

Buisness Case Motorola Canopy

CPE Cost **\$679.88**

Base Staion Cost **\$1,251.21**

Sunbscription Rate Per Month **\$ 45.00**

Assumptions

On - Air Base Station Capacity 11 mbs
 On - Air Overhead 20%
 Actual Base Station Capacity 7 mbs

Subscribers Per Base 250
 Oversubscription Ratio 10:01
 Throughput per user 400K

Setup

	2	4	6
Number of Base Station Radios			
Base Station Cost	\$2,502.42	\$5,004.84	\$7,507.26
Customer Per Base Station	500	1000	1500
Base Cost per Customer	\$5.00	\$5.00	\$5.00
CPE Cost Per Customer	\$679.88	\$679.88	\$679.88
Mangement Software Cost per Customer			
One Year Operating Costs Per Customer	\$200.00	\$180.00	\$160.00
Hardware Cost Per Customer	\$684.88	\$684.88	\$684.88
Total Hardware and Operating Cost per Customer 1st year	\$884.88	\$864.88	\$844.88

Revenues Per Customer per year

Installation	\$200.00	\$200.00	\$200.00
Monthly Sub Fee	\$45.00	\$45.00	\$45.00
Subscription Fees	\$540.00	\$540.00	\$540.00
Year 1 Revenues	\$55.12	\$55.12	\$55.12

Breakeven Point (Months) 15.2 14.8 14.3