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**Date:** Sat, 22 Jul 2006 14:11:00 +0800  
**From:** "Leo San Miguel" <lsanmig@gmail.com>  
**To:** "dante madriaga" <dante\_madriaga@yahoo.com>  
**Subject:** Re: phase 1-3

Dante,

I have attached a file to serve as a format paki check mo gna pare and enter the data for the phase 2 and 3 the way we think the pricing of ZTE will be. I also failed to segregate the new features introduced by ZTE on thier proposal

Maraming Salamat  
Leo

**Attachments:**

**Files:**

 [Summa\\_Commet.vls \(31K\) \[Preview\]](#)

Comparison Summary in Million US Dollars

**Phase 1**

Arescom  
20%

0

	Basic20% suppliers margin	Consortium margin	Consortium	Tongpats Margin	Tongpats Contract Price	Approximat e ZTE price Difference
1) Vsat or satellite hub						
Hardware	3,115	20%	623	20%	748	4,486
Transponder cost@ 4yrs	2,000	10%	200	0%	0	2,200
Building Civil works used						
Comnet	2,930	20%	586	20%	703	4,219
Maintenance 3 yrs			0	0	0	0
IDC			0	0	0	0
2) WiMax	11,600	20%	2,320	20%	2,784	16,704
			0	0	0	0
3) IP Data			0		0	0
Routers	7,000	20%	1,400	20%	1,680	10,080
Soft Switches	11,200	20%	2,240	20%	2,688	16,128
Software Application	2,100	20%	420	20%	504	3,024
Warranty			0	0	0	0
4) Voip	4,900	20%	980	20%	1,176	7,056
includes Pc, Voip phone, NMS, Lan, software and licenses			0		0	0
			0		0	0
5) VCS (video conferencing)	2,300	20%	460	20%	552	3,312
includes video servers, monitors installation warranty			0		0	0
			0		0	0
			0		0	0
6) CERS( coalition emergency response) essentially a software based solution includes GPRS tracking sys, mobile response and dispatch center Warranty	9,200	20%	1,840	20%	2,208	13,248
			0		0	0
			0		0	0
			0		0	0

7) Remote Education 3,000 20% 600 20% 720 4,320

Hardware includes TV monitors, data server, gate keepers, control center gears and other cabling materials. Includes the software necessary to run this. Hardware for distance learning.

Warranty

8) Monitoring 2,990 20% 598 20% 718 4,306

Control center hardware

9) Security 2,800 20% 560 20% 672 4,032

Software license firewall install software security

Warranty

10) E Government 2,900 20% 580 30% 1,044 4,524

Complicated software that could be company (ZTE) proprietary encompasses a lot of features and might need extra hardware. US\$ 10M

Maintenance

11) Unified network System 2,200 20% 440 20% 528 3,168

Warranty

12 Management 26,000 20% 5,200 20% 6,240 37,440

Cost is approx 7% of cost

96,235 19,047 22,964 138,246 0