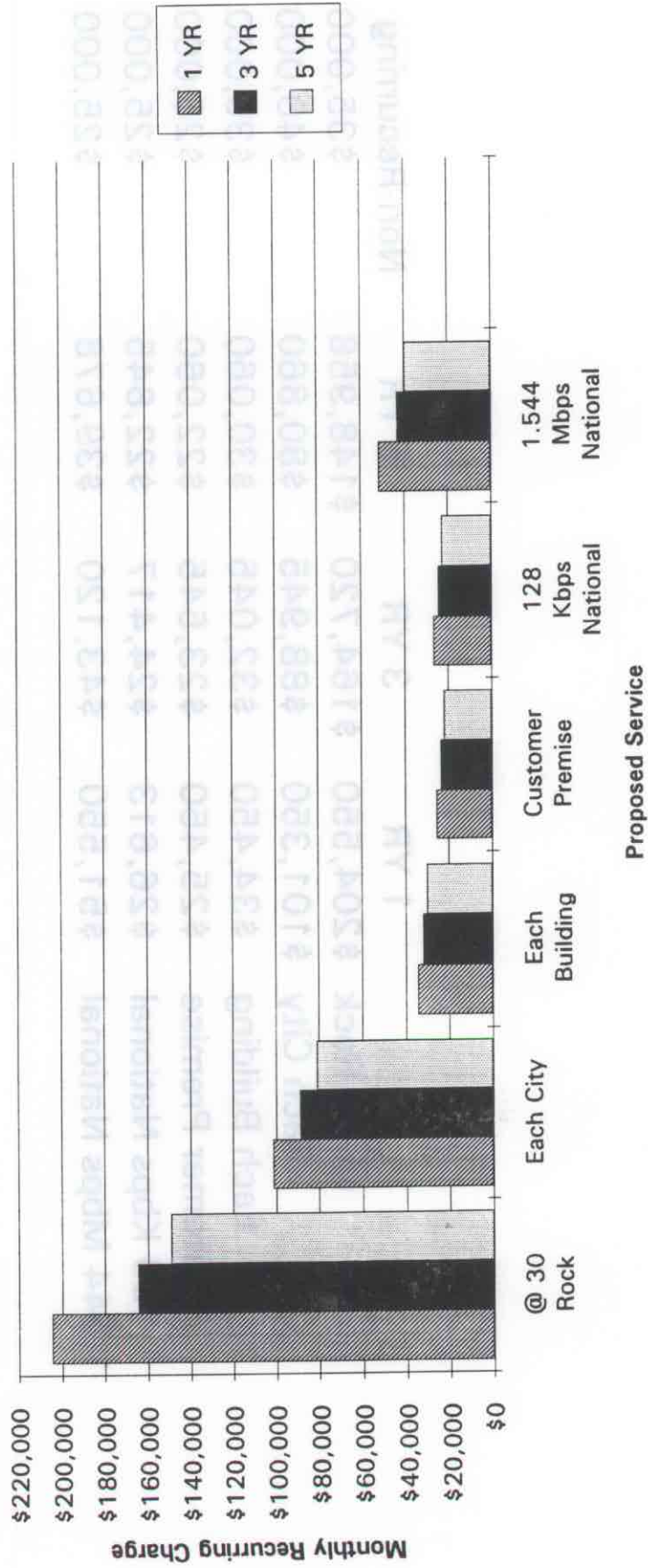
Site	Connect Rate	Location	OnNet	Monthly Recurring Charge			Non-Recurring
				1YR	3YR	5YR	
1.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
2.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
3.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
4.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
5.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
6.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
7.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
8.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
9.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
10.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
Total Connection Charges:				\$9,000	\$8,500	\$8,000	
Total:				\$9,000	\$8,500	\$8,000	\$10,000

Total of all cost components:

1.544 Mbps National, Server on Customer Premise

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$28,500	\$21,375	\$19,238	- 0 -
New York	\$14,050	\$13,245	\$12,440	\$15,000
Other Metro Areas	\$9,000	\$8,500	\$8,000	\$10,000
Total Costs:	\$51,550	\$43,120	\$39,678	\$25,000

NBC Desktop TV Options



One Server at 30 Rockefeller

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$118,100	\$88,575	\$79,718	- 0 -
New York	\$36,450	\$32,145	\$29,240	\$15,000
Other Metro Areas	\$50,000	\$44,000	\$40,000	\$20,000
Total Costs:	\$204,550	\$164,720	\$148,958	\$35,000

Server in Each City

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$2,400	\$1,800	\$1,620	- 0 -
New York	\$36,450	\$32,145	\$29,240	\$15,000
Other Metro Areas	\$62,500	\$55,000	\$50,000	\$25,000
Total Costs:	\$101,350	\$88,945	\$80,860	\$40,000

Server in Each Building

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$2,400	\$1,800	\$1,620	- 0 -
New York	\$14,050	\$13,245	\$12,440	\$15,000
Other Metro Areas	\$18,000	\$17,000	\$16,000	\$20,000
Total Costs:	\$34,450	\$32,045	\$30,060	\$35,000

Server in Each Customer Premise

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$2,400	\$1,800	\$1,620	- 0 -
New York	\$14,050	\$13,245	\$12,440	\$15,000
Other Metro Areas	\$9,000	\$8,500	\$8,000	\$10,000
Total Costs:	\$25,450	\$23,545	\$22,060	\$25,000

128 Kbps National, Server on Customer Premise

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$3,563	\$2,672	\$2,405	- 0 -
New York	\$14,050	\$13,245	\$12,440	\$15,000
Other Metro Areas	\$9,000	\$8,500	\$8,000	\$10,000
Total Costs:	\$26,613	\$24,417	\$22,845	\$25,000

1.544 Mbps National, Server on Customer Premise

	Monthly Recurring Cost			Installation
	1 Year	3 Year	5 Year	
National Component	\$28,500	\$21,375	\$19,238	- 0 -
New York	\$14,050	\$13,245	\$12,440	\$15,000
Other Metro Areas	\$9,000	\$8,500	\$8,000	\$10,000
Total Costs:	\$51,550	\$43,120	\$39,678	\$25,000