



Orbital Data Net, Inc.  
 4451 I-70 Drive NW  
 Columbia, MO 65202  
 573.445.8101 (voice) 573.445.7710 (fax)  
[www.orbitaldata.net](http://www.orbitaldata.net)

Response to Request: The State of Missouri  
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 Orbital Data Net, Inc. CAGE #362R3  
 CISV Certification Number 1010706392600 / 33747  
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December 11, 2006  
 Revision and question answers

*There have been additions and clarifications but no prices or policies have been changed.*

**PRICING**

**A.1 Pricing;**

**A.1.1 Basic Network Offer (WildBlue Enterprise Class);**

**WildBlue Equipment Set;**

<b>ODN WildBlue Ka-band Fixed Equipment Package</b> .68 cm WildBlue antenna system NPRM or Wall/Roof Bracket TRIA assembly and up to 120' RG6 dual cable set with connectors and misc. hardware. WildBlue DOCSYS modem and power supply with LAN interface.	\$550 plus \$25 shipping \$575
<b>.98 cm antenna surface</b> – 3 db additional gain	\$150 addl.
<b>Encore VSR-30</b> –Provides SLE VPN encryption, HIPPA compliance, VPN over satellite acceleration.	\$750
<b>APC 1500VA UPS</b> (operates VSAT up to 2 hours) APC Smart-UPS / 8 Outlet / 1500VA / 980Watt / UPS	\$495
<b>Tweety</b> reboot circuit for unattended operations	\$295
<b>Custom WildBlue Environmental enclosure</b> , NEMA rated	\$395
<b>In ground concrete pole mount</b> 52" height, 1" plastic sweep	\$495

**WildBlue Ka-Band Monthly Bandwidth:**

Please Note: Additional \$10/month for each fixed IP address, DHCP is included at no addl. charge.

Available Packages	Monthly bandwidth cost per site.	(FAP) Maximum Monthly Throughput (in GBs)*			Upload Speed **	Download speed**
		Down	Up	Total		
SCADA One*	\$50	1	.5	1.5	Up to 64 Kbps	Up to 64 Kbps
<b>Single User</b>	<b>\$79</b>	<b>12</b>	<b>3</b>	<b>15</b>	<b>Up to 128 Kbps</b>	<b>Up to 512 Kbps</b>
Small Office	\$99	17	4	21	Up to 200 Kbps	Up to 1500 Kbps
Medium Office	\$119	24	6	30	Up to 256 Kbps	Up to 1500 Kbps
Corporate	\$149	38	10	48	Up to 256 Kbps	Up to 1500 Kbps

\*Client's right to utilize the SCADA package are strictly limited to Qualified Subscribers who use this Service solely in connection with remote monitoring or supervisory control and data acquisition (SCADA) activities. Client shall require all SCADA Subscribers to agree in writing to limit use to these activities. Any use of the this Service pursuant to the SCADA Package in violation of this paragraph shall be deemed a breach of the Customer Agreement by the Subscriber and Orbital Data Net, Inc. shall have the right to indefinitely suspend such Subscriber's access to the Service. Suspended Subscribers shall continue to count towards Client's Average Number of Subscribers for the remainder of the Subscriber's term.

\*\*Upload and Download speeds available to a particular Subscriber are subject WildBlue's Fair Access Policy, as it is amended from time to time. For Subscribers who violate the Fair Access Policy, download or upload speeds may be reduced by Orbital Data Net, Inc. in accordance with WildBlue's Fair Access Policy.

