

33 WHITEHALL STREET, 20TH FLOOR NEW YORK, NEW YORK 10004 TEL. (212) 425-2424 FAX (212) 747-0868

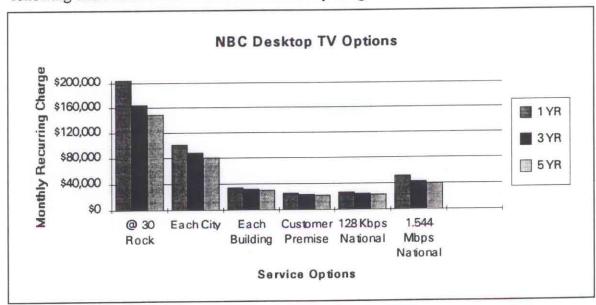
May 25, 1993

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

Dear Mr. Reitman,

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

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,

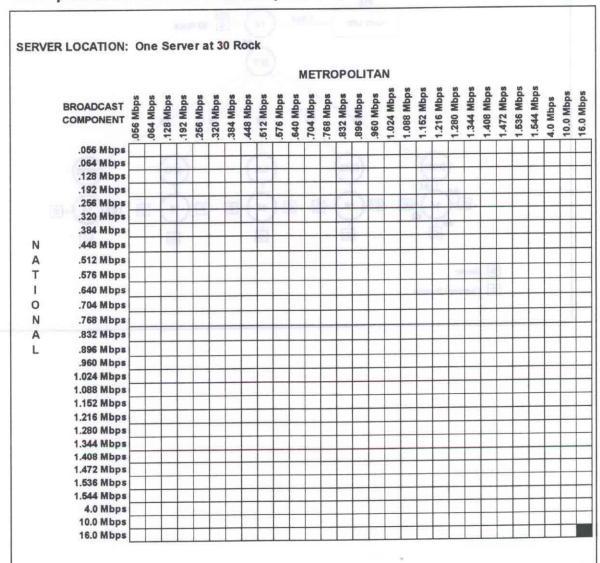
John L. Griebling

Network Communications Consultant

attachments

#### One Server at 30 Rockefeller Plaza

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



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

	Connect	1077	STYL	190	Monthly	Recurring C	harge	Non-
Site	Rate	Locati	on	OnNet	1YR	3YR	5YR	Recurring
1.	16. Mbps	New York	182.63	Yes	\$7,067	\$6,400	\$5,800	
2.	16. Mbps	Los Angeles	001.55	Yes	\$7,067	\$6,400	\$5,800	
3.	16. Mbps	Washington	must.	Yes	\$7,067	\$6,400	\$5,800	
4.	16. Mbps	Boston	12.500	Yes	\$7,067	\$6,400	\$5,800	
5.	16. Mbps	San Francisc	0	Yes	\$7,067	\$6,400	\$5,800	
6.	16. Mbps	Chicago	(K/E,/CE	Yes	\$7,067	\$6,400	\$5,800	
	1000.59	00000	1007,52			el gilia		
	I chorsa	44.5	02.C)			P) HIVE	19194	
	20.11	OCT 1	DOM:	111	0	Sect half will be		
	100.07		DE ZE			ALL DI IN		
6	100000	000,00	14577			ISO INVITED	des at	
	GF 10	004.10	100 M					
	18.	Total Con	nection (	Charges:	\$42,400	\$38,400	\$34,800	
		Backbone l	ackbone Utilization Charge:			\$50,175	\$44,918	
				Total:	\$118,100	\$88,575	\$79,718	

T	Connect			Monthly	Recurring C	harge	Non-
Site	Rate	Location	OnNet	1YR	3YR	5YR	Recurring
1.	16. Mbps	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
2.		On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
3.		On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
4.	THE REAL PROPERTY AND ADDRESS OF THE PARTY AND	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
5.		National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
6.	THE PARTY OF THE P	On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
7.		On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
8.		On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
9.		National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
10.		On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
11.		On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
12.	The latest and the la	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
13.		National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
14.		On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
15.		On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
16.		On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
17.		National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
18.		On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
19.		On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
20.		On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
EU.	A HILL	Total Connection	181091911	\$50,000	\$44,000	\$40,000	114.00
			Total:	\$50,000	\$44,000	\$40,000	\$20,000

