

## DIGITAL MODEM UPGRADE 2004 ANALYSIS

Company Name	Sprint	Nextel	Cingular	Verizon*
<b>One time cost for Equipment</b>	\$ 120,000.00	\$ 247,000.00	\$ -	\$ -
<b>Air time cost per month</b>	\$ 47.00	\$ 50.00	\$ 50.00	\$ 60.00
<b>Annualized for 305 modems</b>	\$ 172,020.00	\$ 183,000.00	\$ 183,000.00	\$ 219,600.00
<b>Air time allotment in file size</b>	40mb	Unlimited	40mb	40mb
<b>Speed of Data Transmission</b>	~150kb/s	~22kb/s**	~170kb/s	~60kb/s
<b>One Time Software Cost</b>	\$ -	\$ 135,000.00	\$ -	\$ -
<b>Two Year Cost Analysis =</b>	\$ 464,040.00	\$ 748,000.00	\$ <b>366,000.00</b>	\$ 439,200.00
<b>Notes</b>				
* Verizon one-time equipt costs unknown at this time				
**Nextel will upgrade in 4th qtr 2004 to 180kb/s				