**Extended Performance SkyEdge VSAT Equipment:**

<b>ODN SkyEdge EP Fixed Equipment Package (SatKit)</b> 1.2 meter Antenna Channel Master 123 type 2 NPRM or Wall/Roof Bracket (NPRM = Non Penetrating Roof Mount) 2 Watt BUC, DRO-LNB and 150' RG6 dual cable set with connectors and misc hardware. Sky Edge IP modem with LAN interface.	\$1,678 plus \$150 shipping
<b>4 watt BUC</b> , needed for high bandwidth packages (see bandwidth packages)	Addl' \$650
<b>Encore VSR-30</b> –Provides SLE VPN encryption, HIPPA compliance, VPN over satellite acceleration.	\$795
<b>APC 1500VA UPS</b> (operates VSAT up to 2 hours) APC Smart-UPS / 8 Outlet / 1500VA / 980Watt / UPS	\$495
<b>SkyEdge IP Pro</b> modem,. With slot for mesh blade card.	Addl \$450
<b>Cisco SkyEdge</b> blade for Cisco routers (does not include configuration and setup)	Upon Request
<b>Antenna ground mount pole</b> (does not include installation)	\$185

<b>De-iced antenna systems</b>	Upon Request
<b>Motorized auto-acquisition systems</b>	
<b>1.2 meter Open SatCom trailer unit</b> with 1.2 meter C-Com #1200 iNetVu auto-acquisition VSAT with 9000 controller and SkyEdge radio with 4 watt BUC, 2000 KW generator, cooled equipment box	\$39,000
<b>1.2 meter AeroShell SatCom Unit (the EGG)</b> , 1.2 meter C-Com #1200 iNetVu auto-acquisition VSAT with 9000 controller and SkyEdge radio with 4 watt BUC, 2000 KW generator, Inverter/battery system	\$43,000
<b>.75 meter</b> C-Com #750 iNetVu auto-acquisition VSAT with 5000 controller and SkyEdge radio with 2 watt BUC	\$14,500
<b>.98 meter</b> C-Com #980 iNetVu auto-acquisition VSAT with 5000 controller and SkyEdge radio with 2 watt BUC	\$16,000
<b>1.2 meter</b> C-Com #1200 iNetVu auto-acquisition VSAT with 5000 controller and SkyEdge radio with 4 watt BUC	\$19,000
<b>iNetVu 9000</b> integrated controller with DBS tuner, exchange for 5000 controller	\$2,800

**Fly Away Transmit / Receive Antennas**, cases are included for fly-away systems

<b>TXFLY-076 .76 M Elliptical Tx/Rx Flyaway Antenna</b>	\$4,950.00
Reflector, Cases, Az/EI Head, Tripod mount Patriot Tx/Rx Ku-Band Linear Feed/OMT/Filter Assembly With SkyEdge, LNB, 2 watt BUC and 150' cable set	Add \$1,590
<b>TXFLY-100 1.0 M Tx/Rx Flyaway Antenna</b>	\$5,950.00
Reflector, Cases, Az/EI Head, Tripod mount Patriot Tx/Rx Ku-Band Linear Feed/OMT/Filter Assembly With SkyEdge, LNB, 2 watt BUC and 150' cable set	Add \$1,590
<b>TXFLY-120 1.2 M Tx/Rx Flyaway Antenna</b>	\$6,590.00
Reflector, Cases, Az/EI Head, Tripod mount Patriot Tx/Rx Ku-Band Linear Feed/OMT/Filter Assembly With SkyEdge, LNB, 2 watt BUC and 150' cable set With SkyEdge, LNB, 4 watt BUC and 150' cable set	Add \$1,590 Add \$2,240

**The Extended Performance SkyEdge VSAT Network Bandwidth;**

**Full Time Use:** traffic is passed anytime of day 24/7, for the full month.

**Back Up Use:** Spacenet's On-Demand services for backup/disaster recovery includes a set amount of usage, with additional usage on a per 8-hour increment basis. Spacenet monitors the traffic usage per VSAT and records it in 3-hour usage units (e.g. a VSAT that was active for 30 minutes will be recorded as 1 usage unit; a VSAT that was active for 3 hours and 15 minutes will be recorded as 2 usage units).

