Form No. DMB 234 (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

July 31, 2008

CHANGE NOTICE NO. 6
TO
CONTRACT NO. 071B7200308
(replaces 071B9000378)
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Sprint Solutions Inc.** **2001 Edmund Halley Drive** **Reston, VA 20191** **Attn: Law Dept. – Public Sector** **NAME AND ADDRESS FOR SPRINT INVOICE REMITTANCE:** **JP Morgan Chase** **PO Box 219554** **Dallas, TX 75320** **Attn: Rit Logan (Phone 972-405-6076)** **NAME AND ADDRESS FOR NEXTEL INVOICE REMITTANCE:** **Nextel West Corp.** **PO Box 4181** **Carol Stream, IL 61097-4181** **Email: Paul.Tisch@sprint.com**	TELEPHONE: Paul Tisch **(248) 866-1532** VENDOR NUMBER/MAIL CODE BUYER/CA (517) 335-4804 Douglas S. Collier
Contract Compliance Inspector: Jack Harris **Sprint/Nextel Communication Units/Training Service – STATEWIDE**	
CONTRACT PERIOD: From: **July 23, 2007** To: **August 31, 2008**	
TERMS NA	SHIPMENT NA
F.O.B. **NA**	SHIPPED FROM **NA**
MINIMUM DELIVERY REQUIREMENTS	
MISCELLANEOUS INFORMATION:	

NATURE OF CHANGE(S):

This contract is hereby EXTENDED to August 31, 2008. All other terms and conditions are to remain the same.

AUTHORITY/REASON(S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAIMS: $3,963,584.40

Form No. DMB 234 (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 27, 2008

CHANGE NOTICE NO. 5
TO
CONTRACT NO. 071B7200308
(replaces 071B9000378)
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Sprint Solutions Inc.** **2001 Edmund Halley Drive** **Reston, VA 20191** **Attn: Law Dept. – Public Sector** **NAME AND ADDRESS FOR SPRINT INVOICE REMITTANCE:** **JP Morgan Chase** **PO Box 219554** **Dallas, TX 75320** **Attn: Rit Logan (Phone 972-405-6076)** **NAME AND ADDRESS FOR NEXTEL INVOICE REMITTANCE:** **Nextel West Corp.** **PO Box 4181** **Carol Stream, IL 61097-4181** **Email: Paul.Tisch@sprint.com**	TELEPHONE: Paul Tisch **(248) 866-1532** VENDOR NUMBER/MAIL CODE BUYER/CA (517) 335-4804 Douglas S. Collier
Contract Compliance Inspector: Jack Harris **Sprint/Nextel Communication Units/Training Service – STATEWIDE**	
CONTRACT PERIOD: From: **July 23, 2007** To: **July 30, 2008**	
TERMS NA	SHIPMENT NA
F.O.B. **NA**	SHIPPED FROM **NA**
MINIMUM DELIVERY REQUIREMENTS	
MISCELLANEOUS INFORMATION:	

NATURE OF CHANGE(S):

This contract is hereby EXTENDED to July 30, 2008. All other terms and conditions are to remain the same.

AUTHORITY/REASON(S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAIMS: $3,963,584.40

Form No. DMB 234 (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

May 14, 2008

CHANGE NOTICE NO. 4
TO
CONTRACT NO. 071B7200308
(replaces 071B9000378)
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Sprint Solutions Inc.** **2001 Edmund Halley Drive** **Reston, VA 20191** **Attn: Law Dept. – Public Sector** **NAME AND ADDRESS FOR SPRINT INVOICE REMITTANCE:** **JP Morgan Chase** **PO Box 219554** **Dallas, TX 75320** **Attn: Rit Logan (Phone 972-405-6076)** **NAME AND ADDRESS FOR NEXTEL INVOICE REMITTANCE:** **Nextel West Corp.** **PO Box 4181** **Carol Stream, IL 61097-4181** **Email: Paul.Tisch@sprint.com**	TELEPHONE: Paul Tisch **(248) 866-1532** VENDOR NUMBER/MAIL CODE BUYER/CA (517) 335-4804 Douglas S. Collier
Contract Compliance Inspector: Jack Harris **Sprint/Nextel Communication Units/Training Service – STATEWIDE**	
CONTRACT PERIOD: From: **July 23, 2007** To: **June 30, 2008**	
TERMS NA	SHIPMENT NA
F.O.B. **NA**	SHIPPED FROM **NA**
MINIMUM DELIVERY REQUIREMENTS	
MISCELLANEOUS INFORMATION:	

NATURE OF CHANGE(S):

This contract is hereby EXTENDED to June 30, 2008. All other terms and conditions are to remain the same.

AUTHORITY/REASON(S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAIMS: $3,963,584.40

Form No. DMB 234 (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

April 1, 2008

CHANGE NOTICE NO. 3
TO
CONTRACT NO. 071B7200308
(replaces 071B9000378)
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Sprint Solutions Inc.** **2001 Edmund Halley Drive** **Reston, VA 20191** **Attn: Law Dept. – Public Sector** **NAME AND ADDRESS FOR SPRINT INVOICE REMITTANCE:** **JP Morgan Chase** **PO Box 219554** **Dallas, TX 75320** **Attn: Rit Logan (Phone 972-405-6076)** **NAME AND ADDRESS FOR NEXTEL INVOICE REMITTANCE:** **Nextel West Corp.** **PO Box 4181** **Carol Stream, IL 61097-4181** **Email: Paul.Tisch@sprint.com**	TELEPHONE: Paul Tisch **(248) 866-1532** VENDOR NUMBER/MAIL CODE BUYER/CA (517) 335-4804 Douglas S. Collier
Contract Compliance Inspector: Jack Harris **Sprint/Nextel Communication Units/Training Service – STATEWIDE**	
CONTRACT PERIOD: From: **July 23, 2007** To: **May 15, 2008**	
TERMS NA	SHIPMENT NA
F.O.B. **NA**	SHIPPED FROM **NA**
MINIMUM DELIVERY REQUIREMENTS	
MISCELLANEOUS INFORMATION:	

NATURE OF CHANGE(S):

This contract is hereby EXTENDED to May 15, 2008. All other terms and conditions are to remain the same.

AUTHORITY/REASON(S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAIMS: $3,963,584.40

Form No. DMB 234 (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

February 14, 2008

CHANGE NOTICE NO. 2
TO
CONTRACT NO. 071B7200308
(replaces 071B9000378)
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Sprint Solutions Inc.** **2001 Edmund Halley Drive** **Reston, VA 20191** **Attn: Law Dept. – Public Sector**	TELEPHONE: Paul Tisch **(248) 866-1532** VENDOR NUMBER/MAIL CODE
NAME AND ADDRESS FOR SPRINT INVOICE REMITTANCE: **JP Morgan Chase** **PO Box 219554** **Dallas, TX 75320** **Attn: Rit Logan (Phone 972-405-6076)** **NAME AND ADDRESS FOR NEXTEL INVOICE REMITTANCE:** **Nextel West Corp.** **PO Box 4181** **Carol Stream, IL 61097-4181** **Email: Paul.Tish@sprint.com**	BUYER/CA (517) 335-4804 Douglas S. Collier
Contract Compliance Inspector: Jack Harris **Sprint/Nextel Communication Units/Training Service – STATEWIDE**	
CONTRACT PERIOD: From: **July 23, 2007** To: **March 31, 2008**	
TERMS NA	SHIPMENT NA
F.O.B. **NA**	SHIPPED FROM **NA**
MINIMUM DELIVERY REQUIREMENTS	
MISCELLANEOUS INFORMATION:	

NATURE OF CHANGE(S):

This contract is hereby EXTENDED to March 31, 2008. All other terms and conditions are to remain the same.

AUTHORITY/REASON(S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAIMS: $3,963,584.40

Form No. DMB 234 (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

December 26, 2007

CHANGE NOTICE NO. 1
TO
CONTRACT NO. 071B7200308
(replaces 071B9000378)
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Sprint Solutions Inc.** **2001 Edmund Halley Drive** **Reston, VA 20191** **Attn: Law Dept. – Public Sector**	TELEPHONE: Paul Tisch **(248) 866-1532** VENDOR NUMBER/MAIL CODE
NAME AND ADDRESS FOR SPRINT INVOICE REMITTANCE: **JP Morgan Chase** **PO Box 219554** **Dallas, TX 75320** **Attn: Rit Logan (Phone 972-405-6076)** **NAME AND ADDRESS FOR NEXTEL INVOICE REMITTANCE:** **Nextel West Corp.** **PO Box 4181** **Carol Stream, IL 61097-4181** **Email: Paul.Tish@sprint.com**	BUYER/CA (517) 335-4804 Douglas S. Collier

Contract Compliance Inspector: Jack Harris
Sprint/Nextel Communication Units/Training Service – STATEWIDE

CONTRACT PERIOD: From: **July 23, 2007**	To: **February 15, 2008**
TERMS NA	SHIPMENT NA
F.O.B. **NA**	SHIPPED FROM **NA**
MINIMUM DELIVERY REQUIREMENTS	
MISCELLANEOUS INFORMATION:	

NATURE OF CHANGE(S):

This contract is hereby EXTENDED to February 15, 2008. All other terms and conditions are to remain the same.

AUTHORITY/REASON(S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAIMS: $3,963,584.40

Form No. DMB 234 (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Contract will not be executed unless form is filed

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

July 24, 2007

NOTICE
OF
CONTRACT NO. 071B7200308
(replaces 071B9000378)
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Sprint Solutions Inc.** **2001 Edmund Halley Drive** **Reston, VA 20191** **Attn: Law Dept. – Public Sector** **NAME AND ADDRESS FOR SPRINT INVOICE REMITTANCE:** **JP Morgan Chase** **PO Box 219554** **Dallas, TX 75320** **Attn: Rit Logan (Phone 972-405-6076)** **NAME AND ADDRESS FOR NEXTEL INVOICE REMITTANCE:** **Nextel West Corp.** **PO Box 4181** **Carol Stream, IL 61097-4181** **Email: Michelle.M.Zgliczynski@sprint.com**	TELEPHONE: Michelle M. Zgliczynski **(517) 775-3564** VENDOR NUMBER/MAIL CODE BUYER/CA (517) 335-4804 Douglas S. Collier

Contract Compliance Inspector: Jack Harris
Sprint/Nextel Communication Units/Training Service – STATEWIDE

CONTRACT PERIOD: From: **July 23, 2007**	To: **December 31, 2007**
TERMS NA	SHIPMENT NA
F.O.B. **NA**	SHIPPED FROM **NA**
MINIMUM DELIVERY REQUIREMENTS	
MISCELLANEOUS INFORMATION:	

Estimated Contract Value: $2,800,000.00

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
PURCHASING OPERATIONS
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

December 13, 2006

CHANGE NOTICE NO. 24
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR	TELEPHONE Richard VanBuskirk **(810) 217-0479**
Nextel West Corp. **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334** **richard.vanbuskirk@nextel.com** **joel.bell@nextel.com**	VENDOR NUMBER/MAIL CODE **(2) 84-1116272 (016)** BUYER/CA (517) 335-4804 **Doug Collier**

Contract Compliance Inspector: Jack Harris
Nextel Communication Units/Training/Service - All State Agencies

CONTRACT PERIOD:	From: **February 16, 1999**	To: **August 1, 2007**
TERMS **Net 45**	SHIPMENT **As Required**	
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**	
MINIMUM DELIVERY REQUIREMENTS **N/A**		

NATURE OF CHANGE (S):

Please see attached contract change which provides additional discounts and noted terms.

Please note that contract administrator has changed to Jack Harris (517) 241-7565 and that the buyer has changed to Doug Collier.

All other terms and conditons remain the same.

AUTHORITY/REASON (S):

Per agency and Purchasing Operations agreement.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $3,963,584.40

CHANGE NOTICE #22
to
CONTRACT No. 07B9000378

Customer Name: **State of Michigan, Department of Management and Budget**
Address: Lewis Cass Building
320 South Walnut Street
P.O. Box 30026
Lansing, MI 48909

This **Change Notice 22** is made this 31stday of July 2006, and the initial term shall commence as of full execution of this agreement (the "Effective Date"). This Change Notice is attached to and forms a part of Contract No. 071B9000378 by and between Nextel West Corp. d/b/a Nextel Communications ("Nextel") and the State of Michigan, Department of Management and Budget ("Customer") dated February 16, 1999 and as subsequently amended (the "Agreement"). Customer and Nextel may be identified individually as a "Party" or collectively as the "Parties." Capitalized terms not defined in this Amendment or its attachments will have the meaning specified in the Agreement. For Sprint PCS Products and Services, the provisions of this Amendment will control over any conflicting terms of the Agreement.

The Parties agree as follows:

1. Customer and eligible Employees may purchase the Products and Services described in Attachments 1.0, 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 2.0, 2.1, 2,2, 2.3, 2.4, 2.5 2.6 and 3.0 through Nextel's corporate affiliate, Sprint Spectrum L.P. ("Sprint PCS"). Sprint PCS agrees to the terms and conditions of the Agreement as amended by this Change Notice. Attachment A to this Change Notice spells out additional terms and conditions relating specifically and exclusively to Sprint PCS Services.

2. The discount structure under the Agreement is revised to provide the following discounts during the Term:

2.1 State of Michigan Service Rates:

A. 25% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.0;
B. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.2;
C. 25% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.4;
D. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.5;
E. 25% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.6.

2.2 State of Michigan Equipment and Accessory Rates:

A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 39% discount off the National Promotional Price.
B. 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.
C. Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2.6

2.3 Michigan Local Government Service Rates:

A. 25% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.0;
B. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.2;
C. 25% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.4;
D. 25% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.5;
E. 25% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.6.

2.4 Michigan Local Government Equipment and Accessory Rates:

A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 39% discount off the National Promotional Price.
B. 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.
C. Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2.6.

2.5 State and Local Government Employee Service Rates:

A. 15% discount off Nextel's iDEN monthly voice service rates as listed in Attachment 1.1;
B. 15% discount off Sprint PCS' CDMA monthly voice service rates as listed in Attachment 1.3;
C. 15% discount off Nextel's iDEN monthly data service rates as listed in Attachment 1.7;
D. 15% discount off Sprint PCS' CDMA monthly data rates as listed in Attachment 1.8;
E. 15% discount off Nextel monthly Blackberry service rates as listed in Attachment 1.9.

2.6 State and Local Government Employee Equipment and Accessory Rates:

A. Flat rate price for Nextel iDEN handsets as listed in Attachments 2.0, 2.1, and 2.2. Currently, Nextel offers a Special Flat Rate Promotional Price on iDEN handsets which generally lower than the 27% discount off the National Promotional Price.

B. 20% discount off Nextel iDEN RRP prices for accessories listed in Attachment 3.0.

C. Applicable term promotion price for Sprint PCS CDMA handsets will be as listed in Attachments 2.3, 2.4, 2.5 and 2.6.

3. The Agreement is amended by adding the following attachments:

Attachment A: Sprint PCS Wireless Services
Attachment 1.0: Nextel iDEN Monthly Service Voice Rate Plans — Government-Liable Accounts
Attachment 1.1: Nextel iDEN Monthly Service Voice Rate Plans — Employee-Liable Accounts
Attachment 1.2: Sprint PCS CDMA Monthly Service Voice Rate Plans — Government-Liable Accounts
Attachment 1.3: Sprint PCS CDMA Monthly Service Voice Rate Plans — Employee-Liable Accounts
Attachment 1.4: Nextel iDEN Monthly Service Data Rate Plans — Government-Liable Accounts
Attachment 1.5: Sprint PCS CDMA Monthly Service Data Rate Plans — Government-Liable Accounts
Attachment 1.6: Nextel iDEN Blackberry Monthly Service Rates and Equipment — Government-Liable Accounts
Attachment 1.7: Nextel iDEN Monthly Service Data Rate Plans — Employee-Liable Accounts
Attachment 1.8: Sprint PCS CDMA Monthly Service Data Rate Plans — Employee Liable Accounts
Attachment 1.9: Nextel iDEN Blackberry Monthly Service Rates and Equipment — Employee Liable Accounts
Attachment 2.0: Nextel iDEN Equipment — All Accounts
Attachment 2.1: Nextel iDEN Ruggedized Equipment — All Accounts
Attachment 2.2: Nextel iDEN Specialized Equipment — All Accounts
Attachment 2.3: Sprint PCS CDMA EVDO and Multimedia Equipment — All Accounts
Attachment 2.4: Sprint PCS CDMA PDA and Camera Phone Equipment — All Accounts
Attachment 2.5: Sprint PCS CDMA Connection Card Equipment — All Accounts
Attachment 2.6: Sprint PCS CDMA Basic Data and Voice Equipment – All Accounts
Attachment 3.0 – Nextel iDEN Accessories – All Accounts

4. To facilitate contract administration, the parties agree that Sprint Solutions, Inc. may sign on behalf of the Sprint PCS and Nextel entities providing the Products and Services. Sprint Solutions, Inc. represents and warrants that it has the requisite authority to sign on behalf of, and bind, the applicable Sprint PCS and Nextel entities to this contract. Nextel and Sprint PCS will provide the Products and Services as identified in the applicable pricing attachments.

5. All other terms and conditions in the Agreement, not amended by this Change Order, will remain in effect. Alterations to this Amendment will not be valid unless accepted in writing by authorized designees of all parties. To become effective, this Amendment must be:

5.1 Signed by a Customer representative;
5.2 Delivered to Nextel on or before May 31, 2006; and
5.3 Signed by a Nextel officer or authorized designee.

STATE OF MICHIGAN, DEPARTMENT OF MANAGEMENT AND BUDGET	**SPRINT SOLUTIONS INC.**
By: _____ Authorized Signature	By: _____ Authorized Signature
Date: _____	Date: _____
Name and Title: (please type or print) _____	Name and Title: (please type or print) H. Leon Frazier, Vice President
Address: _____	Address: 2001 Edmund Halley Drive, Reston, VA 20191

ATTACHMENT A

SPRINT PCS WIRELESS SERVICES

1. **PROVISION OF SPRINT PCS PRODUCTS AND SERVICES.** Sprint Spectrum L.P. provides the Sprint PCS Products and Services operating on the Nationwide Sprint PCS® Network listed in the Agreement. **Customer must comply with the Wireless Services Product Annex, and if applicable, any other Sprint PCS Product or Service-specific terms and conditions, which are incorporated into this Agreement as posted to www.sprint.com/ratesandconditions as of the date Customer signs this Agreement.** All terms and conditions in this Attachment only refer to Sprint PCS Active Units operating on the Nationwide Sprint PCS Network, unless otherwise specified.

2. **SPRINT PCS AFFILIATES.** Pricing in this Attachment may not be available to Active Units activated in Sprint PCS Affiliate Markets.

3. **BUSINESS PLANS.** Business Plans come in the bundles described in Attachments 1.2, 1.3, and 1.5 or Customer may add services to the bundles for additional MRCs. Each Business Plan is also eligible for the Service Pricing Discount in this Agreement. Pricing in this Attachment may not be available if a business sales agent or any other third-party sales agent is involved in the transaction in any way.

4. **SERVICE PRICING DISCOUNTS.**

   4.1 Effective Date of Discounts.

   A. For new Active Units (defined as an active piece of wireless Product that Customer enrolls in a Sprint PCS Business Plan under the Agreement), the discounts identified in this Change Notice apply as of the Effective Date of the Change Notice.

   B. For Active Units activated under pre-existing agreement(s) between Sprint PCS and Customer, Sprint PCS will apply the new discounts no later than sixty (60) days after the Effective Date of the Change Notice.

   4.2 Application. Unless otherwise stated in the applicable pricing attachment, Service Pricing Discounts apply to net monthly recurring charges ("Net MRC"). Service Pricing Discounts apply to all Sprint PCS Business Plans listed in this Agreement and promotional rate plans that Sprint PCS may offer on a limited time basis. Net MRCs exclude applicable taxes and surcharges.

   4.3 Eligibility. Only Customer-Liable and Employee-Liable Active Units that are included in Customer's Sprint PCS account hierarchy are eligible for Service Pricing Discounts. It may take up to 2 invoicing cycles to move pre-existing Customer-Liable Active Units to the same invoicing cycle in order to start receiving the Service Pricing Discount. The Service Pricing Discount is not available to Customer's contractors, suppliers, and non-government, non-authorized agencies working with or for Customer.

   4.4 Employee Discount. New and existing Employee (a/k/a Individual-Liable) Active Units may receive the Individual-Liable Service Pricing Discounts disclosed in the Change Order for the Rate Plans identified in Attachment 1.3 or any other commercially-available consumer rate plan at the time of enrollment under the Agreement. Employees must sign a Sprint PCS consumer subscriber agreement and provide satisfactory proof of employment to Sprint PCS before receiving the discount. Customer and Sprint PCS will develop methods for employment verification. Upon termination of the Agreement for any reason, or upon Employee's termination of employment with Customer, Sprint PCS may cease applying the Individual-Liable Service Pricing Discount. Employees are eligible to receive any commercially-available wireless device discounts at the time of purchase.

5. **PROMOTIONS.** Prices do not reflect the application of promotions, offers, or discounts, including Customer's Service Pricing Discount, and may not apply if a third party sales agent is involved in the transaction in any way. Sprint PCS promotions, offers, or discounts may not be available with certain Business Plans at Sprint PCS's sole discretion. If Customer is eligible for and selects a new Business Plan offered after the Commencement Date of the Agreement, (a) Customer's Service Pricing Discount, and (b) all terms and conditions of that new plan, apply in addition to and control over any conflicting term of the Agreement.

6. **SERVICE CREDITS.**

   6.1 Customer may receive a $150 service credit per Corporate-Liable Active Unit that is activated under the Agreement in lieu of any point-of-sale credit. Service credits may not be available for some or all Corporate-Liable Active Units activated under the Agreement depending on Customer's selection of certain Sprint PCS promotions or programs.

   6.2 Service credits will be applied on Customer's first invoice after activation and will roll over until used (up to a maximum of 12 invoicing cycles). Service credits are non-transferable and have no cash value.

6.3 Individual-Liable Active Units or other existing Sprint PCS lines that are converted to a Corporate-Liable Active Unit are not eligible to receive the Service Credits referenced above if any rebate has been issued to the applicable converted Active Unit within the preceding 18 months.

6.4 Existing Corporate-Liable Active Units may be eligible to receive a credit at Term renewal, based on the time each line has been active.

7. **TERMINATION FEES.** Service credits, if any, and termination fees for Individual-Liable Active Units are governed by the agreements between Sprint PCS and Employees. Early termination fees do not apply if Customer is moving from one Business Plan to another.

8. **ACTIVATION FEES.** Sprint will waive the nonrefundable activation fee of $36 to each activated Customer account. Activation fees for Individual-Liable Active Units are governed by the agreements between Sprint PCS and Employees.

9. **ELECTRONIC BILLING PRODUCTS.**

9.1 The following electronic billing products are offered for customers with at least 5 Corporate-Liable Active Units. Customer must comply with the Electronic Invoice Reporting and Analytics Product Annex, which is incorporated into this Agreement as posted to **www.sprint.com/ratesandconditions** as of the date Customer signs the Agreement. Each electronic billing product provides Corporate-Liable Active Unit call detail record ("CDR") information. The MRCs are as follows:

ELECTRONIC BILLING PRODUCTS	Invoice Data	Summary Data	MRC	One-time Set-up Fee
eBilling & Analysis	3 months	12 months	$35.00	$200.00
Electronic Bill Transfer (EBT)	2 months	N/A	Not Applicable	Not Applicable
Electronic Data Interchange (EDI)	1 month	N/A	Not Applicable	Not Applicable

9.2 Customer may choose 1 electronic billing product, or eBilling & Analysis and either EDI or EBT. Customer may not choose the EDI and EBT products together. Sprint PCS reserves the right to, upon 30 days prior written notice, migrate Customer to an updated or successor version of the selected electronic billing product if available or to an entirely new electronic billing product.

9.3 Customer will receive a summary invoice (without CDR information) or a remittance invoice at no additional charge. If Customer chooses to receive a detailed paper invoice along with an electronic billing product, the following MRCs will apply.

Corporate-Liable Active Units	MRC
5-500	$ 100.00
500+	$ 250.00

10. **ADDITIONAL TERMS AND CONDITIONS FOR SPRINT PCS PRODUCTS AND SERVICES**

10.1 The terms and conditions in this Attachment will apply to Sprint PCS's provision and Customer's use of Sprint PCS Products and Services in addition to the General Terms and Conditions of the Agreement. If a conflict exists between the General Terms and Conditions and this Attachment relating to Sprint PCS Products and Services, this Attachment will control. Rights and obligations of Nextel in the General Terms and Conditions will extend to Sprint Spectrum L.P., the affiliated entity providing Sprint PCS Product and Services.

10.2 **SOFTWARE LICENSE**

A. **Licensing Requirements.** Where software is provided with the Sprint PCS Product or Service, Customer is granted a non-exclusive and non-transferable license or sublicense to use the software, including any related documentation, solely to enable Customer to use the Sprint PCS Products and Services in accordance with the applicable licensing requirements. **Software licensing terms and conditions of Sprint PCS's software vendors are posted at www.sprint.com/ratesandconditions/ or otherwise provided to Customer through click or shrinkwrap agreements.** Sprint PCS may suspend, block or terminate Customer's use of any software if Customer fails to comply with any applicable licensing requirement.

B. **Breach of Licensing Requirements.** Customer will release Sprint PCS from any third party claims arising out of Customer's breach of the applicable software licensing requirements.

10.3 USE OF NAME, SERVICE MARKS, TRADEMARKS. Neither party will use the name, service marks, trademarks, or carrier identification code of the other party or any of its Affiliates for any purpose, including, but not limited to, resale of Sprint PCS Products or Services or press releases, without the other party's prior written consent.

10.4 CUSTOMER RESPONSIBILITIES

A. Acceptable Use Policy. If Customer purchases Sprint PCS Products or Services that connect to or flow over the Internet, Customer must conform to the Sprint PCS acceptable use policy posted at http://www.sprint.net/abuse.html, as reasonably amended from time to time by Sprint PCS.

B. Resale Prohibition. Customer may not resell or lease Sprint PCS Services or Products. If Customer fails to comply with any provision of this section, Customer releases Sprint PCS from all liabilities or obligations in connection with the affected Sprint PCS Product or Service.

C. Transmission Over Sprint PCS Network. Customer is solely responsible for any third party claims alleged to arise in any way from information, data, or messages transmitted over the Nationwide Sprint PCS Network by Customer, or Customer's own customers or agents, including, but not limited to: (A) claims for libel, slander, invasion of privacy, infringement of copyright, and invasion or alteration of private records or data; (B) claims for infringement of patents arising from the use of equipment, hardware or software not provided by Sprint PCS; and (B) claims based on transmission and uploading of information that contains viruses, worms, or other destructive media or other unlawful content.

10.5 INDEMNIFICATION See Contract for details.

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

July 11, 2005

CHANGE NOTICE NO. 23
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR	TELEPHONE Richard VanBuskirk **(810) 217-0479**
Nextel West Corp. **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334** **richard.vanbuskirk@nextel.com** **joel.bell@nextel.com**	VENDOR NUMBER/MAIL CODE BUYER/CA (517) 241-2005 **Lisa Morrison**
Contract Compliance Inspector: Tom Fogle **Nextel Communication Units/Training/Service - All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **August 1, 2007**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

Effective July 1, 2005, the attached modifications are hereby incorporated into this contract with no modifications in pricing, terms or conditions.

AUTHORITY/REASON (S):

Per vendor contact (Rick Van Buskirk) dated 7/1/05.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $3,963,584.4

NEXTEL BLACKBERRY SOLUTIONS - Public Sector **July 2005**

Richard VanBuskirk 810-217-0479 Take 18% off of these prices!!!!

BlackBerry Service Options

	SERVICE	MONTHLY ACCESS	BLACKBERRY EMAIL	DIRECT CONNECT	CELLULAR
SERVICE PLANS	Nationwide Free Incoming Plan	$99.99	Unlimited	Unlimited DC & NDC	Unlimited Incoming, 300 Outgoing Mins, $0.40/Min Overage, LD Included **Includes Unlimited Nights and Weekends**
	BlackBerry National Team Share 400	$79.99	Unlimited	250	**400** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
	BlackBerry National Team Share 600	$89.99	Unlimited	250	**600** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
	BlackBerry National Team Share 900	$109.99	Unlimited	250	**900** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
	BlackBerry National Team Share 1200	$129.99	Unlimited	250	**1,200** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
	Email Only Plan - Unlimited	$49.99	Unlimited	$0.20/Min	$0.40/Min
	Email Only Plan - 3MB	$39.99	3MB ($0.01/KB Overage)	$0.20/Min	$0.40/Min
	Voice & Email Plan - Unlimited	$44.99	Unlimited	Voice Plan Required	
	Voice & Email Plan - 3MB	$34.99	3MB ($0.01/KB Overage)	Voice Plan Required	
	Voice & Application Plan - 3MB	$24.99	3MB ($0.01/KB Overage)	Voice Plan Required	

Equipment

	PRODUCT	DESCRIPTION	PRICING
Device	BlackBerry 7520™	Fully loaded, full color handheld with cell phone, walkie-talkie, speakerphone and now Bluetooth®-Enabled. Automatic email delivery.	All Public Sector accounts eligible for $149.99 Flat Price

	PRODUCT	DESCRIPTION	PRICING
BlackBerry Enterprise Server	20-User BES v 4.0	BlackBerry Enterprise Server for medium- and large-sized businesses. Operates with MS Exchange and IBM Lotus Domino and Novell Groupwise.	$3,300.00
	5-User SBE (Small Business Edition) BES v 4.	BlackBerry Enterprise Server for small businesses that plan to have no more than 15 handhelds throughout their organization. **Operates with MS Exchange ONLY**.	$1,299.00
	Upgrade to BES v 4.0	BlackBerry Enterprise Server Upgrade from MS Exchange v 3.5/3.6 or IBM Lotus Domino v 2.1/2.2 to BES v 4.0	$899.00

BlackBerry 7520: *BlackBerry Data Plan required with all active BlackBerry handhelds from Nextel. Voice and data services may be available separately.*
3MB Email and Web Plan: *Data Charges: Overage over 3MB ($0.01/kb). Monthly bills include fees to cover our costs of complying with federal programs: up to (1.5%) per bill & ($2.83) per phone. Fees for state & local programs may apply (vary by area), plus government taxes/fees. Cellular: Airtime ($0.40/min). Domestic Long Distance ($0.20/min). Walkie-talkie calls charged by multiplying rate by minutes by participants; Airtime ($0.20/min), Nationwide walkie-talkie ($0.10/min.). Text: $0.15 per received SMS text message.*
Unlimited Email and Web Plan: *Monthly bills include fees to cover our costs of complying with federal programs: up to (1.5%) per bill & ($2.83) per phone. Fees for state & local programs may apply (vary by area), plus government taxes/fees. Cellular: Airtime ($0.40/min). Domestic Long Distance ($0.20/min). Walkie-talkie calls charged by multiplying rate by minutes by participants; Airtime ($0.20/min), Nationwide walkie-talkie ($0.10/min.). Text: After 200 per month, $0.15/received SMS text message.*
3 MB Email and Voice Plan: *Requires voice plan. Data Charges: Overage over 3 MB ($0.01/kb). Text: $0.15 per received SMS text message.*
Unlimited Email and Voice Plan: *Requires voice plan. After 200 SMS text messages/month, $0.15/received message.*
3 MB Application and Voice Plan: *Requires voice plan. Does not include BlackBerry Email Service or other relay services. Data Charges: Overage over 3 MB ($0.01/kb). Text: After 200 per month, $0.15/received SMS text message.*
BlackBerry Nationwide Free Incoming Plan: *One-or two- year contract required. Additional fees: $200 early termination and $35 setup fee per phone. Monthly bills include fees to cover our costs of complying with federal programs: up to (1.5%) per bill & ($2.83) per phone. Fees for state & local programs may apply (vary by area), plus government taxes/fees. After 200 SMS text messages per month, $0.15 per received message. Requires activation of Free Incoming Plans: Cellular: Overage after 300 minutes ($0.40/min). Partial minutes charged as full minutes. Nights (9pm to 7am). Weekends (Fri. 9pm to Mon. 7am). Walkie-Talkie: Nationwide walkie-talkie ($0.10/min.) multiplied by number of participants.*
BlackBerry National Team Share Plan: *One- or two- year contract required. Additional fees: $200 early termination and $35 setup fee per phone. Monthly bills include fees to cover our costs of complying with federal programs: up to (1.5%) per bill & ($2.83) per phone. Fees for state & local programs may apply (vary by area), plus government taxes/fees. Cellular: Overage ($0.40/min.) Partial minutes charged as full minutes. Nights (9pm to 7am). Weekends (Fri. 9pm to Mon. 7am). Walkie-Talkie minutes shared between plans on same account. Overage ($0.15/min) or Nation walkie-talkie ($0.10/min.) multiplied by number of participants.*
BlackBerry Push Down Program: *Offer expires August 31, 2005. $100 credit applied as a "Used Equipment Reimbursement" on the 1st/2nd bill after upgrading and activating original device on same account with one-year contract.*
BlackBerry 7520 Mail-In Rebate: *Offer expires August 31, 2005. Allow 8-12 weeks after new activation & mailing in of a completed valid rebate form. Not available in all markets. Full terms and conditions on rebate form or nextel.com/rebates.*
BlackBerry Enterprise Server Upgrades: *Customers with software versions earlier than MS Exchange v 3.5 and IBM Lotus Domino v 2.1 are required to purchase new BES v 4.0 software. 5 User SBE BES Exchange v3.5/3.6 can not be upgraded to 20-user BES Exchange v 4.0. However, the 5 User SBE BES Exchange v 3.5/3.6 may be upgraded to a 5 User SBE BES Exchange v 4.0 for $899.*
Nextel's Nationwide Network services 297 out of the top 300 markets.

