



**A**GENCY  
**T**ELECOMMUNICATIONS  
**R**EPRESENTATIVE  
**BULLETIN**

Date: July 19, 2011

ATR 11-05

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**SUBJECT: CALNET 2 PRICE REDUCTIONS FOR MASTER SERVICES AGREEMENTS (MSAS) 3 AND 4**

This bulletin is to inform CALNET customers that the California Technology Agency - Office of Technology Services and Verizon Business have negotiated a price reduction with CALNET 2 Master Services Agreements (MSAs) 3 & 4.

The rate reductions for MSA 3 and 4 were effective 1/1/11 and reflected in billing statements effective 2/1/11. These new lower rates appear on January invoices for new services and on January invoices for existing services..

For further detail on the products and services that are affected by the rate reduction please refer to the Amendment Price Reduction document for [MSAs 3 and 4](#).

If you have any questions regarding this ATR please contact a STND Representative at (916) 657-9150.

A handwritten signature in blue ink that reads "Steve Rushing".

STEVE RUSHING, Deputy Director *for*  
Statewide Telecommunications and Network Division

SR: CT

Reference: MSA 3 Amendment Rate Reduction  
MSA 4 Amendment Rate Reduction

## MSA 3, Amendment 11 Price Reductions

- ◆ 6.3.2.1 Hosted Standalone IP Telephony Business Line Services
  - Hosted Standalone IP Telephony Business Line Service – Hosted IP Centrex (HIPC) Unit Non-Recurring and Unit Recurring (10%)
  - Off-Net Toll Free – Unit Recurring (15%)
  - Additional Line Appearances – Unit Recurring (10%)
  - Account Codes - Unit Recurring (15%)
  - Attendant Console – 1Unit Recurring (15%)
  - Authorization Codes –Unit Recurring (15%)
  - Block of DID Numbers – Unit Recurring (15%)
  - Virtual FX (per line) – Unit Recurring (10%)
  - Auto Attendant (per instance) –Unit Recurring (15%)
  - Remote Office –Unit Monthly Recurring (10%)
  
- ◆ 6.3.2.2 Hosted Standalone IP Telephony Business Line Service Customer Premise Equipment (CPE) and 6.3.4.1 Converged Services, IP Phone Hardware Customer Premise Equipment (CPE) Features
  - Uniden UIP 200 (Purchase) Unit Non-Recurring (10%)
  - Polycom SoundPoint IP 320 (Purchase) Unit Non-Recurring (10%)
  - Polycom SoundPoint IP 330 (Purchase) Unit Non-Recurring (10%)
  - Polycom SoundPoint IP 501 (Purchase Option) Unit Non-Recurring (10%)
  - Polycom SoundPoint IP 501 (Lease Option) Unit Recurring (15%)
  - Polycom SoundPoint IP 550 (Purchase) Unit Non-Recurring (10%)
  - Polycom SoundPoint 601 Unit Non-Recurring (10%)
  - Polycom SoundPoint IP 601 Expansion Module (Purchase Option), Unit Non-Recurring (10%)
  - Polycom SoundPoint 601 IP Expansion Module (Lease Option), Unit Recurring (15%)
  - Polycom SoundPoint 650 (Purchase), Unit Non-Recurring, Unit Non-Recurring (10%)
  - SoundPoint IP Backlit Expansion Module (Purchase), Unit Non-Recurring (10%)
  - Polycom SoundPoint IP 4000 Conference Phone (Purchase Option), Unit Non-Recurring (10%)
  - Polycom SoundPoint IP 4000 Conference Phone (Lease Option), Unit Recurring (15%)
  - SoundStation IP 4000 Ex-Mics (Qty 2) (Purchase), Unit Non-Recurring (10%)
  - Handset (Purchase), Unit Non-Recurring (10%)
  - SoundPoint IP Wallmount Bracket Kit, Unit Non-Recurring (10%)
  - Power Over Ethernet Cable for Cisco PoE (Purchase), Unit Non-Recurring (10%)
  - Cisco 7912G (Purchase Option), Unit Non-Recurring (10%)
  - Cisco 7912G (Lease Option), Unit Recurring (15%)
  - Cisco 7940G 2Line (Purchase Option), Unit Non-Recurring (10%)
  - Cisco 7940G 2Line (Lease Option), Unit Recurring (15%)
  - Cisco 7960G 6Line (Purchase Option), Unit Non-Recurring (10%)
  - Cisco 7960G 6Line (Lease Option), Unit Recurring (15%)
  
