

Proposed VITA rates for new service offerings by Northrop Grumman

Services by Category	Unit of Measure	NG resource unit charge	NG fixed direct fees	NG shared services fees	NG account management fees	VITA administrative expenses	Proposed VITA rate	Current VITA rate where applicable
Personal Computers								
Standard Desktop - 5 year refresh - service option 1	per desktop	\$32.71	\$2.66	\$35.85	\$6.41	\$8.54	\$86.17	\$86.90
Standard Desktop - 5 year refresh - service option 2	per desktop	\$9.24	\$2.66	\$35.85	\$4.30	\$5.73	\$57.77	\$66.94
Standard Desktop - 5 year refresh - service option 3	per desktop	\$23.47	\$0.00	\$16.87	\$3.63	\$4.84	\$48.80	\$42.35
Premium Desktop - 5 year refresh - service option 1	per desktop	\$40.46	\$3.29	\$44.34	\$7.93	\$10.56	\$106.58	
Premium Desktop - 5 year refresh - service option 2	per desktop	\$9.24	\$2.66	\$35.85	\$4.30	\$5.73	\$57.77	
Premium Desktop - 5 year refresh - service option 3	per desktop	\$31.22	\$0.00	\$25.36	\$5.09	\$6.78	\$68.46	
Standard Laptop - 5 year refresh - service option 1	per laptop	\$41.03	\$3.34	\$44.97	\$8.04	\$10.71	\$108.09	\$121.99
Standard Laptop - 5 year refresh - service option 2	per laptop	\$9.73	\$3.34	\$44.97	\$5.22	\$6.96	\$70.22	\$85.33
Standard Laptop - 5 year refresh - service option 3	per laptop	\$31.30	\$0.00	\$25.45	\$5.11	\$6.80	\$68.66	\$62.59
Premium Laptop - 5 year refresh - service option 1	per laptop	\$48.72	\$3.96	\$53.40	\$9.55	\$12.72	\$128.34	
Premium Laptop - 5 year refresh - service option 2	per laptop	\$9.73	\$3.34	\$44.97	\$5.22	\$6.96	\$70.22	
Premium Laptop - 5 year refresh - service option 3	per laptop	\$38.99	\$0.00	\$33.88	\$6.56	\$8.74	\$88.16	
Peripheral bundle for laptops	per bundle	\$9.97	\$0.40	\$0.00	\$0.93	\$1.24	\$12.55	
PC Encryption	per PC	\$14.95	\$0.61	\$0.00	\$1.40	\$1.87	\$18.83	
Data Network								
Managed Router – 64Kbps	per router	\$188.58	\$16.97	\$0.00	\$18.50	\$24.65	\$248.70	
Managed Router – 128Kbps	per router	\$569.80	\$51.28	\$0.00	\$55.90	\$74.47	\$751.45	
Managed Router – 256Kbps	per router	\$600.74	\$54.07	\$0.00	\$58.93	\$78.51	\$792.25	
Managed Router – 512Kbps	per router	\$625.79	\$56.32	\$0.00	\$61.39	\$81.79	\$825.29	
Managed Router – 768Kbps	per router	\$813.57	\$73.22	\$0.00	\$79.81	\$106.33	\$1,072.93	
Managed Router – 1.536Mbps	per router	\$940.28	\$84.63	\$0.00	\$92.24	\$122.89	\$1,240.03	
Managed Router – 3.072Mbps	per router	\$1,945.34	\$175.08	\$0.00	\$190.84	\$254.24	\$2,565.50	
Managed Router – 6.144Mbps	per router	\$3,123.97	\$281.16	\$0.00	\$306.46	\$408.27	\$4,119.86	
Managed Router – 45Mbps	per router	\$5,370.73	\$483.37	\$0.00	\$526.87	\$701.91	\$7,082.87	
Voice - VOIP								
VoIP Service Initiation	per install	\$50.00	\$0.00	\$0.00	\$4.50	\$6.54	\$61.04	
VoIP Basic Phone Set	per phone	\$18.09	\$0.00	\$0.00	\$1.63	\$2.37	\$22.08	
VoIP Standard Phone Set	per phone	\$22.53	\$0.00	\$0.00	\$2.03	\$2.95	\$27.50	
VoIP Enhanced Phone Set	per phone	\$24.80	\$0.00	\$0.00	\$2.23	\$3.24	\$30.28	
VoIP Receptionist Phone Set	per phone	\$57.93	\$0.00	\$0.00	\$5.21	\$7.58	\$70.72	