Nextel Rate Plan Guide — Public Sector

July 2005

State/Local Discount 18%

Richard VanBuskirk
Cell: (810) 217-0479 Fax: (248) 479-0477
Sales Rep Title
rep.name@nextel.com

RATE PLANS	Monthly Access[1]	Discounted Monthly Access	Cellular Minutes[2]	Service Agreement	Cellular Overage	Direct Connect Minutes[3]	Direct Connect Overage	Nationwide DC Access[2]	Talkgroup Minutes[3]	Share[1]	Nights & Weekends[4]	Domestic Long Distance[5]	Voice Mail	Caller ID[6]	Wireless Data Services[7]
National Flex Incoming 300	$49.99	**$40.99**	300	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay As You Go Messaging[11]
National Flex Incoming 500	$59.99	**$49.19**	500												
National Flex Incoming 800	$79.99	**$65.59**	800												
National Flex Incoming 1200	$109.99	**$90.19**	1,200												
Local Instant Connect UDC	$35.99	**$29.51**	0	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	20¢ per minute	$1 per month	$1 per month	Pay-As-You-Go Messaging[11]
Local Instant Connect 500	$39.99	**$32.79**	500												
Local Instant Connect 700	$49.99	**$40.99**	700												
Local Instant Connect 1250	$65.99	**$54.11**	1,250												
															Contractually Covered[4]
National Team Share Add-on	$19.99	**$16.39**	0	One-Year	40¢ per minute	100	15¢ per minute	10¢ per minute	15¢ per minute	Both	Unlimited	Included	$1 per month	$1 per month	Buy Up Options Available[11]
National Team Share 400	$39.99	**$32.79**	400			250									
National Team Share 600	$49.99	**$40.99**	600												
National Team Share 900	$69.99	**$57.39**	900												
National Team Share 1200	$89.99	**$73.79**	1,200												
Add-on plan requires activation of at least one base Team Share plan on the account. Customers may activate up to four add-on plans for every one base plan.															
															Contractually Covered▲
Government Value Plans 250	$35.00	**$28.70**	250	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	Cellular	Unlimited	Included	Included	Included	Buy Up Options Available[11]
Government Value Plans 500	$45.00	**$36.90**	500												
															Contractually Covered[4]
Government Total Rewards Add-on	$25.00	**$20.50**	0	One-Year	40¢ per minute	250	15¢ per minute	Unlimited	15¢ per minute	Both[12]	Unlimited	Included	Included	Included	Premier Messaging
Government Total Rewards 300	$45.00	**$36.90**	300												
Government Total Rewards 500	$55.00	**$45.10**	500												
Government Total Rewards 700	$75.00	**$61.50**	700												
Government Total Rewards 900	$95.00	**$77.90**	900												
Includes Priority Connect and Wireless Priority Service — a feature that provides priority access to the Nextel network and its resources during times of congestion. Add-on plan requires activation of at least one base plan on the account.															
															Contractually Covered[4]
Government Total Rewards UDC 100	$35.00	**$28.70**	100	One-Year	40¢ per minute	Unlimited	N/A	Unlimited	250	Cellular and Talkgroup[12]	Unlimited	Included	Included	Included	Premier Messaging
Government Total Rewards UDC 400	$55.00	**$45.10**	400												
Government Total Rewards UDC 600	$65.00	**$53.30**	600												
Government Total Rewards UDC 800	$85.00	**$69.70**	800												
Government Total Rewards UDC 1000	$105.00	**$86.10**	1,000												
Includes Priority Connect and Wireless Priority Service — a feature that provides priority access to the Nextel network and its resources during times of congestion. Talkgroup Overage = $0.15 per minute.															
															Contractually Covered[4]
National Business 1000 Plan[14]	$55.00	**$45.10**	1,000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	200	Both	Unlimited Weekends[14]	Included	Included	Included	Buy Up Options Available[11]
National Business 3000 Plan	$150.00	**$123.00**	3,000						200						
National Business Add On Plan	$30.00	**$24.60**	0						0						
Requires a minimum purchase of 5 plans (at least one must be a $55.00 or $150.00 core plan). Talkgroup Overage = $0.15 per minute.															
															Contractually Covered[4]
National Shared Minute 100	$39.99	**$32.79**	100	One-Year	35¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	Cellular	$10 per month	Included	Included	Included	Buy Up Options Available[11]
National Shared Minute 500	$55.99	**$45.91**	500												
National Shared Minute 700	$69.99	**$57.39**	700												
National Shared Minute 1000	$89.99	**$73.79**	1,000												
National Shared Minute 1300	$119.99	**$98.39**	1,300												
National Shared Minute 2000	$159.99	**$131.19**	2,000												
National Shared Minute 2500	$199.99	**$163.99**	2,500												
National Shared Minute 4000	$299.99	**$245.99**	4,000												
Cellular minutes round to the second															

Nextel Rate Plan Guide — Public Sector

July 2005

State/Local Discount 18%

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Cell: (810) 217-0479 Fax: (248) 479-0477
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RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes[6]	Service Agreement	Cellular Overage	Direct Connect Minutes[3]	Direct Connect Overage	Nationwide DC Access[2]	Talkgroup Minutes[3]	Share[1]	Nights & Weekends[4]	Domestic Long Distance[5]	Voice Mail	Caller ID[6]	Wireless Data Services[7]
															Contractually Covered▲
Government Custom 350	$30.00	**$24.60**	250	One-Year	40¢ per minute	100	15¢ per minute	Unlimited	15¢ per minute	Both	$10 per month	Included	Included	Included	Buy-Up Options Available**
Government Custom 600	$40.00	**$32.80**	500		20¢ per minute										
Sharing available within individual plans only and not across the 350 and 600 plans. $10 Unlimited N&W Buy-Up available on these plans.															
															Contractually Covered▲
Government Local Shared 100	$24.99	**$20.49**	0	One-Year	20¢ per minute	100	15¢ per minute	10¢ per minute	15¢ per minute	Both	250	15¢ per minute	Included	Included	Buy-Up Options Available**
Government Local Shared 400	$39.99	**$32.79**	200			200					500				
Government Local Shared 700	$49.99	**$40.99**	350			350					1,000				
Cellular minutes round to the second.															
National Power 500	$45.99	**$37.71**	500	One-Year	45¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	$1 per month	$1 per month	Buy-Up Options Available**
National Power 800	$55.99	**$45.91**	800		40¢ per minute										
National Power 1200	$69.99	**$57.39**	1,200												
National Power 1400	$85.99	**$70.51**	1,400												
National Power 2000	$99.99	**$81.99**	2,000		30¢ per minute										
National Power 3000	$149.99	**$122.99**	3,000												
National 1,000 Plan	$55.99	**$45.91**	1,000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per min	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging[11]
National Unlimited NDC Plus	$199.99	**$163.99**	Unlimited	One-Year	N/A	Unlimited	N/A	Unlimited	15¢ per min	No	Unlimited	Included	Included	Included	Enhanced Data Service Plan
Requires a data-capable phone.															
BlackBerry Nationwide Free Incoming	$99.99	**$81.99**	300	One-Year	40¢ per minute	Unlimited	N/A	Unlimited	15¢ per minute	No	Unlimited	Included	Included	Included	Unlimited Email & Web Access
BlackBerry National Team Share 400	$79.99	**$65.59**	400			250	15¢ per minute	10¢ per minute		Both			$1 per month	$1 per month	
BlackBerry National Team Share 600	$89.99	**$73.79**	600												
BlackBerry National Team Share 900	$109.99	**$90.19**	900												
BlackBerry National Team Share 1200	$129.99	**$106.59**	1,200												

Other monthly charges apply. Nextel imposes a Federal Programs Cost Recovery (FPCR) fee of $1.55 or $2.83. The FPCR is not a tax or government required charge.

Rate Plans are valid for Public Sector until 07/31/05 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require credit approval, new activation and one- or two-year Service Agreement. Additional charges may apply and may vary by market, including state and federal taxes, a federal Universal Service Assessment recovery fee of either 1.397% or 1.55% (subject to change quarterly), state universal service fees, a TRS recovery fee of approx. .07%, in some states a Gross Receipt Recovery Fee of 1.4% to 5%, and a state required E-911 fee. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80 account per order) may apply. $200 early termination fee may apply, after 15-day trial period (30 days in CA), conditions apply. Read Service Agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative for more details.

1 *State Key Both - cellular and DC, Cellular - cellular only, DC - Direct Connect only, No - Does not share. Phones must be on same account and separate plan to share minutes. Direct Connect minutes share with like plans. Talkgroup minutes do not share except for the National Business Plans.*

2 *Nationwide Direct Connect calls are charged as the call initiator. Use DC minutes on your plan and incur an additional charge of either (i) 10¢/min. multiplied by the number of participants, or (ii) a monthly flat fee for unlimited access. NDC does not apply to Talkgroup.*

3 *Direct Connect minutes are available in your local calling area and do not include Talkgroup calls. Limited Direct Connect minutes can be used for Talkgroup. Talkgroup minutes do not share except for the National Business Plans.*

4 *Nights are 9:00pm to 7:00am. Weekends begin Fri. at 9:00pm and end Mon. at 7:00am.*

5 *No additional charge for Domestic Long Distance if Domestic Long Distance is included in the plan.*

6 *Caller ID may not be available on all calls. Read Service Agreement for details.*

7 *Up to 10¢ per sent or received Text Message depending on message type.*

8 *Cellular calls round to the next full minute except for the National Shared Minute plan where cellular calls round to the second after the first minute.*

9 *Free incoming calls are calls received while in the U.S. on the Nextel National Network.*

10 *Weekends begin Fri. at 9:00p.m. and end Mon. at 7:00a.m. Weeknights are not included in this plan.*

11 *Pay-As-You-Go Messaging on the National 1,000 Plan and Local Instant Connect Plan does not apply in Florida, New York, New Jersey and Southern California.*

12 *Cellular minutes are able to share across both Government Total Rewards and Government Total Rewards NDC Plans. Direct Connect and Talkgroup minutes do not share across plans.*

13 *Government Custom Plans are only available for GSA customers. EVP, Individual and Government-liable customers are not eligible for these plans.*

14 *Sign up by July 31, 2005 and receive the National Business 1,000 Plan for $50.00 ($65 less $15) per month for 12 months. After 12 months, the standard $65.00 monthly plan rate applies to the National Business 1,000 Plan.*

** *Additional Data Services are available to be purchased as an add-on including Basic, Standard, Enhanced and Premier Data Service Plans, Web Plan, Unlimited, 100 or 500 Text Messaging Plans and MyNextel Address Book. Ask your Nextel Representative for more information.*

▲ *Indicates Rate Plans are available for inclusion as part of Federal, State and Local contracts. All other rate plans should be deemed as limited time offers and are subject to change.*

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WIRELESS DATA SERVICES

JULY 2005

Richard VanBuskirk 810-217-0479

Zero Discount 18%

	SERVICE PLAN	DESCRIPTION	MONTHLY PRICE	DISCOUNTED PRICE	INCLUDED SERVICES	SPECIAL PROMOTIONAL OFFERS
DATA SERVICE PLANS	**Premier Data Service Plan***	For the high end business user who needs multiple data services, the most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go with unlimited amounts of all the Wireless Data Services in Nextel's portfolio.	$29.99	**$24.59**	120 image/audio messages, unlimited text messaging, Instant Messaging, email and personalized content from AOL®, MSN® and Yahoo!®, unlimited Web Access, Mobile Email Enhanced, MyNextel Address Book and Unlimited MB of Data Access	**60 Bonus Anytime Cellular Minutes per month for 12 months.**
	Enhanced Data Service Plan	For the high end business user who is perhaps a little less on the go but still has need for multiple data services in fairly large quantities a comprehensive bundle of wireless data, messaging and contact management tools. Featuring large amounts of all the Wireless Data Services in Nextel's portfolio.	$19.99	**$16.39**	120 image/audio messages, unlimited text messaging, Instant Messaging, email and personalized content from AOL®, MSN® and Yahoo!®, unlimited Web Access, Mobile Email, MyNextel Address Book and 2MB of Data Access	
	Standard Data Service Plan	For the general business user or high end individual user a broad array of data services to meet a variety of needs.	$14.99	**$12.29**	80 image/audio messages, 500 text messages, Instant Messaging, email and personalized content from AOL®, MSN® and Yahoo!®, unlimited Web Access, Mobile Email, MyNextel Address Book and Pay-As-You-Go Data Access	
	Basic Data Service Plan	For an individual user, a moderate amount of multiple data services.	$9.99	**$8.19**	40 image/audio messages, 100 text messages, Instant Messaging, email and personalized content from AOL®, MSN® and Yahoo!®, Web Plan, MyNextel Address Book and Pay-As-You-Go Data Access	
	Unlimited Text Messaging Plan	For the power user of text and multimedia messaging who doesn't want overage charges, unlimited text messaging and a large bucket of multimedia messaging.	$14.99	**$12.29**	Unlimited Text Messaging, 80 image/audio messages MyNextel Address Book and Address Book Administrator	
	Text Messaging 500 Plan	For individuals or basic business users a moderate amount of text messaging.	$7.99	**NA**	500 Text Messages and Pay-As-You-Go image/audio messages.	**ONE MONTH FREE OF TEXT MESSAGING 500 PLAN AND UNLIMITED NATIONWIDE DIRECT CONNECT ACCESS OR TELENAV 10. You choose the custom bundle that best suits your needs for just $15 per month.** **Mobile Locator with Text Messaging 500 Plan available for $20.**
	Text Messaging 100 Plan	A small amount of text messaging for casual text users who prefer to pay a fixed amount each month rather than having a variable cost.	$4.99	**NA**	100 Text Messages and Pay-As-You-Go image/audio messages.	

	SERVICE	DESCRIPTION	MONTHLY PRICE	SPECIAL PROMOTIONAL OFFERS
INDIVIDUAL SERVICES	**Web Plan**	Something to meet everyone's needs for information from the business executive to the sports junkie to gamers. Access to over 80 top wireless Internet sites to check news, scores, weather, get driving directions and more. Also download ring tones, games, wallpapers and applications. Includes Pay As You Go text messaging.	$4.99	
	Pay-As-You-Go Messaging	Pay As You Go messaging service if not subscribed to another data service, send and receive text messages from your Nextel phone, any email address or through Nextel.com. And if you have a Multimedia Messaging capable phone, send and receive text, picture and audio messages from your Nextel phone. Manage messages on Nextel.com and share photos and make prints with Nextel PhotoShare (additional fee).	$0.10 per text message $0.25 per image/audio message	**60 bonus cellular minutes for 12 months when you buy Pay-As-You-Go Text Messaging and Unlimited Nationwide Direct Connect Access for $10** **Included with National Free Incoming Plans, National 1000 and Local Instant Connect Plans (if not subscribed to another messaging service).**
	Mobile Email Enhanced - 2MB	For the business user who needs to stay in touch when away from his desk, a single Java application that provides instant connectivity to your desktop email, calendar and contact application from your Java enabled phone. Read, reply to, forward, create or delete email messages. Manage your calendar. Update contacts. Synchronized over the air with your desktop application. Accessible on or off the Nextel Network. 2 MB of data access included.	$14.99	
	International Data Services	For the international traveler, access to data services including Messaging Services, Web Services, BlackBerry and Mobile Email when you travel to Canada, Mexico, Peru, Brazil and Argentina.	Pay-As-You-Go: $0.03/kilobyte Pay-As-You-Go Messaging users pay $0.10/text message, $0.25/image/audio message plus per KB fee	**FREE UNTIL AUGUST - $0.03/kilobyte charge waived through July 31, 2005**
	Mobile Locator	Allows managers and dispatchers to see the current location of field employees in real time on an Internet based map. Includes Pay-As-You-Go Messaging.	$15.00	**Mobile Locator with Text Messaging 500 Plan available for $20.**
	MyNextel Address Book	For the business person or individual who has many contacts that he always needs at his fingertips. Manage up to 2,000 contacts at Nextel.com, access remotely from your phone, download your phone's contact list, access administrator loaded corporate directory. Includes MyNextel Address Book Administrator and Pay As You Go Messaging.	$4.99	
	Racing Connection[1]	NASCAR fans seeking the latest Nextel Cup news and information, with access to NASCAR.COM Mobile & NASCAR.COM Alerts, as well as occasional users to the NASCAR.COM TO GO with RiCommand service application.	$5.00	**$5 access charge waived for the first 2 months of service!**
	Racing Connection PLUS Package[2]	Hard core NASCAR fans who want to follow each Nextel Cup race live with the advanced features and functionality of the NASCAR.COM TO GO with RiCommand service application.	$15.99	

* Must have a Multimedia Messaging enabled phone to send and/or receive image/audio messages.

[1] **Racing Connection Services** automatically activated for the i710 (while supplies last), unless customer has another Wireless Data Service active, or requests to opt-out at time of i710 activation. Also available for the i710, i730, i733, and i830. Pay As You Go Messaging charged at $0.10/text message, $0.25/image/audio message. Pay As You Go Data Access charged at $0.03/kb. Beginning with the 3rd month of service, customer will be charged $5/month. Access to premium services such as NASCAR.COM TO GO may require registration and additional subscription fees.

[2] **Racing Connection PLUS** package available for the i710, i730, i733, i736, and i830 only. Includes monthly subscription to NASCAR.COM TO GO, 2 MB of Data Access (overage rate $0.01/kb), Web Plan and Pay-As-You-Go Messaging ($0.10/text message, $0.25/image/audio).

[3] **Nextel WiFi Hot Spot Plan and Unlimited Wireless PC Access Plan** are intended to support laptop or PDA web browsing and Internet-based mail. While it is essentially an unlimited use product Nextel reserves the right to restrict a subscriber's usage if it adversely affects network performance. This offer expires 7/31/2005. No charge for first month's activation fee, after that time applicable access fee applies unless subscriber cancels by contacting Nextel Customer Service. Wireless modem sold separately.

Wireless Data Services require an Internet ready phone. Current prices are from 7/01/2005 - 7/31/2005 and are subject to change. Additional applications may require other fees.

Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.

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WIRELESS DATA SERVICES

Sales Representative Name & Phone Number

	DESCRIPTION	DATA ACCESS (Total Connect) PLAN	INCLUDED MB	PRIVATE IP PRICE	Discounted Price	PUBLIC IP PRICE	Discounted Price	OVERAGE per KB
DATA ACCESS PLANS	**Access private or public IP addresses from your phone, PDA or laptop for network-aware Java apps, wireless Net access, and behind-the-firewall corporate apps.**	**Pay-As-You-Go**	0 MB	$2.99	**$2.45**	N/A		$0.05
		1 MB	1 MB	$9.99	**$8.19**	$12.99	**$10.65**	$0.01
		5 MB	5 MB	$19.99	**$16.39**	$22.99	**$18.85**	$0.009
		10 MB	10 MB	$29.99	**$24.59**	$32.99	**$27.05**	$0.008
		50 MB	50 MB	$59.99	**$49.19**	$62.99	**$51.65**	$0.005
		100 MB	100 MB	$99.99	**$81.99**	$102.99	**$84.45**	$0.003

Nextel WiFi HotSpot Plan [3]	Targeted toward the mobile professional, this service provides unlimited broadband wireless access for laptop and PDAs from over 7600 and growing Hotspot locations	**One Month Free!**	**MONTHLY PRICE: $39.99**	**DISCOUNTED PRICE:**	**$32.79**
Unlimited Wireless PC Access with WiFi Hotspots Plan [3]	Targeted at mobile professionals, this service provides unlimited wireless access to the nationwide Nextel Wireless Data Network for laptops and PDAs PLUS unlimited broadband wireless access from over 7600 locations	**One Month Free!**	**MONTHLY PRICE: $54.99**	**DISCOUNTED PRICE:**	**$45.09**
Unlimited Wireless PC Access Plan [3]	Targeted at mobile business people and field workers, this service provides unlimited wireless access to the Internet for laptops and PDAs at speeds at 28-40 kbs per second during peak hours using your wireless modem card or tethered phone. Includes additional data services including unlimited text messaging, instant messaging, unlimited web access and mobile email		**MONTHLY PRICE: $44.99**	**DISCOUNTED PRICE:**	**$36.89**

* Must have a Motorola e Messaging enabled phone to send and/or receive image/audio messages

[1] **Racing Connection Services** automatically activated for the i776 (while supplies last), unless customer has another Wireless Data Service above, or requests to opt-out at time of i776 activation. Also available for the i710, i730, i733, and i830. Pay-As-You-Go Messaging charged at $0.10/text message, $0.25/image/audio message. Pay-As-You-Go Data Access charged at $0.01/kb. Beginning with the 3rd month of service, customer will be charged $5/month. Access to premium services such as NASCAR.COM TO GO may require registration and additional subscription fees.

[2] **Racing Connection PLUS** package available for the i710, i730, i733, i776, and i830 only. Includes monthly subscription to NASCAR.COM TO GO, 2 MB of Data Access (average rate $0.01/kb), Web Plan and Pay-As-You-Go Messaging. ($0.10/text message, $0.25/image/audio message)

[3] **Nextel WiFi Hot Spot Plan and Unlimited Wireless PC Access Plan** are intended to support laptop or PDA web browsing and Internet-based mail. While it is essentially an unlimited use product, Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. Free month offer expires 7/31/2005. No charge for first month's access fee, after that the applicable access fee applies unless subscriber cancels by contacting Nextel Customer Service. Wireless modem sold separately.

Wireless Data Services require an Internet ready phone. Current prices are from 7/01/2005-7/31/2005 and are subject to change. Additional applications may require other fees.
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NEXTEL

Nextel Specialty Products — Public Sector

July 2005

Richard VanBuskirk
Government Account Executive
(810) 217-0479 Nextel phone
(248) 479-0477 e- fax
richard.vanbuskirk@nextel.com

	Informational		While Supplies Last!	
Phone/Device	**v505**	**im240**	**IM1100**	**IR1200 GPS**
No Commitment Price	$124.99	$299.99	$299.99	$249.99
National Promotion Price		$199.99	$199.99	**$149.99**
Special Flat Promotional Price[1]	**$105.99**	**$121.99**	**$124.99**	
Additional Promotions		WiFi/WIDEN Rate Plan Promo[2]		
Closeout Price			**$49.99**	
Upgrade Pricing[3]				
Replacement or Upgrade with No Commitment				
Replacement or Upgrade with Service Agreement				
Services				
Direct Connect, Digital Cellular, WDS, Messaging				
Phone/Device Features				
Color Screen	✓			
Speakerphone	✓			
Walkie Talkie Speaker / Privacy				
One Touch Direct Connect / Talkgroup				
Downloadable Applications and Games (Java)				
Bluetooth® Enabled	✓			
Camera	310K			
External Display (Clam style phones)	✓			
Voice Recorder	✓			
Voice Activated Dialing	✓			
Contacts / Phone Book	1000			
Downloadable Wallpapers				
Downloadable Ring Tones				
Vibration Alert	✓			
GPS Enabled				✓
Accessory Connector Cover				
Alternate Line Service Support				
Keypad lock	✓			
Multi Language	✓			
Profiles / Styles				
Customizable Main Menu Order	✓			
Direct Talk				
Initiate Emergency Talkgroup				
Talkgroup Scan Service Support				
Email Delivered Automatically				
Full QWERTY Keyboard				
PDA Functionality with PC Synchronization				
Changeable Phone Covers				
Carry Holster Included				
Rain Resistant				
Adheres to Military Stds. for Dust, Shock & Vibration				✓
Rubber Grip				
Rubberized battery door				
Additional features/items	UK adapter Euro adapter			Requires Installation and Accessories
Dimensions	3.5" x 1.9" x .9"	4" x 2.1" x .2"	3.5" x 1.9" x 1.1"	5.0" x 2.2" x 7.0"
Battery Type	Lithium Ion	N/A	Lithium Ion	Hard Wired
Battery Strength/Size (mAh)	500 mAh	N/A	500 mAh	N/A
Weight w/Battery (oz)	4.3	1.5	2.6	21.2
Talk Time (Minutes)	390 mins	N/A	5.5 hrs Total Connect, 100 mins Dial-up	N/A
Talk Time for Direct Talk (Standard Use)	N/A	N/A	N/A	N/A
Standby Time	200 hrs.	N/A	25 hrs	N/A
Lines of Text on screen	9	N/A	N/A	N/A

Pricing prices are valid through 07/31/05 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation, may require one or two year Service Agreement and credit approval. Account set up fee of $35 per phone, up to $70 per account (some markets a max of $60 account per order) may apply. $250 early termination fee may apply, after 15-day trial period (30 days in CA) conditions apply. Two valid forms of identification are necessary to purchase service and phone.

1. Full pricing is available on upgrades to select accounts only and is available once every 12 months for government data subscribers (24 months for EVPs) per Nextel's Phone Upgrade/Replacement Policy. Equipment/Phones exempt from Upgrade Frequency Policy: i860, i850 and BlackBerry 7520. (Nextel reserves the right to modify or terminate these exemptions at any time.)

2. Wireless discounts and mail-in rebate discounts do NOT apply to upgrade/replacement purchases. Note: a minimum processing fee of $35 (not up to a $150 maximum) is applied to all upgrade orders except for government data customers who place upgrade orders through the Wireless Manager Upgrade Support line (1 877 NeXtUP) or Enterprise Sales (1 866 405 3850). The fee is $15 (not up to a $150 maximum) and applies for EVPs placing orders at the Upgrade Support or Enterprise Sales lines. This fee will appear on customer's first or second bill after the upgrade has occurred.

3. Purchase the i1049 and sign up for the unlimited PC Access with WiFi HotSpot Package to receive a $50 invoice credit on the device. Offer expires 7/31/05. 1 year contract required. $200 early termination fee. One credit per location. Not available in all markets.

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Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 14, 2005

CHANGE NOTICE NO. 22
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR	TELEPHONE Richard VanBuskirk **(810) 217-0479**
Nextel West Corp. **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334** **richard.vanbuskirk@nextel.com** **joel.bell@nextel.com**	VENDOR NUMBER/MAIL CODE BUYER/CA (517) 241-2005 **Lisa Morrison**
Contract Compliance Inspector: Tom Fogle **Nextel Communication Units/Training/Service - All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999** To: **August 1, 2007**	
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

Effective immediately, the attached modifications are hereby incorporated into this contract with no other modifications in pricing, terms or conditions.

AUTHORITY/REASON (S):

Per vendor contact (Rick Van Buskirk) dated 6/9/05.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $3,963,584.46

WIRELESS DATA SERVICES **JUNE 2005**

Richard Vandeusen 810-237-0870

GSA Discount 10%

	SERVICE PLAN	DESCRIPTION	MONTHLY PRICE	DISCOUNTED PRICE	INCLUDED SERVICES	SPECIAL PROMOTIONAL OFFERS
DATA SERVICE PLANS	**Premier Data Service Plan***	For the high-end business user who needs multiple data services, the most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go with unlimited amounts of all the Wireless Data Services in Nextel's portfolio.	$25.99	**$24.30**	120 image/audio messages, unlimited text messaging, Instant Messaging, email and personalized content from AOL®, MSN® and Yahoo!®, unlimited Web Access, Mobile Email Enhanced, MyNextel Address Book and Unlimited MB of Data Access	**60 Bonus Anytime Cellular Minutes per month for 12 months.**
	Enhanced Data Service Plan	For the high-end business user who is perhaps a little less on the go but still has need for multiple data services or for a large quantity a comprehensive bundle of wireless data, messaging and contact management tools. Featuring large amounts of all the Wireless Data Services in Nextel's portfolio.	$19.99	**$18.30**	120 image/audio messages, unlimited text messaging, Instant Messaging, email and personalized content from AOL®, MSN® and Yahoo!®, unlimited Web Access, Mobile Email, MyNextel Address Book and 2MB of Data Access	
	Standard Data Service Plan	For the general business user or high-end individual user a broad array of data services to meet a variety of needs.	$14.99	**$13.20**	60 image/audio messages, 500 text messages, Instant Messaging, email and personalized content from AOL®, MSN®	
	Basic Data Service Plan	For an individual user, a moderate amount of multiple data services.	$9.99	**$8.10**	48 image/audio messages, 100 text messages, Instant	
	Unbeated Text Messaging Plan	For the phone user of text and multimedia messaging who doesn't want overage charges, unlimited text messaging and a large bucket of multimedia messaging.	$14.99	**$13.20**	Unlimited Text Messaging, 80 image/audio messages MyNextel Address Book and Address Book Administrator	
	Text Messaging 500 Plan	For individuals or basic business users a moderate amount of text messaging	$7.99	**NA**	500 Text Messages and Pay-As-You-Go image/audio messages	**ONE MONTH FREE OF TEXT MESSAGING 500 PLAN AND UNLIMITED NATIONWIDE DIRECT CONNECT ACCESS OR**
	Text Messaging 100 Plan	A small amount of text messaging for casual text users who prefer to pay a fixed amount each month rather than having a variable cost.	$4.99	**NA**	100 Text Messages and Pay-As-You-Go image/audio messages	

	SERVICE	DESCRIPTION	MONTHLY PRICE	SPECIAL PROMOTIONAL OFFERS
INDIVIDUAL SERVICES	**Web Plan**	Something to meet everyone's needs for information from the business exclusive to the sports junkie to gamers. Access to over 80 top wireless Internet sites to find news, scores, weather, get driving directions and more. Also download ring tones, games, wallpapers and applications. Includes Pay As You Go text messaging	$4.99	
	Pay-As-You-Go Messaging	Pay-As-You-Go messaging service if not subscribed to another data service. Send and receive text messages from your Nextel phone, any email address or through Nextel.com. And if you have a Multimedia Messaging capable phone, send and receive text, picture and audio messages from your Nextel phone. Manage contacts on Nextel.com and share photos and make notes.	$0.10 per text message $0.25 per image/audio message	**60 bonus cellular minutes for 12 months when you buy Pay-As-You-Go Text Messaging and Unlimited Nationwide Direct Connect Access for $10** **Included with National Free Incoming Plans, National 1000 and Local Instant Connect Plans (if not subscribed to**
	Mobile Email Enhanced - 2MB	For the business user who needs to stay in touch when away from his desk, a single base application that provides instant connectivity to your desktop email, calendar and contact applications from your Java enabled phone. Read, reply to, forward, create or delete email messages. Manage your calendar (update contacts). Synchronized over the air with your desktop application. Accessible on all the Nextel Networks. 2 MB of data access included.	$14.99	
	International Data Services	For the international traveler, access to data services including Messaging Services, Web Services, MyNextel and Mobile Email when you travel to Canada, Mexico, Peru, Brazil and Argentina.	Pay-As-You-Go: $0.03/kilobyte Pay-As-You-Go Messaging users pay $0.10/text message, $0.25/image/audio message plus per	**FREE UNTIL JULY - $0.03/kilobyte charge waived through June 30, 2005**
	Mobile Locator	Allows managers and dispatchers to see the current location of field employees in real time on an Internet based map. Includes Pay-As-You-Go Messaging.	$15.00	**Mobile Locator with Text Messaging 500 Plan available for $20.**
	MyNextel Address Book	For the business person or individual who has many contacts that he always needs at his fingertips. Manage up to 2,000 contacts on Nextel.com, access connectivity from your phone, download your phone's contact list, access administrator loaded corporate directory. Includes MyNextel Address Book Administrator and Pay As You Go Messaging.	$4.99	
	Racing Connection[1]	NASCAR fans seeking the latest Nextel Cup news and information, with access to NASCAR.COM Mobile & NASCAR.COM Alerts, as well as occasional users to the NASCAR.COM TOGO with PitCommand service application	$5.00	**$5 access charge waived for the first 3 months of service!**
	Racing Connection PLUS Package[2]	Hard core NASCAR fans who want to follow each Nextel Cup race live with the advanced features and functionality of the NASCAR.COM TO GO with PitCommand service application	$15.99	

* Must have a Multimedia Messaging enabled phone to send and/or receive image/audio messages.

[1] **Racing Connection Services** automatically activated for the i736 (while supplies last), unless customer has another Wireless Data Service active, or requests to opt-out at time of i736 activation. Also available for the i710, i730, i711, and i830. Pay-As-You-Go Messaging charged at $0.10/text message, $0.25/image/audio message. Pay As You Go Data Access charged at $0.03/kb. Beginning with the 3rd month of service, customer will be charged $5/month. Access to premium services such as NASCAR.COM TO GO may require registration and additional subscription fees.

[2] **Racing Connection PLUS** package available for the i730, i733, i730, and i858 only. Includes monthly subscription to NASCAR.COM TO GO, 2 MB of Data Access (overage rate $0.03/kb), Web Plan and Pay As You Go Messaging ($0.10/text message, $0.25/image/audio message).

[3] **Nextel Wi-Fi Hot Spot Plan and Unlimited Wireless PC Access Plan** are intended to support laptop or PDA web browsing and Internet based mail. While it is essentially an unlimited use product Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. First month offer expires 7/31/2005. No charge for first month's access fee, after that time applicable access fee applies unless subscriber cancels by contacting Nextel Customer Service. Wireless modem sold separately. Wireless Data Services require an Internet ready phone. Current prices are from 6/01/2005 6/30/2005 and are subject to change. Additional applications may require other fees. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.