- ◆ 6.3.2.4 Hosted Standalone IP Telephony Voice Mail Services
  - VOIP Voice Mail Service, Unit Recurring (10%)
  
- ◆ 6.3.2.5 Hosted Standalone IP Telephony Audio Conferencing and 6.3.4.6 Converged Services, Managed IP Audio Conferencing
  - Audio Conferencing Services
    - Standard Meet Me Conferencing (In/Outbound) per port, Unit Recurring (15%)
    - Premier Meet Me Conferencing (In/Outbound) per port, Unit Recurring (15%)
    - Direct Dial, Basic Dial-In Instant Meeting Service (per port), Unit Recurring (15%)
    - Toll Free, Basic Dial-In Instant Meeting Service (per port), Unit Recurring (15%)
    - Off Net Meet Me, Unit Recurring (15%)
  - Audio Streaming Services
    - Audio Streaming per call/event to Audio Streaming Replay 501-1000 Participants, Unit Non-Recurring (15%)
  - Audio Conferencing Features
    - Cassette to MPC or .wav file download Unit Non-Recurring (15%)

## MSA 3, Amendment 11 Price Reductions

- Participant List, Unit Non-Recurring (15%)
- Pre-Notification-US, Unit Recurring (15%)
- Duplicate Billing per invoice Unit Recurring (15%)
- Operational Reports – Standard, Unit Recurring (15%)
- IP Net Conferencing Services
  - Reserved Net Conferencing port to Reserved Net, Unit Non-Recurring (15%)
- WebEx Enterprise Edition Committed Minutes
  - 1,500 to 4,999 to 5,000,000+, Unit Recurring (15%)
- Features of WebEx and/or MS LiveMeeting
  - Operator Hosting per call/event, Unit Non-Recurring (15%)
  - Customized Net Storage – WebEx, Unit Recurring (15%)
  - Customized Net Storage – WebEx, Unit Recurring (15%)
  - File Download, Unit Non-Recurring (15%)
  - Reserved Net Replay Additional Storage, Unit Recurring (15%)
  - Reserved Net Replay Set Up and Storage, Unit Non-Recurring (15%)
  - Seat Based Overage Charge, Unit Recurring (15%)
- WebEx Meeting Center Pro Named Host
  - WebEx Meeting Center Pro Named Host 5-24 to WebEx Meeting Center Pro Named Host 1,000+, Unit Non-Recurring and Unit Recurring (15%)
- WebEx Training Center Pro Named Host
  - WebEx Training Center Pro Named Host 5-9 to WebEx Training Center Pro Names Host 1,000+, Unit Non-Recurring and Unit Recurring (15%)
- WebEx Sales Center Pro Named Host
  - WebEx Sales Center Pro Named Host 5-24 to WebEx Sales Center Pro Named Host 1,000+, Unit Non-Recurring and Unit Recurring (15%)
- WebEx Support Center Named Host
  - WebEx Support Center Named Host 5-9 to WebEx Support Center Named Host 1,000+, Unit Non-Recurring and Unit Recurring (15%)
- WebEx Enterprise Edition Named Host
  - WebEx Enterprise Edition Named Host 100-199 to WebEx Enterprise Edition Named Host 800+, Unit Non-Recurring and Unit Recurring (15%)
- WebEx Presentation Studio – Number of Slots
  - WebEx Presentation Studio Slots 10-40 to WebEx Presentation Studio Slots 151+, Unit Non-Recurring and Unit Recurring (15%)
- ◆ 6.3.2.6 Statewide Hosted Standalone IP Telephony Services in Additional Specific Geographic Locations/Availability, Unit Non-Recurring and Unit Recurring (10%)
- ◆ 6.3.3.8 Converged Services, IP and Network IP Transport Services
  - IP Transport at a minimum (1 end point): 56 Kbps to 1.536 Unit Non-Recurring and Unit Recurring (15%)
  - IP Transport at a minimum (1 end point): 1.792 Mbps to 7.680 Mbps Unit Non-Recurring (15%) and Unit Recurring (30%)
  - IP Transport at a minimum (1 end point): 8.192 Mbps to 11 Mbps Unit Non-Recurring and Unit Recurring (15%)
  - IP Transport at a minimum (1 end point): 12 Mbps to 45 Mbps Unit Non-Recurring (15%) and Unit Recurring (10%)
  - Private IP Port Only: 56/64 KB to 44.736 Mbps Unit Non-Recurring and Unit Recurring (15%)
  - Private IP Port Only: 155.52 Mbps (OC3) to 622.08 Mbps (OC12) Unit Recurring (15%)
  - Ethernet – 1 Mbps to 1000 Mbps Unit Recurring (15%)
  - Private IP Multicasting Per Host Port: Small Tier 16kbps-511kbps to Extra Large Tier 3Mbps – 5.99Mbps Unit Recurring (15%)
  - PIP Expedited Forwarding Gold Car Option: 8 Kbps to 192 Kbps Unit Recurring (15%)
  - PIP Expedited Forwarding Gold Car Option: 256 Kbps to 12.288 Mbps Unit Recurring (30%)
  - PIP Expedited Forwarding Gold Car Option: 15.360 Mbps to 43.008 Mbps Unit Recurring (50%)
  - Private IP Access for Port Only: DS1 Access Unit Non-Recurring (15%) and Unit Recurring (40%)
  - Private IP Access for Port Only: DS3 Access, Unit Non-Recurring (15%) and Unit Recurring (10%)