**Full Time Use ASYMMETRIC Speeds**

Downlink/Uplink in Kilobits per second

SE Plus - 128	1024/128 Kbps	\$184
SE Plus - 256	1024/256 Kbps	\$232
SE Plus - 384	1024/384 Kbps <sup>1</sup>	\$280
SE Plus - 512	1024/512 Kbps <sup>2</sup>	\$386
SE Plus - 768	1536/768 Kbps <sup>2</sup>	\$740
SE Plus - 1024	2048/1024 Kbps <sup>2</sup>	\$938

**Full Time Use SYMMETRIC Speeds**

SE 128	128/128 Kbps	\$88
SE 256	256/256 Kbps	\$144
SE 384	384/384 Kbps <sup>1</sup>	\$207
SE 512	512/512 Kbps <sup>2</sup>	\$326
SE 768	768/768 Kbps <sup>2</sup>	\$616
SE 1024	1024/1024 Kbps <sup>2</sup>	\$786

Plan is based on number of days of activation per month.		Each 'day' is based on 8 – 3 hour usage units. Modem is always on.		10 Day Plan	Add'l Day	5 Day Plan	Add'l Day	Backup Only	Add'l Day
<b>Back Up ASYMMETRIC Speeds</b>									
SE Plus - 128	1024/128 Kbps	\$123	\$14	\$99	\$15	\$78	\$17		
SE Plus - 256	1024/256 Kbps	\$145	\$16	\$119	\$17	\$93	\$20		
SE Plus - 384	1024/384 Kbps <sup>1</sup>	\$183	\$19	\$149	\$21	\$117	\$24		
SE Plus - 512	1024/512 Kbps <sup>2</sup>	\$247	\$25	\$203	\$27	\$158	\$32		
SE Plus - 768	1536/768 Kbps <sup>2</sup>	\$502	\$49	\$411	\$52	\$320	\$63		
SE Plus - 1024	2048/1024 Kbps <sup>2</sup>	\$624	\$64	\$511	\$69	\$347	\$81		
<b>SYMMETRIC Speeds</b>									
SE 128	128/128 Kbps	\$61	\$9	\$50	\$10	\$46	\$12		
SE 256	256/256 Kbps	\$91	\$11	\$77	\$12	\$64	\$15		
SE 384	384/384 Kbps <sup>1</sup>	\$135	\$15	\$110	\$16	\$86	\$19		
SE 512	512/512 Kbps <sup>2</sup>	\$223	\$22	\$170	\$24	\$134	\$28		
SE 768	768/768 Kbps <sup>2</sup>	\$470	\$41	\$341	\$45	\$267	\$53		
SE 1024	1024/1024 Kbps <sup>2</sup>	\$585	\$55	\$424	\$59	\$336	\$69		

<sup>1</sup> - Requires 1.2 Meter, 1 Watt

<sup>2</sup> - Requires 1.2 Meter, 2 Watt

**VoIP telephone channel (G729), SkyEdge only;**

Note; There is no oversubscription on these circuits. You are dedicated 30 Kbps of CIR for G729 VoIP connectivity, on demand. This bandwidth is not deducted from your above bandwidth package, but is added on demand.

<b>Full time satellite usage</b>	<b>10 day plan Backup satellite usage</b>	<b>5 day plan Backup satellite usage</b>	<b>Backup satellite usage only</b>
\$129 one time commissioning fee per site			
\$109/month, per line	\$79/month, per line	\$69/month, per line	\$49/month, per line
\$0.07/minute continental USA	\$0.07/minute continental USA	\$0.07/minute continental USA	\$0.07/minute continental USA

**VTC on demand channels, SkyEdge only;**

<b>On demand satellite usage 24/7</b>	<b>On time setup fee</b>	<b>Bandwidth fee per month</b>
256 Kbps uplink (CIR) 1024 Kbps downlink	\$129 one time commissioning fee per channel	\$1,995 per uplink DA channel
384 Kbps uplink (CIR) 1024 Kbps downlink	\$129 one time commissioning fee per channel	\$2,495 per uplink DA channel
512 Kbps uplink (CIR) 1024 Kbps downlink	\$129 one time commissioning fee per channel	\$3,450 per uplink DA channel

Note; There is no oversubscription on these circuits. You are dedicated uplink CIR for VTC connectivity, on demand. There is an abundance of downlink data capacity, so CIR is not required on the downlink side. These channels can be added to a workgroup pool, for instance, the State Department of Health might have 100 VSAT sites. Five of these Video Conferencing channels could be assigned to the pool, allowing any five of the one hundred sites to hold a simultaneous Video Conference at their discretion. This bandwidth is not deducted from your above bandwidth package, but is added on demand.