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Sales Representative Name & Phone Number

	DESCRIPTION	DATA ACCESS (Total Connect) PLAN	INCLUDED MB	PRIVATE IP PRICE	Discounted Price	PUBLIC IP PRICE	Discounted Price	OVERAGE per KB
DATA ACCESS PLANS	Access private or public IP addresses from your phone, PDA or laptop for network-aware line apps, wireless Net access, and behind-the-firewall corporate apps.	Pay-As-You-Go	0 MB	$2.99	$2.49	N/A		$0.01
		1 MB	1 MB	$9.99	$8.19	$12.99	$10.69	$0.01
		5 MB	5 MB	$19.99	$16.39	$22.99	$18.84	$0.008
		10 MB	10 MB	$29.99	$24.59	$32.99	$27.05	$0.008
		50 MB	50 MB	$59.99	$49.19	$62.99	$51.65	$0.005
		100 MB	100 MB	$99.99	$81.99	$102.99	$84.45	$0.003
	Nextel WiFi HotSpot Plan [1]	Targeted toward the mobile professional, this service provides unlimited broadband wireless access for laptop and PDAs from over 7000 and growing hot spot locations.	One Month Free!		MONTHLY PRICE: $39.99		DISCOUNTED PRICE:	$32.79
	Unlimited Wireless PC Access with WiFi Hotspots Plan [2]	Targeted at mobile professionals, this service provides unlimited wireless access to the nationwide Nextel Wireless Data Network for laptops and PDAs. PLUS unlimited broadband wireless access from over 7000 locations.	One Month Free!		MONTHLY PRICE: $54.99		DISCOUNTED PRICE:	$45.09
	Unlimited Wireless PC Access Plan [3]	Targeted at mobile business people and field workers, this service provides unlimited wireless access to the Internet for laptops and PDAs at speeds at 28-40 kbs per second during peak hours using your wireless modem card or enhanced phone. Includes additional data services including unlimited text messaging, instant messaging, unlimited web access and mobile email.			MONTHLY PRICE: $44.99		DISCOUNTED PRICE:	$36.89

[1] Must have a Multimedia Messaging enabled phone to send and/or receive image/audio messages.

[2] **Racing Connection Services** automatically activated for the i730 (while supplies last), unless customer has another Wireless Data Service active, or requests to opt-out at time of i730 activation. Also available for the i710, i718, i715, and i930. Pay As You Go Messaging charged at $0.10/text message, $0.25/image/audio message. Pay-As-You-Go Data Access Charged at $0.01/kb. Beginning with the 3rd month of service, customer will be charged $5/month. Access to premium services such as NASCAR COM TO GO requires monthly plan and additional subscription fees.

[3] **Racing Connection PLUS** package available for the i730, i730, i731, i736, and i830 only. Includes monthly subscription to NASCAR COM TO GO, 2 MB of Data Access (overage rate $0.01/kb), Web Plan and Pay As You Go Messaging ($0.10/text message, $0.25/image/audio message).

[4] **Nextel WiFi Hot Spot Plan and Unlimited Wireless PC Access Plan** are intended to support laptop or PDA web browsing and Internet based mail. While it is essentially an unlimited use product Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. Free month offer expires 7/31/2005. No charge for first month's access fee, after that time applicable access fee applies unless subscriber cancels by contacting Nextel Customer Service. Wireless modem sold separately. Wireless Data Services require an Internet ready phone. Current prices are from 6/01/2005-6/30/2005 and are subject to change. Additional applications may require other fees.

Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.

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NEXTEL

Nextel Versatile Portfolio — Public Sector

June 2005

Silver + White Supplies Last

	BlackBerry 7520[1]	i860	i836	i830	i275	i730	i730[2]	i710	i285	i205
New Handset Pricing										
[illegible]	$399.99	$449.99	$349.99	$324.99	$299.99	$274.99	$249.99	$249.99	$224.99	$174.99
[illegible]	$299.99	$349.99	$249.99	$224.99	$199.99	$174.99	$149.99	$149.99	$124.99	$74.99
[illegible] Price[2]	$149.99	$212.99	$151.99	$136.99	$105.99	$99.99	$74.99	$89.99	$49.99	$8.99
[illegible]				10+/15+ Phone[3]				10+/15+ Phone[3]	10+/15+ Phone[3]	
Upgrade Pricing[2]										
[illegible] Upgrade with No Commitment	$399.99	$449.99	$349.99	$324.99	$299.99	$274.99	$249.99	$249.99	$224.99	$174.99
[illegible] Upgrade with Service Agreement[2]	$243.99	$299.99	$199.99	$174.99	$149.99	$124.99	$99.99	$99.99	$74.99	$24.99
[illegible] Upgrade after Month Rebate with Service Agreement[2]	$149.99[2]	$249.99[2]				$99.99[2]			$49.99[2]	Free After MIR[2]
Services										
[illegible] Digital Cellular, WAP, Messaging	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Phone Features										
[illegible]	✓									
[illegible]	✓									
[illegible] (Blackberry Sync Manager)	✓									
[illegible]	✓									
[illegible]		310K				310K				
[illegible]		✓	✓						✓	
[illegible]		✓				✓				
[illegible]		✓								
[illegible]	65K	262K	65K	65K	65K	65K	65K	65K	65K	
[illegible]		✓	✓	✓	✓	✓	✓	✓	✓	Downloadable
[illegible] Dialing/Mining	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
[illegible] Talkgroup		✓	✓	✓	✓	✓	✓	✓	✓	
[illegible]			✓			✓				
[illegible] Hyperdrive and Contact Find	✓	✓	✓	✓	✓	✓	✓	✓	✓	
[illegible]		4K	✓	✓	✓		✓			
[illegible]		✓	✓	✓	✓	✓	✓	✓	✓	Downloadable
[illegible]		✓	✓	✓	✓	✓	✓	✓	✓	Downloadable
[illegible]		✓	✓	✓	✓	✓	✓	✓	✓	
[illegible] Handset Entries	Unlimited	600	600 + 20 Groups	600	600	600 + 20 Groups	600	600	600	600
[illegible] Calls/Alerts		✓	✓	✓	✓	✓	✓	✓	✓	
[illegible] Ring Tones		MP3	✓	✓	✓	✓	✓	✓	✓	✓
[illegible]	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
[illegible]	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
[illegible] Guard		✓	✓	✓	✓	✓	✓	✓	✓	✓
[illegible] Tagging		✓	✓	✓	✓	✓	✓	✓	✓	✓
[illegible]	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
[illegible]		✓	✓	✓	✓	✓	✓	✓	✓	✓
[illegible]	✓	✓	✓	✓	✓	✓	✓	✓	✓	
[illegible] Phone Mode Field	✓	✓	✓	✓	✓	✓	✓	✓	✓	
[illegible]						✓				
[illegible] Talkgroup										
[illegible] Support										
[illegible]										✓
[illegible]	✓	✓	✓	✓	✓		✓			
[illegible]	Arctic Black	Black w/ Blue Accents	Metallic Graphite	Bronze Silver + White	Silver	Black White	NMOD Chrome	Black	Blue	Blue
Phone Details										
[illegible]	6.5" x 2.6" x 1.1"	3.40" x 1.85" x .98"	3.4" x 1.9" x .8"	3.3" x 1.8" x .8"	3.6" x 2" x 1.1"	4.6" x 1.90" x .98"	3.6" x 2" x 1.1"	3.6" x 2" x 1.1"	4.8" x 1.90" x .90"	4.8" x 1.9" x .9"
[illegible]	900 mAh Lithium Ion	Standard Lithium Ion	Slim Lithium Ion	Slim Lithium Ion	Standard Lithium Ion	Premium Lithium Ion	Standard Lithium Ion	Premium Lithium Ion	Standard Lithium Ion	Standard Lithium Ion
[illegible]	6.10	4.18	3.6	3.9	5.1	4.6	5.1	5.1	4.6	4.14
[illegible]	192 mins	165 mins	120 mins	120 mins	200 mins	165 mins	200 mins	165 mins	165 mins	165 mins
[illegible] Talk (Standard Hrs)	N/A	N/A	N/A	N/A	N/A	10 hrs	N/A	N/A	N/A	N/A
[illegible]	69 hrs	90 hrs	80 hrs	80 hrs	101 hrs	101 hrs	101 hrs	101 hrs	101 hrs	101 hrs
[illegible]	8, 10 or 12	9, 10 or 11	6, 8 or 10	6, 8 or 10	6, 8 or 10	6, 8 or 10	6, 8 or 10	6, 8 or 10	6, 8 or 10	4

[illegible]

[illegible] NEXTEL, NEXTEL (logo), DIRECT CONNECT, NATIONWIDE DIRECT CONNECT and other marks are service marks and trademarks of Nextel Communications, Inc. All other brands, product names and trademarks are the property of their respective owners. All rights reserved.

Nextel Rate Plan Guide — Public Sector

June 2005

State/Local Discount 18%

Richard VanBuskirk
Cell: (810) 217-0479 Fax: (248) 479-0477
Government Account Executive
richard.vanbuskirk@nextel.com

RATE PLANS	Monthly Access[1]	Discounted Monthly Access	Cellular Minutes[2]	Service Agreement	Cellular Overage	Direct Connect Minutes[3]	Direct Connect Overage	Nationwide DC Access[3]	Talkgroup Minutes[3]	Share[7]	Nights & Weekends[4]	Domestic Long Distance[5]	Voice Mail	Caller ID[6]	Wireless Data Services[7]
[redacted]															
[redacted]	$89.99	$48.99	300	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging[11]
[redacted]	$59.99	$49.19	500												
[redacted]	$79.99	$65.59	800												
[redacted]	$109.99	$90.19	1,200												
[redacted]															
[redacted]	$45.99	$37.71	500	One-Year	45¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	No	Unlimited	Included	$1 per month	$1 per month	Buy-Up Options Available[11]
[redacted]	$55.99	$45.91	800												
[redacted]	$69.99	$57.39	1,200		40¢ per minute										
[redacted]	$85.99	$70.51	1,400												
[redacted]	$99.99	$81.99	2,000		30¢ per minute										
[redacted]	$149.99	$122.99	3,000												
[redacted]															Contractually Covered[8]
[redacted] Plan[10]	$55.00	$45.10	1,000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	200	Both	Unlimited Weekends[12]	Included	Included	Included	Buy-Up Options Available[11]
[redacted] Plan	$150.00	$123.00	3,000						200						
[redacted] Add On Plan	$30.00	$24.60	0						0						
Requires a minimum purchase of 5 plans (at least one must be a $55.00 or $150.00 core plan). Talkgroup Overage = $0.15 per minute.															
[redacted]															
[redacted] Plan	$199.99	$163.99	Unlimited	One-Year	N/A	Unlimited	N/A	Unlimited	15¢ per min.	No	Unlimited	Included	Included	Included	Enhanced Data Service Plan
Requires a data capable phone.															
[redacted]															
[redacted] Plan	$55.99	$45.91	1,000	One-Year	40¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per min	No	Unlimited	Included	Included	Included	Pay-As-You-Go Messaging[11]
[redacted]															Contractually Covered[8]
[redacted] Add-on	$19.99	$16.39	0	One-Year	40¢ per minute	100	15¢ per minute	10¢ per minute	15¢ per minute	Both	Unlimited	Included	$1 per month	$1 per month	Buy-Up Options Available[11]
[redacted] Share Share 400	$39.99	$32.79	400			250									
[redacted] Share Share 600	$49.99	$40.99	600												
[redacted] Share Share 900	$69.99	$57.39	900												
[redacted] Share Share 1200	$89.99	$73.79	1,200												
Add-on plan requires activation of at least one base Team Share plan on the account. Customers may activate up to four add-on plans for every one base plan.															
[redacted]															Contractually Covered[8]
[redacted] Minutes 100	$39.99	$32.79	100	One-Year	35¢ per minute	Unlimited	N/A	10¢ per minute	15¢ per minute	Cellular	$10 per month	Included	Included	Included	Buy-Up Options Available[11]
[redacted] Minutes 500	$55.99	$45.91	500												
[redacted] Minutes 700	$69.99	$57.39	700												
[redacted] Minutes 1000	$89.99	$73.79	1,000												
[redacted] Minutes 1300	$119.99	$98.39	1,300												
[redacted] Minutes 2000	$159.99	$131.19	2,000												
[redacted] Minutes 2500	$199.99	$163.99	2,500												
[redacted] Minutes 4000	$299.99	$245.99	4,000												
Cellular minutes round to the second.															
[redacted]															
[redacted] Direct Connect UDC	$35.99	$29.51	0	One-Year	40¢ per minute	Unlimited	N/A	16¢ per minute	15¢ per minute	No	Unlimited	20¢ per minute	$1 per month	$1 per month	Pay-As-You-Go Messaging[11]
[redacted] Direct Connect 500	$39.99	$32.79	500												
[redacted] Direct Connect 700	$49.99	$40.99	700												
[redacted] Direct Connect 1250	$65.99	$54.11	1,250												

Nextel Rate Plan Guide — Public Sector

June 2005

State/Local Discount 18%

Richard VanBuskirk
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Government Account Executive
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RATE PLANS	Monthly Access[a]	Discounted Monthly Access	Cellular Minutes[a]	Service Agreement	Cellular Overage	Direct Connect Minutes[b]	Direct Connect Overage	Nationwide DC Access[c]	Talkgroup Minutes[b]	Share[1]	Nights & Weekends[4]	Domestic Long Distance[5]	Voice Mail	Caller ID[6]	Wireless Data Services[7]
[illegible]															
[illegible] Federal Team Share 400	$69.99	**$65.59**	400	One-Year	40¢ per minute	Unlimited	N/A	Unlimited	15¢ per minute	No	Unlimited	Included	Included	Included	Unlimited Email & Web Access
[illegible] Federal Team Share 600	$79.99	**$73.79**	600			250	15¢ per minute	10¢ per minute		Both			$1 per month	$1 per month	
[illegible] Federal Team Share 900	$89.99	**$96.19**	900												
[illegible] Federal Team Share 1200	$109.99	**$106.59**	1,200												
[illegible]															Contractually Covered[4]
[illegible] Local Shared 100	$24.99	**$20.49**	0	One-Year	20¢ per minute	100	15¢ per minute	10¢ per minute	15¢ per minute	Both	250	15¢ per minute	Included	Included	Buy-Up Options Available**
[illegible] Local Shared 400	$39.99	**$32.79**	200			200					500				
[illegible] Local Shared 700	$49.99	**$40.99**	350			350					1,000				
Cellular minutes round to the second															
[illegible]															Contractually Covered[4]
[illegible] Total Rewards Add-on	$25.00	**$20.50**	0	One-Year	40¢ per minute	250	15¢ per minute	Unlimited	15¢ per minute	Both[V]	Unlimited	Included	Included	Included	Premier Messaging
[illegible] Total Rewards 300	$45.00	**$36.90**	300												
[illegible] Total Rewards 500	$55.00	**$45.10**	500												
[illegible] Total Rewards 700	$75.00	**$61.50**	700												
[illegible] Total Rewards 900	$95.00	**$77.90**	900												
Includes Priority Connect and Wireless Priority Service — a feature that provides priority access to the Nextel network and its resources during times of congestion. Add-on plan requires activation of at least one base plan on the account.															
[illegible]															Contractually Covered[4]
[illegible] Total Rewards UDC 100	$35.00	**$28.70**	100	One-Year	40¢ per minute	Unlimited	N/A	Unlimited	250	Cellular and Talkgroup[V]	Unlimited	Included	Included	Included	Premier Messaging
[illegible] Total Rewards UDC 400	$55.00	**$45.10**	400												
[illegible] Total Rewards UDC 600	$65.00	**$53.30**	600												
[illegible] Total Rewards UDC 800	$85.00	**$69.70**	800												
[illegible] Total Rewards UDC 1000	$105.00	**$86.10**	1,000												
Includes Priority Connect and Wireless Priority Service — a feature that provides priority access to the Nextel network and its resources during times of congestion. Talkgroup Overage = $0.15 per minute.															
[illegible]															Contractually Covered[4]
[illegible] 350	$30.00	**$24.60**	250	One-Year	40¢ per minute	100	15¢ per minute	Unlimited	15¢ per minute	Both	$10 per month	Included	Included	Included	Buy-Up Options Available**
[illegible] 600	$40.00	**$32.80**	500		20¢ per minute										
Sharing available within individual plans only and not across the 350 and 600 plans. $10 Unlimited N&W Buy-Up available on these plans.															

Monthly charges apply. Nextel imposes a Federal Programs Cost Recovery (FPCR) fee of $1.55 or $2.83. The FPCR is not a tax or government required charge.

[illegible] Service and Billing (SSB) messaging where noted or with further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require credit approval, new activation and one- or two-year Service Agreement. Additional charges, taxes and [illegible] Service Assessment of either 1.18% or 2.5% in some states a Gross Receipt Recovery Fee or other fees, fees or assessments, a TRS charge of approx. .07¢, and a State required E911 fee. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. [illegible] 12 Direct phone, up to $10 per account (some markets a max of $80 account per order) may apply. $200 early termination fee may apply, after 15-day trial period (30 days in CA), conditions apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your [illegible] for more details.

1. [illegible] Cellular = cellular only. DC = Direct Connect only. No = Does not share. Phones must be on same account and separate plan to share minutes. Direct Connect minutes share with fee plans. Talkgroup minutes do not share except for the National Business Plans.
2. [illegible] Direct Connect calls are charged to the calling party. Use DC minutes in your plan and incur an additional charge of either .1¢ per min. multiplied by the number of participants, or pay a monthly flat fee for unlimited access. NDC does not apply to Talkgroup.
3. [illegible] are available to your local calling area and do not include Talkgroup calls. Limited Direct Connect minutes can be used for Talkgroup. Talkgroup minutes do not share except for the National Business Plans.
4. [illegible] Plans. Weekends begin Fri. at 9:00 pm and end Mon. at 7:00 am.
5. [illegible] Long Distance (Domestic Long Distance is included in the plan.
6. [illegible] available on all calls. Read Service Agreement for details.
7. [illegible] Text Message depending on message type.
8. [illegible] to the second billing except for the National Shared Minute plan, when cellular calls round to the second after the first minute.
9. [illegible] cellular roaming is the U.S. on the Nextel National Network.
10. [illegible] Sat. at 7:00 p.m. Weekends are not included in the plan.
11. [illegible] the National 7,500 Plan and Local Federal Connect Plan does not apply in Florida, New York, New Jersey and Southern California.
12. [illegible] share across both Government Total Rewards and Government Total Rewards UDC Plans. Direct Connect and Talkgroup minutes do not share across plans.
13. [illegible] Plans are only available for I-DR customers. I-IR Individual and Government-liable customers are not eligible for these plans.
14. [illegible] 2005 and receive the National Business 1,000 Plan for $50.00 ($85 less $10) per month for 12 months. After 12 months, the standard $85.00 monthly plan rate applies to the National Business 1,000 Plan.
15. [illegible] are available to be purchased as an add-on including Basic, Standard, Enhanced and Premier Data Service Plans, Web Plan, Unlimited, 100 or 500 Text Messaging Plans and MyNextel Address Book. Ask your Nextel Representative for more information.

[illegible] Plans are available for mobile-to-go as part of Federal, State and Local contracts. All other rate plans should be deemed as created now offers and are subject to change.

[illegible] Network serves 297 out of the top 300 markets. ©2005 Nextel Communications Inc. NEXTEL, NEXTEL Logo, DIRECT CONNECT, NATIONWIDE DIRECT CONNECT and other marks are service marks and trademarks of Nextel Communications, Inc. All third party product or service names are the [illegible] respective owners. All rights reserved.

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

September 13, 2004

CHANGE NOTICE NO. 21
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR	TELEPHONE Richard VanBuskirk **(810) 217-0479**
Nextel West Corp. **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	VENDOR NUMBER/MAIL CODE
	BUYER/CA (517) 335-0462 **Christine Mitchell, CPPB**

Contract Compliance Inspector: Tom Fogle
Nextel Communication Units/Training/Service - All State Agencies

CONTRACT PERIOD:	From: **February 16, 1999**	To: **August 1, 2007**
TERMS **Net 45**	SHIPMENT **As Required**	
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**	
MINIMUM DELIVERY REQUIREMENTS **N/A**		

NATURE OF CHANGE (S):

Effective immediately this contract is EXTENDED for two (2) years. The new contract end date is August 1, 2007. This contract is also INCREASED by $2,000,000.00. Effective immediately, the attached modifications are herby incorporated into this contract with no other modifications in pricing, terms and conditions. The attached modified rate plans incorporate an additional 8% reduction in SOM business account plan rates. The main contact for sales remains:

Rick Van Buskirk at (810) 217-1627 (Richard.vanbuskirk@nextel.com)
OR
Joel Bell at (810) 217-1627 (Joel.bell@nextel.com)

In addition, there are 6 Nextel Strategic Care Specialists assigned to specific accounts and departments. Contact Karen Guinyard at (810) 499-1761 to find out who your agency specialist is. Also, find attached the new

employee rate plans, reflecting a 10% discount on rate plans, 27% discount on hantouts and 10% on accessories. For employess accounts contact:

Tracy Archer at (517) 202-3757 (tracey.archer.@nextel.com)
OR
Through the webaisle lik off the DMB AS website.

AUTHORITY/REASON (S):

Per vendor contact (Joel Bell) dated 9/2/04.

INCREASE: $2,000,000.00

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $3,963,584.46

Nextel Public Sector Accounts Rate Plan Guide

September 2004

State/Local Discount 18%

Richard Van Buskirk
Cell: (810) 217-0479
Fax: (248) 893-8940

Sales Rep Title
rep.name@nextel.com

RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes*	Service Agreement	Cellular Overage	Direct Connect Minutes*3	Direct Connect Overage	Group Connect Minutes*	Share	Nights & Weekends*	Domestic Long Distance*	Voice Mail	Caller ID[6]	NOL[5]
														Get 100 Bonus Minutes per Month for 12 months!
National Free Incoming 250	$49.99	**$40.99**	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Two-Way Messaging Express**
National Free Incoming 400	$59.99	**$49.19**	400 + 100											
National Free Incoming 600	$69.99	**$57.39**	600 + 100											
National Free Incoming 800	$89.99	**$73.79**	800 + 100											
National Free Incoming 1200	$119.99	**$98.39**	1200 + 100											
National Free Incoming 1600	$159.99	**$131.19**	1600 + 100											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
														Get 100 Bonus Minutes per Month for 12 months!
National Free Incoming Plus 250	$59.99	**$49.19**	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Premium Web, Unlimited Two-Way Messaging & Address Book**
National Free Incoming Plus 400	$69.99	**$57.39**	400 + 100											
National Free Incoming Plus 600	$79.99	**$65.59**	600 + 100											
National Free Incoming Plus 800	$99.99	**$81.99**	800 + 100											
National Free Incoming Plus 1200	$129.99	**$106.59**	1200 + 100											
National Free Incoming Plus 1600	$169.99	**$139.39**	1600 + 100											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express.														
														Contractually Covered[7]
National Team Share Add-on	$15.00	**$12.30**	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	$1 per month	$1 per month	Two-Way Messaging Express**
National Team Share 400	$39.99	**$32.79**	400											
National Team Share 600	$49.99	**$40.99**	600											
National Team Share 800	$69.99	**$57.39**	800											
National Team Share 1000	$89.99	**$73.79**	1,000											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
														Contractually Covered[7]
National Shared Minute 100	$39.99	**$32.79**	100	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular	$10 per month	Included	Included	Included	Buy-Up Options Available**
National Shared Minute 500	$55.99	**$45.91**	500											
National Shared Minute 700	$69.99	**$57.39**	700											
National Shared Minute 1000	$89.99	**$73.79**	1,000											
National Shared Minute 1300	$119.99	**$98.39**	1,300											
National Shared Minute 2000	$159.99	**$131.19**	2,000											
National Shared Minute 2500	$199.99	**$163.99**	2,500											
National Shared Minute 4000	$299.99	**$245.99**	4,000											
Cellular minutes round to the second after first minute. Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Express; or $15 UNDC Access plus Two-Way Premier.														
Alternate Line Pay As You Go	$5.99	**$4.91**	0	One-Year	10¢ per min.	N/A	N/A	N/A	No	N/A	20¢ per min.	Shared with Primary Line	Shared with Primary Line	N/A
National Alternate Line 200	$19.99	**$16.39**	200		40¢ per minute					Unlimited	Included			
National Alternate Line 350	$29.99	**$24.59**	350											
National Alternate Line 500	$39.99	**$32.79**	500											
National Alternate Line 1000	$59.99	**$49.19**	1,000											
Alternate Line Service Plans cannot be used for primary line service.														
National Value 500	$39.99	**$32.79**	500	One-Year	40¢ per minute	100	15¢ per minute	15¢ per minute	DC	Unlimited	Included	$1 per month	$1 per month	Buy-Up Options Available**
National Value 1000	$59.99	**$49.19**	1,000											
National Value 2000	$99.99	**$81.99**	2,000											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
National Unlimited NDC Plus	$199.99	**$163.99**	Unlimited	One-Year	N/A	Unlimited	N/A	15¢ per min	No	N/A	Included	Included	Included	Full Service
Includes Full Service Package														

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September 2004

State/Local Discount 18%

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RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes	Service Agreement	Cellular Overage	Direct Connect Minutes	Direct Connect Overage	Group Connect Minutes	Share	Nights & Weekends	Domestic Long Distance	Voice Mail	Caller ID	NOL
Local Instant Connect UDC	$35.99	**$29.51**	0	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	20¢ per minute (or Included w/ $10 Buy-up)	$1 per month	$1 per month	Buy-Up Options Available**
Local Instant Connect 500	$39.99	**$32.79**	500											
Local Instant Connect 700	$49.99	**$40.99**	700											
Local Instant Connect 1000	$59.99	**$49.19**	1,000											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
BlackBerry National Shared Minute	$44.99	**$36.89**	0	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular	$10 per month	Included	Included	Included	Unlimited Email & Web Access
BlackBerry Nationwide Free Incoming	$99.99	**$81.99**	300						No					
BlackBerry National Team Share 400	$79.99	**$65.59**	400		40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited		$1 per month	$1 per month	
BlackBerry National Team Share 600	$89.99	**$73.79**	600											
BlackBerry National Team Share 800	$109.99	**$90.19**	800											
BlackBerry National Team Share 1000	$129.99	**$106.59**	1,000											
Get 100 Bonus Minutes per month for 12 months ? with the BlackBerry Nationwide Free Incoming Plan!														
														Contractually Covered?
Government Local Shared 100	$24.99	**$20.49**	0	One-Year	20¢ per minute	100	15¢ per minute	15¢ per minute	Both	250	15¢ per minute	Included	Included	Buy-Up Options Available**
Government Local Shared 400	$39.99	**$32.79**	200			200				500				
Government Local Shared 700	$49.99	**$40.99**	350			350				1,000				
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
														Contractually Covered?
Government Total Rewards Add-on	$25.00	**$20.50**	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	Included	Included	Two-Way Premier**
Government Total Rewards 300	$45.00	**$36.90**	300											
Government Total Rewards 500	$55.00	**$45.10**	500											
Government Total Rewards 700	$75.00	**$61.50**	700											
Government Total Rewards 900	$95.00	**$77.90**	900											
Includes Priority Connect — a feature that provides priority access to the Nextel network and its resources during times of congestion.														

**** Other monthly charges apply. Nextel imposes a Federal Programs Cost Recovery (FPCR) fee of $1.55 or $2.83. The FPCR is not a tax or government required charge. The fee is charged for one or more of the following: E911, number pooling and wireless number portability.***

Rate Plans are valid for Public Sector until 9/30/04 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require credit approval, new activation and one- or two-year Service Agreement. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.124% or 1.25%, in some states a Gross Receipt Recovery fee of 1.4% to 5%, a TRS charge of approx. .07%, and a state-required E911 fee. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative for more details.

1 Share Key: Both = cellular and DC; Cellular = cellular only; DC = Direct Connect only; No = Does not share. Phones must be on same account and separate plan to share minutes. Direct Connect minutes share with like plans. Group Connect minutes do not share.

2 Nationwide Direct Connect calls are charged to the call initiator, use DC minutes in your plan and incur an additional charge of either (i) 10¢/min. multiplied by the number of participants, or (ii) a monthly flat fee for unlimited access. Requires a data-capable phone. NDC does not apply to Group Connect.

3 Direct Connect minutes are available in your local calling area and do not include Group Connect calls. Limited Direct Connect minutes can be used for Group Connect calls.

4 Nights are 9:00pm to 7:00am. Weekends begin Fri. at 9:00pm and end Mon. at 7:00am.

5 No additional charge for Domestic Long Distance, if Domestic Long Distance is included in the plan.

6 Caller ID may not be available on all calls. Read Service Agreement for details.

7 Group Connect charges are calculated by multiplying the minutes of use, number of participants, and the applicable rate. Group Connect can only work with members of the same network while in their home market. Nationwide service is not available for Group Connect calls. Group Connect minutes do not share.

8 Cellular calls round to the next full minute; except for the National Shared Minute plan, when cellular calls round to the second after the first minute. Unused minutes do not accumulate to the next billing cycle.

9 Free Incoming calls are calls received while in the U.S. on the Nextel National Network.

$ Up to 15¢ per sent or received text message depending on message type.

*** Additional Data Services are available to be purchased as an add-on including Premium Web, Unlimited Two-Way Messaging, Mobile Email and Full Service Data Package. Ask your Sales Representative for more information.*

? Indicates Rate Plans are available for inclusion as part of Federal, State and Local contracts. All other rate plans should be deemed as limited time offers and are subject to change.

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NEXTEL ONLINE WIRELESS DATA & MESSAGING SERVICES
PUBLIC SECTOR

SEPTEMBER 2004

Sales Representative Name & Phone Number

GSA Discount 18%

PACKAGES

SERVICE PLAN	POSITIONING	MONTHLY PRICE	BUNDLED SERVICES	SPECIAL PROMOTIONAL OFFERS
Messaging Package	Stay connected while on the go with these mobile messaging services and contact management tools.	$10.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service	**60 Bonus Anytime Cellular Minutes per month for 12 months. $10 SERVICE CREDIT WHEN MESSAGING PACKAGE IS ADDED TO NEW PHONE ACTIVATION as part of Equipt for Business.** ***For accounts with 10 or more units. Good Thru 10/31/04. For program rules and eligibility refer to sac/iac>selling tools>Equipt for Business***
Full Service Package	The most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go.	$15.00	Wireless Web, Premium Web, Unlimited Two-Way Messaging, AOL® Instant Messenger™, Mobile Email, Address Book & Address Book Admin	**60 Bonus Anytime Cellular Minutes per month for 12 months.**
Mobile Admin Package	Allows administrators to remotely manage contact lists and customize phones' Net menus for an entire account. Includes Two-Way Messaging *Express*.	$10.00	Address Book Admin & MyView Admin	**Combine with Two-Way Messaging *Premier* for only $15.00.**

INDIVIDUAL SERVICE PLANS

SERVICE PLAN	DESCRIPTION	MONTHLY PRICE	SPECIAL PROMOTIONAL OFFERS	MESSAGING PACKAGE	FULL SERVICE PACKAGE
Wireless Web	Access to over 80 top wireless Internet sites to stay informed, entertained and in control of your business and personal lives. Includes Two-Way Messaging *Express*.	$3.50		Included	Included
Premium Web	Access any wireless Internet URL, set bookmarks, customize browser menu with MyView, access AOL® and MSN Mobile, AOL® Mail, AOL® Instant Messenger™, and Hotmail. Includes Web and Two-Way Messaging *Express*.	$10.00	**50% off for first 3 months of service, plus 60 Bonus Anytime Cellular Minutes per month for 12 months.**		Included
Two-Way Messaging *Express*	Pay-as-you-go basic messaging service, $0.10 per message.	$0.10 each	**ONE MONTH FREE OF TWO-WAY MESSAGING *EXPRESS* AND NATIONWIDE DIRECT CONNECT** plus 100 bonus cellular minutes for 12 months with the **$10 Talk & Text Offer.** **Included with National Free Incoming Plans, National Team Share Plans & NASCAR 500 Plan (if not subscribed to another messaging service).**		
Two-Way Messaging *Premier*	Send and receive unlimited messages. Includes Web and Address Book.	$7.50	**ONE MONTH FREE OF TWO-WAY MESSAGING *PREMIER* AND NATIONWIDE DIRECT CONNECT** plus 100 bonus cellular minutes for 12 months with the **$15 Talk & Text Offer**	Included	Included
AOL® Instant Messenger™	Exchange instant messages with any AIM user with your existing Screen Name and Buddy List feature. Includes Web and Two-Way Messaging *Express*.	$5.00		Included	Included
Alerts (SMS)	Incoming text and numeric SMS alerts.	$0.15 each 300 Alerts = $5.00 1000 Alerts = $9.00		$0.15 each	$0.15 each
Mobile Email	Access your POP3 ISP accounts, Microsoft Outlook and IBM Lotus Notes. Includes Web and Two-Way Messaging *Express*.	$5.00			Included
International Data Services	Access to data services including Messaging services, Wireless Web, BlackBerry and Mobile Email when you travel to Canada, Mexico, Peru, Brazil and Argentina.	Pay as you go: $0.03/kilobyte, Two-Way Express users pay $0.10/message plus per kilobyte charge Unlimited International Data Access: $10/month; Two-Way Express users pay $0.10/message plus monthly fee	**FREE UNTIL DECEMBER - Pay as you go: $0.03/kilobyte charge waived until December 1, 2004. Unlimited: $10/month fee waived until December 1, 2004** **THE AMERICAS CONNECT PACKAGE: $30/month get Unlimited IDC & NDC access, unlimited International Data Access and Reduced rates to call Latin America:** $0.15/minute for calls to Mexico from the US; $0.49/minute for calls to Brazil, Peru and Argentina from the US. Two-Way Express users pay $0.10/message plus monthly fee.		
Address Book	Manage up to 2,000 contacts at Nextel.com, access remotely from your phone, download your phone's contact list, access administrator-loaded corporate directory. Includes Web and Two-Way Messaging *Express*.	$5.00		Included	Included
Address Book Admin	Allows end-users to access administrator-loaded directory of up to 10,000 contacts. Includes Two-Way Messaging *Express*.	$3.50		Included	Included
Mobile Locator™	Allows managers and dispatchers to view the current location of field employees in real time on an Internet-based map. Includes Two-Way Messaging *Express*.	$15.00	**Combine with Two-Way Messaging *Premier* for only $20.00.**		
NOL Racing Connection[1]	Introductory-level service bundle of Wireless Web, Two Way Messaging *Express* and Total Connect As-You-Go -- perfect to trial the NASCAR.COM TO GO service.	$5.00	**$5 access and Total Connect usage charges waived for the first 2 months of service!**		
NOL Racing Connection PLUS Package[2]	The complete bundle for avid race fans -- get the NASCAR.COM TO GO subscription, 2 MB of Total Connect usage, Wireless Web service and Two-Way Messaging *Express* in one convenient, Nextel billed package!	$15.99	**FIRST MONTH FREE!**		

MAM

Mobile Applications Manager (MAM)[3]	Allows customers to manage, purchase and distribute JAVA apps over-the-air with no requirement for certification from Nextel; provides a private, secure applications library. Included with Packetstream Gold and all Total Connect 1 MB and above plans.	**MONTHLY PRICE: $5.00**

TOTAL CONNECT

DESCRIPTION	SERVICE PLAN	INCLUDED MB	PRIVATE IP PRICE	Discounted Price	PUBLIC IP PRICE	Discounted Price	OVERAGE per KB
Access private or public IP addresses from your phone, PDA or laptop for network-aware Java apps, wireless Net access, and behind-the-firewall corporate apps.	**Total Connect As-You-Go**	0 MB	$2.99	N/A	N/A	N/A	$0.05
	Total Connect 1 MB	1 MB	$9.99	$8.10	$12.99	$10.66	$0.01
	Total Connect 5 MB	5 MB	$19.99	$16.39	$22.99	$18.66	$0.009
	Total Connect 10 MB	10 MB	$29.99	$24.59	$32.99	$27.06	$0.008
	Total Connect 50 MB	50 MB	$59.99	$49.19	$62.99	$51.66	$0.005
	Total Connect 100 MB	100 MB	$99.99	$81.99	$102.99	$84.45	$0.003

PSG

DESCRIPTION		SPECIAL PROMOTIONAL OFFERS	MONTHLY PRICE	DISCOUNTED PRICE
Packetstream Gold[4]	Unlimited wireless access to the Internet for laptops and PDA's at speeds up to 56kbps using your wireless modem card or tethered phone. Includes the Full Service Package for phone-based services.	**Now includes the phone-based services of the Full Service Package -- a great competitive advantage!**	**$54.99**	**$45.09**

[1] **NOL Racing Connection Services** automatically activated for the i736, unless customer has another NOL service active, or requests to opt-out at time of i736 activation. Also available for the i710, i730, i733, and i830. Two-Way Messaging Express charged at $0.10/message. Beginning with the 3rd month of service, customer will be charged $5/month plus $0.05/kb for Total Connect usage. Access to premium services such as NASCAR.COM TO GO may require registration and additional subscription fees.

