

**MAGNET USAGE PRICING TABLE FOR EXTERNAL ENTITIES**

**State Pricing**

MAGNET SERVICE BANDWIDTHS (QMOE SPEEDS)	NAME OF SERVICE IN AMS	MAGNET USAGE PRICE	Dollars due Black Box monthly	Dollars due for State Infrastructure monthly
		<b>Dollars due Black Box + Dollars due for State Infrastructure</b>		
5 Mbps	Magnet Usage--5 Mbps	\$450.36	\$324.26	\$126.10
10 Mbps	Magnet Usage--10 Mbps	\$502.84	\$321.82	\$181.02
20 Mbps	Magnet Usage--20 Mbps	\$513.03	\$318.08	\$194.95
30 Mbps	Magnet Usage--30 Mbps	\$526.14	\$320.95	\$205.20
40 Mbps	Magnet Usage--40 Mbps	\$533.43	\$314.72	\$218.71
50 Mbps	Magnet Usage--50 Mbps	\$546.55	\$327.93	\$218.62
60 Mbps	Magnet Usage--60 Mbps	\$582.98	\$343.96	\$239.02
70 Mbps	Magnet Usage--70 Mbps	\$619.42	\$365.46	\$253.96
80 Mbps	Magnet Usage--80 Mbps	\$655.86	\$367.28	\$288.58
90 Mbps	Magnet Usage--90 Mbps	\$692.29	\$380.76	\$311.53
100 Mbps	Magnet Usage--100 Mbps	\$728.73	\$393.51	\$335.22
200 Mbps	Magnet Usage--200 Mbps	\$1,020.22	\$489.71	\$530.52
300 Mbps	Magnet Usage--300 Mbps	\$1,311.71	\$603.39	\$708.33
400 Mbps	Magnet Usage--400 Mbps	\$1,603.21	\$705.41	\$897.80
500 Mbps	Magnet Usage--500 Mbps	\$1,894.70	\$795.77	\$1,098.92
600 Mbps	Magnet Usage--600 Mbps	\$2,186.19	\$874.48	\$1,311.71
700 Mbps	Magnet Usage--700 Mbps	\$2,477.68	\$941.52	\$1,536.16
800 Mbps	Magnet Usage--800 Mbps	\$2,769.17	\$996.90	\$1,772.27
900 Mbps	Magnet Usage--900 Mbps	\$3,060.67	\$1,101.84	\$1,958.83
1 Gbps	Magnet Usage--1 Gbps	\$3,352.16	\$1,206.78	\$2,145.38

**1.0 Introduction**

The purpose of this document is to define the amount to be charged to external entities that are not AZNet seat customers for the use of Magnet-2, Magnet-2.1 and the other AZNet data facilities (called, Magnet services) for the purposes of exchanging data with state agencies. This document assumes this is applicable to the use of existing shared bandwidth services to the state mall and Tucson complex without quality of service (i.e., guaranteed bandwidth) and the external entities can not communicate with other external entities (i.e., only external to state agencies). This is not applicable to voice, video or other services, nor is it applicable to external entities connecting outside of the existing MAGNET 2/2.1 nodes.

**2.0 Items Affecting the Cost and Price of Service**

There are several elements or factors affecting the price and cost of use of Magnet services:

1. Carrier and other carrier-like recurring charges such as the Magnet-2 recurring fiber charges
2. Carrier WAN circuit charges that are part of the Shared Carrier Charges (i.e. each AZNet agency pays a percent of
  - a. Item 1 is actually included in item 2 in the AZNet invoice
  - b. This would be charged to a Magnet user external entity because once on Magnet, the user can travel anywhere on

3. Cost to invoice the external entity every month
4. Cost to maintain the inventory of the equipment and facilities used by the external entity
5. Cost to maintain the equipment used to support Magnet and the rest of the shared data network
6. Program Management cost to deal with another external entity
7. The carrier cost that would be incurred by the external entity to obtain similar services

The cost for all these items must be recovered within the cost for this service.

### **3.0 Method of Determining Price**

The preferred method for determining the price for use of Magnet by external entities is called the Marketplace Method, and this is explained below.

#### ***3.1 Price in the Marketplace Method***

Using this method we determine a comparable service in the marketplace, determine a fair price for that service, Accenture believes that a comparable service is Qwest QMOE service. This service is comparable because, like We propose to charge 90% of the QMOE monthly recurring rate for usage of Magnet. The price for Magnet usage is Thus, the proposed AZNet charge for use of Magnet is the MAGNET USAGE PRICE column in the chart below, for each speed available. The "Accenture Fees" columns show the dollars from the Magnet charge that shall be paid to Accenture on a dollar and percentage basis. There will also be a one time setup charge shown by the NON RECURRING column in the chart.