### MSA 3, Amendment 11 Price Reductions

- IP Network Transport Management (Router)
    - Management (Router) – Managed WAN Monitor and Notify (Small) to Management (Router) – Managed WAN Full (Large), Unit Recurring (10%)
    - Management (Router) – Threshold Reporting, Unit Recurring (15%)
    - Management (Router) – Order Expedite Request, Unit Non-Recurring (15%)
  - Optional Change Management Activities: Management (Router-remote labor configuration) to Management (Router-remote labor configuration) VPN Tunnel – Add/Modify/Delete, Change Charge (15%)
  - Secure Gateway Universal Port 64 Kbps to Secure Gateway Universal Port 622 Mbps, Unit Non-Recurring and Unit Recurring (15%)
  - Secure Gateway Firewall (Custom), Unit Recurring (15%)
  - SIG Client CPE Managed Service Small, Unit Recurring (15%)
  - SIG Client CPE Managed Service Small – Remote, Unit Non-Recurring (15%)
  - SIG Client CPE Managed Service Medium, Unit Recurring (15%)
  - SIG Client CPE Managed Service Medium – Remote, Unit Non-Recurring (15%)
  - SIG Client CPE Managed Service Large, Unit Recurring (15%)
  - SIG Client CPE Managed Service Large – Remote, Unit Non-Recurring (15%)
  - OOB Management Analog Connection Service Full, Unit Non-Recurring and Unit Recurring (15%)
  - OOB Management Analog Connection Service Partial, Unit Non-Recurring (15%)
  - Dial Access
    - Dial Access Flat- Monthly 10 Hours, Unit Recurring (15%)
    - Overage 10, Unit Recurring (15%)
    - Acct Maintenance, Unit Recurring (15%)
    - Additional Domain/Sub Domain Name, Unit Non-Recurring (15%)
    - Additional Domain/Sub Domain Name - Change Charges, Change Charges (15%)
    - Dial Access Flat-Rate Monthly 50 Hours, Unit Recurring (15%)
    - Overage 50, Unit Recurring (15%)
    - Acct Maintenance, Unit Recurring (15%)
    - Additional Domain/Sub Domain Name, Unit Non-Recurring (15%)
    - Additional Domain/Sub Domain Name - Change Charges, Change Charges (15%)
    - Dial Access Flat-Rate Monthly 150 Hours, Unit Recurring (15%)
    - Overage 150, Unit Recurring (15%)
    - Acct Maintenance, Unit Recurring (15%)
    - Additional Domain/Sub Domain Name, Unit Non-Recurring (15%)
    - Additional Domain/Sub Domain Name - Change Charges, Change Charges (15%)
    - Dial Access Usage-Based Hourly Unit Recurring (15%)
    - Acct Maintenance Unit Recurring (15%)
    - Additional Domain/Sub Domain Name, Unit Non-Recurring (15%)
    - Additional Domain/Sub Domain Name - Change Charges, Change Charges (15%)
    - Dial Access Usage-Based Toll Free Hourly Unit Recurring (15%)
    - Acct Maintenance Unit Recurring (15%)
    - Additional Domain/Sub Domain Name, Unit Non-Recurring (15%)
    - Additional Domain/Sub Domain Name - Change Charges, Change Charges (15%)
  - Managed Internet Dedicated Connection Service Small, Unit Non-Recurring and Unit Recurring (15%)
  - Managed Internet Dedicated Connection Service Medium, Unit Non-Recurring and Unit Recurring (15%)
  - Managed Internet Dedicated Connection Service Large, Unit Non-Recurring and Unit Recurring (15%)
- ◆ 6.3.4.3 Converged Services, IP Telephony Business Line Services
- Converged Services, IP Telephony Business Line Service, Unit Recurring (10%)
  - Off-Net Toll Free Unit Recurring (15%)
  - Additional Line Appearance Unit Recurring (10%)
  - Account Codes Unit Recurring (15%)
  - Attendant Console Unit Recurring (15%)
  - Authorization Codes Unit Recurring (15%)
  - Block of DID Numbers Unit Recurring (15%)
  - Virtual FX Unit Recurring (10%)
  - Auto Attendant Unit Recurring (15%)