**CIR can be assigned full time or dynamically.** In this offer, it is dynamic. Triggers can be IP address, MAC address, or detection of 16 bit UDP packets. VoIP, VTC and other streaming technology can easily be accommodated through the Orbital Data Net Extended Performance workgroup at the SkyEdge facility.

Pooled VTC workgroups are the most economical, please discuss these pools and private workgroups in more detail with Orbital Data Net.

Please contact us to discuss specific needs for VTC and other steaming applications, or for **iDirect VTC and VoIP pricing.**

**Orbital Data Net can design a custom private workgroup** on our SkyEdge platform, or on our iDirect platform for the State of Missouri. At the data rates requested of 128/512 Kbps and a sharing ratio of 25:1, it would require approximatly100 sites to make this option more economical that the larger networks offered. Please inquire if the State wishes to explore this option further. In Orbital Data Net’s opinion, belonging to a well managed, secure, shared network offers advantages, especially when dynamic CIR is available upon request.

**A.1.2 WildBlue Ka-Band Monthly Bandwidth with equipment:**

Please Note: Additional \$10/month for each fixed IP address, DHCP is included at no addl. charge.

Available Packages	Monthly bandwidth cost per site.	(FAP) Maximum Monthly Throughput (in GBs)*			Upload Speed **	Download speed**
		Down	Up	Total		
SCADA One*	\$112 (1 year contract)***	1	.5	1.5	Up to 64 Kbps	Up to 64 Kbps
<b>Single User</b>	<b>\$141 (1 year contract)***</b>	<b>12</b>	<b>3</b>	<b>15</b>	<b>Up to 128 Kbps</b>	<b>Up to 512 Kbps</b>
Small Office	\$161 (1 year contract)***	17	4	21	Up to 200 Kbps	Up to 1500 Kbps
Medium Office	\$181 (1 year contract)***	24	6	30	Up to 256 Kbps	Up to 1500 Kbps
Corporate	\$211 (1 year contract)***	38	10	48	Up to 256 Kbps	Up to 1500 Kbps

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\*\*Upload and Download speeds available to a particular Subscriber are subject WildBlue's Fair Access Policy, as it is amended from time to time. For Subscribers who violate the Fair Access Policy, download or upload speeds may be reduced by Orbital Data Net, Inc. in accordance with WildBlue's Fair Access Policy.

\*\*\*This is a simple 1 year lease. At the end of the 12 months, the State can purchase the system for \$1.00. Longer term leases are available.

Note; Add \$82/month for Encore VSR-30 inclusion in the package. This does not include router setup.

**The Extended Performance SkyEdge VSAT Network Bandwidth with equipment;**

**Full Time Use:** traffic is passed anytime of day 24/7, for the full month.

**Back Up Use:** Spacenet's On-Demand services for backup/disaster recovery includes a set amount of usage, with additional usage on a per 8-hour increment basis. Spacenet monitors the traffic usage per VSAT and records it in 3-hour usage units (e.g. a VSAT that was active for 30 minutes will be recorded as 1 usage unit; a VSAT that was active for 3 hours and 15 minutes will be recorded as 2 usage units).

