



BUDGETARY QUOTATION

Customer: STS -FTTH Grant Project 612 Homes Passed
Location: Oklahoma
Quotation Date: 29-Sep-21

Quote Number:
Delivery: TBD
Prices FCA: Origin

Equipment: Nokia Fixed Network Equipment - 612 homes passed @ 80% take rate

Fixed Network Equipment Summary

OLTs

Part Number	MNEM	Description	Quantity	Sale Price	Extended Price
OLT Starter Kits					
3HG01616HB	Kit	Redundant Horiz mounted FX-8 with 2-FANT-H, L3 License. Each Node includes:	1	\$8,210.00	\$8,210.00
3FE64936BB	incl. in 3HG00TBDHB	7360 ISAM FX-8 shelf (ANSI variant), 48V only, incl. BFAN unit	1		
3FE67300AA	incl. in 3HG00TBDHB	FX-8 Horizontal mounting kit for 19" or 23" rack	1		
3FE61087EB	incl. in 3HG00TBDHB	Fiber Routing Kit for ANSI FX-8	1		
3FE74828BB	incl. in 3HG00TBDHB	7360 ISAM FX 2600Gbps NT with network clock synchronization capabilities and 2 additional 1G/10G front ports, without SFPs (ANSI variant)...CO Hardened	2		
3FE65651BA	incl. in 3HG00TBDHB	Filler Panel for NTIO and LT, no pre-cabling	8		
3MV00468AAAA	incl. in 3HG00TBDHB	7360 L3 PER PORT FEE - Layer 3 RTU	2		

OPTIONAL OLT model that can be installed in 19in rack 1RU

AC Powered DF-16GW

3HG01345AD	Kit	7362 DF-16GW AC Powered . Each Bundle includes:	0	\$5,570.00	
3FE45632AA		7362 ISAM DF-16GW with AC power supply, incl. Fan Unit	1		
3FE72997AA		7362 DF-16GW Dust Filter	1		
3FE72995AA		7362 DF-16GW 19" Mounting Kit	1		
3FE72996AA		7362 DF-16GW 23" Mounting Kit	1		
3FE73552AA		7362 DF-16GW AC Power Cable (3m, with ANSI wall plug connector)	1		
				Total ISAM Hardware	\$8,210.00

Line Cards and Optics

Part Number	MNEM	Description	Quantity	Sale Price	Extended Price
NT Optics					
3FE62600AA	10G-LR	SFP+ Pluggable Optical Module, 10GE LR SM 1310nm, -40°C to +85°C, Duplex LC connector, 10km (6.2dB)	2	\$98.00	\$196.00
3FE73401AA	QSFP-SR4	100Gbase-SR4, QSFP28, C-temp, MMF, 100m			
3FE73400AA	QSFP-LR4	100Gbase-LR4, QSFP28, C-temp, SMF, 10km			



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3FE71782AA CFP4 100G BASE-LR4 CFP4 C-temp SMF 10km
3FE71994AA CFP4 100G BASE-SR4 CFP4 C-temp 850nm MMF 100m

Additional Line Cards

3FE74981AA FWLT-C ISAM FX 16port XGS-PON line card 1 \$7,900.00 \$7,554.38

MPM Optics

3FE47581AB SFP Cage XGS-PON/GPON MPM B+ (28 dB), C-temp
3FE47581BB SFP Cage XGS-PON/GPON MPM C+ (32 dB), C-temp
3FE47581AF SFP Cage XGS-PON/GPON MPM B+ (28 dB), E-Temp
3FE47581BF SFP Cage XGS-PON/GPON MPM C+ (32 dB), E-Temp
3FE47581AD SFP Cage XGS-PON/GPON MPM B+ (28 dB), I-Temp 15 \$329.00 \$5,033.70
3FE47581BD SFP Cage XGS-PON/GPON MPM C+ (32 dB), I-Temp
3FE47581CB SFP Cage XGS-PON/GPON MPM C++ (34 dB), C-Temp

Layer 3 License

3MV00468AAAA L3 fee Layer 3 Right to use License (per OLT) 0 \$2,000.00

Sub Total OLTs \$29,204.08

ONTs

Table with 7 columns: Part Number, MNEM, Description, Quantity, Sale Price, Extended Price. Row 1: 3FE56089AA, G-010G-A, G-010G-A,US Plug,GPON ONT,1xGE UNI, 490, \$69.00, \$33,782.40

Sub Total ONTs \$33,782.40



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Element Management Software

Table with 6 columns: Part Number, MNEM, Description, Quantity, Sale Price, Extended Price. Includes rows for 5520 AMS Bundle with 3 Year Contract and Software Subscription Plan.

Services

Table with 6 columns: Part Number, MNEM, Description, Quantity, Sale Price, Extended Price. Includes rows for New Product Introduction and Project Management.



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Sub Total Services \$27,395.34

Maintenance

Part Number	MNEM	Description	Quantity	Sale Price	Extended Price
301013249	TS Gold	Technical Support - Gold YR1	1	\$1,600.95	\$1,600.95
301013249	TS Gold	Technical Support - Gold YR2	1	\$1,600.95	\$1,600.95
301013249	TS Gold	Technical Support - Gold YR3	1	\$1,600.95	\$1,600.95
300426210	RFR	Repair for Return YR1 (SLA for HW warranty is 90 days)	1	\$511.07	\$511.07
300426210	RFR	Repair for Return YR2	1	\$584.08	\$584.08
300426210	RFR	Repair for Return YR3	1	\$584.08	\$584.08
300426228	AED	Advanced Exchange Delivery YR1	0	\$963.73	
300426228	AED	Advanced Exchange Delivery YR2	0	\$963.73	
300426228	AED	Advanced Exchange Delivery YR3	0	\$963.73	

Sub Total Maintenance \$6,482.09

Grand Total \$114,207.90

	Ext Sale Price
OLTs	\$29,204.08
ONTs	\$33,782.40
Element Management Software	\$17,344.00
Services	\$27,395.34
Maintenance	\$6,482.09
Grand Total	\$114,207.90



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Pricing Notes

- Pricing levels are volume based and assume commitment for the total number of OLT and ONT shown
- Pricing is valid for 60 days
- Pricing does not include EF&I
- Hardware warranty is 1 year
- Software warranty is 90 days
- Pricing per Nokia Standard Terms and Conditions
- Server(s) for the 5520 AMS are not included in pricing
- Delivery intervals average (12) weeks from receipt of purchase order, providing the equipment was forecasted roughly 4 months in advance. Delivery intervals for unforecasted material may be up to 6 months or greater. Formal delivery dates will be provided 72 hours after receipt of order.
- Software pricing assumes a SSP (Software Subscription Plan) is executed. SSP charges will be billed annually, based on number of deployed ONTs and requires a 3 yr contract.
- SW and customer documentation are downloaded at no charge from CARES.
- Technical support is for the OLT, AMS, and ONTs.
- Repair services are for OLT equipment only.
- Maintenance pricing assumes customers completes Nokia certification program within 60 days of submitting PO.
- This pricing is for Layer 2 licenses only – it does not include any Right to Use (RTU) for Layer 3, MPLS features and associated enhanced features.