[2] **NOL Racing Connection PLUS** package available for the i710, i730, i733, i736 and i830 only. Includes monthly subscription to NASCAR.COM TO GO, 2 MB of Total Connect usage (overage rate $0.01/kb), Wireless Web service and Two-Way Messaging Express ($0.10/message). First month free offer expires 9/30/2004.

[3] **Mobile Application Manager** is included with the Packetstream Gold plan and is included at no extra charge on all of the Total Connect plans except the As-You-Go plan.

[4] **Packetstream Gold** is intended to support laptop or PDA web browsing and Internet-based mail. While it is essentially an unlimited use product Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.

NOL Dial-Up Service is available for $10/month (plus cellular minutes used), or is included in Messaging Package and Full Service Package (activation required). NOL Dial-Up does not include Web service.

Nextel Online (NOL) Services require an Internet-ready phone. Current prices are from 9/01/2004-9/30/2004 and are subject to change. Additional applications may require other fees.

Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.

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NASCAR.COM TO GO is a registered trademark of NASCAR. PitCommand is a registered trademark of Turner Sports Interactive.

NEXTEL BLACKBERRY SOLUTIONS

SEPTEMBER 2004

Sales Representative Name & Phone Number

BlackBerry Service Options

SERVICE PLANS

SERVICE	MONTHLY ACCESS	BLACKBERRY EMAIL	DIRECT CONNECT	CELLULAR
Nationwide Free Incoming Plan	**$99.99**	Unlimited	Unlimited DC & NDC	Unlimited Incoming, 300 Outgoing Mins, $0.40/Min Overage, LD Included **Now Includes Unlimited Nights and Weekends and 100 Bonus Minutes for 12 Months**
BlackBerry National Team Share 400	**$79.99**	Unlimited	250	**400** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 600	**$89.99**	Unlimited	250	**600** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 800	**$109.99**	Unlimited	250	**800** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 1000	**$129.99**	Unlimited	250	**1,000** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
Email Only Plan - Unlimited	**$49.99**	Unlimited	$0.20/Min	$0.40/Min
Email Only Plan - 3MB	**$39.99**	3MB ($0.01/KB Overage)	$0.20/Min	$0.40/Min
Voice & Email Plan - Unlimited	**$44.99**	Unlimited	Qualifying Voice Plan Required	
Voice & Email Plan - 3MB	**$34.99**	3MB ($0.01/KB Overage)	Qualifying Voice Plan Required	

Equipment

DEVICE

PRODUCT	DESCRIPTION	PRICING
BlackBerry 7510™	Fully loaded, full color handheld with cell phone, walkie-talkie and speakerphone. Automatic email delivery. Includes Nextel Online Wireless Web access.	RRP = $549.99 1-2 Units = $349.99 3-4 Units = $299.99 5+ Units = $249.99 (Brightpoint Price = $549.99)

BUNDLES

PRODUCT	DESCRIPTION	PRICING
5/5	Purchase 5 BlackBerry 7510 handhelds and 5-user BlackBerry Enterprise Server software for one combined low price. **Save $400.**	$1,548.95
10/20	Purchase 10 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. **Save $1,700.**	$3,999.90
20/20	Purchase 20 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. **Save $2,700.**	$5,499.80

***$100 BlackBerry Trade-Up Promotion**: Offer expires November 30, 2004 or while supplies last. A $100 credit will be applied to the account as "Used Equipment Reimbursement" on the 1st or 2nd invoice after the trade-in unit has been received by Nextel. The trade-in unit must be received within 30 days of purchase of the BlackBerry 7510 to be eligible for the $100 credit. Trade-in units must be functional and power on. Eligible units include Audiovox Thera Pocket PC 2002, Danger Sidekick/Hiptop, Good G100, Hitachi (G1000, P300), Kyocera (7135 Smartphone, QCP 6035), Motorola (Pagewriter 2000Xr, Pagewriter 250, Timeport 270c, 280, MPx200), Nokia (6200, 7250i, 3650, 9290, 9000i, 9000il), Palm (Tungsten W Handheld, i705, VIIX, VII; Treo (180, 270, 300, 600)), RIM BlackBerry (850, 857, 950, 957), Samsung (SPH-I330, SPH-I300, SPH-I500, SPH-I600, SPH-I700), Sierra Wireless voQ, Siemens SX56; Sony-Ericsson (P800, T226, T616, T62u), T-Mobile Pocket PC Phone, Toshiba 2032.*

***BlackBerry Bundles:** Bundle Promotional value, what customers are saving by purchasing handhelds and software together is $400, $1,700 and $2,700, respectively. Customers who purchase 10 or more BlackBerry 7510 handhelds and a 20-user BES will see a service credit of $1,450 and $250 ($25 service credit per handheld) for a combined promotional savings of $1,700. Customers who purchase 20 or more BlackBerry 7510 handhelds and a 20-user BES will see a $2,200 service credit and additional $500 ($25 service credit per handheld) on their first or second invoice.*

Unlimited Direct Connect minutes are available in your local calling area and do not include Group Connect calls, which are $0.15/min. Nationwide Direct Connect calls use the Direct Connect minutes (unlimited) in your plan. Nationwide Direct Connect calls are charged to the call initiator. Group Connect charges are calculated by multiplying the minutes of use, number of participants, and the applicable rate. Group Connect can only work with members of the same network while in their home market. Nationwide service is not available for Group Connect calls. Cellular overage for the National Shared Minuted plan is $.35/min; Cellular overage for the Nationwide Free Incoming plan is $0.40/min. Cellular calls for National Shared Minute plan round to the second. Cellular calls in the Nationwide Free Incoming plan round to the next full minute. Unused minutes do not accumulate to the next billing cycle. Domestic long distance is $0.20/min. Nights are 9:00pm to 7:00am. Weekends begin Fri. at 9:00pm and end Mon. at 7:00am. Up to $0.15 per sent or received text message depending on message type

Nextel's Nationwide Network services 296 out of the top 300 markets.

Total Connect and Packetstream Gold Plans / Business Solutions Pricing

NEXTEL compatible product

September 2004

Sales Representative Name

rep.name@nextel.com

Tethered Packet Data Rate Plans

Total Connect & Packetstream Gold Plans	Included MB	Private IP Price	Public IP for $3/mo more	Effective speed KB	Overage Per KB
Total Connect As-You-Go	0	$2.99	N/A	19.2	$0.05
Total Connect 1 Megabyte - Phone	1	$9.99	$12.99	19.2	$0.01
Total Connect 5 Megabyte - Phone Plus	5	$19.99	$22.99	19.2	$0.009
Total Connect 10 Megabyte - PDA	10	$29.99	$32.99	19.2	$0.008
Total Connect 50 Megabyte - Laptop	50	$59.99	$62.99	19.2	$0.005
Total Connect 100 Megabyte - Laptop Plus	100	$99.99	$102.99	19.2	$0.003
Packetstream Gold *	unlimited	$54.99	N/A	Up to 56.6	N/A

Business Solutions Applications - Nextel-Billed

Application	Description of Service	Monthly Access	Application	Description of Service	Monthly Access
@Road - Pathway	Internet-based mobile resource management solution. Uses GPS-enabled cell phones to map and report on the routes and stops of the mobile work force. Requires additional Total Connect Plan. Optional Bar Code Scanner available.	**$14.95 to $16.95; Bar code: $3.95**	**Datatrac - Wireless eTrac**	Real-time updates of pick-ups, delivery and proof-of-delivery data throughout the delivery chain for independent expedited transportation industry.	**$27.50**
ActSoft - Comet Tracker	Uses GPS to locate and track workers, keep electronic timesheet, and dispatch tasks with locations displayed on a map and are continuously updated. Requires additional Total Connect Plan.	**$17.00**	**Gearworks - etrace**	An enterprise-level solution that can scale to manage a variety of field service activities. Features include GPS-mapping and dispatch, timesheets, driving directions, real-time work status, geo-fencing and a variety of key metric reports.	**$14.95 to $59.00**
Aether - PocketBlue	Combines the freedom of portability with the security of being fully integrated with every arm of your agency.	**$75.99**	**Nextel Interoperability Directory**	Unique service offering designed to facilitate interoperable communications between Public Safety organizations.	**$5.00 to $10.00**
AirClic Barcode Scanning Solutions	Allows customers to wirelessly track assets. AirClic solutions are "90-10 Applications", 90% of functionality is already built, and 10% of the solution is customized to meet unique needs of a customer.	**Service: Type 1 $30, Type 2 $35, Type 3 $40**	**Penchant - Deo**	Provides two-way pertinent job information and location updates in real time. Deo GPS and Barcode provides job information, location updates and scanning in real time.	**$11.00 to $21.00**
AirHours - AirPut	Record and review employee hours and project cost information using a Nextel Internet Ready phone - eliminating the need for paper timesheets.	**$19.99**	**ServiceHub - ServiceHub**	Hosts industry specific applications that provide organizations with mobile users the ability to automate their workflow and instantly communicate updates of information.	**$30 ServiceHub Dispatcher; $30 Workflow Mgmt.; $20 /Location Svcs.**
Constructworks - CityConnect	Allows contractors to get building permits using their Nextel phone, on the job or on the road. CityConnect is the directory of building inspectors.	**$3.50**	**Symbol - Symbol PSM20I Barcode Scanner**	Allows mobile field service, field sales and delivery personnel to integrate the power of bar coding, Java applications, and Nextel's voice and data network to provide real-time information access in the field. *(see AirClic for service options)*	**one-time device cost $249**
Corrigo Expansion Module - Corrigo Cost Allocation and Parts Catalog	Tracks the cost of doing business by matching labor and parts costs to work orders as they are completed in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Televigation - TeleNav**	Provides timely Visual and Audio GPS driving directions to guide a subscriber to their destination easily. Unlimited Routes requires additional Total Connect Plan.	**$9.99**
Corrigo Expansion Module - Corrigo Inventory Management	Extends CorrigoConnect's Cost Allocation and Parts Catalog module so that exact inventory counts and reorder points can be tracked for all stocking locations. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$15.00**	**TeleNav*Track***	Provides integrated GPS tracking, dispatching, reports, electronic timesheet and dynamic GPS navigation over Nextel GPS phones. Requires additional Total Connect Plan	**$9.99 to $21.99**
Corrigo Expansion Module - Corrigo Invoicing	With CorrigoConnect's Cost Allocation and Parts Catalog module, creates invoices from work order data captured in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Vettro - Rainmaker for salesforce.com**	Provides online and offline access to the salesforce.com application. Salesforce.com is the market leader in online Customer Relationship Management and Sales Force Automation.	**$35 per month AND 5 MB TC Plan or BlackBerry e-mail Plan**
Corrigo Expansion Module - Corrigo Scheduled Work	Automates recurring work orders for service organizations performing preventive/routine maintenance to reduce administrative overhead and ensure consistent service. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Voyager Systems - Voyager Choicepoint**	Allows users to browse public records and proprietary records on individuals and businesses instantly with a name or Social Security number including identity verification information, corporate information, and real property records.	**$55.99 to $99.99**
Corrigo Expansion Module - Corrigo Time Card Management	Provides 24/7 collection of time sheet information over Nextel phones and approval of timesheet information over the Web. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Voyager Systems - Voyager Contact**	Data collection and query tool that streamlines the process of collecting field interview data and provides back-end analysis and alerting functions to assist in surveillance activities.	**$55.99 to $75.99**
Corrigo - Corrigo Punch List	Enables punch lists ("to do" lists), detailed job tasking, and compliance inspections to be managed anywhere. Corrigo Punch List automates the transfer of inspection requirements and results. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Voyager Systems - Voyager Query**	Allows law enforcement officers to conduct record checks through state and federal criminal justice databases and to access local and proprietary databases.	**$55.99 to $75.99**
Corrigo - CorrigoConnect	Simple and powerful wireless, web-based work order and dispatch management solution for service organizations with extensive installation, maintenance and repair operations.	**$20.00**	**Xora - Xora GPS TimeTrack**	Combines employee hours, job/work order management, GPS location tracking and barcode scanning capabilities. Requires additional Total Connect Plan.	**$11.99; Business Plus module $3.99; Scanning module $1.99**
Corrigo - CorrigoConnect Java and CorrigoConnect Java-GPS	Simple and powerful web-based work order and dispatch management solution that delivers control over service operations in companies doing installation, maintenance and repair. It connects dispatch, field staff and management using the Internet and Nextel Java phones using a java client. The GPS module shows real time staff and work locations on a map in the office. GPS requires the Java baseline service.	**$14 Java; $3 Java-GPS**	***Please note that many of these applications require a one-time set-up fee. Please contact your Nextel Sales Representative for more information.***		

** Packetstream Gold is intended to support laptop or PDA web browsing and Internet based mail. While Packetstream Gold is essentially an unlimited use product, Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.*

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NEXTEL

BlackBerry Device Trade-Up Promotion
Get a $100 Credit
through September 30, 2004!*

Nextel Versatile Portfolio — Public Sector

Contract Discount 39%

September 2004

Sales Rep Name
Title
(555) 123-1234 Nextel phone
(555) 123-1234 fax
rep.name@nextel.com

	BlackBerry 7510[1]	i830	i736	i730	i710	i88s	i205
New Handset Pricing							
No Commitment Price	$549.99	$449.99	$299.99	$299.99	$274.99	$229.99	$174.99
National Promotion Price	$449.99	$349.99	$199.99	$199.99	$174.99	$129.99	$74.99
Special Flat Promotional Price[7]	**$249.99**	**$199.99**	$119.99	**$119.99**[3]	**$89.99**	**$69.99**[3]	$9.99[7]
Price After Discount			**See Below**[8]				**$0.99**[4]
Upgrade Pricing							
Replacement or Upgrade with No Commitment[4,5]	$549.99	$449.99	$299.99	$299.99	$274.99	$229.99	$174.99
Replacement or Upgrade with Service Agreement[4,5]	$249.99	$299.99	$149.99	$149.99	$124.99	$79.99	$24.99
Replacement or Upgrade after Motorola Mail-In Rebate[6,5,8]		$249.99[6]	See Below[8]		$99.99[8]		
Services							
Direct Connect, Digital Cellular, Nextel Online, Messaging	✓	✓	✓	✓	✓	✓	✓
Phone Features							
Color Screen	65,000	65,000	65,000	65,000	65,000		
Speakerphone	✓	✓	✓	✓	✓	✓	Downloadable
Walkie-Talkie Speaker / Privacy Modes	✓	✓	✓	✓	✓	✓	✓
One Touch Direct Connect / Group Connect		✓	✓	✓	✓		✓
Downloadable Applications and Games (Java)	✓	✓	✓	✓	✓	✓	
External Display (Clam style phones)		✓	✓	✓			
Voice Recorder		✓	✓	✓	✓	✓	Downloadable
Voice Activated Dialing		✓	✓	✓	✓	✓	Downloadable
Contacts / Phonebook Entries	Unlimited	600	600	600	600	250	600
Downloadable Wallpapers		✓	✓	✓	✓		
Downloadable Ring Tones		✓	✓	✓	✓		✓
VibraCall Alert	✓	✓	✓	✓	✓	✓	✓
GPS Enabled		✓	✓	✓	✓	✓	✓
Accessory Connector Cover		✓	✓	✓	✓		✓
Alternate Line Service Support		✓	✓	✓	✓	✓	✓
Keypad Lock	✓	✓	✓	✓	✓	✓	✓
Multi-Language	✓	✓	✓	✓	✓	✓	✓
Profiles / Styles	✓	✓	✓	✓	✓	✓	
Customizable Main Menu Order	✓	✓	✓	✓	✓	✓	
Direct Talk							
Initiate Emergency Group Connect							
Talkgroup Scan Service Support							
Email Delivered Automatically	✓						
Full QWERTY Keyboard	✓						
PDA Functionality with PC Synchronization	✓						
Changeable Phone Covers							✓
Carry Holster Included	✓	✓	✓	✓			
Rain-Resistant							
Adheres to Military Standards for Dust, Shock & Vibration							
Rubber Grip							
Rubberized battery door							
Color Options		Bronze Silver					
Phone Details							
Dimensions	4.4"x2.95"x1.02"	3.3" x 1.8" x .8"	3.6"x2"x1.1"	3.6"x2"x1.1"	3.6"x2"x1.1"	5.15"x1.97"x1.14"	4.8"x1.9"x1.0"
Battery Type	900 mAh Lithium Ion	Slim Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion
Weight w/Battery (oz)	5.8	3.6	5.1	5.1	5.1	4.8	5.14
Talk Time (Minutes)	165 mins.	120 mins	200 mins	200 mins	165 mins	165 mins.	165 mins.
Talk Time for Direct Talk (Standard Use)	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Standby Time	75 hrs.	55 hrs.	75 hrs.	75 hrs.	75 hrs.	75 hrs.	75 hrs.

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $90/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

**BlackBerry Device Trade-Up: A $100 credit will be applied to the account as a "Used Equipment Reimbursement" on the 1st or 2nd invoices after the trade-in unit has been received by Nextel. New activations, add-ons and upgrades eligible. Trade-in units must be functional and power on. Offer valid with Sony-Ericsson (P800, T226, T616, T62u), Palm (Tungsten W Handheld, i705, VIDX, VII, Treo [600, 300, 270,180], SamSung (SPH-I330, SPH-I300, SPH-I500, SPH-I600, SPH(700), T-Mobile PocketPC Phone Edition, Siemens SX56, Sierra Wireless voQ, Hitachi (G1000, P300), Kyocera (7135 Smartphone, QCP 6035), Audiovox Thera Pocket PC 2002, Toshiba 2032, Nokia (6200, 7250i, 3650, 9290, 9000i, 9000i), Good G100, Danger Sidekick/Hiptop, Motorola (PageWriter [2000X, 250], Timeport™ [270c, 280], MPx200), RIM (850, 857, 950, 957) handhelds.*

1 Limited time offer expires 9/30/04. Promotion price of $249.99 is a special offer to Major Accounts w/ a VPL, Corporate and Strategic Accounts and Public Sector customers only. This promotional price may not be combined with other selected offers and discounts. Additional $100 discount available for trade-in of other qualifying BlackBerry products. Purchases of 5 or more Blackberry 7510s will receive $25 off via an invoice credit on customer's 1st or 2nd month's invoice.

2 CSPS and MVPL orders with 5 or more units on the same order are eligible for $.99 pricing for gross adds only. GSA and Selected Accounts are eligible for $.99 gross adds pricing, regardless of order size.

3 GSA and Public Sector orders with 5 or more units on the same order are eligible for POS pricing in addition to existing flat pricing: i205 at $.99; i88s at $49.99; i710 at $74.99; i730 at $99.99; and i830 at $179.99.

4 Exempt (i.e. customers who have separate contracts with Nextel with unique Service Agreement guidelines and so are therefore excluded from obligation to sign separate one-year Service Agreements) Public Sector customers are eligible for the $249.99 flat price on BlackBerry upgrades without signing a new one-year agreement. Non-Exempt (i.e. customers who do not have separate/unique contractual obligations with Nextel and who therefore are required to sign one-year Service Agreements) Public Sector customers are eligible to pay the $249.99 flat price on BlackBerry upgrades if they sign a new one-year Service Agreement. Non-Exempt Public Sector customers who do not wish to sign a new one-year agreement may upgrade to the BlackBerry at the No Commitment Price. Upgrading customers should be encouraged to return their old phones using the existing Used Equipment Return process managed through Service and Repair. Alternatively, customers may pass them on to other Nextel users in their companies.

5 Volume discounts and order-based discounts do NOT apply to upgrade/replacement purchases. Note: a minimum processing fee of $35/unit up to a $150 maximum is applied to all upgrade orders except for corporate- and government-liable customers who place upgrade orders through the Wireless Manager, Upgrade Support line (1-877-NextelU) or Enterprise Sales (1-866-805-9890). The fee is $15/unit up to a $150 maximum and applies for EVPs placing orders at the Upgrade Support or Enterprise Sales lines. This fee will appear on customer's first or second bill after the upgrade has occurred.

6 i830 ($50 MIR); and i710 ($25 MIR) — Upgrade after Motorola Mail-In-rebate pricing reflects rebate. Corporate- and Government-liable customers receive i710 at $99.99; and i830 at $249.99 point of sale and are not eligible for the mail-in rebate.

7 Flat pricing is available on upgrades to select accounts only.

8 Purchase any 2 at $74.99 each. No mail-in rebate required.

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NEXTEL

Nextel Rugged Portfolio — Public Sector

Contract Discount 39%

September 2004

Sales Rep Name
Title
(555) 123-1234 Nextel phone
(555) 123-1234 fax
rep.name@nextel.com

	Available 9/7/04	Available 9/7/04			
New Handset Pricing	i325	i315	i530	i58sr	i305
No Commitment Price	$549.99	$324.99	$249.99	$249.99	$229.99
National Promotion Price	$449.99	$224.99	$149.99	$149.99	$129.99
Special Flat Promotional Price[5]	**$269.99**	**$134.99**	**$49.99**[1]	**$74.99**[1]	**$69.99**[1]
Price After Discount					
Upgrade Pricing					
Replacement or Upgrade with No Commitment[2,3]	$549.99	$324.99	$249.99	$249.99	$229.99
Replacement or Upgrade with Service Agreement[2,3]	$399.99	$174.99	$99.99	$99.99	$79.99
Replacement or Upgrade after Motorola Mail-In Rebate[2,3,4]			$74.99[4]		
Services					
Direct Connect, Digital Cellular, Nextel Online, Messaging	✓	✓	✓	✓	✓
Phone Features					
Color Screen	4,000				
Speakerphone	✓	✓	✓	✓	✓
Walkie-Talkie Speaker / Privacy Modes	✓	✓	✓	✓	✓
One Touch Direct Connect / Group Connect	✓	✓	✓		✓
Downloadable Applications and Games (Java)	✓			✓	
External Display (Clam style phones)					
Voice Recorder	✓	Downloadable	Downloadable	Downloadable	Downloadable
Voice Activated Dialing	✓	Downloadable	Downloadable	Downloadable	Downloadable
Contacts / Phonebook Entries	600	600	600	250	600
Downloadable Wallpapers					
Downloadable Ring Tones	✓	✓	✓		✓
VibraCall Alert	✓	✓	✓	✓	✓
GPS Enabled	✓	✓	✓	✓	✓
Accessory Connector Cover	✓	✓	✓		✓
Alternate Line Service Support	✓	✓	✓	✓	✓
Keypad Lock	✓	✓	✓	✓	✓
Multi-Language	✓	✓	✓	✓	✓
Profiles / Styles	✓			Downloadable	
Customizable Main Menu Order	✓			✓	
Direct Talk	✓	✓			
Initiate Emergency Group Connect	✓				
Talkgroup Scan Service Support	✓				
Email Delivered Automatically					
Full QWERTY Keyboard					
PDA Functionality with PC Synchronization					
Changeable Phone Covers					
Carry Holster Included	✓				
Rain-Resistant	✓	✓			✓
Adheres to Military Standards for Dust, Shock & Vibration	✓	✓	✓	✓	✓
Rubber Grip	✓	✓	✓	✓	✓
Rubberized battery door				✓	✓
Color Options			Black Yellow / Black	Yellow / Black Black / Grey	
Phone Details					
Dimensions	5.1"x 2.4"x 1.4"	5.0"x 2.4" x1.4"	3.7"x 2.1" x1.2"	5.2"x2.1"x1.3"	5.0"x2.3"x1.4"
Battery Type	High Capacity Litium Ion	High Capacity Litium Ion	Standard Lithium Ion	High Capacity Lithium Ion	Ext. Cap. Lithium Ion
Weight w/Battery (oz)	7.02	6.95	5.17	6.5	6.63
Talk Time (Minutes)	290 mins.	290 mins.	165 mins	270 mins.	215 mins.
Talk Time for Direct Talk (Standard Use)	15.7 hrs.	15.6 hrs.	N/A	N/A	N/A
Standby Time	135 hrs.	145 hrs.	75 hrs.	125 hrs.	90 hrs.

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

1 GSA and Public Sector orders with 5 or more units on the same order are eligible for POS pricing in addition to existing flat pricing: i530 at $19.99 and i58sr at $49.99.

2 Exempt (i.e. customers who have separate contracts with Nextel with unique service agreement guidelines and so are therefore excluded from obligation to sign separate one-year Service Agreements) Major Accounts with a VPL contract, Corporate and Strategic Account customers are eligible for the $249.99 flat price on BlackBerry upgrades without signing a new one-year agreement.

Non-Exempt (i.e. customers who do not have separate/unique contractual obligations with Nextel and who therefore are required to sign one-year Service Agreements) Major Accounts with a VPL contract, Corporate and Strategic Account customers are now eligible to pay the $249.99 flat price on BlackBerry upgrades if they sign a new one-year Service Agreement. Non-Exempt Major Accounts with a VPL contract, Corporate and Strategic Account customers who do not wish to sign a new one-year agreement may upgrade to the BlackBerry at the No Commitment Price.

Upgrading customers should be encouraged to return their old phones using the existing Enterprise Accounts Equipment Return process managed through Service and Repair. Alternatively, customers may pass them on to other Nextel users in their companies.

3 Volume discounts and order-based discounts do NOT apply to upgrade/replacement purchases. Note: a minimum processing fee of $35/unit up to a $150 maximum is applied to all upgrade orders except for corporate- and government-liable customers who place upgrade orders through the Wireless Manager, Upgrade Support line (1-877-NextelU) or Enterprise Sales (1-888-805-9890). The fee is $15/unit up to a $150 maximum and applies for EVPs placing orders at the Upgrade Support or Enterprise Sales lines.This fee will appear on customer's first or second bill after the upgrade has occurred.

4 i530 ($25 MIR) — Upgrade after Motorola Mail-In-rebate pricing reflects rebate. Corporate- and Government-liable customers receive i530 for $74.99 at point of sale and are not eligible for the mail-in rebate.

5 Flat pricing is available on upgrades to select accounts only.

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NEXTEL

Nextel Specialty Products — Public Sector Accounts

Contract Discount: 39%

September 2004

Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com

Phone	T720	r750plus FM AFU	r750plus AFU	iM1100	iR1200	iR1200 GPS	m370 (Refurb.)	b370 (Refurb.)	m470 (S.O.)	m470 test (S.O.)
	International						*Photo Not Shown*	*Photo Not Shown*	*Photo Not Shown*	*Photo Not Shown*
No Commitment Price	$149.99	$349.99	$299.99	$299.99	$349.99	$549.99	$549.99	$649.99	$949.99	$1,149.99
National Promotion Price		$249.99	$199.99	$199.99	$249.99	$449.99	$449.99	$549.99	$849.99	$1,049.99
Special Flat Promotional Price	**$89.99**	**$99.99**	**$49.99**	**$124.99**	**$249.99**	**$449.99**	**$299.99**	**$364.99**		
Price After Discount									**$518.49**	**$640.49**
Upgrade Pricing										
Replacement or Upgrade with No Commitment[1]		$349.99	$299.99				$549.99	$649.99	$949.99	$1,149.99
Replacement or Upgrade with Service Agreement[1]		$249.99	$199.99				$449.99	$549.99	$849.99	$1,049.99
Services										
Direct Connect, Digital Cellular, Nextel Online, Msg.		✓	✓				✓	✓	✓	✓
Phone Features										
Color Screen	✓									
Speakerphone		✓	✓				✓	✓	✓	✓
Walkie-Talkie Speaker / Privacy		✓	✓							
One Touch Direct Connect/Group Connect							✓	✓	✓	✓
Downloadable Applications and Games (Java)										
External Display (Clam style phones)										
Voice Recorder	✓									
Voice Activated Dialing	✓									
Contacts / Phone Book	500	230	230				230	230	230	230
Downloadable Wallpapers										
Downloadable Ring Tones										
VibraCall Alert	✓	✓	✓				✓	✓		
GPS Enabled						✓				
Accessory Connector Cover										
Alternate Line Service Support		✓	✓							
Keypad lock	✓	✓	✓				✓	✓	✓	✓
Multi-Language	✓	✓	✓				✓			
Profiles / Styles										
Customizable Main Menu Order	✓									
Direct Talk										
Initiate Emergency Group Connect		✓	✓							
Talkgroup Scan Service Support		✓	✓							
Email Delivered Automatically										
Full QWERTY Keyboard										
PDA Functionality with PC Synchronization										
Changeable Phone Covers										
Carry Holster Included	✓									
Intrinsically Safe		✓								
Rain-Resistant		✓	✓							
Adheres to Military Standards for Dust, Shock & Vibration		✓	✓		✓	✓				
Rubber Grip		✓	✓							
Rubberized battery door										
Additional features/items:	UK adapter Euro adapter	Factory Mutual Approval			Requires Installation and Accessories	Requires Installation and Accessories				
Dimensions	3.5"x1.9"x.8"	5.51"x2.35"x1.73"	5.51"x2.35"x1.73"	3.5"x1.9"x1.1"	5.0" x 2.2" x 7.0"	5.0" x 2.2" x 7.0"			1.7"x6.6"x8.2"	1.7"x6.6"x8.2"
Battery Type	Lithium Ion	NiMH	NiMH	Lithium Ion	Hard-Wired	Hard-Wired	Hard-Wired	AC Plug-in	Hard-Wired	Hard-Wired
Battery Strength/Size (mAh)	500 mAh	1500 mAh	1500 mAh	500 mAh	N/A	N/A	N/A	N/A	N/A	N/A
Weight w/Battery (oz)	3.7	11.8	11.8	2.6	21.2	21.2	N/A	N/A	N/A	N/A
Talk Time (Minutes)	290 mins	312 mins.	285 mins.	5.5 hrs Total Connect; 100 mins Dial-up	N/A	N/A	N/A	N/A	N/A	N/A
Talk Time for Direct Talk (Standard Use)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Standby Time	170 hrs.	80 hrs.	82 hrs.	25 hrs	N/A	N/A	N/A	N/A	N/A	N/A
Lines of Text on screen	9	4 or 6	4 or 6	N/A	N/A	N/A	2	2	2	2

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

1 Volume discounts and order-based discounts do NOT apply to upgrade/replacement purchases. Note: a minimum processing fee of $35/unit up to a $150 maximum is applied to all upgrade orders except for corporate- and government-liable customers who place upgrade orders through the Wireless Manager, Upgrade Support line (1-877-NextelU) or Enterprise Sales (1-866-805-9890). The fee is $15/unit up to a $150 maximum and applies for EVPs placing orders at the Upgrade Support or Enterprise Sales lines. This fee will appear on customer's first or second bill after the upgrade has occurred.