***Full Time Use ASYMMETRIC Speeds***

*Downlink/Uplink in Kilobits per second*

<b>SE Plus – 128</b>	<b>1024/128 Kbps</b>	<b>\$384</b>
SE Plus – 256	1024/256 Kbps	\$432
SE Plus – 384	1024/384 Kbps <sup>1</sup>	\$480
SE Plus – 512	1024/512 Kbps <sup>2</sup>	\$636

SE Plus – 768	1536/768 Kbps <sup>2</sup>	\$990
SE Plus – 1024	2048/1024 Kbps <sup>2</sup>	\$1,188

**Full Time Use SYMMETRIC Speeds**

SE 128	128/128 Kbps	\$288
SE 256	256/256 Kbps	\$344
SE 384	384/384 Kbps <sup>1</sup>	\$507
SE 512	512/512 Kbps <sup>2</sup>	\$576
SE 768	768/768 Kbps <sup>2</sup>	\$866
SE 1024	1024/1024 Kbps <sup>2</sup>	\$1,036

Plan is based on number of days of activation per month.	Each 'day' is based on 8 – 3 hour usage units. Modem is always on.	<b>10 Day Plan</b>	<b>Add'l Day</b>	<b>5 Day Plan</b>	<b>Add'l Day</b>	<b>Backup Only</b>	<b>Add'l Day</b>
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**Back Up ASYMMETRIC Speeds**

<b>SE Plus – 128</b>	<b>1024/128 Kbps</b>	<b>\$223</b>	<b>\$14</b>	<b>\$299</b>	<b>\$15</b>	<b>\$278</b>	<b>\$17</b>
SE Plus – 256	1024/256 Kbps	\$345	\$16	\$319	\$17	\$293	\$20
SE Plus – 384	1024/384 Kbps <sup>1</sup>	\$383	\$19	\$349	\$21	\$317	\$24
SE Plus – 512	1024/512 Kbps <sup>2</sup>	\$497	\$25	\$453	\$27	\$408	\$32
SE Plus – 768	1536/768 Kbps <sup>2</sup>	\$752	\$49	\$661	\$52	\$570	\$63
SE Plus – 1024	2048/1024 Kbps <sup>2</sup>	\$874	\$64	\$761	\$69	\$597	\$81

**SYMMETRIC Speeds**

SE 128	128/128 Kbps	\$261	\$9	\$250	\$10	\$246	\$12
SE 256	256/256 Kbps	\$291	\$11	\$277	\$12	\$264	\$15
SE 384	384/384 Kbps <sup>1</sup>	\$335	\$15	\$310	\$16	\$286	\$19
SE 512	512/512 Kbps <sup>2</sup>	\$473	\$22	\$420	\$24	\$384	\$28
SE 768	768/768 Kbps <sup>2</sup>	\$720	\$41	\$591	\$45	\$577	\$53
SE 1024	1024/1024 Kbps <sup>2</sup>	\$835	\$55	\$674	\$59	\$586	\$69

**<sup>1</sup> - Requires 1.2 Meter, 1 Watt**

**<sup>2</sup> - Requires 1.2 Meter, 2 Watt**

This is a simple 1 year lease. At the end of the 12 months, the State can purchase the system for \$1.00. Longer term leases are available.

Note; Add \$82/month for Encore VSR-30 inclusion in the package. This does not include router setup.

### **A.2.5 Quantity Equipment Pricing:**

Any equipment bought in quantity will be offered the following discounts;

Equipment packages must be ordered under one purchase order, for installation within 30 days, to be considered a "quantity purchase."

Discount is only available for orders of 10 systems and above.

- 10 System discount is 3%
- 25 system discount is 5%
- 100 system discount is 8%

There is no discount for installations.

### **A.2.6 Quantity Bandwidth Pricing:**

There is no quantity break for shared bandwidth. Contact us for direct satellite bandwidth buys within custom networks.

### **A.3.0 Installation:**

#### **A.3.1 Commercial Building Installation of Basic System (WildBlue):**

Standard Install and Authorization of VSAT;	\$395, all of Missouri
Custom Install and Authorization of VSAT;	\$395, plus \$100/hr and actual material costs
De-installation;	\$195, if lease purchase option is not exercised

#### **A.3.2 Commercial Building Installation of Extended Performance System (SkyEdge EP):**

Standard Install and Authorization of VSAT;	\$695, all of Missouri
Custom Install and Authorization of VSAT;	\$695, plus \$100/hr and actual material costs
De-installation;	\$295, if lease purchase option is not exercised

#### **A.3.3 Customization for unusual situations:**

Painting VSAT system to match building exterior;	\$550
Custom mount fabrication;	\$100/hr and actual material costs
1.2 meter de-icing at installation;	\$750
Extending cable sets past 150';	\$0.50/foot (RG-11 required)

### **A.4.0 Training:**

#### **A.4.1 Training for Ka-band Installation Certification (WildBlue):**

WildBlue certification, 2 day;	\$190, per person, 4 minimum
Consists of web course 1 day, with 1 day of hands on training. Can be provided on site, or in Columbia MO at ODN headquarters.	

