

Buisness Case Motorola WiLan Ultima 3

CPE Cost **\$748.00**

Base Staion Cost **\$3,452.00**

Sunbscription Rate Per Month **\$ 75.00**

Assumptions

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

Subscribers Per Base **500**
 Oversubscription Ratio
 Throughput per user 1.5 mbs

Setup

	2	4	6
Number of Base Station Radios			
Base Station Cost	\$6,904.00	\$13,808.00	\$20,712.00
Customer Per Base Station	1000	2000	3000
Base Cost per Customer	\$6.90	\$6.90	\$6.90
CPE Cost Per Customer	\$748.00	\$748.00	\$748.00
Mangement Software Cost per Customer			

One Year Operating Costs Per Customer	\$200.00	\$180.00	\$160.00
Hardware Cost Per Customer	\$754.90	\$754.90	\$754.90

Total Hardware and Operating Cost per Customer 1st year	\$954.90	\$934.90	\$914.90
--	----------	----------	----------

Revenues Per Customer per year

Installation	\$200.00	\$200.00	\$200.00
Monthly Sub Fee	\$75.00	\$75.00	\$75.00
Subscription Fees	\$900.00	\$900.00	\$900.00

Year 1 Revenues	\$345.10	\$345.10	\$345.10
------------------------	----------	----------	----------

Breakeven Point (Months)	10.1	9.8	9.5
---------------------------------	------	-----	-----