## MSA 3, Amendment 11 Price Reductions

- Remote Office Unit Recurring (10%)
- IP Network Transport Management (Switch)
  - Management (Switch/Hub) – Managed LAN Monitor & Notify (Small) Unit Recurring (10%)
  - Management (Switch /Hub) - Managed LAN Monitor & Notify (Medium) Unit Recurring (10%)
  - Management (Switch /Hub) - Managed LAN Monitor & Notify (Large) Unit Recurring (10%)
  - Management (Switch /Hub) - Managed LAN Physical (Small) Unit Recurring (10%)
  - Management (Switch /Hub) - Managed LAN Physical (Medium) Unit Recurring (10%)
  - Management (Switch /Hub) - Managed LAN Physical (Large) Unit Recurring (10%)
  - Management (Switch /Hub) - Managed LAN Full (Small) Unit Recurring (10%)
  - Management (Switch /Hub) - Managed LAN Full (Medium) Unit Recurring (10%)
  - Management (Switch/Hub) – Managed LAN Full (Large), Unit Recurring (10%)
  - Management (Switch/Hub) – Threshold Reporting, Unit Recurring (10%)
  - Management (Switch/Hub) – Order Expedite, Unit Non-Recurring (15%)
- Optional Change Management Activities (15%)
  - Management (Switch/Hub) – LAN Dynamic Host Configuration Protocol (DHCP) IP Helper Add / Modify / Delete to Management (Switch/Hub) – VLAN Trunk Protocol (VTP) Configuration – Add / Modify / Delete, Change Charges
- ◆ 6.3.4.3a Converged Services, Internet Dedicated Access (IDA) Service
  - Burstable T1 Service – 0KB to 128KB Burstable to Retermination – OC12 Service - Shadow, Unit Non-Recurring (15%) and Unit Recurring (15%)
  - OC12 Service – Burstable Select 50 to Retermination – IDE Price Protect 1000Meg, Unit Non-Recurring (15%) and Unit Recurring (15%)
  - DS1 Access, Unit Non-Recurring and Unit Recurring (15%)
  - DS3 Access, Unit Non-Recurring (15%) and Unit Recurring (10%)
  - Customer Provided Access Charges: Network Connective Charge (NCC):
    - DDS or DSO, Unit Recurring (15%)
    - T1, Unit Recurring (15%)
    - DS3, Unit Recurring (15%)
    - OC12, Unit Recurring (15%)
  - Internet Access Cross-Connect:
    - DS1, Unit Non-Recurring and Unit Recurring (15%)
    - DS3, Unit Non-Recurring and Unit Recurring (15%)
    - OC3, Unit Non-Recurring and Unit Recurring (15%)
    - OC12, Unit Non-Recurring and Unit Recurring (15%)
    - OC48, Unit Non-Recurring and Unit Recurring (15%)
- ◆ 6.3.4.3b Converged Services, IP Flexible T1 Service
  - Converged Services –IP Flexible T1 (24 subscribers), Unit Non-Recurring and Unit Recurring (15%)
  - Block of DID Numbers, Unit Non-Recurring and Unit Recurring (15%)
  - VOIP Voice Mail Service per box, Unit Recurring (10%)
- ◆ 6.3.4.5 Converged Services, IP Telephony Voice Mail Services
  - VOIP Voice Mail Service, Unit Recurring (10%)
- ◆ 6.3.5.1 Converged Services, IP Network Based Automatic Call Distribution (ACD)
  - IP Network ACD 8 Port, Unit Recurring (15%)
  - IP Network ACD 24 Port, Unit Recurring (15%)
  - IP Network ACD 48 Port, Unit Recurring (15%)
  - IP Network ACD 96 Port, Unit Recurring (15%)
  - IP Network ACD 192 Port, Unit Recurring (15%)
  - IP Network ACD Over 192 Port, Unit Recurring (15%)
- ◆ 6.3.5.1.1 Converged Services, IP Network Based Agent Package Service
  - Basic Agents Package, Unit Recurring (15%)