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Discontinued Phones — Public Sector Accounts

Contract Discount: 39%

September 2004

Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com

Phone	BlackBerry 6510	i733	i95cl	i90c	i60c	i35s	i30sx
No Commitment Price	$449.99	$449.99	$324.99	$299.99	$199.99	$174.99	$164.99
National Promotion Price	$349.99	$349.99	$224.99	$199.99	$99.99	$74.99	
Special Flat Promotional Price	$49.99	$224.99	$129.99	$119.99	$49.99	**$24.99**	**$0.99**
Price After Discount							
Closeout Price	**$99.99**	**$199.99**	**$99.99**	**$49.99**	**$39.99**		
Upgrade Pricing							
Replacement or Upgrade with No Commitment	$449.99	$449.99	$324.99	$299.99	$199.99	$174.99	$164.99
Replacement or Upgrade with Service Agreement	$99.99	$199.99	$99.99	$49.99	$39.99	$74.99	
Phone Details							
Technology	iDEN	iDEN 800 Mhz	iDEN	iDEN	iDEN 800 Mhz	iDEN	iDEN 800 Mhz
Dimensions	4.4"x2.95"x1.02"	3.6"x2"x1.1"	3.5"x2"x1.7"	3.5"x1.9"x1.11"	3.5"x2"x1.7"	5"x1.9"x1.3"	5.1"x1.9"x1.2"
Battery Type	900 mAh Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Ion	Standard Lithium Ion
Weight w/Battery (oz)	5.8	5.1	5.45	5.1	5.36	6 oz	5.4
Talk Time (Minutes)	165 mins.	200 mins	200 mins	200 mins	165 mins	270 mins.	165 mins
Standby Time	75 hrs.	75 hrs.	75 hrs	75 hrs	75 hrs	125 hrs.	75 hrs.
Phone Features							
Direct Connect	✓	✓	✓	✓	✓	✓	
Speakerphone		✓	✓	✓	✓	Downloadable	Downloadable
Color Screen		65,000	256				
Voice Activated Dialing		✓	✓	✓			
VibraCall Alert	✓	✓	✓	✓	✓	✓	
Active / Passive Flip Options		✓	✓	✓	✓		
Voice Notes		✓	✓	✓			
Initiate Emergency Group Connect							
Internet Ready / Data Capable	✓	✓	✓	✓	✓	✓	✓
Alternate Line Service Support		✓	✓	✓	✓	✓	✓
GPS Enabled		✓					
Calls List (sent/received)		✓	✓	✓	✓	✓	✓
Phone Book	✓	✓	✓	✓	✓	✓	✓
Date Book		✓	✓	✓			
Downloadable Applications and Games (Java)	✓	✓	✓	✓			
Downloadable Wallpapers		✓	✓				
Keypad Lock	✓	✓	✓	✓	✓	✓	✓
Downloadable Ring Tones		✓	✓	✓			
Customizable Main Menu Order		✓	✓	✓			
Styles		✓	✓	✓			
Auto Answer		✓	✓	✓			
Multi-Language	✓	✓	✓	✓	✓	✓	✓
3-Way Calling		✓	✓	✓	✓	✓	✓
Exchangeable Faceplate & Keypad							✓
Belt Clip / Holster / Carry Case Included	✓	✓	✓	✓			
Mil Spec 810 C/D/E Dust, Shock & Vibration						✓	
Rubber Grip						✓	
Minimum size 6.5 oz & 14 cubic inches							
Rubberized battery door							
Reinforced Antenna Stem							
Color Options / Additional Items						Black	

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

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Nextel Public Sector Accounts Rate Plan Guide

September 2004

Government Employee Discount 10%

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RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes[2]	Service Agreement[1]	Cellular Overage	Direct Connect Minutes[3]	Direct Connect Overage	Group Connect Minutes	Share	Nights & Weekends[4]	Domestic Long Distance[5]	Voice Mail	Caller ID[6]	NOL[8]
Get 100 Bonus Minutes per Month for 12 months!														
National Free Incoming 250	$49.99	**$44.99**	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Two-Way Messaging Express**
National Free Incoming 400	$59.99	**$53.99**	400 + 100											
National Free Incoming 600	$69.99	**$62.99**	600 + 100											
National Free Incoming 800	$89.99	**$80.99**	800 + 100											
National Free Incoming 1200	$119.99	**$107.99**	1200 + 100											
National Free Incoming 1600	$159.99	**$143.99**	1600 + 100											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
Get 100 Bonus Minutes per Month for 12 months!														
National Free Incoming Plus 250	$59.99	**$53.99**	250 + 100	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	Included	Included	Included	Premium Web, Unlimited Two-Way Messaging & Address Book**
National Free Incoming Plus 400	$69.99	**$62.99**	400 + 100											
National Free Incoming Plus 600	$79.99	**$71.99**	600 + 100											
National Free Incoming Plus 800	$99.99	**$89.99**	800 + 100											
National Free Incoming Plus 1200	$129.99	**$116.99**	1200 + 100											
National Free Incoming Plus 1600	$169.99	**$152.99**	1600 + 100											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express.														
Contractually Covered[7]														
National Team Share Add-on	$15.00	**$13.50**	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	$1 per month	$1 per month	Two-Way Messaging Express**
National Team Share 400	$39.99	**$35.99**	400											
National Team Share 600	$49.99	**$44.99**	600											
National Team Share 800	$69.99	**$62.99**	800											
National Team Share 1000	$89.99	**$80.99**	1,000											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
Contractually Covered[7]														
National Shared Minute 100	$39.99	**$35.99**	100	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular	$10 per month	Included	Included	Included	Buy-Up Options Available**
National Shared Minute 500	$55.99	**$50.39**	500											
National Shared Minute 700	$69.99	**$62.99**	700											
National Shared Minute 1000	$89.99	**$80.99**	1,000											
National Shared Minute 1300	$119.99	**$107.99**	1,300											
National Shared Minute 2000	$159.99	**$143.99**	2,000											
National Shared Minute 2500	$199.99	**$179.99**	2,500											
National Shared Minute 4000	$299.99	**$269.99**	4,000											
Cellular minutes round to the second after first minute. Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Express; or $15 UNDC Access plus Two-Way Premier.														
Alternate Line Pay As You Go	$5.99	**$5.39**	0	One-Year	10¢ per min.	N/A	N/A	N/A	No	N/A	20¢ per min.	Shared with Primary Line	Shared with Primary Line	N/A
National Alternate Line 200	$19.99	**$17.99**	200		40¢ per minute					Unlimited	Included			
National Alternate Line 350	$29.99	**$26.99**	350											
National Alternate Line 500	$39.99	**$35.99**	500											
National Alternate Line 1000	$59.99	**$53.99**	1,000											
Alternate Line Service Plans cannot be used for primary line service.														
National Value 500	$39.99	**$35.99**	500	One-Year	40¢ per minute	100	15¢ per minute	15¢ per minute	DC	Unlimited	Included	$1 per month	$1 per month	Buy-Up Options Available**
National Value 1000	$59.99	**$53.99**	1,000											
National Value 2000	$99.99	**$89.99**	2,000											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
National Unlimited NDC Plus	$199.99	**$179.99**	Unlimited	One-Year	N/A	Unlimited	N/A	15¢ per min	No	N/A	Included	Included	Included	Full Service
Includes Full Service Package														

Nextel Public Sector Accounts Rate Plan Guide

September 2004

Government Employee Discount 10%

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Sales Rep Title
rep.name@nextel.com

RATE PLANS	Monthly Access*	Discounted Monthly Access	Cellular Minutes	Service Agreement	Cellular Overage	Direct Connect Minutes	Direct Connect Overage	Group Connect Minutes	Share	Nights & Weekends	Domestic Long Distance	Voice Mail	Caller ID	NOL
Local Instant Connect UDC	$35.99	**$32.39**	0	One-Year	40¢ per minute	Unlimited	N/A	15¢ per minute	No	Unlimited	20¢ per minute (or Included w/ $10 Buy-up)	$1 per month	$1 per month	Buy-Up Options Available**
Local Instant Connect 500	$39.99	**$35.99**	500											
Local Instant Connect 700	$49.99	**$44.99**	700											
Local Instant Connect 1000	$59.99	**$53.99**	1,000											
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
BlackBerry National Shared Minute	$44.99	**$40.49**	0	One-Year	35¢ per minute	Unlimited	N/A	15¢ per minute	Cellular	$10 per month	Included	Included	Included	Unlimited Email & Web Access
BlackBerry Nationwide Free Incoming	$99.99	**$89.99**	300		40¢ per minute				No	Unlimited				
BlackBerry National Team Share 400	$79.99	**$71.99**	400			250	15¢ per minute	15¢ per minute	Both			$1 per month	$1 per month	
BlackBerry National Team Share 600	$89.99	**$80.99**	600											
BlackBerry National Team Share 800	$109.99	**$98.99**	800											
BlackBerry National Team Share 1000	$129.99	**$116.99**	1,000											
Get 100 Bonus Minutes per month for 12 months ? with the BlackBerry Nationwide Free Incoming Plan!														
														Contractually Covered[7]
Government Local Shared 100	$24.99	**$22.49**	0	One-Year	20¢ per minute	100	15¢ per minute	15¢ per minute	Both	250	15¢ per minute	Included	Included	Buy-Up Options Available**
Government Local Shared 400	$39.99	**$35.99**	200			200				500				
Government Local Shared 700	$49.99	**$44.99**	350			350				1,000				
Buy-up Talk & Text offer ? 30 days free plus 100 Bonus Minutes per month for 12 months: $10 UNDC Access plus Two-Way Messaging Express; or $15 UNDC Access plus Two-Way Messaging Premier.														
														Contractually Covered[7]
Government Total Rewards Add-on	$25.00	**$22.50**	0	One-Year	40¢ per minute	250	15¢ per minute	15¢ per minute	Both	Unlimited	Included	Included	Included	Two-Way Premier**
Government Total Rewards 300	$45.00	**$40.50**	300											
Government Total Rewards 500	$55.00	**$49.50**	500											
Government Total Rewards 700	$75.00	**$67.50**	700											
Government Total Rewards 900	$95.00	**$85.50**	900											
Includes Priority Connect — a feature that provides priority access to the Nextel network and its resources during times of congestion.														

**** Other monthly charges apply. Nextel imposes a Federal Programs Cost Recovery (FPCR) fee of $1.55 or $2.83. The FPCR is not a tax or government required charge. The fee is charged for one or more of the following: E911, number pooling and wireless number portability.***

Rate Plans are valid for Public Sector until 9/30/04 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require credit approval, new activation and one- or two-year Service Agreement. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.124% or 1.25%, in some states a Gross Receipt Recovery fee of 1.4% to 5%, a TRS charge of approx. .07%, and a state-required E911 fee. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative for more details.

1 Share Key: Both = cellular and DC; Cellular = cellular only; DC = Direct Connect only; No = Does not share. Phones must be on same account and separate plan to share minutes. Direct Connect minutes share with like plans. Group Connect minutes do not share.

2 Nationwide Direct Connect calls are charged to the call initiator, use DC minutes in your plan and incur an additional charge of either (i) 10¢/min. multiplied by the number of participants, or (ii) a monthly flat fee for unlimited access. Requires a data-capable phone. NDC does not apply to Group Connect.

3 Direct Connect minutes are available in your local calling area and do not include Group Connect calls. Limited Direct Connect minutes can be used for Group Connect calls.

4 Nights are 9:00pm to 7:00am. Weekends begin Fri. at 9:00pm and end Mon. at 7:00am.

5 No additional charge for Domestic Long Distance, if Domestic Long Distance is included in the plan.

6 Caller ID may not be available on all calls. Read Service Agreement for details.

7 Group Connect charges are calculated by multiplying the minutes of use, number of participants, and the applicable rate. Group Connect can only work with members of the same network while in their home market. Nationwide service is not available for Group Connect calls. Group Connect minutes do not share.

8 Cellular calls round to the next full minute; except for the National Shared Minute plan, when cellular calls round to the second after the first minute. Unused minutes do not accumulate to the next billing cycle.

9 Free Incoming calls are calls received while in the U.S. on the Nextel National Network.

$ Up to 15¢ per sent or received text message depending on message type.

*** Additional Data Services are available to be purchased as an add-on including Premium Web, Unlimited Two-Way Messaging, Mobile Email and Full Service Data Package. Ask your Sales Representative for more information.*

? Indicates Rate Plans are available for inclusion as part of Federal, State and Local contracts. All other rate plans should be deemed as limited time offers and are subject to change.

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NEXTEL ONLINE WIRELESS DATA & MESSAGING SERVICES
PUBLIC SECTOR

SEPTEMBER 2004

Sales Representative Name & Phone Number

GSA Discount 18%

PACKAGES

SERVICE PLAN	POSITIONING	MONTHLY PRICE	BUNDLED SERVICES	SPECIAL PROMOTIONAL OFFERS
Messaging Package	Stay connected while on the go with these mobile messaging services and contact management tools.	$10.00	Unlimited Two-Way Messaging, AOL® Instant Messenger™, Address Book, Address Book Admin & Wireless Web Service	**60 Bonus Anytime Cellular Minutes per month for 12 months. $10 SERVICE CREDIT WHEN MESSAGING PACKAGE IS ADDED TO NEW PHONE ACTIVATION as part of Equipt for Business.** ***For accounts with 10 or more units. Good Thru 10/31/04. For program rules and eligibility refer to sac/inc>selling tools>Equipt for Business***
Full Service Package	The most comprehensive bundle of wireless data, messaging and contact management tools. Everything you need to stay productive while on the go.	$15.00	Wireless Web, Premium Web, Unlimited Two-Way Messaging, AOL® Instant Messenger™, Mobile Email, Address Book & Address Book Admin	**60 Bonus Anytime Cellular Minutes per month for 12 months.**
Mobile Admin Package	Allows administrators to remotely manage contact lists and customize phones' Net menus for an entire account. Includes Two-Way Messaging *Express*.	$10.00	Address Book Admin & MyView Admin	**Combine with Two-Way Messaging *Premier* for only $15.00.**

INDIVIDUAL SERVICE PLANS

SERVICE PLAN	DESCRIPTION	MONTHLY PRICE	SPECIAL PROMOTIONAL OFFERS	MESSAGING PACKAGE	FULL SERVICE PACKAGE
Wireless Web	Access to over 80 top wireless Internet sites to stay informed, entertained and in control of your business and personal lives. Includes Two-Way Messaging *Express*.	$3.50		Included	Included
Premium Web	Access any wireless Internet URL, set bookmarks, customize browser menu with MyView, access AOL® and MSN Mobile, AOL® Mail, AOL® Instant Messenger™, and Hotmail. Includes Web and Two-Way Messaging *Express*.	$10.00	**50% off for first 3 months of service, plus 60 Bonus Anytime Cellular Minutes per month for 12 months.**		Included
Two-Way Messaging *Express*	Pay-as-you-go basic messaging service, $0.10 per message.	$0.10 each	**ONE MONTH FREE OF TWO-WAY MESSAGING *EXPRESS* AND NATIONWIDE DIRECT CONNECT** plus 100 bonus cellular minutes for 12 months with the **$10 Talk & Text Offer.** **Included with National Free Incoming Plans, National Team Share Plans & NASCAR 500 Plan (if not subscribed to another messaging service).**		
Two-Way Messaging *Premier*	Send and receive unlimited messages. Includes Web and Address Book.	$7.50	**ONE MONTH FREE OF TWO-WAY MESSAGING *PREMIER* AND NATIONWIDE DIRECT CONNECT** plus 100 bonus cellular minutes for 12 months with the **$15 Talk & Text Offer**	Included	Included
AOL® Instant Messenger™	Exchange instant messages with any AIM user with your existing Screen Name and Buddy List feature. Includes Web and Two-Way Messaging *Express*.	$5.00		Included	Included
Alerts (SMS)	Incoming text and numeric SMS alerts.	$0.15 each 300 Alerts = $5.00 1000 Alerts = $9.00		$0.15 each	$0.15 each
Mobile Email	Access your POP3 ISP accounts, Microsoft Outlook and IBM Lotus Notes. Includes Web and Two-Way Messaging *Express*.	$5.00			Included
International Data Services	Access to data services including Messaging services, Wireless Web, BlackBerry and Mobile Email when you travel to Canada, Mexico, Peru, Brazil and Argentina.	Pay as you go: $0.03/kilobyte, Two-Way Express users pay $0.10/message plus per kilobyte charge Unlimited International Data Access: $10/month; Two-Way Express users pay $0.10/message plus monthly fee	**FREE UNTIL DECEMBER - Pay as you go: $0.03/kilobyte charge waived until December 1, 2004. Unlimited: $10/month fee waived until December 1, 2004** **THE AMERICAS CONNECT PACKAGE: $30/month get Unlimited IDC & NDC access, unlimited International Data Access and Reduced rates to call Latin America:** $0.15/minute for calls to Mexico from the US; $0.49/minute for calls to Brazil, Peru and Argentina from the US. Two-Way Express users pay $0.10/message plus monthly fee.		
Address Book	Manage up to 2,000 contacts at Nextel.com, access remotely from your phone, download your phone's contact list, access administrator-loaded corporate directory. Includes Web and Two-Way Messaging *Express*.	$5.00		Included	Included
Address Book Admin	Allows end-users to access administrator-loaded directory of up to 10,000 contacts. Includes Two-Way Messaging *Express*.	$3.50		Included	Included
Mobile Locator™	Allows managers and dispatchers to view the current location of field employees in real time on an Internet-based map. Includes Two-Way Messaging *Express*.	$15.00	**Combine with Two-Way Messaging *Premier* for only $20.00.**		
NOL Racing Connection[1]	Introductory-level service bundle of Wireless Web, Two Way Messaging *Express* and Total Connect As-You-Go -- perfect to trial the NASCAR.COM TO GO service.	$5.00	**$5 access and Total Connect usage charges waived for the first 2 months of service!**		
NOL Racing Connection PLUS Package[2]	The complete bundle for avid race fans -- get the NASCAR.COM TO GO subscription, 2 MB of Total Connect usage, Wireless Web service and Two-Way Messaging Express in one convenient, Nextel billed package!	$15.99	**FIRST MONTH FREE!**		

MAM

Mobile Applications Manager (MAM)[3]	Allows customers to manage, purchase and distribute JAVA apps over-the-air with no requirement for certification from Nextel; provides a private, secure applications library. Included with Packetstream Gold and all Total Connect 1 MB and above plans.	**MONTHLY PRICE: $5.00**

TOTAL CONNECT

DESCRIPTION	SERVICE PLAN	INCLUDED MB	PRIVATE IP PRICE	Discounted Price	PUBLIC IP PRICE	Discounted Price	OVERAGE per KB
Access private or public IP addresses from your phone, PDA or laptop for network-aware Java apps, wireless Net access, and behind-the-firewall corporate apps.	**Total Connect As-You-Go**	0 MB	$2.99	N/A	N/A	N/A	$0.05
	Total Connect 1 MB	1 MB	$9.99	$8.10	$12.99	$10.66	$0.01
	Total Connect 5 MB	5 MB	$19.99	$16.30	$22.99	$18.86	$0.009
	Total Connect 10 MB	10 MB	$29.99	$24.60	$32.99	$27.06	$0.008
	Total Connect 50 MB	50 MB	$59.99	$49.10	$62.99	$51.66	$0.005
	Total Connect 100 MB	100 MB	$99.99	$81.99	$102.99	$84.46	$0.003

GSG

	DESCRIPTION	SPECIAL PROMOTIONAL OFFERS	MONTHLY PRICE	DISCOUNTED PRICE
Packetstream Gold[4]	Unlimited wireless access to the Internet for laptops and PDA's at speeds up to 56kbps using your wireless modem card or tethered phone. Includes the Full Service Package for phone-based services.	**Now includes the phone-based services of the Full Service Package -- a great competitive advantage!**	**$54.99**	$45.09

[1] **NOL Racing Connection Services** automatically activated for the i736, unless customer has another NOL service active, or requests to opt-out at time of i736 activation. Also available for the i710, i730, i733, and i830. Two-Way Messaging Express charged at $0.10/message. Beginning with the 3rd month of service, customer will be charged $5/month plus $0.05/kb for Total Connect usage. Access to premium services such as NASCAR.COM TO GO may require registration and additional subscription fees.

[2] **NOL Racing Connection PLUS** package available for the i710, i730, i733, i736 and i830 only. Includes monthly subscription to NASCAR.COM TO GO, 2 MB of Total Connect usage (overage rate $0.01/kb), Wireless Web service and Two-Way Messaging Express ($0.10/message). First month free offer expires 9/30/2004.

[3] **Mobile Application Manager** is included with the Packetstream Gold plan and is included at no extra charge on all of the Total Connect plans except the As-You-Go plan.

[4] **Packetstream Gold** is intended to support laptop or PDA web browsing and Internet-based mail. While it is essentially an unlimited use product Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.

NOL Dial-Up Service is available for $10/month (plus cellular minutes used), or is included in Messaging Package and Full Service Package (activation required). NOL Dial-Up does not include Web service.

Nextel Online (NOL) Services require an Internet-ready phone. Current prices are from 9/01/2004-9/30/2004 and are subject to change. Additional applications may require other fees.

Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.

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AOL, Buddy List, the triangle design, and Instant Messenger are registered trademarks of America Online, Inc.

NASCAR.COM TO GO is a registered trademark of NASCAR. PitCommand is a registered trademark of Turner Sports Interactive.

NEXTEL BLACKBERRY SOLUTIONS

SEPTEMBER 2004

Sales Representative Name & Phone Number

BlackBerry Service Options

SERVICE	MONTHLY ACCESS	BLACKBERRY EMAIL	DIRECT CONNECT	CELLULAR
Nationwide Free Incoming Plan	**$99.99**	Unlimited	Unlimited DC & NDC	Unlimited Incoming, 300 Outgoing Mins, $0.40/Min Overage, LD Included **Now Includes Unlimited Nights and Weekends and 100 Bonus Minutes for 12 Months**
BlackBerry National Team Share 400	**$79.99**	Unlimited	250	**400** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 600	**$89.99**	Unlimited	250	**600** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 800	**$109.99**	Unlimited	250	**800** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
BlackBerry National Team Share 1000	**$129.99**	Unlimited	250	**1,000** Anytime Mins, $0.40/Min Overage, LD Included. Includes Unlimited Nights and Weekends
Email Only Plan - Unlimited	**$49.99**	Unlimited	$0.20/Min	$0.40/Min
Email Only Plan - 3MB	**$39.99**	3MB ($0.01/KB Overage)	$0.20/Min	$0.40/Min
Voice & Email Plan - Unlimited	**$44.99**	Unlimited	Qualifying Voice Plan Required	
Voice & Email Plan - 3MB	**$34.99**	3MB ($0.01/KB Overage)	Qualifying Voice Plan Required	

SERVICE PLANS

Equipment

PRODUCT	DESCRIPTION	PRICING
BlackBerry 7510™	Fully loaded, full color handheld with cell phone, walkie-talkie and speakerphone. Automatic email delivery. Includes Nextel Online Wireless Web access.	RRP = $549.99 1-2 Units = $349.99 3-4 Units = $299.99 5+ Units = $249.99 (Brightpoint Price = $549.99)

DEVICE

PRODUCT	DESCRIPTION	PRICING
5/5	Purchase 5 BlackBerry 7510 handhelds and 5-user BlackBerry Enterprise Server software for one combined low price. **Save $400.**	$1,548.95
10/20	Purchase 10 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. **Save $1,700.**	$3,999.90
20/20	Purchase 20 BlackBerry 7510 handhelds and 20-user BlackBerry Enterprise Server software for one combined low price. **Save $2,700.**	$5,499.80

BUNDLES

***$100 BlackBerry Trade-Up Promotion**: Offer expires November 30, 2004 or while supplies last. A $100 credit will be applied to the account as "Used Equipment Reimbursement" on the 1st or 2nd invoice after the trade-in unit has been received by Nextel. The trade-in unit must be received within 30 days of purchase of the BlackBerry 7510 to be eligible for the $100 credit. Trade-in units must be functional and power on. Eligible units include Audiovox Thera Pocket PC 2002, Danger Sidekick/Hiptop, Good G100, Hitachi (G1000, P300), Kyocera (7135 Smartphone, QCP 6035), Motorola (Pagewriter 2000X, Pagewriter 250, Timeport 270c, 280, MPx200), Nokia (6200, 7250i, 3650, 9290, 9000i, 9000iI), Palm (Tungsten W Handheld, i705, VIIX, VII; Treo (180, 270, 300, 600)), RIM BlackBerry (850, 857, 950, 957), Samsung (SPH-I330, SPH-I300, SPH-I500, SPH-I600, SPH-I700), Sierra Wireless voQ, Siemens SX56; Sony-Ericsson (P800, T226, T616, T62u), T-Mobile Pocket PC Phone, Toshiba 2032.*

***BlackBerry Bundles:** Bundle Promotional value, what customers are saving by purchasing handhelds and software together is $400, $1,700 and $2,700, respectively. Customers who purchase 10 or more BlackBerry 7510 handhelds and a 20-user BES will see a service credit of $1,450 and $250 ($25 service credit per handheld) for a combined promotional savings of $1,700. Customers who purchase 20 or more BlackBerry 7510 handhelds and a 20-user BES will see a $2,200 service credit and additional $500 ($25 service credit per handheld) on their first or second invoice.*

Unlimited Direct Connect minutes are available in your local calling area and do not include Group Connect calls, which are $0.15/min. Nationwide Direct Connect calls use the Direct Connect minutes (unlimited) in your plan. Nationwide Direct Connect calls are charged to the call initiator. Group Connect charges are calculated by multiplying the minutes of use, number of participants, and the applicable rate. Group Connect can only work with members of the same network while in their home market. Nationwide service is not available for Group Connect calls. Cellular overage for the National Shared Minuted plan is $.35/min; Cellular overage for the Nationwide Free Incoming plan is $0.40/min. Cellular calls for National Shared Minute plan round to the second. Cellular calls in the Nationwide Free Incoming plan round to the next full minute. Unused minutes do not accumulate to the next billing cycle. Domestic long distance is $0.20/min. Nights are 9:00pm to 7:00am. Weekends begin Fri. at 9:00pm and end Mon. at 7:00am. Up to $0.15 per sent or received text message depending on message type

Nextel's Nationwide Network services 296 out of the top 300 markets.

Total Connect and Packetstream Gold Plans / Business Solutions Pricing

NEXTEL compatible product

September 2004

Sales Representative Name

rep.name@nextel.com

Tethered Packet Data Rate Plans

Total Connect & Packetstream Gold Plans	Included MB	Private IP Price	Public IP for $3/mo more	Effective speed KB	Overage Per KB
Total Connect As-You-Go	0	$2.99	N/A	19.2	$0.05
Total Connect 1 Megabyte - Phone	1	$9.99	$12.99	19.2	$0.01
Total Connect 5 Megabyte - Phone Plus	5	$19.99	$22.99	19.2	$0.009
Total Connect 10 Megabyte - PDA	10	$29.99	$32.99	19.2	$0.008
Total Connect 50 Megabyte - Laptop	50	$59.99	$62.99	19.2	$0.005
Total Connect 100 Megabyte - Laptop Plus	100	$99.99	$102.99	19.2	$0.003
Packetstream Gold *	unlimited	$54.99	N/A	Up to 56.6	N/A

Business Solutions Applications - Nextel-Billed

Application	Description of Service	Monthly Access	Application	Description of Service	Monthly Access
@Road - Pathway	Internet-based mobile resource management solution. Uses GPS-enabled cell phones to map and report on the routes and stops of the mobile work force. Requires additional Total Connect Plan. Optional Bar Code Scanner available.	**$14.95 to $16.95; Bar code: $3.95**	**Datatrac - Wireless eTrac**	Real-time updates of pick-ups, delivery and proof-of-delivery data throughout the delivery chain for independent expedited transportation industry.	**$27.50**
ActSoft - Comet Tracker	Uses GPS to locate and track workers, keep electronic timesheet, and dispatch tasks with locations displayed on a map and are continuously updated. Requires additional Total Connect Plan.	**$17.00**	**Gearworks - etrace**	An enterprise-level solution that can scale to manage a variety of field service activities. Features include GPS-mapping and dispatch, timesheets, driving directions, real-time work status, geo-fencing and a variety of key metric reports.	**$14.95 to $59.00**
Aether - PocketBlue	Combines the freedom of portability with the security of being fully integrated with every arm of your agency.	**$75.99**	**Nextel Interoperability Directory**	Unique service offering designed to facilitate interoperable communications between Public Safety organizations.	**$5.00 to $10.00**
AirClic Barcode Scanning Solutions	Allows customers to wirelessly track assets. AirClic solutions are "90-10 Applications", 90% of functionality is already built, and 10% of the solution is customized to meet unique needs of a customer.	**Service: Type 1 $30, Type 2 $35, Type 3 $40**	**Penchant - Deo**	Provides two-way pertinent job information and location updates in real time. Deo Barcode allows scanning of job information in real time. Deo GPS and Barcode provides job information, location updates and scanning in real time.	**$11.00 to $21.00**
AirHours - AirPut	Record and review employee hours and project cost information using a Nextel Internet Ready phone - eliminating the need for paper timesheets.	**$19.99**	**ServiceHub - ServiceHub**	Hosts industry specific applications that provide organizations with mobile users the ability to automate their workflow and instantly communicate updates of information.	**$30 ServiceHub Dispatcher; $30 Workflow Mgmt.; $20 /Location Svcs.**
Constructworks - CityConnect	Allows contractors to get building permits using their Nextel phone, on the job or on the road. CityConnect is the directory of building inspectors.	**$3.50**	**Symbol - Symbol PSM20i Barcode Scanner**	Allows mobile field service, field sales and delivery personnel to integrate the power of bar coding, Java applications, and Nextel's voice and data network to provide real-time information access in the field. (*see AirClic for service options*)	**one-time device cost $249**
Corrigo Expansion Module - Corrigo Cost Allocation and Parts Catalog	Tracks the cost of doing business by matching labor and parts costs to work orders as they are completed in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Televigation - TeleNav**	Provides timely Visual and Audio GPS driving directions to guide a subscriber to their destination easily. Unlimited Routes requires additional Total Connect Plan.	**$9.99**
Corrigo Expansion Module - Corrigo Inventory Management	Extends CorrigoConnect's Cost Allocation and Parts Catalog module so that exact inventory counts and reorder points can be tracked for all stocking locations. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$15.00**	**TeleNav*Track***	Provides integrated GPS tracking, dispatching, reports, electronic timesheet and dynamic GPS navigation over Nextel GPS phones. Requires additional Total Connect Plan	**$9.99 to $21.99**
Corrigo Expansion Module - Corrigo Invoicing	With CorrigoConnect's Cost Allocation and Parts Catalog module, creates invoices from work order data captured in the field. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Vettro - Rainmaker for salesforce.com**	Provides online and offline access to the salesforce.com application. Salesforce.com is the market leader in online Customer Relationship Management and Sales Force Automation.	**$35 per month AND 5 MB TC Plan or BlackBerry e-mail Plan**
Corrigo Expansion Module - Corrigo Scheduled Work	Automates recurring work orders for service organizations performing preventive/routine maintenance to reduce administrative overhead and ensure consistent service. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Voyager Systems - Voyager Choicepoint**	Allows users to browse public records and proprietary records on individuals and businesses instantly with a name or Social Security number including identity verification information, corporate information, and real property records.	**$55.99 to $99.99**
Corrigo Expansion Module - Corrigo Time Card Management	Provides 24/7 collection of time sheet information over Nextel phones and approval of timesheet information over the Web. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Voyager Systems - Voyager Contact**	Data collection and query tool that streamlines the process of collecting field interview data and provides back-end analysis and alerting functions to assist in surveillance activities.	**$55.99 to $75.99**
Corrigo - Corrigo Punch List	Enables punch lists ("to do" lists), detailed job tasking, and compliance inspections to be managed anywhere. Corrigo Punch List automates the transfer of inspection requirements and results. CorrigoConnect is a prerequisite. For BlackBerry use, BlackBerry service plan is needed.	**$10.00**	**Voyager Systems - Voyager Query**	Allows law enforcement officers to conduct record checks through state and federal criminal justice databases and to access local and proprietary databases.	**$55.99 to $75.99**
Corrigo - CorrigoConnect	Simple and powerful wireless, web-based work order and dispatch management solution for service organizations with extensive installation, maintenance and repair operations.	**$20.00**	**Xora - Xora GPS TimeTrack**	Combines employee hours, job/work order management, GPS location tracking and barcode scanning capabilities. Requires additional Total Connect Plan.	**$11.99; Business Plus module $3.99; Scanning module $1.99**
Corrigo - CorrigoConnect Java and CorrigoConnect Java-GPS	Simple and powerful web-based work order and dispatch management solution that delivers control over service operations in companies doing installation, maintenance and repair. It connects dispatch, field staff and management using the Internet and Nextel Java phones using a java client. The GPS module shows real time staff and work locations on a map in the office. GPS requires the Java baseline service.	**$14 Java; $3 Java-GPS**	***Please note that many of these applications require a one-time set-up fee. Please contact your Nextel Sales Representative for more information.***		

** Packetstream Gold is intended to support laptop or PDA web browsing and Internet based mail. While Packetstream Gold is essentially an unlimited use product, Nextel reserves the right to restrict a customer's usage if it adversely affects network performance.*

Current prices are from 09/01/04-09/30/04 and are subject to change. Additional applications may require other fees. Nextel reserves the right to restrict a customer's usage if it adversely effects network performance. *© 2004 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel. Done., the Nextel. Done. logo, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc.*

NEXTEL

BlackBerry Device Trade-Up Promotion Get a $100 Credit through September 30, 2004!*

Nextel Versatile Portfolio — Public Sector

Contract Discount 27%

September 2004

Sales Rep Name
Title
(555) 123-1234 Nextel phone
(555) 123-1234 fax
rep.name@nextel.com

	BlackBerry 7510[1]	i830	i736	i730	i710	i88s	i205
New Handset Pricing							
No Commitment Price	$549.99	$449.99	$299.99	$299.99	$274.99	$229.99	$174.99
National Promotion Price	$449.99	$349.99	$199.99	$199.99	$174.99	$129.99	$74.99
Special Flat Promotional Price[7]	**$249.99**	**$199.99**	$119.99	**$119.99[3]**	**$89.99**	**$69.99[3]**	$9.99[7]
Price After Discount			**See Below[8]**				**$0.99[2]**
Upgrade Pricing							
Replacement or Upgrade with No Commitment[4,6]	$549.99	$449.99	$299.99	$299.99	$274.99	$229.99	$174.99
Replacement or Upgrade with Service Agreement[4,5]	$249.99	$299.99	$149.99	$149.99	$124.99	$79.99	$24.99
Replacement or Upgrade after Motorola Mail-In Rebate[4,5,6]		$249.99[6]	See Below[6]		$99.99[6]		
Services							
Direct Connect, Digital Cellular, Nextel Online, Messaging	✓	✓	✓	✓	✓	✓	✓
Phone Features							
Color Screen	65,000	65,000	65,000	65,000	65,000		
Speakerphone	✓	✓	✓	✓	✓	✓	Downloadable
Walkie-Talkie Speaker / Privacy Modes	✓	✓	✓	✓	✓	✓	✓
One Touch Direct Connect / Group Connect		✓	✓	✓	✓		✓
Downloadable Applications and Games (Java)	✓	✓	✓	✓	✓	✓	
External Display (Clam style phones)		✓	✓	✓			
Voice Recorder		✓	✓	✓	✓	✓	Downloadable
Voice Activated Dialing		✓	✓	✓	✓	✓	Downloadable
Contacts / Phonebook Entries	Unlimited	600	600	600	600	250	600
Downloadable Wallpapers		✓	✓	✓	✓		
Downloadable Ring Tones		✓	✓	✓	✓		✓
VibraCall Alert	✓	✓	✓	✓	✓	✓	✓
GPS Enabled		✓	✓	✓	✓	✓	✓
Accessory Connector Cover		✓	✓	✓	✓		✓
Alternate Line Service Support		✓	✓	✓	✓	✓	✓
Keypad Lock	✓	✓	✓	✓	✓	✓	✓
Multi-Language	✓	✓	✓	✓	✓	✓	✓
Profiles / Styles	✓	✓	✓	✓	✓	✓	
Customizable Main Menu Order	✓	✓	✓	✓	✓	✓	
Direct Talk							
Initiate Emergency Group Connect							
Talkgroup Scan Service Support							
Email Delivered Automatically	✓						
Full QWERTY Keyboard	✓						
PDA Functionality with PC Synchronization	✓						
Changeable Phone Covers							✓
Carry Holster Included	✓	✓	✓	✓			
Rain-Resistant							
Adheres to Military Standards for Dust, Shock & Vibration							
Rubber Grip							
Rubberized battery door							
Color Options		Bronze Silver					
Phone Details							
Dimensions	4.4"x2.95"x1.02"	3.3" x 1.8" x .8"	3.6"x2"x1.1"	3.6"x2"x1.1"	3.6"x2"x1.1"	5.15"x1.97"x1.14"	4.8"x1.9"x1.0"
Battery Type	900 mAh Lithium Ion	Slim Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion
Weight w/Battery (oz)	5.8	3.6	5.1	5.1	5.1	4.8	5.14
Talk Time (Minutes)	165 mins.	120 mins	200 mins	200 mins	165 mins	165 mins.	165 mins.
Talk Time for Direct Talk (Standard Use)	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Standby Time	75 hrs.	55 hrs.	75 hrs.	75 hrs.	75 hrs.	75 hrs.	75 hrs.