#### Total of all cost components:

One Server at 30 Rockefeller

	Month	ly 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

#### 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** 064 Mbps
1.128 Mbps
1.128 Mbps
1.26 Mbps
1.320 Mbps
1.320 Mbps
1.321 Mbps
1.332 Mbps
1.332 Mbps
1.332 Mbps
1.333 Mbps
1.333 Mbps
1.333 Mbps
1.334 Mbps
1.334 Mbps
1.335 Mbps
1.3 .056 Mbps .064 Mbps .128 Mbps .192 Mbps .256 Mbps .320 Mbps .384 Mbps .448 Mbps .512 Mbps Т .576 Mbps .640 Mbps 0 .704 Mbps N .768 Mbps A .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

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

	Connect	David .			Monthly	Recurring C	harge	Non-
Site	Rate	Location	n O	n Net	1YR	3YR	5YR	Recurring
1.	.056 Mbps	New York	war. '	Yes	\$49	\$45	\$40	
2.	.056 Mbps	Los Angeles	-	Yes	\$49	\$45	\$40	
3.	.056 Mbps	Washington	00084	Yes	\$49	\$45	\$40	
4.	.056 Mbps	Boston	00851	Yes	\$49	\$45	\$40	
5.	.056 Mbps	San Francisco	X8.03	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago		Yes	\$49	\$45	\$40	
he.	000,52	12,200	(PERIO	100		10.1 SET 10.0	upM htt	
2	000,52	000.62	000.02	1007		and mile and a	odk 37	
-1	12,000	TEE	hotst			BILL HELING		
	900 53	000.00	and St.	11		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		
	100.01	28.24		14		No. 1 and 1 and 1	igati Bi	
1.	COLUMN TO SERVICE AND ADDRESS OF THE PERSON	UBLU	(IIIIAN)	196		SOL PHYLYCH	igital at	
18		MATE.	GENTS!			HOUSE WILL	7 3	
	The state of	CAL IN				4031104		
1 5		Total Conn	ection Cha	rges:	\$296	\$268	\$243	
		Backbone Ut	ilization Ch	arge:	\$2,104	\$1,532	\$1,377	
			1	otal:	\$2,400	\$1,800	\$1,620	

T	Connect			Monthly	Recurring C	harge	Non-
Site	Rate	Location	OnNet	1YR	3YR	5YR	Recurring
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.	1000 Sept. 10 10 10 10 10 10 10 10 10 10 10 10 10	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
11.	THE PERSON NAMED IN COLUMN	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
12.	16. Mbps	CONTRACTOR	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.	11 11 11 11 11 11 11 11 11 11 11 11 11	On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
15.		On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
16.		National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
17.	16. Mbps		Yes	\$2,500	\$2,200	\$2,000	\$1,000
18.		On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
19.		On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
20.	DATE OF THE PARTY	On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
21.	The second state of the second	National Connection	Yes	\$2,500	\$2,200	\$2,000	\$1,000
22.	16. Mbps	NAME OF TAXABLE PARTY OF TAXABLE PARTY.	Yes	\$2,500	\$2,200	\$2,000	\$1,000
23.		On Net Loc 1	Yes	\$2,500	\$2,200	\$2,000	\$1,000
24.		On Net Loc 2	Yes	\$2,500	\$2,200	\$2,000	\$1,000
25.		On Net Loc 3	Yes	\$2,500	\$2,200	\$2,000	\$1,000
		Total Connection		\$62,500	\$55,000	\$50,000	
			Total:	\$62,500	\$55,000	\$50,000	\$25,000