## MSA 3, Amendment 11 Price Reductions

- ◆ 6.3.5.1.2 Converged Services, IP Network Based Supervisor's Package Service
  - Basic Supervisor's Package, Unit Recurring (15%)
  - Additional Supervisor Positions, Unit Recurring (15%)
- ◆ 6.3.5.1.3 Converged Services, IP Network Based System Administrator's Software Package
  - ACD System Administrator's Package, Unit Recurring (15%)
- ◆ 6.3.5.2 Converged Services, IP Network Based Interactive Voice Response (IVR) System
  - IVR with Standard Applications, Unit Non-Recurring (15%)
  - IVR with Standard Application Usage, Unit Recurring (15%)
  - Voice Forms, Unit Non-Recurring and Unit Recurring (15%)
  - Additional Voice Forms Storage to Survey, Unit Recurring (15%)
  - Remote Audio Update, Unit Non-Recurring and Unit Recurring (15%)
  - Foreign Language Recording (per language), Unit Non-Recurring (15%)
  - Fax on Demand or Fax Reply, Unit Recurring (15%)
  - Call Router Reports per Package, Unit Recurring (15%)
  - Database Lookups, Unit Non-Recurring and Unit Recurring (15%)
  - Standard Database Routing, Unit Recurring (15%)
  - Network Database Routing, Unit Recurring (15%)
  - Credit-Card Transactions, Unit Non-Recurring and Unit Recurring (15%)
  - Speech Recognition (IVR with Standard Application Usage per Minute charges apply), Unit Non-Recurring and Unit Recurring (15%)
- ◆ 6.3.5.3 Converged Services, IP Network Based Specialized Call Routing
  - Specialized Call Routing Package, Unit Recurring (15%)
  - Historical Database Service, Unit Recurring (15%)
- ◆ 6.3.6.1 Converged Services, Managed IP Video Conference Services
  - IP Video - Standard Session Support Unit Recurring 15%
  - IP Video - Enhanced Session Support Unit Recurring 15%
  - IP Video - Network MCU Services (Port) Unit Recurring 15%
  - Enhanced Network MCU Services (Port) (512kbps) Unit Recurring 15%
  - IP Video - MCU Cascading Services (Port) Unit Recurring 15%
  - IP Video - Enhanced MCU Cascading Service (Port) (512kbps) Unit Recurring 15%
  - IP Video - Gateway Services Unit Recurring 15%
  - IP Video - Enhanced Gateway Services (512kbps) Unit Recurring 15%
  - IP Video - Transcoding Services per session Unit Recurring 15%
  - IP Video - Connection speed of 1.5Mbps Unit Recurring 15%
  - Domestic IP Video Conferencing Service up to 768KB Unit Recurring 15%
  - Domestic IP Video Conferencing Service up to T1 Unit Recurring 15%
  - Domestic IP Video Conferencing Service - Additional per call per minute charge for Premier Level Video Conferencing Unit Recurring 15%
  - Translation Services Unit Recurring 15%
  - Instant Video Unit Recurring 15%
  - IP Access Dial-Out Charge Unit Recurring 15%
  - IP Encryption Reserved (up to 384K) Unit Recurring 15%
  - IP Encryption Instant (up to 384K) Unit Recurring 15%
- ◆ 6.3.6.2 Converged Services, Unified Messaging
  - Unified Messaging Unit Recurring 10%
  - Sub-mailboxes - each additional up to 8 additional Unit Recurring 15%
  - FindMe/FollowMe Unit Recurring 5%
  - Text to Speech via client interface Unit Recurring 15%
  - Speech-enabled Telephone User Interface Unit Recurring 5%