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

"BlackBerry Device Trade-Up: A $100 credit will be applied to the account as a "Used Equipment Reimbursement" on the 1st or 2nd invoices after the trade-in unit has been received by Nextel. New activations, add-ons and upgrades eligible. Trade-in units must be functional and power on. Offer valid with Sony-Ericsson (P800, T226, T616, T62u), Palm (Tungsten W Handheld, i705, VIIX, VII, Treo [600, 300, 270,180], SamSung (SPH-i330, SPH-i300, SPH-i500, SPH-i600, SPH700), T-Mobile PocketPC Phone Edition, Siemens SX56, Sierra Wireless voQ, Hitachi (G1000, P300), Kyocera (7135 Smartphone, QCP 6035), Audiovox Thera Pocket PC 2002, Toshiba 2032, Nokia (6200, 7250i, 3650, 9200, 9000i, 9000b), Good G100, Danger Sidekick/Hiptop, Motorola (PageWriter [2000X, 250], Timeport™ [270c, 280], MPx200), RIM (850, 857, 950, 957) handhelds.

1 Limited time offer expires 9/30/04. Promotion price of $249.99 is a special offer to Major Accounts w/ a VPL, Corporate and Strategic Accounts and Public Sector customers only. This promotional price may not be combined with other selected offers and discounts. Additional $100 discount available for trade-in of other qualifying BlackBerry products. Purchases of 5 or more Blackberry 7510s will receive $25 off via an invoice credit on customer's 1st or 2nd month's invoice.

2 CSPS and MVPL orders with 5 or more units on the same order are eligible for $.99 pricing for gross adds only. GSA and Selected Accounts are eligible for $.99 gross adds pricing, regardless of order size.

3 GSA and Public Sector orders with 5 or more units on the same order are eligible for POS pricing in addition to existing flat pricing: i205 at $.99; i88s at $49.99; i710 at $74.99; i730 at $99.99; and i830 at $179.99.

4 Exempt (i.e. customers who have separate contracts with Nextel with unique Service Agreement guidelines and so are therefore excluded from obligation to sign separate one-year Service Agreements) Public Sector customers are eligible for the $249.99 flat price on BlackBerry upgrades without signing a new one-year agreement. Non-Exempt (i.e. customers who do not have separate/unique contractual obligations with Nextel and who therefore are required to sign one-year Service Agreements) Public Sector customers are eligible to pay the $249.99 flat price on BlackBerry upgrades if they sign a new one-year Service Agreement. Non-Exempt Public Sector customers who do not wish to sign a new one-year agreement may upgrade to the BlackBerry at the No Commitment Price. Upgrading customers should be encouraged to return their old phones using the existing Used Equipment Return process managed through Service and Repair. Alternatively, customers may pass them on to other Nextel users in their companies.

5 Volume discounts and order-based discounts do NOT apply to upgrade/replacement purchases. Note: a minimum processing fee of $35/unit up to a $150 maximum is applied to all upgrade orders except for corporate- and government-liable customers who place upgrade orders through the Wireless Manager, Upgrade Support line (1-877-NextelU) or Enterprise Sales (1-866-805-0800). The fee is $15/unit up to a $150 maximum and applies for EVPs placing orders at the Upgrade Support or Enterprise Sales lines. This fee will appear on customer's first or second bill after the upgrade has occurred.

6 i830 ($50 MIR); and i710 ($25 MIR) — Upgrade after Motorola Mail-in-rebate pricing reflects rebate. Corporate- and Government-liable customers receive i710 at $99.99; and i830 at $249.99 point of sale and are not eligible for the mail-in rebate.

7 Flat pricing is available on upgrades to select accounts only.

8 Purchase any 2 at $74.99 each. No mail-in rebate required.

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NEXTEL

Nextel Rugged Portfolio — Public Sector

Contract Discount 27%

September 2004

Sales Rep Name
Title
(555) 123-1234 Nextel phone
(555) 123-1234 fax
rep.name@nextel.com

	Available 9/7/04	Available 9/7/04			
New Handset Pricing	i325	i315	i530	i58sr	i305
No Commitment Price	$549.99	$324.99	$249.99	$249.99	$229.99
National Promotion Price	$449.99	$224.99	$149.99	$149.99	$129.99
Special Flat Promotional Price[6]	**$269.99**	**$134.99**	**$49.99**[1]	**$74.99**[1]	**$69.99**[1]
Price After Discount					
Upgrade Pricing					
Replacement or Upgrade with No Commitment[2,3]	$549.99	$324.99	$249.99	$249.99	$229.99
Replacement or Upgrade with Service Agreement[2,3]	$399.99	$174.99	$99.99	$99.99	$79.99
Replacement or Upgrade after Motorola Mail-In Rebate[2,3,4]			$74.99[4]		
Services					
Direct Connect, Digital Cellular, Nextel Online, Messaging	✓	✓	✓	✓	✓
Phone Features					
Color Screen	4,000				
Speakerphone	✓	✓	✓	✓	✓
Walkie-Talkie Speaker / Privacy Modes	✓	✓	✓	✓	✓
One Touch Direct Connect / Group Connect	✓	✓	✓		✓
Downloadable Applications and Games (Java)	✓			✓	
External Display (Clam style phones)					
Voice Recorder	✓	Downloadable	Downloadable	Downloadable	Downloadable
Voice Activated Dialing	✓	Downloadable	Downloadable	Downloadable	Downloadable
Contacts / Phonebook Entries	600	600	600	250	600
Downloadable Wallpapers					
Downloadable Ring Tones	✓	✓	✓		✓
VibraCall Alert	✓	✓	✓	✓	✓
GPS Enabled	✓	✓	✓	✓	✓
Accessory Connector Cover	✓	✓	✓		✓
Alternate Line Service Support	✓	✓	✓	✓	✓
Keypad Lock	✓	✓	✓	✓	✓
Multi-Language	✓	✓	✓	✓	✓
Profiles / Styles	✓			Downloadable	
Customizable Main Menu Order	✓			✓	
Direct Talk	✓	✓			
Initiate Emergency Group Connect	✓				
Talkgroup Scan Service Support	✓				
Email Delivered Automatically					
Full QWERTY Keyboard					
PDA Functionality with PC Synchronization					
Changeable Phone Covers					
Carry Holster Included	✓				
Rain-Resistant	✓	✓			✓
Adheres to Military Standards for Dust, Shock & Vibration	✓	✓	✓	✓	✓
Rubber Grip	✓	✓	✓	✓	✓
Rubberized battery door				✓	✓
Color Options			Black	Yellow / Black	
			Yellow / Black	Black / Grey	
Phone Details					
Dimensions	5.1"x 2.4"x 1.4"	5.0"x 2.4" x1.4"	3.7"x 2.1" x1.2"	5.2"x2.1"x1.3"	5.0"x2.3"x1.4"
Battery Type	High Capacity Litium Ion	High Capacity Litium Ion	Standard Lithium Ion	High Capacity Lithium Ion	Ext. Cap. Lithium Ion
Weight w/Battery (oz)	7.02	6.95	5.17	6.5	6.63
Talk Time (Minutes)	290 mins.	290 mins.	165 mins	270 mins.	215 mins.
Talk Time for Direct Talk (Standard Use)	15.7 hrs.	15.6 hrs.	N/A	N/A	N/A
Standby Time	135 hrs.	145 hrs.	75 hrs.	125 hrs.	90 hrs.

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

1 GSA and Public Sector orders with 5 or more units on the same order are eligible for POS pricing in addition to existing flat pricing: i530 at $19.99 and i58sr at $49.99.
2 Exempt (i.e. customers who have separate contracts with Nextel with unique service agreement guidelines and so are therefore excluded from obligation to sign separate one-year Service Agreements) Major Accounts with a VPL contract, Corporate and Strategic Account customers are eligible for the $249.99 flat price on BlackBerry upgrades without signing a new one-year agreement.
Non-Exempt (i.e. customers who do not have separate/unique contractual obligations with Nextel and who therefore are required to sign one-year Service Agreements) Major Accounts with a VPL contract, Corporate and Strategic Account customers are now eligible to pay the $249.99 flat price on BlackBerry upgrades if they sign a new one-year Service Agreement.
Non-Exempt Major Accounts with a VPL contract, Corporate and Strategic Account customers who do not wish to sign a new one-year agreement may upgrade to the BlackBerry at the No Commitment Price.
Upgrading customers should be encouraged to return their old phones using the existing Enterprise Accounts Equipment Return process managed through Service and Repair. Alternatively, customers may pass them on to other Nextel users in their companies.
3 Volume discounts and order-based discounts do NOT apply to upgrade/replacement purchases. Note: a minimum processing fee of $35/unit up to a $150 maximum is applied to all upgrade orders except for corporate- and government-liable customers who place upgrade orders through the Wireless Manager, Upgrade Support line (1-877-NextelU) or Enterprise Sales (1-866-805-9890). The fee is $15/unit up to a $150 maximum and applies for EVPs placing orders at the Upgrade Support or Enterprise Sales lines.This fee will appear on customer's first or second bill after the upgrade has occurred.
4 i530 ($25 MIR) — Upgrade after Motorola Mail-In-rebate pricing reflects rebate. Corporate- and Government-liable customers receive i530 for $74.99 at point of sale and are not eligible for the mail-in rebate.
5 Flat pricing is available on upgrades to select accounts only.

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NEXTEL

Nextel Specialty Products — Public Sector Accounts

Contract Discount: 27%

September 2004

Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com

Phone	T720	r750plus FM AFU	r750plus AFU	iM1100	iR1200	iR1200 GPS	m370 (Refurb.)	b370 (Refurb.)	m470 (S.O.)	m470 test (S.O.)
	International						*Photo Not Shown*	*Photo Not Shown*	*Photo Not Shown*	*Photo Not Shown*
No Commitment Price	$149.99	$349.99	$299.99	$299.99	$349.99	$549.99	$549.99	$649.99	$949.99	$1,149.99
National Promotion Price		$249.99	$199.99	$199.99	$249.99	$449.99	$449.99	$549.99	$849.99	$1,049.99
Special Flat Promotional Price	**$89.99**	**$99.99**	**$49.99**	**$124.99**	**$249.99**	**$449.99**	**$299.99**	**$364.99**		
Price After Discount									**$620.49**	**$766.49**
Upgrade Pricing										
Replacement or Upgrade with No Commitment[1]		$349.99	$299.99				$549.99	$649.99	$949.99	$1,149.99
Replacement or Upgrade with Service Agreement[1]		$249.99	$199.99				$449.99	$549.99	$849.99	$1,049.99
Services										
Direct Connect, Digital Cellular, Nextel Online, Msg.		✓	✓				✓	✓	✓	✓
Phone Features										
Color Screen	✓									
Speakerphone		✓	✓				✓	✓	✓	✓
Walkie-Talkie Speaker / Privacy		✓	✓							
One Touch Direct Connect/Group Connect							✓	✓	✓	✓
Downloadable Applications and Games (Java)										
External Display (Clam style phones)										
Voice Recorder	✓									
Voice Activated Dialing	✓									
Contacts / Phone Book	500	230	230				230	230	230	230
Downloadable Wallpapers										
Downloadable Ring Tones										
VibraCall Alert	✓	✓	✓				✓	✓		
GPS Enabled						✓				
Accessory Connector Cover										
Alternate Line Service Support		✓	✓							
Keypad lock	✓	✓	✓				✓	✓	✓	✓
Multi-Language	✓	✓	✓				✓			
Profiles / Styles										
Customizable Main Menu Order	✓									
Direct Talk										
Initiate Emergency Group Connect		✓	✓							
Talkgroup Scan Service Support		✓	✓							
Email Delivered Automatically										
Full QWERTY Keyboard										
PDA Functionality with PC Synchronization										
Changeable Phone Covers										
Carry Holster Included	✓									
Intrinsically Safe		✓								
Rain-Resistant		✓	✓							
Adheres to Military Standards for Dust, Shock & Vibration		✓	✓		✓	✓				
Rubber Grip		✓	✓							
Rubberized battery door										
Additional features/items:	UK adapter Euro adapter	Factory Mutual Approval			Requires Installation and Accessories	Requires Installation and Accessories				
Dimensions	3.5"x1.9"x.8"	5.51"x2.35"x1.73"	5.51"x2.35"x1.73"	3.5"x1.9"x1.1"	5.0" x 2.2" x 7.0"	5.0" x 2.2" x 7.0"			1.7"x6.6"x8.2"	1.7"x6.6"x8.2"
Battery Type	Lithium Ion	NiMH	NiMH	Lithium Ion	Hard-Wired	Hard-Wired	Hard-Wired	AC Plug-in	Hard-Wired	Hard-Wired
Battery Strength/Size (mAh)	500 mAh	1500 mAh	1500 mAh	500 mAh	N/A	N/A	N/A	N/A	N/A	N/A
Weight w/Battery (oz)	3.7	11.8	11.8	2.6	21.2	21.2	N/A	N/A	N/A	N/A
Talk Time (Minutes)	290 mins	312 mins.	285 mins.	5.5 hrs Total Connect; 100 mins Dial-up	N/A	N/A	N/A	N/A	N/A	N/A
Talk Time for Direct Talk (Standard Use)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Standby Time	170 hrs.	80 hrs.	82 hrs.	25 hrs	N/A	N/A	N/A	N/A	N/A	N/A
Lines of Text on screen	9	4 or 6	4 or 6	N/A	N/A	N/A	2	2	2	2

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

1 Volume discounts and order-based discounts do NOT apply to upgrade/replacement purchases. Note: a minimum processing fee of $35/unit up to a $150 maximum is applied to all upgrade orders except for corporate- and government-liable customers who place upgrade orders through the Wireless Manager, Upgrade Support line (1-877-NextelU) or Enterprise Sales (1-866-805-9890). The fee is $15/unit up to a $150 maximum and applies for EVP's placing orders at the Upgrade Support or Enterprise Sales lines. This fee will appear on customer's first or second bill after the upgrade has occurred.

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Discontinued Phones — Public Sector Accounts

Contract Discount: 27%

September 2004

Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com

Phone	BlackBerry 6510	i733	i95cl	i90c	i60c	i35s	i30sx
No Commitment Price	$449.99	$449.99	$324.99	$299.99	$199.99	$174.99	$164.99
National Promotion Price	$349.99	$349.99	$224.99	$199.99	$99.99	$74.99	
Special Flat Promotional Price	$49.99	$224.99	$129.99	$119.99	$49.99	**$24.99**	**$0.99**
Price After Discount							
Closeout Price	**$99.99**	**$199.99**	**$99.99**	**$49.99**	**$39.99**		
Upgrade Pricing							
Replacement or Upgrade with No Commitment	$449.99	$449.99	$324.99	$299.99	$199.99	$174.99	$164.99
Replacement or Upgrade with Service Agreement	$99.99	$199.99	$99.99	$49.99	$39.99	$74.99	
Phone Details							
Technology	iDEN	iDEN 800 Mhz	iDEN	iDEN	iDEN 800 Mhz	iDEN	iDEN 800 Mhz
Dimensions	4.4"x2.95"x1.02"	3.6"x2"x1.1"	3.5"x2"x1.7"	3.5"x1.9"x1.11"	3.5"x2"x1.7"	5"x1.9"x1.3"	5.1"x1.9"x1.2"
Battery Type	900 mAh Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Standard Lithium Ion	Ion	Standard Lithium Ion
Weight w/Battery (oz)	5.8	5.1	5.45	5.1	5.36	6 oz	5.4
Talk Time (Minutes)	165 mins.	200 mins	200 mins	200 mins	165 mins	270 mins.	165 mins
Standby Time	75 hrs.	75 hrs.	75 hrs	75 hrs	75 hrs	125 hrs.	75 hrs.
Phone Features							
Direct Connect	✓	✓	✓	✓	✓	✓	
Speakerphone		✓	✓	✓	✓	Downloadable	Downloadable
Color Screen		65,000	256				
Voice Activated Dialing		✓	✓	✓			
VibraCall Alert	✓	✓	✓	✓	✓	✓	
Active / Passive Flip Options		✓	✓	✓	✓		
Voice Notes		✓	✓	✓			
Initiate Emergency Group Connect							
Internet Ready / Data Capable	✓	✓	✓	✓	✓	✓	✓
Alternate Line Service Support		✓	✓	✓	✓	✓	✓
GPS Enabled		✓					
Calls List (sent/received)		✓	✓	✓	✓	✓	✓
Phone Book	✓	✓	✓	✓	✓	✓	✓
Date Book		✓	✓	✓			
Downloadable Applications and Games (Java)	✓	✓	✓	✓			
Downloadable Wallpapers		✓	✓				
Keypad Lock	✓	✓	✓	✓	✓	✓	✓
Downloadable Ring Tones		✓	✓	✓			
Customizable Main Menu Order		✓	✓	✓			
Styles		✓	✓	✓			
Auto Answer		✓	✓	✓			
Multi-Language	✓	✓	✓	✓	✓	✓	✓
3-Way Calling		✓	✓	✓	✓	✓	✓
Exchangeable Faceplate & Keypad							✓
Belt Clip / Holster / Carry Case Included	✓	✓	✓	✓			
Mil Spec 810 C/D/E Dust, Shock & Vibration						✓	
Rubber Grip						✓	
Minimum size 6.5 oz & 14 cubic inches							
Rubberized battery door							
Reinforced Antenna Stem							
Color Options / Additional Items						Black	

Phone prices are valid through 9/30/04 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation; may require one- or two-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account (some markets a max of $80/account per order) may apply. $200 early termination fee may apply, after 15-day trial period (conditions apply). Two valid forms of identification are necessary to purchase service and phone.

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Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

August 13, 2004

CHANGE NOTICE NO. 20
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 335-0462 **Christine Mitchell, CPPB**
Contract Administrator: Tom Fogle **Nextel Communication Units/Training/Service - All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **August 1, 2005**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

Effective immediately this contract is extended for one (1) year. The new contract end date is August 1, 2005. This extension is time-only as we are currently negotiating additional rate reductions. In addition, the following contact information for this contract applies:

Desiree Haddad at (586) 634-7700 (desiree.haddad@nexte.com)
OR
Gary Deperro at (248) 755-1901 (gary.deperro@nextel.com)

All other terms, conditions, specifications and pricing remain the same.

AUTHORITY/REASON (S):

Per vendor contact (Bonnie Stelljes) and agency contact (Lisa Morrison).

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 26, 2003

CHANGE NOTICE NO. 19
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR	TELEPHONE Richard VanBuskirk **(810) 217-0479**
Nextel West Corp. **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	VENDOR NUMBER/MAIL CODE
	BUYER (517) 335-0462 **Christine Mitchell, CPPB**

Contract Administrator: Tom Fogle
Nextel Communication Units/Training/Service - All State Agencies

CONTRACT PERIOD:	From: **February 16, 1999**	To: **August 1, 2004**
TERMS **Net 45**	SHIPMENT **As Required**	
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**	
MINIMUM DELIVERY REQUIREMENTS **N/A**		

NATURE OF CHANGE (S):

Effective immediately, Renee Boutell's name and email addresss are hereby corrected as follows:

Renee Boutell at renee.boutell@nextel.com.

AUTHORITY/REASON (S):

Per vendor contact (Bonnie Stelljes) and agency contact (Lisa Morrison).

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

June 6, 2003

CHANGE NOTICE NO. 18
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR	TELEPHONE Richard VanBuskirk **(810) 217-0479**
Nextel West Corp. **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	VENDOR NUMBER/MAIL CODE
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MINIMUM DELIVERY REQUIREMENTS **N/A**		

NATURE OF CHANGE (S):

Effective immediately, the attached modifications are hereby incorporated into this contract with no modifications in terms and conditions. The contract end date has been EXTENDED by one year with two additional one-year extension options. The following operational considerations are also incorporated with this amendment:

1) **Nextel commits to providing quarterly yearly reports including account specified and rolled up info, such as number of users, total minutes, Cost/Acct., etc.**
2) **Renee Boutwell will be the day-to-day contact for the State during Rich Van Buskirk's leave. Her phone number and email address are: (616) 299-2047, renee.boutwell@nextel.com**
3) **Nextel will not change early termination fees for accounts which have been in place for six months or more.**
4) **Nextel does not charge shipping on new phone orders.**

5) **Nextel will accept P Card payments for accessories and/or for monthly access and DMB/ACQUISITION SERVICES will allow P Card payment according to the State P Card requirements.**
6) **Nextel has a used phone return program which can be utilized for credit or upgrade.**
7) **Nextel's Wireless Manager, a web-based tool, is available for cell phone coordinators and for other designated personnel to review user information, swap phones, change rate plans, etc.**
8) **For accounts switching from State business to employee personal accounts, this can be accomplished via a supervisor approval letter transferring the asset.**
9) **Employees can purchase with a 27% equipment discount and a 10% rate plan discount.**

AUTHORITY/REASON:

DMB/ACQUISITION SERVICES

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Nextel Enterprise Accounts Rate Plan Guide Corporate Accounts

Enterprise Account Discount

0%

All of the below plans qualify for the Enterprise Account Discount Schedule

Prices below reflect the discount entered in box to the right

NEXTEL National PlansSM with FREE Nationwide Long Distance & Unlimited Private Call

Shared Minute Plans!	Monthly Access	Anytime Minutes	Cellular Airtime	Shared Minute Details
Nextel National Shared 200	$49.99	200	$0.35	
Nextel National Shared 500	$59.99	500	$0.35	
Nextel National Shared 700	$79.99	700	$0.35	
Nextel National Shared 1000	$99.99	1000	$0.35	
Nextel National Shared 1300	$129.99	1300	$0.35	
Nextel National Shared 1600	$159.99	1600	$0.35	
Nextel National Shared 2300	$199.99	2300	$0.35	
Nextel National Shared 3500	$299.99	3500	$0.35	

Free Incoming Plan (Minutes not Shared)	Monthly Access	Anytime Minutes	Cellular Airtime	Free Incoming Details
Nextel Free Incoming 500	$69.99	500	$0.35	

Nextel Free Incoming 700	$89.99	700	$0.35	
Nextel Free Incoming 1000	$109.99	1000	$0.35	
Nextel Free Incoming 1300	$139.99	1300	$0.35	

Quarterly Promotional Plans

1Q National Promotions	Monthly Access	Anytime Minutes	Cellular Airtime	N & W Minutes	Direct Connect Minutes
Get Right Through 5000	$49.99	500	$0.35	2,000	2,500
Get Right Through 8000	$79.99	1,000	$0.35	3,000	4,000

1-year service agreement and plus phone required. Must activate prior to 03/31/02. Plan benefits good for the life of the plan.

Nextel Starter Plans - Free Nationwide Long Distance (National Direct Connect Starter formerly Direct Connect 500)

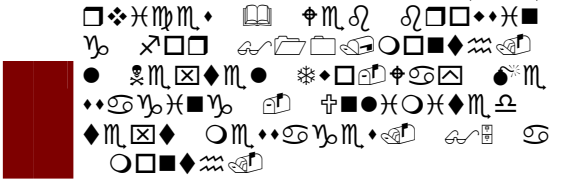
Nextel Starter Plans	Monthly Access	Anytime Minutes	Cellular Airtime	Direct Connect Minutes	Additional Prvt / Group Minutes
Enterprise Direct Connect Starter	$39.99	100	$0.35	500	$0.15
National Starter	$39.99		$0.35	200	$0.15

Enterprise UPC Plans - (Formerly Local Business Tiered UPC Plans…tiers have been eliminated to give all customers the best rate)

Enterprise UPC Plan	Monthly Access	Anytime Minutes	Cellular Airtime	Direct Connect Minutes	Additional Group Minutes
Enterprise UPC Plan	$39.99	0	N/A	UPC	$0.15

Local-Business Corporate Account UPC Plus Plans	Monthly Access	Anytime Minutes	Cellular Airtime	Direct Connect Minutes	Additional Group Minutes
1 to 2 units	$49.99	100	$0.35	UPC	$0.15
3 to 4 units	$47.99	100	$0.35	UPC	$0.15
5 + units	$44.99	100	$0.35	UPC	$0.15
Enterprise UPC Plus Plan	$44.99	100	$0.35	UPC	$0.15

Wireless Web Service Plans



Acct Mgr / Acct Executive
(555) 444-1212
email address

Sales Rep Name
Title
(555) 123-1234 cell
(555) 123-1234 fax
rep.name@nextel.com

New Handset Pricing	Nextel Blackberry	i95cl*
Regular Retail Price	$599.99	$399.99
National Promotion Price	$499.99	$299.99
Price After Volume Discount	**$349.99**	**$209.99**
Price After $50 POS Discount *		**$159.99**
Upgrade Pricing		
Replacement or Upgrade4,5	$349.99	349.995
Upgrade with Phone Return4,5	N/A	
Phone Details		
Technology	iDEN 800 Mhz	iDEN 800 Mhz
Dimensions	4.53"x2.95"x.95"	3.5"x2"x1.7"
Battery Type	Lithium Ion	Lithium Ion
Battery Strength	Standard	Standard
Weight w/Battery (oz)	5.64	5.45
Talk Time (Minutes)	165 mins.	200 mins
Standby Time	75 hrs.	75 hrs
Lines of Text on screen	8, 10, or 12	6, 8, or 10
Phone Features		
Direct Connect	✓	✓
Speakerphone		✓
Color Screen (256 color LCD)		✓
Voice Activated Dialing		✓
Vibration Alert	✓	✓
Active / Passive Flip Options		✓
Voice Notes		✓
Initiate Emergency Group Connect		
Email Automatically Sent to Handheld	✓	
Email, Calendar and Address Book	✓	
Personal Organizer PC Synchronization	✓	
Internet Ready / Data Capable	✓	✓
GPS Enabled		

Calls List (sent/received)	✓	✓
Phone Book	✓	✓
Date Book	✓	✓
Java Apps (Business Apps and Games)	✓	✓
Keypad Lock	✓	✓
Downloadable Ring Tones		✓
Customizable Main Menu Order		✓
Styles	✓	✓
Auto Answer	✓	✓
Multi-Language		✓
3-Way Calling	✓	✓
Exchangeable Faceplate & Keypad		
Belt Clip / Holster / Carry Case Included	✓	✓
Victorinox Swiss Army Knife		
Mil Spec 810 C/D/E Dust, Shock & Vibration		
Rubber Grip		
Minimum size 6.5 oz & 14 cubic inches		
Rubberized battery door		
Reinforced Antenna Stem		
Color Options		

Phone prices are valid through June 30, 2003 unless otherwise noted, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account, may apply.

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**Public Sector customers receive an additional $50 instant rebate at the Point of Sale on purchases of the i60c, i90c, or i95cl. Rebate offer expires 6/30/03. Government Employees: In-store purchases made with an Employee Purchase Plan are eligible for a $50 mail-in rebate. Customer will receive a check for $50 up to 12 weeks after Nextel receives completed rebate form. Restrictions apply; see rebate form for details. In-store purchases require two (2) forms of valid identification.*

1 Limited time offer is available through May 31, 2003 or while supplies last.

2 Limited time offer expires May 31, 2003. Promotion price of $44.99 is a special promotional offer to Enterprise and Public Sector customers only. This promotional price may not be combined with any other discounts. Valid on purchases through Account Representatives, supplied through VAD or Local Warehouses, or through Enterprise/Public Sector Telesales only. Not available at Nextel Retail Stores or Nextel.com.

3 Limited time offer expires June 30, 2003. Promotion price of $0.99 is a special promotional offer to Enterprise and Public Sector customers only. This promotional price is not eligible for the Equipment Volume Discount, and may not be combinable with Regional Promotions. Refer to Regional Promotions business rules for details.

4 Public Sector customers can upgrade to the BlackBerry 6510 at the National Promotion Price (NPP) minus the appropriate equipment volume discount.
Upgrading customers should be encouraged to return their old phones using the existing Enterprise Accounts Equipment Return process managed through Service and Repair. Alternatively, customers may pass them on to other Nextel users in their organizations.
5 Public Sector customers can upgrade to any Nextel phone (except the BlackBerry 6510 - see #3 above) at the National Promotion Price (NPP) + $50. Public Sector customers can upgrade to any Nextel phone at the NPP if they return a used Nextel phone. (Note: The NPP option is not available for the i95cl until July 15, 2003. In addition, customers who upgrade to the i95cl between July 15, 2003 and August 31, 2003 are eligible to receive a mail-in coupon redeemable for a free vehicle power charger. Restrictions apply; see coupon or your Nextel representative for details). Returned phone must be working, defined as capable of powering up and displaying "Phone Ready" or "No Service." A returned phone must include a battery and battery door if applicable. The phone being returned must be current and active on the account of the customer who is receiving the upgrade or replacement. Note: there is a minimum processing fee applied to all upgrade options and it will appear on customer's first bill after the upgrade has occurred. Minimum purchase price for upgrade and replacements is the National Promotion Price. Volume discounts and order-based discounts do NOT apply.

3

0%
27%
30%
33%
36%
37%
39%

Phone	r750plus FM AFU	r750plus AFU	iM1
Regular Retail Price	$549.99	$499.99	$449

National Promotion Price	$449.99	$399.99	$349
Net Price After Volume Discount	**$314.99**	**$279.99**	**$244**
Upgrade Pricing			
Replacement or Upgrade 1	$499.99	$449.99	$399
Upgrade with Phone Return 1	$449.99	$399.99	$349
Phone Details			
Technology	iDEN 800 Mhz	iDEN 800 Mhz	iDEN 80
Dimensions	5.51"x2.35"x1.73"	5.51"x2.35"x1.73"	3.5"x1.9
Battery Type	NiMH	NiMH	Lithiun
Battery Strength/Size (mAh)	1500 mAh	1500 mAh	500 r
Weight w/Battery (oz)	11.8	11.8	2.
Talk Time (Minutes)	312 mins.	285 mins.	5.5 hrs Tota 100 mins
Standby Time	80 hrs.	82 hrs.	25 h
Lines of Text on screen	4 or 6	4 or 6	N/
Phone Features			
Direct Connect	✓	✓	
Speakerphone	✓	✓	
Color Screen (256 color LCD)			
Voice Activated Dialing			
Vibration Alert	✓	✓	
Active / Passive Flip Options			
Voice Notes			
Initiate Emergency Group Connect	✓	✓	
Email Automatically Sent to Handheld			
Email, Calendar and Address Book			
Personal Organizer PC Synchronization			
Internet Ready / Data Capable	✓	✓	✓
GPS Enabled			
Calls List (sent/received)	✓	✓	

Phone Book	✓	✓
Date Book		
Java-Enabled		
Keypad lock	✓	✓
Downloadable Ring Tones		
Customizable Main Menu Order		
Styles		
Auto Answer	✓	✓
Multi-Language	✓	✓
3-Way Calling	✓	✓
Exchangeable Faceplate & Keypad		
Belt Clip / Holster / Carry Case Included		
Mil Spec 810 C/D/E Dust, Shock & Vibration	✓	✓
Rubber Grip	✓	✓
Minimum size 6.5 oz & 14 cubic inches	✓	✓
Rubberized battery door	✓	✓
Reinforced Antenna Stem	✓	✓
Additional features/items:		

Phone prices are valid through 6/30/03, while phone supplies last, and are subject to change. Certain restrictions may apply. Offers are subject to availability in certain markets. Promotional handset pricing and discounts require new activation. May require one-year Service Agreement and credit approval. Account set-up fee of $35 per phone, up to $70 per account, may apply. *© 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc.* *Two valid forms of identification are necessary to purchase service and phone.*

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New Handset Pricing	i85s	[redacted]
Regular Retail Price	$239.99	$2
National Promotion Price	$139.99	$1
Public Sector Price	**$97.99**	**$**
Upgrade Pricing		
Replacement or Upgrade 1		
Upgrade with Phone Return 1		
Phone Details		
Technology	iDEN 800 Mhz	iDEN
Dimensions	5.15"x1.97"x1.14"	5.2"x
Battery Type	Lithium Ion	Lith
Battery Type	Standard	High
Weight w/Battery (oz)	4.8	
Talk Time (Minutes)	165 mins.	27
Standby Time	75 hrs.	12
Lines of Text on screen	4, 6, or 8	4,
Phone Features		
Direct Connect	✓	
Speakerphone	✓	
Color Screen (256 color LCD)		
Voice Activated Dialing	✓	
Vibration Alert	✓	
Active / Passive Flip Options		
Voice Notes	✓	
Initiate Emergency Group Connect		
Internet Ready / Data Capable	✓	
GPS Enabled		
Calls List (sent/received)	✓	
Phone Book	✓	
Date Book	✓	
Java Apps (Business Apps and Games)	✓	
Keypad Lock	✓	
Downloadable Ring Tones		
Customizable Main Menu Order	✓	
Styles	✓	
Auto Answer	✓	
Multi-Language	✓	
3-Way Calling	✓	

Exchangeable Faceplate & Keypad		
Belt Clip / Holster / Carry Case Included		
Mil Spec 810 C/D/E Dust, Shock & Vibration		
Rubber Grip		
Minimum size 6.5 oz & 14 cubic inches		
Rubberized battery door		
Reinforced Antenna Stem		
Color Options		Yello
		Blac

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Accessory Pricing - May 2003

* Items are not available through direct sales - available through Nextel Retail,

nextel.com and Nextel Nextday only ** Items are not available through direct sales - available through Nextel Nextday only New Accessories are Shaded and in BOLD.