Proposed VITA rates for new service offerings by Northrop Grumman

Services by Category	Unit of Measure	NG resource unit charge	NG fixed direct fees	NG shared services fees	NG account management fees	VITA administrative expenses	Proposed VITA rate	Current VITA rate where applicable
VoIP Conference Phone Set	per phone	\$35.63	\$0.00	\$0.00	\$3.21	\$4.66	\$43.49	
VoIP IMAC	per occurrence	\$10.00	\$0.00	\$0.00	\$0.90	\$1.31	\$12.21	
Unified Messaging Feature	per occurrence	\$1.75	\$0.00	\$0.00	\$0.16	\$0.23	\$2.14	
Attendant Console Feature	per occurrence	\$30.00	\$0.00	\$0.00	\$2.70	\$3.92	\$36.62	
Voice - Audio and data conferencing								
Reservationless Audio Conferencing - Tier I	per minute	\$0.037	\$0.00	\$0.0011	\$0.0034	\$0.0050	\$0.047	* \$0.06
Reservationless Audio Conferencing - Tier II	per minute	\$0.034	\$0.00	\$0.0010	\$0.0032	\$0.0046	\$0.043	* \$0.06
Reservationless Audio Conferencing - Tier III	per minute	\$0.031	\$0.00	\$0.0009	\$0.0029	\$0.0042	\$0.039	* \$0.06
Operator Assisted Audio Conferencing	per minute	\$0.149	\$0.00	\$0.0045	\$0.0138	\$0.0201	\$0.187	
Special Event Audio Conferencing	per minute	\$0.221	\$0.00	\$0.0066	\$0.0205	\$0.0298	\$0.278	
Conference Record Option	per minute	\$0.032	\$0.00	\$0.0010	\$0.0030	\$0.0043	\$0.040	
Audio Conferencing - No Show Fee	per participant	\$6.000	\$0.00	\$0.1800	\$0.5562	\$0.8083	\$7.545	
Audio Conferencing - Approved Participant List	per participant	\$3.000	\$0.00	\$0.0900	\$0.2781	\$0.4042	\$3.772	
Meeting Center Data Conferencing	per minute	\$0.161	\$0.00	\$0.0048	\$0.0149	\$0.0217	\$0.202	
Meeting Center Data Conferencing - Tier I	per user	\$152.00	\$0.00	\$4.5600	\$14.0904	\$20.4780	\$191.13	
Meeting Center Data Conferencing - Tier II	per user	\$128.00	\$0.00	\$3.8400	\$11.8656	\$17.2447	\$160.95	
Meeting Center Data Conferencing - Tier III	per user	\$117.00	\$0.00	\$3.5100	\$10.8459	\$15.7627	\$147.12	
Meeting Center Data Conferencing - Tier IV	per user	\$99.00	\$0.00	\$2.9700	\$9.1773	\$13.3377	\$124.48	
Meeting Center Data Conferencing - Tier V	per user	\$93.00	\$0.00	\$2.7900	\$8.6211	\$12.5293	\$116.94	
Meeting Center Data Conferencing - Tier VI	per user	\$87.00	\$0.00	\$2.6100	\$8.0649	\$11.7210	\$109.40	
* \$0.06 per minute is the minimum charge customers incur today for audio teleconferencing assuming no additional features such as toll free or long distance are utilized.								
Wireless services - Verizon								
200 Anytime	per unit	\$28.34	\$0.00	\$0.00	\$2.55	\$3.71	\$34.60	
450 Anytime	per unit	\$32.39	\$0.00	\$0.00	\$2.92	\$4.24	\$39.54	
900 Anytime	per unit	\$48.59	\$0.00	\$0.00	\$4.37	\$6.36	\$59.32	
2,000 Anytime	per unit	\$80.99	\$0.00	\$0.00	\$7.29	\$10.59	\$98.87	
BB Unlimited WEB + 200 Anytime	per unit	\$74.21	\$0.00	\$0.00	\$6.68	\$9.71	\$90.60	
BB Unlimited WEB + 450 Anytime	per unit	\$78.26	\$0.00	\$0.00	\$7.04	\$10.24	\$95.54	
BB Unlimited WEB + 900 Anytime	per unit	\$94.46	\$0.00	\$0.00	\$8.50	\$12.36	\$115.32	
BB Unlimited WEB + 2,000 Anytime	per unit	\$126.86	\$0.00	\$0.00	\$11.42	\$16.59	\$154.87	
Unlimited wireless laptop or PDA	per unit	\$58.12	\$0.00	\$0.00	\$5.23	\$7.60	\$70.95	

