



May 3, 2004

Lt. Patrick Ambrose
Danvers Police Department
120 Ash Street
Danvers, MA 01923

Dear Pat,

Thanks for the opportunity to meet with you last week. I am pleased to present this proposal for high-speed wireless data services under our CDPD Migration program. This is an exciting program that will allow you to equip your police cruisers, handhelds and command vehicles with the latest in high-speed wireless data solutions and applications. The basics of this proposal under our CDPD migration program are as follows. We feel very strongly that this makes for a very cost effective and easy program to deploy and implement.

Modems at no charge. Simply put, we will do a like modem swap for existing MP250s (or similar device) or wireless air cards for free. ***If you have none, we will provide them at no charge, for either GPRS or EDGE.*** GPRS trunk mount and air card modems are available now. EDGE air card modems and trunk mount modems are available now with more trunk mounted modem options available in the Summer 2004 time frame.

Low cost data services. Unlimited data at \$49.99/month (specialized pricing). A 50MB data plan is available at \$42.49 per month for individual units, or we can tailor a program of 20MB pooled data that all the users can access for just over \$38/month (incl contract discounts). These rates apply regardless of whether you choose our GPRS (50-60kbps) or our EDGE (110-130kbps) network options.

Middleware. From NetMotion or Padcom for security, session persistence, inter-network roaming etc.

To put this into perspective for the **Danvers** Police Department, the actual numbers work out as follows based on discussed number of cruisers and devices.

Modem Acquisition and related costs:

10 trunk mounts, 3 air cards- 10 x \$1000, 3 x \$500 (approx) =	\$ 11,500
Total	\$ 11,500
AT&T Wireless CDPD Migration Discount	\$ - 11,500
Cost to Danvers Police Dept	\$ 0

The department saves \$ **11,500** on modem costs under this model. Of course prices may vary and you may deploy more or less modems, but the savings are significant, and in terms of capital expenditure, the decision to deploy AT&T Wireless high-speed data services is made significantly easier.

NetMotion or Padcom middleware \$ 0
(If needed or wanted)
Annual maintenance fees would apply based on the number of devices deployed

Monthly Recurring Charges: Your choice

Unlimited Data, per device- $\$49.99 \times 13 \text{ devices} = \$649.87/\text{mo}$ (contact discounts do not apply as this is already significantly discounted from Government Retail Price of \$69.99)

50MB individual plan at $\$49.99 \times 15\% \text{ off} = \42.49 per month $\times 13 = \$552.37/\text{mo}$ after contract discount

20MB/Month Pooled Data plan per device- $\$44.99 \times 15\% \text{ off} = \$38.24 \times 13 = \$497.12/\text{mo}$ after contract discounts.

We can also mix and match as you see necessary. 15% is State Contract discount.

Maximum annual budget with unlimited data is \$ **7,798.44** assuming you choose the unlimited plan and the number of deployed devices remains at 13.

Additional items for consideration:

There will also be a cost to “touch” every vehicle or device for modem installation, additional configuration and end user training as needed, although with air cards, this is very minimal. IP addressing and router configuration may be required. These costs are not included in the AT&T Wireless CDPD Migration program.

The Network Difference

AT&T Wireless Services has deployed its network with a distinct difference from CDMA networks and most other networks in the marketplace today. In any given cell tower site, there are eight channels available with which to carry voice and data traffic. Of the eight, we use one for our own “control” purposes, two are voice only, three are voice preferred and **two are dedicated to data only**. This is a significant difference from our competitors in that during a crisis, when voice channels are jammed with voice traffic our two data only channels assure data traffic will reach critical persons in time of need. The three remaining “voice preferred” channels are available for data when not in use for voice. While we are planning to roll out a priority data service in the future, a network designed around data only channels can give you and the **Danvers** Police Department the confidence that critical data traffic will “get through” when you need it most.

Thank you again for the opportunity to present this solution to you and to work with the Danvers Police Department and I am looking forward to getting together on the 4th of May to do the coverage drive around.

Regards,

Jim Leonard

Enterprise Corporate Account Manager

AT&T Wireless Services

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