Part	Description	Blackberry 6510	i90c Special Edition	i60c	i95cl	i30sx/i35s	i55sr/i58sr	i90c	i80s	i85s/i88s	i50sx	iM1100	P280-NWW	v60-NWW	r750/r750+FM/AFU	i1000plus/i2000plus	i1000Redesign	i550plus/i700plus	i600/i390
Batteries																			
RLN5457	OEM Slim Lithium Ion Battery 500mAh													X					
SNN5717	OEM Slim Lithium Ion Battery 500 mAh		X	X	X			X											
NNTN4051	OEM Slim Lithium Ion Battery 500 mAh											X							
NTN1675	OEM Slim Nickel Metal Hydride Battery 650 mAh																	X	
NTN9809	OEM Slim Lithium Ion Battery 500 mAh								X										
NTN8615	OEM Slim Lithium Ion Battery 500 mAh															X	X		
RLN5455	OEM Standard Lithium Ion Battery 850 mAh												X						
RAC47472	OEM Standard Lithium Ion Battery with Battery Door	X																	
NTN9810	OEM Standard Lithium Ion Battery 750 mAh								X										
NTN8614	OEM Standard Lithium Ion Battery 900 mAh															X	X		
NTN1676	OEM Standard Nickel Metal Hydride Battery 1050 mAh																	X	
EVE0900	Nextel Standard Lithium Ion Battery 900 mAh															X	X		
SNN5705	OEM Standard Lithium Ion Battery 750 mAh		X	X	X	X	X	X		X	X								
NTN9037	OEM Standard Nickel Metal Hydride Battery														X				
NTN9038	OEM Intrisically Safe Nickel Metal Hydride Battery - fm only														X				
NTN8100	OEM High Capacity Nickel Metal Hydride Battery 500 mAh (WSL)																		X
NNTN4655	OEM High Capacity Battery 11450 mAh					X	X			X	X								
Chargers																			
SPN4992*	OEM Standard Travel Charger (web only)		X	X	X	X	X	X	X	X	X	X							
RAC50361	OEM Standard Travel Charger	X																	
SPN4474	OEM Standard Travel Charger																	X	
SPN4940	OEM Standard Multi-volt Travel Charger												X	X					
NPN6197	OEM Rapid Travel Charger															X	X		
NTN1680	OEM Rapid Travel Charger																	X	
NTN1781	OEM Rapid Travel Charger														X				

NNTN4250	**OEM Rapid Travel Charger**		**X**	**X**	**X**	**X**	**X**	**X**	**X**	**X**	**X**	**X**							
SYN7818	OEM Vehicle Power Charger			X	X	X	X	X	X	X	X	X	X	X					
NTN8655	OEM Vehicle Power Charger															X	X		
NTN8105	OEM Vehicle Power Charger (WSL)																		X
RAC41731	OEM Vehicle Power Charger	X																	
NTN9034	OEM Vehicle Power Charger														X				
NTN8978	OEM Vehicle Power Charger																	X	
NNTN4447R*	OEM Translucent Clear Vehicle Power Charger		X	X	X	X	X	X	X	X	X	X	X	X					
NNTN4449R*	OEM Translucent Purple Vehicle Power Charger			X	X	X	X	X	X	X	X	X	X	X					
NNTN4450R*	OEM Translucent Blue Vehicle Power Charger			X	X	X	X	X	X	X	X	X	X	X					
EVE8550	Nextel Vehicle Power Charger			X	X	X	X	X	X	X	X	X	X	X					
EVE0700	Nextel Vehicle Power Charger																	X	
EVE1000	Nextel Vehicle Power Charger															X	X		
NNTN4518	OEM Vehicle Power Charger		X	X	X	X	X	X	X	X	X	X							
NTN9568**	OEM Dual Pocket Desktop Charger (WSL)						X			X	X								
NTN1690**	OEM Dual Pocket Desktop Charger with Power Supply (WSL)																	X	
NTN1809	OEM Dual Pocket Desktop Charger with Power Supply														X				
NNTN4120	OEM Dual Pocket Desktop Charger		X	X	X	X	X	X		X	X								
NTN1918	OEM Dual Pocket Desktop Charger with Power Supply								X										
NTN8653	OEM Dual Pocket Desktop Charger															X	X		
EVE0702	Nextel Dual Pocket Desktop Charger with Power Supply																	X	
Carry Solutions																			
NTN1824	OEM Swivel Belt Clip								X										
NTN9475	OEM Swivel Belt Clip						X			X	X								
RLN5456	OEM Swivel Belt Clip												X						
HLN9844	OEM Standard Belt Clip														X				
SYN0375	OEM Carry Holster with Swivel Belt Clip													X					
RAC47473	OEM Carry Holster with Swivel Belt Clip	X																	
NTN9952	OEM Carry Holster with Swivel Belt Clip				X														
NTN9687	OEM Carry Holster with Swivel Belt Clip			X				X											
NTN9152	OEM Carry Holster with Swivel Belt Clip																	X	
NTN1987	OEM Carry Holster with Swivel Belt Clip					X													
NNTN4566	OEM Carry Holster with Swivel Belt Clip		X																
NNTN4176	OEM Carry Holster with Swivel Belt Clip																X		
NTN8657	OEM Carry Holster with Belt Clip															X			
RAC55059	OEM Leather Carry Holster with Swivel Belt Clip	X																	
FSL1201	Nextel Leather Case with Swivel Belt Clip															X	X		
WNC2007	Nextel Leather Case with Swivel Belt Clip															X			
NNTN4587R**	OEM Blue Neoprene Case with Belt Clip					X													
NNTN4588R**	OEM Black Neoprene Case with Belt Clip					X													
NNTN4589R**	OEM Purple Neoprene Case with Belt Clip					X													
WNC0030	Nextel Leather Case with Swivel Belt Clip					X													
WNC0060	Nextel Leather Case with Swivel Belt Clip			X															
WNC0080	Nextel Leather Case with Swivel Belt Clip								X										
NNTN4584R**	OEM Blue Neoprene Case with Belt Clip				X			X											
NNTN4585R**	OEM Black Neoprene Case with Belt Clip		X		X			X											
NNTN4586R**	OEM Purple Neoprene Case with Belt Clip				X			X											

WNC0090	Nextel Leather Case with Swivel Belt Clip		X					X											
WNC0095	Nextel Leather Case with Swivel Belt Clip				X														
WNC0185**	Nextel Leather Case with Swivel Belt Clip (WSL)									X									
WNC5085	Nextel Leather Case with Swivel Belt Clip									X	X								
FSL1101	Nextel Leather Case with Belt Clip															X	X		
FSL1100**	Nextel Leather Case with Belt Clip (WSL)															X			
WNC0502	Nextel Leather Case with Belt Clip																	X	
WNC0696	Nextel Leather Half-Case with Belt Clip		X	X	X			X											
WNC0702	Nextel Leather Case with Belt Clip																	X	
WNC8585**	Nextel Leather Case for Portable Keyboard (WSL)		X	X	X	X	X	X	X	X	X								
NTN8397	OEM Hard Leather Case with Swivel Belt Clip (WSL)																		X
NTN8648	OEM Leather Case with Plastic Window (WSL)																		X
WNC2085BR	Nextel Brown Leather Shoulder Pouch (WSL)		X	X	X	X		X		X	X					X	X		
WNC1000	Nextel Leather Pouch with Belt Clip (WSL)															X	X		
WNC1185	Nextel Leather Pouch with Swivel Belt Clip						X			X	X								
WNC2085RD	Nextel Red Leather Shoulder Pouch (WSL)		X	X	X	X		X		X	X					X	X		
WNC2085GR	Nextel Green Leather Shoulder Pouch (WSL)		X	X	X	X		X		X	X					X	X		
WNC2085BK	Nextel Black Leather Shoulder Pouch (WSL)		X	X	X	X		X		X	X					X	X		
BEE0750	Nextel Ballistic Nylon Case with Swivel Belt Clip														X				
MR2016	Nextel Ballistic Nylon Case with Swivel Belt Clip																	X	
AEE5500	Nextel Nylon Case with Swivel Belt Clip						X			X	X								
WNS0090**	Nextel Black Wrist Strap		X	X	X	X		X	X							X	X		
WNS0080**	Nextel Silver Wrist Strap (WSL)		X	X	X	X		X	X							X	X		
Headsets and Earpieces																			
NTN8654**	OEM Audio Adapter															X	X	X	
EVE2834	Nextel Audio Adapter															X	X	X	
FLN2854	OEM Audio Adapter														X				
NTN8369	OEM Audio Adapter																		X
EVE0401	Nextel Driver's Kit		X	X	X	X	X	X	X	X	X		X	X					
JAB9103R	JABRA Free Speak Wireless Headset	X	X	X	X	X	X	X	X	X	X				X	X	X	X	
RAC38181	OEM Earpiece with Call Termination button	X																	
EVE8390	Nextel Earpiece with Microphone	X		X	X	X	X	X	X	X	X		X	X	X	X	X	X	X
NNTN4033	OEM Earpiece with Microphone and Nextel Direct Connect Button (WSL)					X			X										
NNTN4612	OEM Earpiece with Microphone	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X	X	X
NNTN4454R**	OEM Translucent Blue Earpiece with Microphone	X		X	X	X	X	X	X	X	X		X	X	X	X	X	X	X
NNTN4453R**	OEM Translucent Purple Earpiece with Microphone	X		X	X	X	X	X	X	X	X		X	X	X	X	X	X	X
NNTN4127R**	OEM Pearl Earpiece with Microphone	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X
SYN8390**	OEM Earpiece with Microphone	X		X	X	X	X	X	X	X	X		X	X	X	X	X	X	X
JAB5008R	JABRA EarSet	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X
JAB7183R	JABRA EarBoom with Nextel Direct Connect button														X	X	X	X	X
JAB8014R	JABRA EarWrap	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X

JAB8093R	JABRA EarWrap with Nextel Direct Connect button		X	X	X	X	X	X	X	X	X								
EVE5898	Nextel Lightweight Headset	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X
NTN8513	OEM Ruggedized Lightweight Headset	X	X	X	X	X	X	X	X	X	X		X	X	X	X	X	X	X
Car Kits																			
NTN9688	OEM Dash Mount Holder (WSL)		X	X	X			X											
NTN9476	OEM Dash Mount Holder (WSL)						X			X	X								
NTN9198	OEM Dash Mount Holder																	X	
NTN8840	OEM Dash Mount Holder (WSL)															X	X		
NNTN4122	OEM Dash Mount Holder (WSL)					X													
NTN9715	OEM Dash Mount Holder (WSL)								X										
NTN9071	OEM Dash Mount Holder (WSL)															X			
NTN8656	OEM Portable Car Kit															X	X		
NTN1796	OEM Portable Car Kit with Nextel Direct Connect button		X	X	X	X	X	X	X	X	X								
FLN9108	Nextel Direct Connect button for Portable Car Kits		X	X	X	X	X	X	X	X	X					X	X	X	X
NTN1719	OEM Portable Car Kit with Nextel Direct Connect button and Dash Mount Holder																	X	
NTN1661	OEM Portable Car Kit with Dash Mount Holder (WSL)															X	X		
NTN1583	OEM Portable Car Kit (WSL)																		X
901001**	Cellport Remote Nextel Direct Connect Button (WSL)															X	X		
HSN4030	OEM External Speaker for Mobiles (WSL)																		
101101**	Cellport Universal Docking Station (WSL)															X	X		
FLN9299	Nextel Direct Connect button for Hard Install Car Kits (WSL)														X			X	X
505001**	Cellport Pocket Adapter for i1000/i1000plus (WSL)															X	X		
NTN9299	OEM Hard Install Car Kit																	X	
RLN5582	OEM Hard Install Car Kit						X			X	X								
RLN5243	OEM Hard Install Kit with Coupler															X	X		
FLN2800	OEM Remote Speaker Microphone														X				
8255L	Nextel Roof Mount Antenna for Hard Install Car Kits																		
8795L-EC	Nextel Glass Mount Antenna for Hard Install Car Kits																		
Data and Connectivity Kits																			
NTN1806	OEM Palm V Cable														X				
BKN8700	Nextel In Line Data Cable															X	X	X	
NKN6503	OEM Dual Port Adapter Cable (Hard Install Car Kits)														X	X	X	X	
NKN6540	OEM Dual Port Adapter Cable (Portable Car Kits)		X	X	X	X	X	X	X	X	X								
NKN6544	OEM In Line Data Cable		X	X	X	X	X	X	X	X	X								
NNTN4007	USB Data Cable with Charging Capability		X	X	X	X	X	X	X	X	X								
NTN1685**	OEM Palm III/VII Cable (WSL)															X	X	X	
NTN1749**	OEM Palm V Cable (WSL)															X	X	X	
NTN1784	OEM In Line Data Cable														X				
NTN1807	OEM Palm III/VII Cable														X				
RAC53301	OEM USB Data Cable	X																	
NTN8993	OEM Universal PDA Adapter (for use with NKN6544)		X	X	X	X	X	X	X	X	X								
NKN6546	OEM Palm III/VII Converter Plug		X	X	X	X	X	X	X	X	X								

NKN6547	OEM Palm V Converter Plug		X	X	X	X	X	X	X	X	X									
NKN6522i**	OEM iDEN Update Kit (WSL)														X	X	X	X		
NTN1728	OEM iDEN Organizer (WSL)															X	X	X		
SKT8510R	Nextel WIN CE / Pocket PC Connectivity Kit															X	X	X		
NNTN4315	Motorola iBoard i95cl Support				X															
NTN9712	Motorola iBoard Portable Keyboard		X	X	X	X	X	X	X	X	X									
Face Plates/Key Pads																				
RLN5419**	OEM Astro Blue Faceplate					X														
RLN5426	OEM Forest Green Faceplate					X														
RLN5425	OEM Poppy Red Faceplate					X														
RLN5420	OEM Black Faceplate					X														
RLN5421	OEM Stainless Steel Faceplate					X														
RLN5422	OEM Purple Faceplate					X														
RLN5424**	OEM Bronze Faceplate					X														
NTN9777	OEM Silver Faceplate (WSL)										X									
NTN9780	OEM Black Keypad (WSL)										X									
NTN9776	OEM Bronze Faceplate (WSL)										X									
NTN9775	OEM Blue Faceplate (WSL)										X									
NNTN4172**	OEM Stars & Stripes Faceplate (WSL)										X									
NTN9781	OEM Silver Keypad (WSL)										X									
Other																				
NTN1747	OEM International Travel Adapters												X	X		X				
RAC47471	OEM Cradle	X																		
SYN7875	OEM Hearing Aid Neckloop		X	X	X	X	X	X	X	X	X				X	X	X	X	X	X
NTN9298	OEM Surveillance Kit (inc. adapter)															X	X	X		
Battery Doors																				
NNTN4621	OEM Slim Battery Door		X																	
NNTN4306	OEM Slim Battery Door			X																
NNTN4274	OEM Slim Battery Door				X															
NTN9849	OEM Slim Battery Door							X												
NNTN4273	OEM Standard Battery Door				X															
NTN9850	OEM Standard Battery Door							X												
NNTN4118	OEM Standard Battery Door					X														
NNTN4305	OEM Standard Battery Door			X																
NNTN4583	OEM Standard Battery Door		X																	
NTN9344	OEM Standard Battery Door						X			X	X									
NNTN4032	OEM Overmolded High Capacity Battery Door - Black						X													
NNTN4031	OEM Overmolded High Capacity Battery Door - Yellow						X													
NTN9343	OEM High Capacity Battery Door						X			X	X									
NNTN4119	OEM High Capacity Battery Door					X														

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Account Discount Schedule

Volume Purchase Agreement Discount Schedule

Unit Commitment

Corporate & National Price Plans

Number of units:	Discount Level
less than 500	0%
500-999	3%
1,000 - 2,499	4%
2,500 - 4,999	5%
5,000 - 6,999	6%
7,000 – 7,999	7%
8,000 – 8,999	8%
9,000 – 9,999	9%
10,000 or more	10%

Local Market Price Plans

Number of units:	Discount Level
less than 500 units	0%
500 or more units	3%

Corporate Account discounts are based on the total number of units in the account, nationwide.

Discounts apply to monthly access fees for Digital Cellular and Nextel Direct ConnectSM.

Enhanced Discount Schedule Program*

Unit Commitme

Corporate & Natio Price Plans

Number of units:
250
500
1,000
2,500
5,000
7,000
8,000
9,000
10,000 or more

* Enhanced Disc Schedule Prog (EDSP) requires and unit commitm Agreement can be f on the

Customer rece discounts immedi upon signed agreem Note, existing custo may not receive be

Discounts do not apply to features, enhanced services, usage, overage or other charges

Promotional service rates may, at Nextel's discretion, be excluded from corporate discounts.

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Nextel Public Sector Accounts Rate Plan Guide

SLE Discount: **10** **%**

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NATIONAL PLANS

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National Shared Minute Plans

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Nextel National Shared Minute UDC Plan	$39.99	***$35.99***	0	Second*	35¢ per minute	Unlimited**	
Nextel National Shared Minute 200 Plan	$49.99	***$44.99***	200				
Nextel National Shared Minute 500 Plan	$59.99	***$53.99***	500				
Nextel National Shared Minute 700 Plan	$79.99	***$71.99***	700				
Nextel National Shared Minute 1000 Plan	$99.99	***$89.99***	1,000				
Nextel National Shared Minute 1300 Plan	$129.99	***$116.99***	1,300				
Nextel National Shared Minute 1600 Plan	$159.99	***$143.99***	1,600				
Nextel National Shared Minute 2300 Plan	$199.99	***$179.99***	2,300				
Nextel National Shared Minute 3500 Plan	$299.99	***$269.99***	3,500				

**Calls round to the second after the first minute.*
***Unlimited Direct Connect does not include Group Connect calls which are $0.15/minute.*

National Free Incoming Plans

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Nextel National Free Incoming 400 Plan	$59.99	***$53.99***	400	Minute	40¢ per minute	Unlimited*	
Nextel National Free Incoming 600 Plan	$69.99	***$62.99***	600				
Nextel National Free Incoming 800 Plan	$89.99	***$80.99***	800				
Nextel National Free Incoming 1100 Plan	$119.99	***$107.99***	1,100				
Nextel National Free Incoming 1400 Plan	$149.99	***$134.99***	1,400				
Nextel National Free Incoming 1800 Plan	$179.99	***$161.99***	1,800				

**Unlimited Direct Connect does not include Group Connect calls which are $0.15/minute.*
***Unlimited Nights & Weekends promotion available through 5/31/03.*

National Value Plans

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Nextel National Value 300 Plan	~~$35.99~~	***$32.39***	300	Minute	40¢ per minute	100*	per
Nextel National Value 500 Plan	$45.99	***$41.39***	500				

**Included Direct Connect minutes can be used for Group Connect.*
***Direct Connect minutes share with like plans.*

1All Direct Connect minutes round to the second.

2 Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

3No charge for overage.

^ Get unlimited Night & Weekend minutes for just $10.00 per unit per month. Unlimited Night & Weekend minutes do not share across plans.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a $1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of $35 per phone, up to $70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more details.

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NATIONAL PLANS, continued

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National Shared Value Plans

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Nextel National Shared Value Add-on Plan4	$20.00	***$18.00***	0	Minute	40¢ per minute	100*	m
Nextel National Shared Value 300 Plan	$39.99	***$35.99***	300			250*	
Nextel National Shared Value 500 Plan	$49.99	***$44.99***	500			250*	

**Included Direct Connect minutes can be used for Group Connect. Two-Way Messaging = $5 with the purchase of any National Shared Value Plan if purchased by 5/31/03.*

LOCAL PLANS

Get Right Through Plans

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Nextel Local Get Right Through 50 Plan	~~$35.99~~	***$32.39***	50 + 50‡	Minute	40¢ per minute	500*	
Nextel Local Get Right Through 250 Plan	~~$45.99~~	***$41.39***	250 + 250‡			2500*	
Nextel Local Get Right Through 500 Plan	~~$55.99~~	***$50.39***	500 + 500‡			4,0003	

‡Additional Bonus anytime cellular minutes offer valid through 05/31/03. Bonus minutes good for the life of the plan.
**Included Direct Connect minutes can be used for Group Connect. Additional Group Connect calls are 15¢ per minute.*

Government Local Shared Plans

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Government Local Shared 100	$24.99	***$22.49***	0	Second	20¢ per minute	100*	m

Government Local Shared 400	$39.99	***$35.99***	200			200*	
Government Local Shared 700	$49.99	***$44.99***	350			350*	

**Direct Connect minutes can be used for Group Connect. **Unlimited long distance buy-up option also available for $10.00/month.*

1All Direct Connect minutes round to the second.

2Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

3No charge for overage.

4Customers cannot purchase the National Shared Value Add-On plan as a stand-alone plan. A customer must purchase at least one National Shared Value 300 or 500 plan to purchase the Add-On plan.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a $1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of $35 per phone, up to $70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more details.

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PROMOTIONAL PLANS

Available for a Limited Time

Nextel National 12,000 Plus Plan

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
National 12,000 Plus Plan	~~$69.99~~	***$62.99***	1,000	Minute	40¢	5,500*	

*Plan is available through May 31, 2003. Two-way messaging is included in plan. *No charge for overage.*

Unlimited Plus Plan

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Nextel National Unlimited Plus Plan	$199.99	***$179.99***	Unlimited	N/A	N/A	Unlimited*	

*Also included if purchased by 5/31/03: NOL Full Service Package. *Unlimited Direct Connect does not include Group Connect calls which are $0.15/minute.*

Instant Connect 5000 Plan

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Instant Connect 5000 Plan	$39.99	***$35.99***	500	Minute	40¢	4,500*	

*Plan is available through June 30, 2003. * The Direct Connect minutes on the plan can be used for both Direct and Group Connect Calls.*

1All Direct Connect minutes round to the second.

2 Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a $1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of $35 per phone, up to $70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel

Representative and read service agreement for more details.
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Additional Services

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Group Connect

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Group Connect 250	$10.00	***$9.00***	N/A	N/A	N/A	250 GC	
Group Connect Unlimited	$25.00	***$22.50***				Unlimited GC	

Group Connect 250 overage rate is based on Direct Connect overage rate as defined by the primary rate plan.
These buy-up plans can be added to ANY primary rate plan. Group Connect buy-up options cannot be used in conjunction with Alternate Line Service.

Alternate Line Service

RATE PLANS	Monthly Access	*Discounted Monthly Access*	Cellular Minutes	Cellular Rounding	Cellular Overage	Direct ConnectSM Minutes1	D Con Ov
Nextel National Alternate Line 200	$24.99	***$22.49***	200	Minute	35¢ per minute	N/A	
Nextel National Alternate Line 300	$39.99	***$35.99***	300				
Nextel National Alternate Line 500	$49.99	***$44.99***	500				
Nextel National Alternate Line 1000	$79.99	***$71.99***	1,000				

Alternate Line Service Plans cannot be used for primary line service.

1All Direct Connect minutes round to the second.

2 Night & Weekend hours are Mon-Fri from 9pm - 7am & from 9pm on Fri through 7am on Mon. EST.

Rate Plans are valid through June 30, 2003 except where noted or until further notice and are subject to change. Certain restrictions may apply. Offers may not be available in all markets. Offers may require new activation and credit approval. Additional charges may apply and may vary by market, including state and federal taxes, a Universal Service Assessment of either 1.20% or .75%, a TRS charge of approximately .07%, in some states, a state-required E911 fee, and a $1.55 Federal Programs Cost Recovery Fee for one or more of the following: E911, Number Pooling and Wireless Number Portability. Long Distance includes domestic long distance charges. Caller ID may not be available on all calls. Account set-up fee of $35 per phone, up to $70 per account, may apply. Read service agreement for details. In-store purchases require two forms of valid identification. Ask your Nextel Representative and read service agreement for more details.

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SERVICES PRICING

Nextel Online Services

Web* (included with most NOL services)	$3.50	Access selected wireless web Text alerts (SMS) @ $.10
Address Book	$5.00	Access Contacts and Administrative Service
Address Book Admin	$3.50	Allows end users to receive administra list, NO Web Service
Mobile Admin	$10.00 or $15.00 with Two-Way Messaging	Address Book Admin PLUS create and homepage(s) with My View
AOL® Instant MessengerTM	$5.00	AOL® Instant Messenge Web Service
Two-Way Messaging Includes 60 bonus cell minutes for 12 months if purchased by 6/30/03!**	$7.50	Two-Way Messaging, Address Book
Mobile Email	$5.00	Access to email, calendar and contact $.10 each (SMS), Unlimited We
Wireless Knowledge Workstyle	$5.00 Plus any plan that includes "Enter Site" feature	Access calendar, contacts and office e access to MS Exchange and Lotus
Premium Web	$10.00	Enter site (any URL), search, bookma alerts (SMS); MSN, AOL, Hotmail, A Instant Messenger, Unlimited W

Dial-Up	**$10.00 Plus cellular minutes used**	Behind-the-firewall access to corp. a access Web-based email at circuit dat kbps. Connect your Nextel phone to PC Service

Enterprise discounts do not apply to Nextel Online Services.

*Web is not included with Address Book Admin and Dial-Up.

**Two-Way Messaging bonus cellular minutes not available with National Shared Value Plans / $5 Two-Way Messaging promotional offer.

Nextel Online Services require an Internet-ready phone. Additional applications have monthly access fees that vary. Current prices are valid through 5/31/03 and are subject to change. A phone purchase may require a one-year service agreement. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. © 2003 Nextel Communications, Inc. All rights reserved. Nextel, the Nextel logo, Nextel Direct Connect, and Nextel Online are registered trademarks and/or service marks of Nextel Communications, Inc. AOL, Buddy List, the triangle design, and Instant Messenger are registered trademarks of America Online, Inc.

Access & Industry Solutions Pricing

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Tethered Packet Data Rate Plans Packetstr

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Packet stream Gold 1,2
Total Connect Plans
As-You-Go Total Connect 1 MB - Phone
Total Connect 5 MB - Phone Plus
Total Connect 10 MB - PDA
Total Connect 50 MB - Laptop
Total Connect 100 MB - Laptop Plus

Public IP Address is available for an additional $3 per month per phone for all Total Connect plans of 1 MB and higher. Total Connect As-You-Go plan does not offer a Public IP address or KB sharing. All plans include KB sharing across like plans.
Recommended Dial-Up Plans (for

iM1100 only)
Local Connect 500 (500 minutes/mo.) 3
Local Connect 700 (700 minutes/mo.) 3
Black Berry Plan (for Black Berry 6510 only)
Unltd BlackBerry Email & Web (unlimited email & web access, 100

incoming text/numeric msgs, $.10 per additional text/numeric message)

Industry Solutions

Application		Description of Service									
AirHours / Timesheet		Record and review employee hours and project cost information using a Nextel plus phone - eliminating the need for paper timesheets.							**$19.99**		
Corrigo Connect		Simple and powerful wireless,							**$20.00**		

		web-based work order and dispatch management solution for service organizations with extensive installation, maintenance and repair operations.										
MH2Build		Allows builders, etc. to view/update construction schedules, order materials, communicate with suppliers and acknowledge receivables.							**$70.00**			

Wireless eTrac		Real-time updates of pick-ups, delivery and proof-of-delivery data throughout the delivery chain for independent expedited transportation industry.							**$27.50**		
Aether PocketBlue		Allows law enforcement and other authorized personnel to query local, state and federal criminal justice databases, conduc							**$75.99**		

		t peer-to-peer messaging and, using PDAs, conduct field interview reporting.										
Mobile Application Manager 2		Allows Enterprise customers to manage, purchase and distribute JAVA applications over the air with no requirement for certification from Nextel; provides a private, secure application							**$5.00**			

		library.										
1 Packetstream Gold is intended to support laptop or PDA web browsing and Internet based mail. While Packetstream Gold is essentially an unlimited use product, Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. 2 Mobile Application Manager is included w/Packet												

stream Gold and included at no extra charge on all of the Total Connect plans except the As-You-Go plan.

3 Recommended for use w/dial-up service & the iM1100. Both Nextel-provided and customer-supported applications must be sized correctly and enrolled in the applicable KB bucket plan. Nextel Online Services require an Internet-ready

phone. Additional applications have monthly access fees that vary. Current prices are valid through May 31, 2003 and are subject to change. A phone purchase may require a one-year service agreement. Nextel reserves the right to restrict a customer's usage if it adversely affects network performance. © 2003 Nextel Communications, Inc. All rights reserved. Nextel,

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Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

April 25, 2003

CHANGE NOTICE NO. 17
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 335-0462 **Christine Mitchell, CPPB**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service - All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **August 1, 2003**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

Please note the buyer has been changed to:

Christine Mitchell, CPPB
530 W. Allegan
P.O. Box 30026
Lansing, MI 48909
(517) 335-0462
MichelC@michigan.gov

AUTHORITY/REASON:

DMB/ACQUISITION SERVICES

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

December 17, 2002

CHANGE NOTICE NO. 16
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service - All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **August 1, 2003**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

Effective immediately, the contract end date is changed to August, 1, 2003.

AUTHORITY/REASON:

Per agency request from Tom Fogle dated December 16, 2002.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

October 11, 2002

CHANGE NOTICE NO. 15
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **January 31, 2003**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

Effective 11/1/02, the new remittance address is:
Nextel Communications
P.O. Box 4181
Carol Stream, IL 60197-4181

The overnight payment address is:
Nextel Communications
Remittance Processing
1800 S. Springer Drive
Lombard, IL 60148

All others terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per request from Nextel.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

May 13, 2002

CHANGE NOTICE NO. 14
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **January 31, 2003**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

Effective immediately this contract is hereby EXTENDED until 1/31/03. All others terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per mutual agreement of the State of Michigan and the contractor.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
ACQUISITION SERVICES
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

February 12, 2002

CHANGE NOTICE NO. 13
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **June 1, 2002**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

An updated list of equipments and accessories is attached. The price list includes discounts.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk on 2/8/02

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET **December 26, 2001**
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

CHANGE NOTICE NO. 12
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **June 1, 2002**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

This contract is EXTENDED until 6/1/02. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk on 12/28/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET **November 21, 2001**
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

CHANGE NOTICE NO. 11
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **December 31, 2001**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

This contract is EXTENDED until 12/31/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 11/20/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

October 24, 2001

CHANGE NOTICE NO. 10
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **November 30, 2001**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

This contract is EXTENDED until 11/30/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 10/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

September 26, 2001

CHANGE NOTICE NO. 9
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **October 31, 2001**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

This contract is EXTENDED until 10/31/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Mike Ames on 9/21/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

August 23, 2001

CHANGE NOTICE NO. 8
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **Sepetember 30, 2001**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

This contract is EXTENDED until 9/30/01. All other terms, conditions, and specifications remain the same.

AUTHORITY/REASON:

Per agreement with Richard VanBuskirk on 8/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

July 24, 2001

CHANGE NOTICE NO. 7
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Don Eitniear **Nextel Communication Units/Training/Service—All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999**	To: **August 31, 2001**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

This contract is EXTENDED until 8/31/01. No other change.

AUTHORITY/REASON:

Per agreement with Mike Ames on 7/23/01.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

wroForm No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET **June 25, 2001**
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

CHANGE NOTICE NO. 6
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel West Corp.** **dba Nextel Communications** **27755 Stansbury Blvd.** **Farmington Hills, MI 48334**	TELEPHONE Richard VanBuskirk **(810) 217-0479** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
Contract Administrator: Andy Ghosh **Nextel Communication Units/Training/Service -- All State Agencies**	
CONTRACT PERIOD: From: **February 16, 1999** To: **July 31, 2001**	
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE (S):

This contract is EXTENDED till 07/31/2001.

AUTHORITY/REASON:

Per agreement with Mike Ames on 6/22/01

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

wroForm No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

March 7, 2001

CHANGE NOTICE NO. 5
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel Communications** **300 Galleria Officentre, Suite 301** **Southfield, MI 48034**	TELEPHONE Mark Samarian **(248) 213-3100** VENDOR NUMBER/MAIL CODE BUYER (517) 373-7396 **Andy Ghosh**
NIGP #725-51 Contract Administrator: Andy Ghosh	CS-138 #NotReq
Nextel Communication Units/Training/Service for all State Agencies	
CONTRACT PERIOD: From: **February 16, 1999**	To: **June 1, 2001**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

NATURE OF CHANGE:

This contract is EXTENDED till 06/01/2001.

AUTHORITY/REASON:

Per agreement with Richard VanBuskisk.

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

Form No. DMB 234A (Rev. 1/96)
AUTHORITY: Act 431 of 1984
COMPLETION: Required
PENALTY: Failure to deliver in accordance with Contract terms and conditions and this notice,may be considered in default of Contract.