Proposed VITA rates for new service offerings by Northrop Grumman

Services by Category	Unit of Measure	NG resource unit charge	NG fixed direct fees	NG shared services fees	NG account management fees	VITA administrative expenses	Proposed VITA rate	Current VITA rate where applicable
Unlimited wireless laptop or PDA - Public Safety	per unit	\$48.59	\$0.00	\$0.00	\$4.37	\$6.36	\$59.32	
411 Directory Fee	per call	\$1.93	\$0.00	\$0.00	\$0.17	\$0.25	\$2.36	
BB Teathering feature	per unit	\$17.44	\$0.00	\$0.00	\$1.57	\$2.28	\$21.29	
Wireless services - AT&T								
450 Anytime	per unit	\$26.28	\$0.00	\$0.00	\$2.37	\$3.44	\$32.08	\$39.99
900 Anytime	per unit	\$39.43	\$0.00	\$0.00	\$3.55	\$5.16	\$48.14	\$59.99
2,000 Anytime	per unit	\$65.72	\$0.00	\$0.00	\$5.91	\$8.60	\$80.23	\$99.99
BB Unlimited WEB + 450 Anytime	per unit	\$69.45	\$0.00	\$0.00	\$6.25	\$9.08	\$84.78	\$84.98
BB Unlimited WEB + 900 Anytime	per unit	\$82.60	\$0.00	\$0.00	\$7.43	\$10.80	\$100.84	\$104.98
BB Unlimited WEB + 2,000 Anytime	per unit	\$108.89	\$0.00	\$0.00	\$9.80	\$14.24	\$132.93	\$144.98
Unlimited wireless laptop or PDA	per unit	\$55.79	\$0.00	\$0.00	\$5.02	\$7.30	\$68.11	\$69.99
411 Directory Fee	per call	\$1.93	\$0.00	\$0.00	\$0.17	\$0.25	\$2.36	\$1.75
BB Teathering feature	per unit	\$23.24	\$0.00	\$0.00	\$2.09	\$3.04	\$28.37	
Wireless services - Spint / Nextel								
200 Anytime	per unit	\$22.76	\$0.00	\$0.00	\$2.05	\$2.98	\$27.79	\$25.49
450 Anytime	per unit	\$30.35	\$0.00	\$0.00	\$2.73	\$3.97	\$37.05	
900 Anytime	per unit	\$45.53	\$0.00	\$0.00	\$4.10	\$5.96	\$55.58	\$50.99
2,000 Anytime	per unit	\$75.90	\$0.00	\$0.00	\$6.83	\$9.93	\$92.66	\$84.99
Unlimited Anytime	per unit	\$156.39	\$0.00	\$0.00	\$14.08	\$20.46	\$190.92	\$169.99
BB Unlimited WEB + 200 Anytime	per unit	\$64.85	\$0.00	\$0.00	\$5.84	\$8.48	\$79.17	\$67.98
BB Unlimited WEB + 450 Anytime	per unit	\$72.44	\$0.00	\$0.00	\$6.52	\$9.48	\$88.43	
BB Unlimited WEB + 900 Anytime	per unit	\$87.62	\$0.00	\$0.00	\$7.89	\$11.46	\$106.97	\$93.48
BB Unlimited WEB + 2,000 Anytime	per unit	\$117.99	\$0.00	\$0.00	\$10.62	\$15.43	\$144.04	\$127.48
BB Unlimited WEB + Unlimited Anytime	per unit	\$198.48	\$0.00	\$0.00	\$17.86	\$25.96	\$242.30	\$212.48
Unlimited wireless laptop or PDA	per unit	\$47.65	\$0.00	\$0.00	\$4.29	\$6.23	\$58.17	\$59.99
411 Directory Fee	per call	\$1.93	\$0.00	\$0.00	\$0.17	\$0.25	\$2.36	
Wireless overage fee - all plans	per minute	\$0.15	\$0.00	\$0.0000	\$0.01	\$0.02	\$0.18	\$0.35
Security								
Managed firewall – ≤10 Users / ≤45Mbps	per firewall	\$66.31	\$5.97	\$0.00	\$6.51	\$8.67	\$87.45	
Managed firewall – Unlimited Users / ≤45Mbps	per firewall	\$88.52	\$7.97	\$1.00	\$8.68	\$11.68	\$117.85	