## MSA 3, Amendment 11 Price Reductions

- ◆ 6.3.9 Converged Services, Required Customer Premise Equipment (CPE)
  - Ethernet Switches: Cisco 2950 to Cisco 3560, Unit Non-Recurring (3.7% off mfg list)
  - Routers/Gateways/Combons: Cisco 1841 to Cisco 3745, Unit Non-Recurring (3.7% off mfg list)
  - Integrate Access Devices: Mediatrix 1104 to Unit Non-Recurring (2.5% off mfg list)
  - SIP Enabled Firewalls: Cisco Pix501, Cisco Pix506, Cisco Pix515, Unit Recurring (3.7% off mfg list)
  - Cisco MDS 9000 Network Interfaces Non Recurring (2% off mfg list)
  - Cisco WAE-500 Series and Associated Components to Cisco 78xx Series Media Convergence Servers, Unit Non-Recurring (3.6% off mfg list)
  - Polycom:
    - ViaVideo Desktop Systems Unit Non Recurring (2.1% off mfg list)
    - VSX Series Unit Non Recurring (2.0% off mfg list)
    - Real Presence Experience (RPX) Series Unit Non Recurring(2.4 % off mfg list)
    - Multi Station Gateway Conferencing (MGC) 25 Unit Non Recurring (2.0% off mfg list)
    - MGC50/100 Unit Non Recurring (1.4% off mfg list)
    - Web Office Unit Non Recurring (1.4% off mfg list)
    - WebCommander Unit Non Recurring (1.4% off mfg list)
    - Video and Voice Accessories Unit Non Recurring (2.2% off mfg list)
    - Video Software Personal Video Experience Unit Non Recurring (PVX) (2.1% off mfg list)
    - PathNavigator Software Unit Non Recurring (2.1% off mfg list)
    - Polycom Conference Suite Software Unit Non Recurring (2.1% off mfg list)
    - Global Management Systems Software Unit Non Recurring (2.1% off mfg list)
  - Nortel:
    - Nortel Enterprise Routing Switch 8XXX Series Unit Non Recurring (1.6% off mfg list)
    - Nortel ERS 2XXX LAN switches Unit Non Recurring (1.3% off mfg list)
    - Nortel ERS 4XXX LAN switches Unit Non Recurring (1.3% off mfg list)
    - Nortel ERS 5XXX LAN switches Unit Non Recurring (1.4% off mfg list)
    - Nortel ERS redundant power supply Unit Non Recurring (1.4% off mfg list)
    - Nortel ERS Management Software Unit Non Recurring (1.5% off mfg list)
    - Nortel Router 1xxx Series Unit Non Recurring (1.6% off mfg list)
    - Nortel Router 3xxx Series Unit Non Recurring (1.6% off mfg list)
    - Nortel Router 4xxx Series Unit Non Recurring (1.6% off mfg list)
    - Nortel VPN Gateway Series Unit Non Recurring (1.6% off mfg list)
    - Nortel VPN Router Unit Non Recurring (1.6% off mfg list)
    - Nortel WLAN 2XXX Unit Non Recurring (2.4% off mfg list)
    - Nortel WLAN 23XX Access Point Series Unit Non Recurring (2.4% off mfg list)
    - Nortel WLAN Management Software Series Unit Non Recurring (2.4% off mfg list)
    - Nortel WLAN Location Engine Series Unit Non Recurring (2.4% off mfg list)
  - Plantronics:
    - Plantronics H251 Series Unit Non Recurring (5% off mfg list)
    - Plantronics H261 Series Unit Non Recurring (5% off mfg list)
    - Plantronics 510S Series Unit Non Recurring (5% off mfg list)
    - Plantronics CS351 Unit Non Recurring (5% off mfg list)
    - Plantronics CS361 Unit Non Recurring (5% off mfg list)
    - Plantronics CS55 Unit Non Recurring (5% off mfg list)
    - Plantronics CS70 Unit Non Recurring (5% off mfg list)
    - Plantronics H41 Unit Non Recurring (5% off mfg list)
    - Plantronics H81 Unit Non Recurring (5% off mfg list)