#### A.4.2 Training for Ku-band Installation training (SkyEdge EP or iDirect):

SkyEdge EP training, 2 day; \$550, per person, 4 minimum  
 Consists of classroom course 1 day, with 1 day of hands on training. Can be provided on site, or in Columbia MO at ODN headquarters.

#### A.4.3 Customer equipment and IPsec to SkyEdge teleport:

##### Spacenet Managed

VPN Router (Cisco 1841) - <i>Single Router</i>	\$1,600
Cisco SMARTnet 8X5XNBD per year	\$520
One time setup and configuration	\$1,450

##### Customer Managed

VPN appliance Set-up & Configuration ( <i>customer provided</i> )	\$1,450
Monthly Collocation Fee ( <i>per customer provided VPN appliance</i> )	\$145
IPSEC Network Service - 256 Kbps (MRC)	\$249
IPSEC Network Service - 512 Kbps (MRC)	\$349
IPSEC Network Service - 1024 Kbps (MRC)	\$549
IPSEC Network Service - 1544 Kbps (MRC)	\$749
IPSEC Network Service - 2048 Kbps (MRC)	\$849
Incremental on a per 1024 Kbps basis	\$399

#### A.4.4 Spares

.68 cm WildBlue antenna system	\$150
WildBlue DOCSYS modem and power supply with LAN interface, power brick	\$290
.98 cm antenna surface – 3 db additional rain fade margins	\$210
TRIA assembly	\$225
1.2 meter Antenna Channel Master 123 type 2	\$350
NPRM or Wall/Roof Bracket	\$150
<b>2 Watt BUC</b>	\$495
<b>4 Watt BUC</b>	\$795
<b>DRO-LNB</b>	\$95
<b>SkyEdge IP modem with LAN interface</b>	\$995
<b>Encore VSR-30</b> –Provides SLE VPN encryption, HIPPA compliance, VPN over satellite acceleration.	\$795
<b>APC 1500VA UPS</b> (operates VSAT up to 2 hours) APC Smart-UPS / 8 Outlet / 1500VA / 980Watt / UPS	\$495
<b>SkyEdge IP Pro modem</b> ,. With slot for mesh blade card.	\$1,495

**A.4.5 Renewal Option:**

**RENEWALS FOR ACQUISITION OF EQUIPMENT/SERVICES**

**Maximum Increase**

**Minimum Decrease**

1st Renewal Period:	Original price + <u>  0  </u> %	<b>OR</b>	Original price - <u>  0  </u> %
2nd Renewal Period:	Original price + <u>  0  </u> %	<b>OR</b>	Original price - <u>  0  </u> %
3rd Renewal Period:	Original price + <u>  0  </u> %	<b>OR</b>	Original price - <u>  0  </u> %

**RENEWALS FOR SERVICE CONTINUATION OF PREVIOUSLY IMPLEMENTED EQUIPMENT/SERVICES**

**Maximum Increase**

**Minimum Decrease**

1st Renewal Period:	Original price + <u>  5  </u> %	<b>OR</b>	Original price - <u>  0  </u> %
2nd Renewal Period:	Original price + <u>  0  </u> %	<b>OR</b>	Original price - <u>  0  </u> %
3rd Renewal Period:	Original price + <u>  0  </u> %	<b>OR</b>	Original price - <u>  0  </u> %
4th Renewal Period:	Original price + <u>  0  </u> %	<b>OR</b>	Original price - <u>  0  </u> %

My intention is to retain this price for 36 months from the start of the contract.