

LSJ – Project # 78
Wireless Phone System
Analysis of Paul Gandy Summary

The original quote of \$ 5,000 for the wireless system received from Innovative was not accurate because they did not list all the proper requirements and equipment needed to do the interface.

This is a list of the proper hardware needed and Innovative pricing:

- 1) Motorola Canopy System – Transmission/receiving platform consisting of an interface module and dish at both St. Thomas (Benner Hill) and LSJ (kitchen roof and radio room). Includes Cat 5 cable to interface with LSJ Canopy module and LSJ telephone and LAN system.
- 2) Four CSU/DSU Units – Equipment for conditioning of voice transmission to be compatible with Canopy protocol.
- 3) Two Multiplexer Units – Telephone line switching modules used as a communication bridge.
- 4) T1 Card – Installed in the existing telephone system to allow simultaneous operation of both the Ackley system and the Innovative trial arrangement.

<u>Item</u>	<u>Hardware</u>	<u>Installation</u>	<u>Total</u>
1) Canopy System	\$ 2,280	\$ 6,300	\$ 8,580
2) CSU/DSU Units	\$ 3,000	Included	\$ 3,000 (A)
3) Multiplexer	\$ 4,150	Included	\$ 4,150 (A)
4) T1 Card	\$ 1,500	\$ 500	<u>\$ 2,000</u>
Total			\$ 17,730

(A) Steve Scully to provide quote (we do not anticipate a significant savings)

Installation is about 3 weeks from signing the service agreement. (Not confident of that timetable based on how long it has taken to get to this point)

Monthly Innovative Charges Total \$ 4,850 (recommend 3 month test period)

2 T1 Data Lines (\$1,500 each)
1 T1 Voice line 24 channels (\$1,500)
50 direct inward dial numbers (\$350)

Total anticipated cost after the 3-month test period is \$ 32,280

It is recommended that we keep this entire trial process confidential because of the potential ramifications from Ackley and Choice Communication. If all the testing is positive, we will have to try securing the current 14 lines & fax numbers which are owned by Choice Communications. At that point an application must be filed in order to transfer these lines to another service provider (could take up to 4 weeks).

NOTE: This could be a potential problem since these numbers are programmed and published in numerous locations among friends and clients of JE.

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