# Total of all cost components:

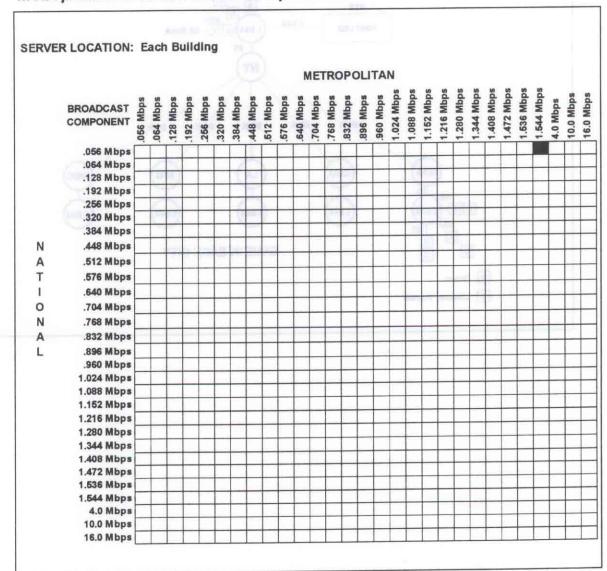
Server in Each City

	Month	ly 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



# One Server Located in each Designated Building

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



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

Site	Connect Rate	Loca	ation	OnNet	Monthly 1YR	Recurring C 3YR	harge 5YR	Non- Recurring
1.	.056 Mbps	New York	1/3/55	Yes	\$49	\$45	\$40	
2.	.056 Mbps	Los Angele	es	Yes	\$49	\$45	\$40	
3.	.056 Mbps	Washington	n	Yes	\$49	\$45	\$40	
4.	.056 Mbps	Boston		Yes	\$49	\$45	\$40	
5.	.056 Mbps	San Franci	sco	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago	7000	Yes	\$49	\$45	\$40	
12	GPL/2	100	0000			Total Salt and		
15	500	wind	(print)			Co Mar Line	MATERIAL P	
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11	0001	0510	0000	100		Contractor	M NO. 6	
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		Total Connection Cha		Charges:	charges: \$296		\$243	
		Backbon	e Utilization	Charge:	\$2,104	\$1,532	\$1,377	
2772	0.12,517	1.015,014	1000.00	Total:	\$2,400	\$1,800	\$1,620	

T	Connect		T	Monthly	Recurring C	harge	Non-
Site	Rate	Location	On Net	1YR	3YR	5YR	Recurring
1.	1.544 Mbps	National Connection	Yes	\$900	\$850	\$800	\$1,000
2.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
3.	and the same of th	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.		National Connection	Yes	\$900	\$850	\$800	\$1,000
6.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
7.		On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
8.		On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
9.		National Connection	Yes	\$900	\$850	\$800	\$1,000
10.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
11.	Traveston Dr. Languer Long.	On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
12.		On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
13.		National Connection	Yes	\$900	\$850	\$800	\$1,000
14.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
15.		On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
16.		On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
17.		National Connection	Yes	\$900	\$850	\$800	\$1,000
18.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
19.		On Net Loc 2	Yes	\$900	\$850	\$800	\$1,000
20.		On Net Loc 3	Yes	\$900	\$850	\$800	\$1,000
20.	1,044 1009	Total Connection		\$18,000	\$17,000	\$16,000	H
			Total:	\$18,000	\$17,000	\$16,000	\$20,000

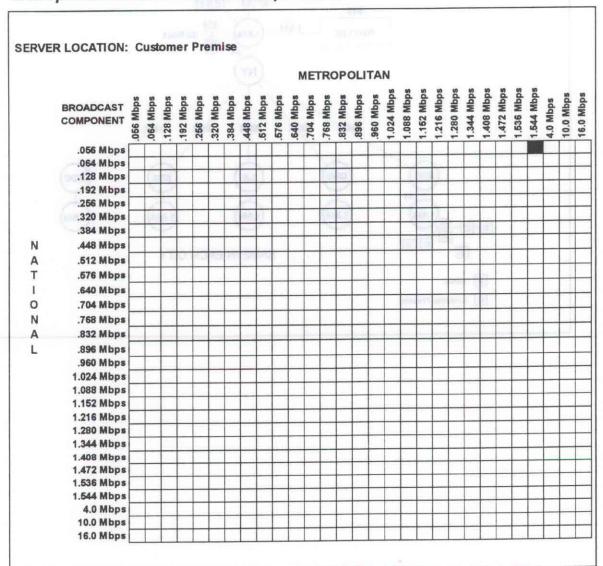
Total of all cost components:

Server in Each Building

	Month	ly 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

#### One Server Located at each CNBC Customer Premise

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





Description of Service:	National	<b>Broadcast</b>	Component	(56K	TR	)
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	Connect	518.6		ingli	Monthly	Recurring C	harge	Non-
Site	Rate	Locatio	n	OnNet	1YR	3YR	5YR	Recurring
1.	.056 Mbps	New York	Dist	Yes	\$49	\$45	\$40	
2.	.056 Mbps	Los Angeles	COET	Yes	\$49	\$45	\$40	
3.	.056 Mbps	Washington	(Kal	Yes	\$49	\$45	\$40	
4.	.056 Mbps	Boston	DOM:	Yes	\$49	\$45	\$40	
5.	.056 Mbps	San Francisco	0000	Yes	\$49	\$45	\$40	
6.	.056 Mbps	Chicago	0000	Yes	\$49	\$45	\$40	
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FI	10000		CK SEE			- V II-		
11	0.00	Great Land	UAN F			1500		
	NAME OF TAXABLE PARTY.	94,H	OF I			100.00		111-1
W.		Total Con	nection	Charges:	\$296	\$268	\$243	11
		Backbone U	tilization	n Charge:	\$2,104	\$1,532	\$1,377	
				Total:	\$2,400	\$1,800	\$1,620	

	Connect			Monthly	Recurring C	harge	Non-
Site	Rate	Location	OnNet	1YR	3YR	5YR	Recurring
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.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
7.		National Connection	Yes	\$900	\$850	\$800	\$1,000
8.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
9.		National Connection	Yes	\$900	\$850	\$800	\$1,000
10.		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

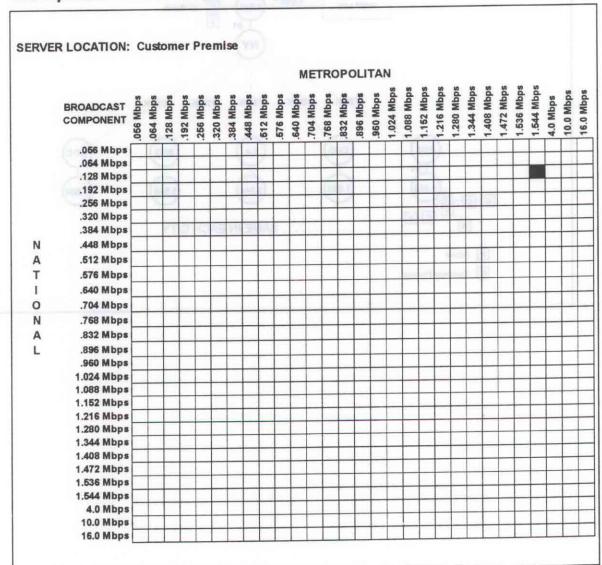
#### Total of all cost components:

#### Server in Each Customer Premise

	Month	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

# 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.





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

715	Connect	2017.		Mon	thly Recurring	Charge	Non-
Site	Rate	Location	OnN	et 1YR	3YR	5YR	Recurring
1.	.128 Mbps	New York	Ye	\$ \$8	\$77	\$70	100
2.	.128 Mbps	Los Angeles	Ye	\$ \$8	35 \$77	\$70	
3.	.128 Mbps	Washington	Ye	\$ \$8	35 \$77	\$70	
4.	.128 Mbps	Boston	Yes	\$ \$8	35 \$77	\$70	
5.	.128 Mbps	San Francisco	Ye	\$ \$8	35 \$77	\$70	
6.	.128 Mbps	Chicago	Ye	\$ \$8	35 \$77	\$70	
	COLU	The state of		107	75 Say 2 Sept. 10	The State of Land	
	1000	200	NO.	ALC:	D SQLE SERVICE	DOUBLE AND I	
J7 17 -	Liver.	4500			10. 46T 184 III	S. Harrison	11.7
	Total .	(4)2			T SHAFEN	Carles one	
-	1601				-		
	Name of Street						
		Total Conne	ection Charge	s: \$50	09 \$461	\$418	
		Backbone Util	ization Charg	ge: \$3,05	54 \$2,211	\$1,987	
			Tot	al: \$3,50	\$2,672	\$2,405	

	Connect			Monthly	Recurring C	harge	Non-
Site	Rate	Location	OnNet	1YR	3YR	5YR	Recurring
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.		National Connection	Yes	\$900	\$850	\$800	\$1,000
10.	1.544 Mbps	On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
	NELLEY I	Total Connection	Charges:	\$9,000	\$8,500	\$8,000	
Œ	Edil		Total:	\$9,000	\$8,500	\$8,000	\$10,000

