CMP

Network Computing

Questionnaire

Dear Wireless Carrier,

The following is a questionnaire for evaluating the data services from the nationwide cellular carriers in the US. Our audience consists of technical managers, including CIOs and CTOs of enterprises who are potential customers of your services.

Some of the questions we ask are about current services. Other questions relate to forthcoming capabilities. We realize that only a limited amount of information may be available about future services.

Please respond as per the cover letter attached to this questionnaire. You can edit this document directly to provide your information.

Questions

Technologies. Please list the cellular technologies you currently use in your network? (e.g., GSM, GPRS, EDGE, UMTS, 1xRTT, 1xEV-DO, iDEN, etc.)

Coverage. As of August 1, 2004 (or most recent date for available data), what population coverage (POPS) do you cover with what technology? (For a CDMA2000 carrier, this might be X POPS with 1xRTT, Y POPS with 1x-EV-DO. For a GSM-UMTS carrier, this might be X POPS with GPRS, Y POPS with EDGE, Z POPS with UMTS.)

Next Generation Deployment Plans. Indicate, if possible, how extensive your coverage area (either POPs or metropolitan areas) will be with next 3G cellular technologies (1xEV-DO for CDMA carriers and EDGE and UMTS for GPRS/EDGE/UMTS carriers) by end of 2005 and by end of 2006. If multiple technologies are being deployed, please indicate for each technology.

Data Service Pricing – Enterprise Plans. As of July 1, what is the service pricing of your data plans that are suitable for enterprise applications? (This should include unlimited plans, and higher-volume usage-based plans.(

Pricing Based On Usage Model. Is your pricing the same for a PC Card Modem as it is for a tethered phone connected via Bluetooth, IR or cable?

Consistency of Pricing Across US. For nationwide data plans, is your service pricing consistent across the US. (For example, is the pricing obtained for a subscriber in Seattle the same as for a subscriber in New York?(

Web Optimization. Do you offer optimization of Web traffic as an option? If so, is it client/server, clientless or both?

Value-Added Business Service Offerings. Please list and briefly explain your value-added services for business data connectivity? (This could include items such as optimized e-mail access.)

Network Connectivity. Do you allow enterprise customers to connect to your network other than via the Internet? (For example, do you offer Frame Relay PVCs? Please list all the options.)

Network VPN. Related to the previous questions, for secure connectivity over the Internet, do you allow enterprises to connect to your network using VPN technology over the Internet? (This is a server-to-server VPN connection whose end points are your infrastructure network and the enterprise network. We are not referring to VPNs that terminate on the mobile device.)

Private/Public IP Addresses. Do you offer customers the option of private or public IP addresses for assignment to mobile stations?

Dynamic/Static IP Addresses. Do you offer customers the option of acquiring static IP addresses for their mobile stations?

Airlink Security. Does your network encrypt data communications for over-the-air transmission? If so, what encryption algorithm is used? (If this differs for different wireless technologies that you offer, please indicate for each technology.)

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