## MSA 4, Amendment 3 Price Reductions

- ◆ 6.4.3.1 BFWA Data Channel Basic Line Rate Service
  - Wireless Data Channel Basic Line Rate (1 end point) – 10Mb (10,000kb) Usage – Monthly Service Fee, Unit recurring (15%)
  - BFWA Basic Line Rate Usage Over 10Mb (10,000kb), Unit recurring (15%)
  - EVDO Wireless Data Channel Basic Line Rate (1 end point)
  - Wireless Data Channel Basic Line Rate (1 end point) – 1Mb (1,000kb) Usage - Monthly Service Fee
  - BFWA Basic Line Rate Usage Over 1Mb (1,000kb), Unit recurring (15%)
  - Wireless Data Channel Basic Line Rate (1 end point) – 2Mb (2,000kb) Usage - Monthly Service Fee, Unit recurring (15%)
  - BFWA Basic Line Rate Usage Over 2Mb (2,000kb), Unit recurring (15%)
  - Wireless Data Channel Basic Line Rate (1 end point) – 3Mb (3,000kb) Usage - Monthly Service Fee
  - BFWA Basic Line Rate Usage Over 3Mb (3,000kb), Unit recurring (15%)
  - Wireless Data Channel Basic Line Rate (1 end point) – 4Mb (4,000kb) Usage - Monthly Service Fee, Unit recurring (15%)
  - BFWA Basic Line Rate Usage Over 4Mb (4,000kb), Unit recurring (15%)
  - Wireless Data Channel Basic Line Rate (1 end point) – 5Mb (5,000kb) Usage - Monthly Service Fee, Unit recurring (15%)
  - BFWA Basic Line Rate Usage Over 5Mb (5,000kb), Unit recurring (15%)
  - Wireless Data Channel Basic Line Rate (1 end point) – 25Mb (25,000kb) Usage - Monthly Service Fee, Unit recurring (15%)
  - BFWA Basic Line Rate Usage Over 25Mb (25,000kb), Unit recurring (15%)
  - Wireless Data Channel Basic Line Rate (1 end point) – 50Mb (50,000kb) Usage - Monthly Service Fee, Unit recurring (15%)
  - BFWA Basic Line Rate Usage Over 50Mb (50,000kb), Unit recurring (15%)
  - Wireless Data Channel Basic Line Rate (1 end point) – 75Mb (75,000kb) Usage - Monthly Service Fee, Unit recurring (15%)
  - BFWA Basic Line Rate Usage Over 75Mb (75,000kb), Unit recurring (15%)
  - Wireless Data Channel Basic Line Rate (1 end point) – 100Mb (100,000kb) Usage - Monthly Service Fee, Unit recurring (15%)
  - BFWA Basic Line Rate Usage Over 100Mb (100,000kb), Unit recurring (15%)
  
- ◆ 6.4.3.2 BFWA Data Channel Enhanced Line Rate Service
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 10Mb (10,000kb) Usage – Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 10Mb (10,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 1Mb (1,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 1Mb (1,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 2Mb (2,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 2Mb (2,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 3Mb (3,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 3Mb (3,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 4Mb (4,000kb) Usage - Monthly Service