#### Total of all cost components:

128 Kbps National, Server on Customer Premise

	Month	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



# 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 066 Mbps

192 Mbps

192 Mbps

192 Mbps

193 Mbps

193 Mbps

194 Mbps

195 Mbps

196 Mbps

197 Mbps

198 Mbps .056 Mbps .064 Mbps .128 Mbps .192 Mbps .256 Mbps .320 Mbps .384 Mbps .448 Mbps .512 Mbps Т .576 Mbps .640 Mbps 1 0 .704 Mbps N .768 Mbps Α .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



Description of Service: National Broadcast Component (1.544M TR

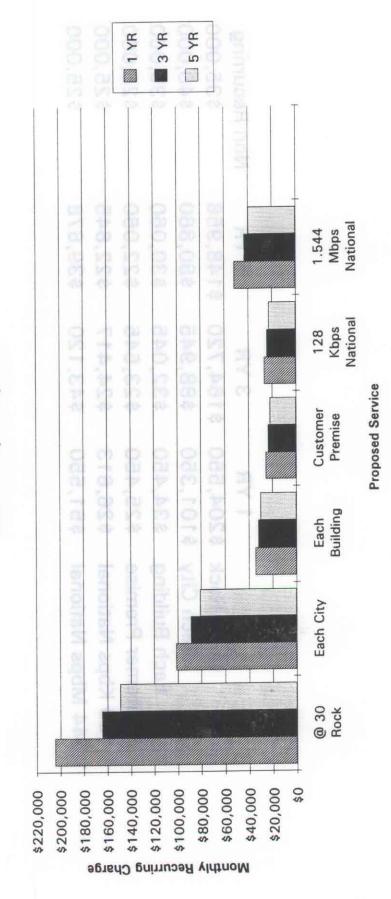
	Connect		Monthly Recurring Charge			Non-	
Site	Rate	Location	OnNet	1YR	3YR	5YR	Recurring
1.	.128 Mbps	New York	Yes	\$2,100	\$1,850	\$1,700	
2.	.128 Mbps	Los Angeles	Yes	\$2,100	\$1,850	\$1,700	
3.	.128 Mbps	Washington	Yes	\$2,100	\$1,850	\$1,700	
4.	.128 Mbps	Boston	Yes	\$2,100	\$1,850	\$1,700	
5.	.128 Mbps	San Francisco	Yes	\$2,100	\$1,850	\$1,700	
6.	.128 Mbps	Chicago	Yes	\$2,100	\$1,850	\$1,700	
	NO.						
	A strike	lates la		4	Total Market	-41111	
22	1000				the state of the	m 111321	
02	grid.	0	OT	Y	and sold of	endarioù h	
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	1.038	0002 0	102 10		100	entire l	
diff-	\$1,245	ENG/E U	0.10		and troit		
		Total Connec	tion Charges:	\$12,600	\$11,100	\$10,200	
		Backbone Utiliz	ation Charge:	\$15,900	\$10,275	\$9,038	Grand.
SIE	984,913	makes to	Total:	\$28,500	\$21,375	\$19,238	

Site	Connect Rate	Location	OnNet	Monthly 1YR	Recurring C 3YR	harge 5YR	Non- Recurring
1.	AND DESCRIPTION OF THE PERSON	National Connection	Yes	\$900	\$850	\$800	\$1,000
2.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
3.		National Connection	Yes	\$900	\$850	\$800	\$1,000
4.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
5.		National Connection	Yes	\$900	\$850	\$800	\$1,000
6.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
7.	-24.5	National Connection	Yes	\$900	\$850	\$800	\$1,000
8.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
9.		National Connection	Yes	\$900	\$850	\$800	\$1,000
10.		On Net Loc 1	Yes	\$900	\$850	\$800	\$1,000
		Total Connection	Charges:	\$9,000	\$8,500	\$8,000	
D M			Total:	\$9,000	\$8,500	\$8,000	\$10,000

# Total of all cost components:

1.544 Mbps National, Server on Customer Premise

	Month	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		



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#### TOTALS.XLS

#### One Server at 30 Rockefeller

	Month	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

	Month	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

	Month	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

	Month	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

	Month	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
=	AF4 FFO	¢42 420	\$30,678	\$25,000



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