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November 30, 2012

Brice Gordon
Zorro Ranch, NM

Brice,

I want to thank you again for the opportunity to provide you these proposals for the Zorro Ranch. I have four different costs for you as follows:

FIBER OPTIC CABLING OPTION #1 (COMPLETE)

This option includes all material and labor to install a 6-strand singlemode fiber cable from the service provider's point-of-presence to the "General Store", terminating there to provide signal for the Wi-Fi, then continuing to the main residence where it will terminate and connect to the existing network infrastructure. It also includes 2 runs of 2" HDPE duct (to allow for future use) and the appropriate number of handholes. Trenching and back-filling to be provided by Zorro Ranch. This quote also contains material and labor necessary to install three(3) wireless access points. The network signal shall originate at the "General Store" utilizing a mesh technology to distribute the signal to both residences nearby. This will not require cabling between the buildings. Each building would receive one port for network access.

TOTAL COST: \$149,216.37

FIBER OPTIC CABLING OPTION #2 (ONE DUCT)

This option includes all listed above, but uses only one(1) 2" duct in the trench.

TOTAL COST: \$117,546.08

FIBER OPTIC CABLING OPTION #3(NO DUCT - NOT RECOMMENDED)

This option includes all listed in option #1, but provides no HDPE duct. Thus, the fiber is to be buried directly in the trench.

TOTAL COST: \$75,136.92

Please contact if you have any questions or concerns...and thank you again.

Sincerely,
Worth Shepherd
[REDACTED]