## MSA 4, Amendment 3 Price Reductions

- Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 4Mb (4,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 5Mb (5,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 5Mb (5,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 25Mb (25,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 25Mb (25,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 50Mb (50,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 50Mb (50,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 75Mb (75,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 75Mb (75,000kb), Unit Recurring (15%)
  - Wireless Data Channel Enhanced Line Rate (1 end point) – 100Mb (100,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
  - BFWA Enhanced Line Rate Usage Over 100Mb (100,000kb), Unit Recurring (15%)
- ◆ 6.4.3.3 BFWA Additional Line Rate Data Channel Service – EVDO
    - Wireless Data Channel Additional Line Rate (200k-700k) (1 end point) – 10Mb (10,000kb) Usage - Monthly Service Fee, Unit Recurring (15%)
    - BFWA Additional Line Rate Usage Over 10Mb (10,000kb), Unit Recurring (15%)
  - ◆ 6.4.3.3b Additional Line Rate Data Channel Service – VSAT
    - Wireless Data Channel Additional Line Rate – VSAT (1 end point)
      - 768Kb/768Kb to 1544Kb/1544Kb, Unit Non-Recurring and Unit Recurring (15%)
  - ◆ 6.4.3.3c Additional Line Rate Data Channel Service - VSAT:
    - Site Ready Installation Standard – 0.98 Meter Non-Penetrating Antenna, 3 Watt BUC, Spare BUC, LNB, Spare LNB, 250 Feet dual RG6 IFL Cable & Site Survey to Site Ready Installation High-Wind – 1.8 Meter Non-Penetrating Antenna, 4 Watt BUC, Spare BUC, LNB, Spare LNB, De-Ice, 250 Feet dual RG6 IFL Cable & Site Survey, Unit Non-Recurring (15%)
    - Dual RG6 PVC Inter Facility Link (IFL) Cable to Dual RG11 Plenum PVC Inter Facility Link (IFL) Cable, Unit Non-Recurring (15%)
    - Snow Shield for 1.2m Antenna to Snow Shield Feed Horn Cover, Unit Non-Recurring (15%)
    - VSAT Bandwidth Change to VSAT Expedite Fee, Unit Non-Recurring (15%)
    - VSAT Install/Maintenance Cancelling Fee 48 Hour Notice, Unit Non-Recurring (15%)
    - Router Bundle 1 - Required with Service - iDirect 3100, iDirect 3100 Spare, Proactive Mgmt, Maintenance, and Installation to Optional iDirect 1110 Remote Accelerator - iDirect 1110, iDirect 1110 Spare, Maintenance, and Installation, Unit Non-Recurring and Unit Recurring (15%)
    - Bundle Quick Deploy - 1.2 Meter Antenna, 4 watt BUC, LNB, iDirect 5150, Spare Kit w Case, Proactive Management, Next Business Day Maintenance 8am to 5pm to Bundled Auto Deploy (Rugged) - 1.2 Meter 4-Piece Antenna, 8 watt BUC, LNB, iDirect 7350, Spare Kit w Case, Proactive Management, Next Business Day Maintenance 8am to 5pm, Unit Non-Recurring (5%) and Unit Recurring (15%)
    - Primary VSAT Bandwidth Line Rate Data Channel: Transmit Receive, 32kb/32kb to 2048kb/2048kb, Unit Recurring (15%)
    - Backup VSAT Bandwidth Line Rate Data Channel: Transmit/Receive, 32kb/32kb to 2048kb/2048kb, Unit Recurring (15%)
    - Primary VSAT Bandwidth Expedite Forwarding (EF) Line Rate Data Channel: Transmit/Receive, 32kb/32kb to 2048kb/2048kb, Unit Recurring (15%)

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- Backup VSAT Bandwidth Expedite Forwarding (EF) Line Rate Data Channel: Transmit/Receive, 32kb/32kb to 2048kb/2048kb, Unit Recurring (15%)
- VSAT Bandwidth Data Channel Additional Network Bandwidth In/Out Service: Transmit/Receive, 512kb Outroute Bandwidth to 2048kb Inroute Bandwidth, Unit Recurring (15%)
  
- ◆ 6.4.4.1 Wireline Data Channel Basic Line Rate Service
  - Wireline Port, Unit Non-Recurring and Unit Recurring (15%)
  - Wireline Connection, Unit Non-Recurring (15%)
  - Order Expedite, Unit Non-Recurring (15%)
  
- ◆ 6.4.4.2 Wireline Data Channel Enhanced Line Rate
  - Wireline Data Channel Enhanced Line Rate, Unit Non-Recurring (15%)
  - Wireline Port Unit Recurring (15%)
  - Wireline Connection, Unit Non-Recurring (15%)
  - Order Expedite, Unit Non-Recurring (15%)
  
- ◆ 6.4.4.3A Additional Wireline Line Rate Data Channel Service 200k–700k
  - Wireline Port, Unit Non-Recurring and Unit Recurring (15%)
  - Wireline Connection, Unit Non-Recurring (15%)
  - Order Expedite, Unit Non-Recurring (15%)
  
- ◆ 6.4.4.3.B Additional Wireline Line Rate Data Channel Service Over 700k
  - Wireline Port, Unit Non-Recurring and Unit Recurring (15%)
  - Wireline Connection, Unit Non-Recurring (15%)
  - Order Expedite, Unit Non-Recurring (15%)