STATE OF MICHIGAN
DEPARTMENT OF MANAGEMENT AND BUDGET
OFFICE OF PURCHASING
P.O. BOX 30026, LANSING, MI 48909
OR
530 W. ALLEGAN, LANSING, MI 48933

May 6, 1999

CHANGE NOTICE NO. 3
TO
CONTRACT NO. 071B9000378
between
THE STATE OF MICHIGAN
and

NAME & ADDRESS OF VENDOR **Nextel Communications** **300 Galleria Officentre, Suite 301** **Southfield, MI 48034**	TELEPHONE Mark Samarian **(248) 213-3100** VENDOR NUMBER/MAIL CODE BUYER (517)241-1647 **Irene Pena**
NIGP #725-51 Contract Administrator: Irene Pena	CS-138 #NotReq
Nextel Communication Units/Training/Service for all State Agencies	
CONTRACT PERIOD: From: **February 16, 1999**	To: **February 16, 2000**
TERMS **Net 45**	SHIPMENT **As Required**
F.O.B. **Delivered/Install**	SHIPPED FROM **N/A**
MINIMUM DELIVERY REQUIREMENTS **N/A**	

CHANGE(S):

Effective immediately, the contract administrator and Buyer assigned to this contract is:

Irene Pena
(517) 241-1647

TOTAL ESTIMATED CONTRACT VALUE REMAINS: $1,963,584.46

NEXTEL PRODUCT AND PRICING SUMMARY
FOR THE
STATE OF MICHIGAN

APPENDIX A

CONTRACTOR’S PROPOSAL (EXCERPTS)

SECTION 2.3 NEXTEL'S SERVICE

2.3.1 Introduction

The Nextel personal wireless network features integrated telecommunications services. Subscribers can secure all of their communication needs through one easily accessible source, using one telephone number, contacting one customer service center, and paying one bill. The main services are: Nextel Direct Connect℠, cellular, text and numeric paging, and data services (future). Each of these services will be described briefly in this section.

2.3.2 Nextel Direct Connect℠

For businesses with workgroups, the Nextel private network offers many advantages.over traditional analog dispatch service. Improved sound clarity and system access are achieved through all-digital, congestion-free transmission on the 800 MHz spectrum. Vehicles have an increased communications range because Nextel's significantly larger footprint allows for expanded coverage and will receive improved signal reception because of the system's multi-site design. The old analog SMR systems or analog private systems typically had one repeater site and the user had to manually switch between different systems. In the Nextel system the various cell sites are networked together, so that switching from one site to another is done automatically without any action by the user. The digitally coded speech also provides a measure of privacy, which is important for many business transactions.

Nextel's Enhanced Specialized Mobile Radio (ESMR) dispatch service offers higher capacity than SMR. As a result, the subscribers experience less blockage and access a talk channel faster.

Most dispatch two-way radio users are organized into various fleets and talkgroups. A fleet is usually a group of radio users belonging to the same company, such as the employees of an entire company. A talkgroup is a subset of the fleet, whose normal communications do not require interface with other subsets of the fleet. For example, in a typical company the warehouse personnel could be on one talkgroup and the delivery trucks could be on another. Talkgroups are made up of individual radio users, who are joined together in workgroups. Typically, the majority of an employee's communication requirements are within his/her own talkgroup. These talkgroups are preprogrammed in the system, and the user has the ability to talk to the entire fleet or to his talkgroups. Private calls can be made to individuals in the fleet by merely calling their individual ID numbers. All such calls are half duplex calls**,** which require the user to "push to talk and release to listen".

Even for the business user who has not used two-way radio dispatch in the past, Nextel Direct Connect℠ can be an effective tool. It allows the user to be in instant contact with other members of his business team without having to dial their phone number. It also allows him to talk with all the members of his team. For example, this is a great tool for members of a sales team in a company or an engineering team or a technical support team. It allows them to effectively coordinate their efforts at a lower rate than for a cellular call.

2.3.3 Cellular Service

Nextel wireless telephone service, available with both mobile and portable units, is competitive with today's analog and digital cellular. Each unit has an assigned public telephone directory number and can initiate calls to or answer from the Public Switched Telephone Network (PSTN). One main difference with the Nextel system is the ability to deliver unmatched functionality with relative simplicity. User-friendly features include speed dialing and call forwarding, which are very easy to use. This service is sometimes also called "Interconnect".

Nextel provides coverage in 79 of the top 100 metropolitan areas across the country. The obstacles of operating away from home and crossbilling will not be an issue, since the customer will be dealing with one national company. Nextel does not charge roaming charges in the U.S. or Canada.

2.3.4 Text and Numeric Paging

Subscribers using Nextel's integrated paging and text messaging services add a new dimension to their personal communications. State-of-the-art data transmission delivers multiple alpha and numeric messages directly to the Nextel unit's easy-to-read screen. Subscribers have unmatched flexibility in choosing the mode of communication which fits their immediate need. Plus, unlike one-way pagers, which fail to receive critical messages when the pager is turned off or is out of range, the Nextel personal network stores messages up to 140 characters in length and then delivers them when the unit is re-activated. The system will store messages for seven days, before deleting them. With the Nextel system, a message originated in the Los Angeles system can be delivered to a subscriber unit travelling in New York.

With the Nextel service, paging is integrated into the digital cellular unit. There is no separate paging unit. This paging is truly integrated - for example, if there is a telephone number in the text of the message, the user need only hit the “Send” button to initiate that call.

There are a variety of ways that messages can be sent to the subscriber unit. By using Nextel’s proprietary NexNote® software with a modem-equipped DOS, MacIntosh or Windows-based personal computer, subscribers may send text messages to any Nextel handset. Messages can also be sent by utilizing NEXGRAM®, an operator-assisted messaging service. Finally, Nextel can provide customers with an inexpensive messaging terminal, AlphaMate™ by Motorola, that offers a convenient way to send group or preprogrammed messages.

2.3.5 Voice Mail

Nextel's voice mail system can be used for many different applications. With cellular service, voice mail is an answering service that ensures no important calls are missed and allows the user to decide which calls to return and how soon. The voice mail is integrated with the message service so the customer is alerted to the new voice mail message and is told the number of messages in the mailbox.

2.3.6 Data Transmission

Nextel is in the process of developing its packet data service and will be introducing it in early 1999. With this service customers will be able to send and receive data that will allow them to operate more efficiently in the mobile environment.

The Nextel Packet Data System will be a significant cement over existing technologies and is designed to be fundamentally a wireless Internet network. Its key mission will be to support TCP/IP based communication between mobile and land-based computers. Since it is based on IP (Internet Protocol), the most widely deployed networking standard, Nextel Packet Data will be able to support a wide variety of applications ranging from Automatic Vehicle Location and messaging to database inquiry and electronic mail. Users will not be restricted to any proprietary applications or protocols and will take advantage of any IP based solution.

2.3.7 Summary

This is a general overview of the services that Nextel offers. The following sections will give a more detailed description of the equipment.

SECTION 2.4 NEXTEL EQUIPMENT

2.4.1 Introduction

This section will first discuss the common features in the various types of subscriber units and then detail the specifics. Nextel's product line now includes:

© Portables
- -i1000
- -i600
- -i390
- -i370
- -r370

© Mobiles
- -m370

© Control Stations
- -b370

2.4.2 Common Features

A subscriber unit includes the radio equipment and interface that a subscriber needs to access the integrated services provided by the Nextel system: digital cellular, Direct Connect℠ (Group Call and Private Call), Text and Numeric Paging and Voice Mail. All subscriber units operate on 6:1 TDMA technology for Direct Connect℠ and 3:1 for cellular calls.

Each unit has a full numeric keypad for unlimited cellular and Direct Connect℠ operation. The highly tactile keypad can be set at audible or silent and each unit has a well-illuminated, easy-to-read LCD display of four lines, which is backlit for nighttime operation.

Some other common features are:

General Features

Crystal clear digital audio
Continuous signal indicator
Built-in fraud and cloning protection
Easy to use menu system battery strength indicator
One year manufacturer's warranty

Cellular Features

100 member phone list
Call waiting
Call hold
Automatic redial
Call forwarding
Last number redial
Speed dial and alpha recall
Voice Mail indicator
Multiple call timers
Scratchpad memory
DTMF (Touch Tone) overdialing

Messaging Features

New mail indicator
Storage for up to 16 messages
Messages up to 140 characters in length
One touch call back of numeric pages
Time/date stamp
Icon and audio notification of new pages

Direct Connect℠ Features

One touch calling
Up to 30 programmable talkgroups with alpha name tags
100 member Private Call directory with alpha-name tags
Call back alerting
Incoming Private Call ID

Each subscriber unit is identified by a unique number called the International Mobile Equipment Identifier (IMEI), which is permanently stored in the subscriber unit. Just as the IMEI identifies the mobile equipment, other numbers are used to identify the unit. Different subscriber unit identities are used in different phases of call setup. The subscriber unit's telephone number is the number a calling party dials to reach the subscriber unit. It is used by the land network to route calls toward an appropriate switch. The unit's IMEI is the primary identity of the subscriber unit within the mobile network and is permanently assigned to it.

All the parameters necessary for defining a subscriber's personality are programmed into the unit at the time of installation. These features are enabled or disabled when the unit is in contact with the network switch.

2.4.3 Portable Units

i1000

The i1000 is Nextel's top of the line offering for the mobile professional. This unit is smaller, lighter and more elegant than the other Nextel handsets, perfectly suited for all business users. When Nextel says: "You've never used a phone like this before," it accurately describes the extensive set of features that the i1000 offers to its users.

The i1000 is small and light enough to be carried in a suit jacket pocket and yet talktime has not been sacrificed. Its unique, see-through flip allow the phone to operate either opened or closed. The most distinctive feature is its speakerphone, which allows users complete handsfree operation for phone calls.

The i1000 offers all of the common features listed above plus the following unique features.

i1000 Features

Speakerphone
Consolidate Directory Programming
Name & Number Display
User Selectable Phone Only Mode
Selectable Ring Styles
Vibration Alert
Additional Line Service
Selectable Languages
Display Own Phone #
Display Own Private ID
Any Phone Key Answer
Emergency Dialing
3-Way Calling
Learned Bandmap Roaming

The i1000 package includes the phone, a standard lithium ion battery and travel charger. The following additional accessories are offered:

Slim Lithium Battery
Desktop Dual Pocket Charger
Cigarette Lighter Adapter
Soft Install Car Kit
Audio Adapter with various Earpieces and Headsets
High Capacity Batteries
Leather Carry Cases
Belt Clips
Hands Free Car Adapter
Hard Install Car Kit (future)

Technical Specifications

Signalling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW
Talk time (standard battery)	3.0 hours
Standby	60 hours
Antenna	Retractable
Dimensions (HxWxD)	5.5” x 2.25” x 1.0” (with standard battery) 4.7” x 2.4” x 1.2” (with slim battery)
Weight	5.78 oz. (with standard lithium battery) 5.4 oz. (with slim lithium battery)
Environmental Performance	Military Standard 810 C/D/E (r370)

i600

The i600 portable has been a steady performer in the Nextel family of subscriber units. It has all of the common features described above with some additional features.

i600 Features

Selectable Ring Styles
Vibration Alert
Additional Line Service
Selectable Languages
Display Own Phone #
Display Own Private ID
Any Phone Key Answer
Emergency Dialing

3-Way Calling
Learned Bandmap Roaming

The highlights of the i600 (which are also available with the i1000) are:

Vibration Alert
Alternate Phone Line
Selectable Ring Styles
3-Way Calling
Emergency Dialing

Technical Specifications

Signaling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW
Talk time	270 minutes (standard battery) 360 minutes (extended life battery)
5% transmit/5% receive/ 90% standby Duty Cycle	24 hours (standard battery) 33 hours (extended life battery)
Antenna	Retractable
Dimensions (HxWxD)	5.3” x 2.3” x .7”
Weight	7.9 oz. (with ultra-slim NiCd battery)

i390

The i390 has all of the features of the i600 described above with exception of the vibration alert, the additional line service and 3-way calling.

i370 and r370

The i370 and r370 are the basic offerings in the Nextel portfolio, which have all of the common features described above. The i370 and r370 are essentially the same, except that the r370 is a ruggedized version, built to withstand harsh use. The r370 meets MIL STD 810 C/D/E specifications.

The Hi/Lo audio is controlled by means of a button and the hi-audio speaker is separate near the microphone.

These units include the antenna, standard battery, and charger. Rapid charge batteries and chargers are available for shorter charging time. The following portable accessories are offered:

Slim Pak Batteries
High Capacity Batteries
Leather and Nylon Carrying Cases
Belt Clips
Carry Holders
Vehicular Battery Chargers and Eliminators
Car Kit
Remote Speaker Microphone
Choice of Antennas

Technical Specifications

Signaling Format	TDMA Digital: M-16 QAM
Frequency Range	Transmit: 806-821 MHz Receive: 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.5 ppm (not locked to base)
RF Output Power	0.6 watt average per single TDMA slot
Voice Dispatch Audio Output Power	500 mW

Talk time (standard battery)	145 minutes
5% transmit/5% receive/90% standby Duty Cycle	9.5 hours
Antenna	Screw on
Dimensions (H x W x D)	5.5” x 2.25” x 1.0” (i370) 5.9” x 2.4” x 1.9” (r370 with extended life battery)
Weight	8.7 oz. (r370 with ultra-slim battery) 14.3 oz. (r370 with extended life battery)
Environmental Performance	Military Standard 810 C/D/E (r370)

2.4.4 Mobile Units

m370

This mobile unit is a 3.0 watt dash mount or remote mount transceiver with almost identical features. It offers the integrated set of services and includes a handset, external speaker, and visor microphone.

This fully integrated digital mobile phone is designed for those who want integrated Direct Connect℠ and cellular communications without compromising safety, convenience or ease-of-use. Hands-free operation and speed dialing let you use the handset with minimum distraction. The user can receive text and numeric pages and voice mail alerts. They offer memory scrolling and alpha search for one hundred saved numbers. The handset with its full keypad and three-line display combines sleek styling with easy-to-use functionality. The handset and hang-up cup are lighted for easy use at night. This radio is designed for remote installation with only the handset visible.

The mobile is capable of choosing any of 255 different talkgroups and can have 30 talkgroups aliased or named at any one time.

The mobile can be installed with an automatic or manual lock and a theft alarm. It can also include a horn alert to notify the user of a call when he is away from the vehicle.

The mobiles can be purchased with external speakers for enhanced sound quality in high noise environments. Visor microphones are available to provide hands-free operation for greater safety and convenience. Nextel offers different antennas to meet a wide variety of personal preference or system-related needs.

Technical Specifications

FCC Designation	AZ492FTS775 (m370)
Signalling Format	TDMA Digital; Quad 16 QAM
Frequency Range	Transmits: 806-821 MHz Receives 851-866 MHz
Channel Spacing	25 KHz
Frequency Stability	2.0 ppm (m370)
RF Output Power	.025 to 3.5 Watts pulse average power (variable)
Audio Output Power	0.5 Watt (Handset Speaker) 3.0 Watt (External Speaker)
Operating Voltage	13.8 VDC Nominal ±20%
Emission Designator	20KOW7W
Data Port Interface	RS232 with optional cable
Environmental Performance	Military standard 810 C/D/E

2.4.4 Control Station Unit

b370

The base station has the same specifications as the mobile, but a power supply, external speaker and a choice of microphone are intruded for desktop operation. These digital control stations offer full Direct Connect℠ and cellular functionality. They include a handset with full keypad and three line display, designed for easy "at the ear" or "on the desktop" operation with a desktop cradle, including integrated speaker, microphone, and Push-To-Talk switch. The transceiver and power supply can be installed remotely.

SECTION 2.5 NEXTEL COVERAGE

2.5.1. Domestic Coverage

Nextel considers its service to have all of the features of PCS and digital cellular, plus the added feature of Nextel Direct Connect℠, which allows individuals in a talkgroup to communicate with one another by the push of a single button. Attached is a Nextel nationwide service map and maps of the individual markets, showing the extent of our coverage areas. Currently, Nextel serves 400 cities across the United States and offers service in 79 of the top 100 markets in the country. By the end of 1998 Nextel plans to provide service to 85% of where the U.S. population works and lives.

2.5.2. International Coverage

Nextel has an interest in several current or planned international iDEN systems in North America, South America, and Asia. The following are specific markets that are in service or under construction:

- Canada
- Mexico
- Brazil
- Argentina
- Peru
- Japan
- Philippines
- Indonesia
- Shanghai

Clearnet, the Canadian iDEN provider, offers coverage from Windsor, Ontario to Quebec City and plans to launch service in western Canada in 1998. Nextel's U.S. units can now roam on the Cleamet system at their U.S. rates with no roaming charges. A long distance rate of $0.30 USD/min. has been established for long distance calls between Canada and the United States.

By June of 1999 Nextel will offer a dual-mode phone, which will be able to operate on the Nextel network, where Nextel has coverage (U.S., Canada and Latin America) and on GSM networks throughout the world (over 60 countries). Currently, the Nextel Worldwide℠ program offers Nextel users the use of a GSM phone, which is programmed to their Nextel number. Users pay one flat daily rate for equipment rental, plus a flat, per-minute rate for each call they make or receive.

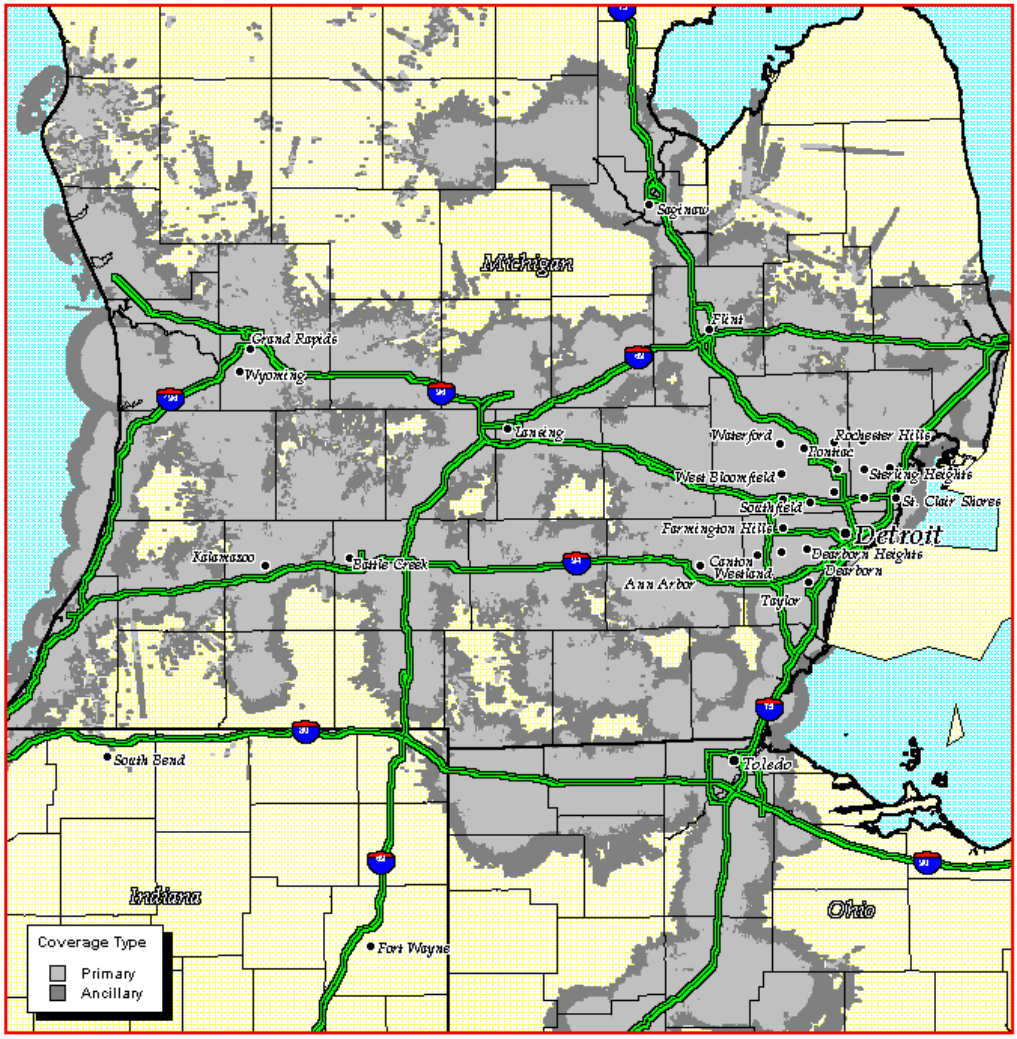
Michigan Market Coverage

NEXTEL

YOU'VE NEVER USED A PHONE LIKE THIS BEFORE

Nextel's digital wireless network extends far and wide so you can get in touch with the people you need to. What's more, you can count on our coverage area and capacity to keep growing. Because we employ state-of-the-art digital technology, you get instant communications without annoying analog static. So instead of wasting time on busy signals or hard-to-hear calls, you can spend it doing business.

Nextel, the nation's leading provider of digital wireless communications services for teams of mobile workers, does not charge its customers roaming fees or require that they dial complicated codes when outside thier home service areas.
Nextel's National Network allows customers to have their cellular calls, calling features and home airtime rates follow them when they travel.



YOU'VE NEVER USED A PHONE LIKE THIS BEFORE SM

www.nextel.com

The coverage area shown on this map is approximate. Actual coverage may vary due to subscriber equipment used, terrain, and atmospheric conditions.
Use this map as a reasonable representation of coverage. Map represents coverage availability projected through 9/98. Produced by Spatial Insights, Inc. 9/98

SECTION 2.6 NEXTEL SUPPORT TEAM

2.6.1 Support Team

Nextel has assigned *Mark Samarian as State of Michigan's* Corporate Account Manager to the corporate headquarters. *Mark Samarian* is a member of the Nextel Corporate Accounts Team and will be the main point of contact for *State of Michigan.*

In each market where *State of Michigan* has facility, Nextel will have a support team to assist *State of Michigan* personnel. There will be the Major Account Executives in the local markets who will work in conjunction with the Corporate Account Manager. Also part of the team are the Customer Service Representatives who assist in training and many support issues.

There is also a Corporate Accounts Customer Care Center that will support your account on a centralized basis. The center, which can be reached by an 800 number, acts for all of our local offices to provide *State of Michigan* with one source for all service and billing. The Customer Care Center for the local markets will also be ready to support *State of Michigan* users on a secondary basis. *State of Michigan* users will be able to access their local Center by dialing "611" on their Nextel phone.

2.6.2 Ordering Process

State of Michigan has the option of handling its purchasing on a centralized or decentralized basis. If centralized, the orders can be placed with the Corporate Accounts Manager, who will coordinate the order with the Corporate Account Customer Care Center. If decentralized, the orders can be placed with the local Major Account Executive under the direction of the Corporate Accounts Manager, who will coordinate with the Corporate Accounts Customer Care Center.

2.6.3 Warranty

The subscriber units are covered by a one-year warranty for parts and labor by the manufacturer, Motorola.

2.6.4 Customer Care Center

The Corporate Accounts Customer Care Center, which will handle unit activations and problem resolution for *State of Michigan* on a nation-wide basis, is operational:

- five days a week, Monday through Friday, from 6 AM to Midnight, EasternTime
- Saturday, from 8 AM to 6 PM, Eastern Time
- Sunday and all other times - on call

The Local Market Customer Care Center, which will handle local market issues for the end users, is operational:

- five days a week, Monday through Friday, from 6 AM to 8 PM local market time.
- Saturday and Sunday, from 8 AM to 5 PM local market.time
  all other times - on call

This Center can be reached by dialling #611 on the Nextel phone.

2.6.5 System Infrastructure Maintenance

The Nextel system is maintained and operated by an extensive network of communications equipment and experienced personnel.

The Operation Maintenance Center

The Operation Maintenance Center (OMC) is a central network element built into every Nextel system that controls and monitors other elements to ensure the quality of service provided by the Nextel network. It provides alarm-handling functions to report and log alarms generated by components of the network. It controls each element of the system through an X.25 packet network.

Local Nextel Operations and Engineering Team

Operations

The local Nextel Operations team at the local switch is responsible for monitoring the system 7 days a week, 24 hours a day, providing first line support in fault resolution and emergency repair both at the MSC (Mobile Switching Center) and the individual cell sites. To mitigate problems from occurring, the team performs preventative maintenance and repair on a regular schedule on all system elements.

When software upgrades are required or the system must be expanded, the team is responsible for their implementation.

Engineering

The local engineering team is responsible for tracking the performance of the system, monitoring its overall health and looking for significant trends in performance. This team is constantly looking to the future to forecast long range system use and design for system expansion.

Network Operations Center

This Network Operations Center (NOC), located in McLean, Virginia, monitors the entire national system and works closely with the local markets, providing second level engineering and operational support. With their national perspective they see the "big picture" and determine how activity in one section of the system might affect another. Any changes that take place in a local market must first be authorized by the NOC. The Center provides trending statistics and informs Nextel Customer Care of any network events that might impact customers. They manage the overall expansion of the system and establish national standards for system hardware and software.

2.6.6 Nextel's Quality Program

Nextel has set a set of stringent standards for the operation and maintenance of the system. In addition, it works with Motorola, the major manufacturer of the system's infrastructure and the subscriber units, to maintain these same high quality standards. Nextel pledges to work with *State of Michigan* to attain its quality objectives outlined in the RFP. We continue to make strides in improving our performance in all aspects of the business.

One of the reasons that Nextel chose Motorola as its manufacturer is because of its track record on quality assurance. Motorola has been one of the nation's leaders in this area with its Six Sigma initiative. They claim that in the past nine years, they have reduced their in-process defect levels 250-fold. At the same time, productivity, measured in sales per employee, has increased 13.2% per year. These quality initiatives produce quality products in a timely manner at an affordable price. In 1988 they won the Malcolm Baldrige National Quality Award, emblematic of superior performance in regard to quality. They are also audited every two years and certified with the ISO-9000, an international quality standard.

Nextel has its own stringent quality standards that are used in the installation and maintenance of the system's infrastructure:

- Scheduled automated testing of call processing subsystem
- Performance of quarterly routine maintenance on all outside plant equipment (i.e. EBTS, HVAC, Towers, telco circuits and etc.)
- All maintenance personnel are vendor certified
- The Network Management facility is staffed seven days by 24 hours
- Customer satisfaction is monitored on a regular basis

- Monitor and track customer problems by category
- Benchmark system performance
- Monitor scheduled and unscheduled system downtime
- Monitor system traffic performance (i.e. blocking, drops, handover, call volume)
- Drive test entire system, collect empirical data, and make system adjustments on a regular basis
- Conduct regular service improvement meetings with telco and other vendors
- On-site Motorola support at the switch location
- Drive test the entire system after all system expansion and software upgrades.

SECTION 2.7 NEXTEL SERVICE IMPLEMENTATION

2.7.1 Project Management Plan

Nextel understands the magnitude of the tasks and resources necessary for the successful implementation of your system. Nextel representatives will work with *State of Michigan* to provide an organized and systematic transition from the current service to the new digital system. This task will require a high degree of coordination between Nextel and *State of Michigan.*

The overall responsibility for the successful implementation of the project on a corporate level lies with the Corporate Accounts Manager. On a local level the Major Account Executive is responsible. To assist this person Nextel will dedicate a Customer Service Representative (CSR) in each market for the duration of the project.

The Major Account Executive will be responsible for the contractual schedule requirements and the technical objectives of the contract. Additionally, the Major Account Executive and the Customer Service Representative will be directly responsible for processing equipment orders and deliveries, coordinating subcontracts, distributing documentation, providing training, and coordinating various team members to ensure a completely operational system. During the implementation phase they will provide the liaison with other departments within Nextel, such as Marketing, Engineering, Operations, and Customer Care.

Nextel strongly suggests that the implementation be done on a phased approach, location by location, department by department. The supervisors will have to be part of the planning process to determine how each unit will be programmed - what the composition of the talkgroups will be and what the various aliases will be. Then, the supervisors will be trained and will subsequently train their employees.

Training

Nextel will provide a complete training package for *State of Michigan* including basic user training. Each training class will consist of a lecture, overhead slide presentations, and demonstrations on actual equipment. Nextel will provide user manuals and training information applicable to the equipment. Nextel will offer training for all subscriber unit users. Because of scheduling conflicts not all students may be able to attend the regularly scheduled classes. Nextel will offer training and materials for those supervisors who wish to train their own people.

2.7.2 Project Tasks

Following is a list of tasks to be typically accomplished during the project implementation:

1. Project Kick-off Meeting
2. Final scheduling for the project
3. Ordering equipment
4. Direct Connect talkgroup planning
5. New equipment receipt and inventory
6. Manager and supervisor training
7. Employee training
8. Programming the phones
9. Review of Nextel billing with Payables Department
10. Installation of mobile phones
11. Distribution of portable phones
12. Cutover to Nextel service
13. Project completion
14. Project review

SECTION 2.8 NEXTEL REPORTING & BILLING

2.8.1 Flexible Billing and Reporting

Nextel is committed to offering its customers the billing and reporting flexibility they need to meet their business needs. *State of Michigan* may elect to receive a single, comprehensive invoice mailed to a single location. Or, choose multiple invoices with sub-account detail and airtime pooling for Nextel Direct Connect℠ service delivered to multiple locations.

There are three (3) billing options available. They consist of:

(1) A master/subaccount structure. The master account receives the bill and the detail for all the subaccounts. The master is responsible for payment.

(2) A master/sub account structure. The master account receives a summary only bill. The subaccounts receive a detailed bill. The master account is responsible for the payment of the bill.

(3) An individual account structure. The individual receives a detailed bill and is responsible for payment of that bill.

2.8.2 Future Development

Nextel is developing a CD bill image program that will allow customers to receive copies of their invoices on CD ROM. CD bill image will enable them to view, print, fax and even attach copies of invoices to electronic mail systems. This will enable customers to review invoices quickly and efficiently, and dramatically reduce wasted paper and the need for extra storage space. Navigating an invoice will be as simple as clicking on a web page. Or, the customer can quickly search for information in any given invoice.

In sum, Nextel offers the features and flexibility a customer needs to satisfy his billing and reporting requirements, on time and with total accuracy.

SECTION 2.9 NEXTEL'S FRAUD CONTROL

2.9.1 System Security

System security is a big advantage of the Nextel system over more traditional wireless offerings. While other wireless providers struggle for standards for fraud control technology or rely on unproven technology, Nextel relies on iDEN technology to offer security throughout its service territories.

Cellular system security is of paramount importance to all whom use cellular telephone networks both now and in the future. In today's cellular world, the concern is the proliferation of cellular cloning, fraud, and the unauthorized monitoring of cellular phone calls.

It is important to understand how these events occur and how the different technologies address these concerns.

First, the difference in the network technology: Cellular technology is, in its most basic form, divided into 2 major categories: analog cellular networks and digital cellular networks.

Analog cellular, being the most prevalent of cellular transmission technology in use, presents many challenges to security. Analog, by its nature, is very susceptible to all of the above mentioned concerns. As an analog cellular call is initiated, it is easy for anyone with a conventional radio scanner to monitor the ongoing conversation.

Analog cellular phone cloning can be accomplished by means of scanning and decoding the initial system access codes from a cellular phone and programming another phone with the access coding. The cloned phone is then used without the user knowing that he is being billed for not only his own phone calls, but also for the calls made by the illegally cloned phone.

Digital technology, on the other hand, is more impervious to unauthorized monitoring or fraud. Because digital transmission is essentially an encrypted stream of ones and zeros that are transmitted over an RF channel, it is more difficult to decode the information regardless of whether it is scanned or not. Digital encryption arranges the information to be transmitted into a format that will be recognized only by another device with the same encryption format, thus making it extremely difficult to decode.

When the Nextel phone is first powered up, the International Mobile Subscriber ID (IMSI) is sent to the switch. With the normal analog cellular system, this could be scanned and used to clone the phone. The Nextel system takes in the IMSI and then assigns a Temporary International Subscriber ID (TMSI) to the communicator and authentication begins. This TMSI will change, based on switch control, several times during the use of the communicator. Therefore, making it even harder to scan and clone.

Nextel then takes the digital technology advantage even further. With the use of the GSM Specification model, IDEN technology has incorporated many of the features of GSM into its cellular transmission technology. The GSM specification addresses security from many different angles. Unauthorized access is abolished by means of authentication. This function checks the subscriber unit and the system switch. When the subscriber unit initiates a call, it sends a service request to the Home Location Register. The Home Location Register searches the data base for the subscribers system information and generates an Authentication request. This authentication request contains a random binary number, which is 16 bytes in length.

The subscriber unit receives the random number generated by the Home Location Register and with its own authentication key (a binary number that is 8 bytes long), solves for a predetermined value (in essence it solves an equation). At the same instant, similar solve for X sequence is being accomplished within the switch. The subscriber unit sends back its authentication response (the answer to the equation), and a comparison of the solution at the switch and the authentication response is performed within the switch. When this is accomplished, the subscriber is allowed to use the system.

The authentication request is generated by means of a proprietary algorithm, which is housed inside the switch. The algorithm is the heart of the authentication system. The authentication key, which is housed in both the switch and the subscriber unit, can be changed for further security, but it is never transmitted over the air. Only the random number and the authentication takes place.

The entire authentication sequence is completely transparent to the subscriber, thus eliminating the need for the user to perform additional steps in activating his or her phone call. Upon completion of the authentication sequence the communicator is logged onto the network and available for use.

The M16 Quadrature Amplitude Modulation, which is used in the IDEN product, is a proprietary modulation that cannot be monitored by any device available in the marketplace today. Additionally, the proprietary nature of the RF and the IDEN call processing algorithms makes it very unlikely that anyone would be able develop such a monitoring device in the future.

2.9.2. Authentication and ID Management Plan

Each subscriber unit is assigned an identity, called an International Mobile Subscriber Identity (IMSI), which is understood by both the dispatch and interconnect call processing programs. Associated with the IMSI are the services a provider/maintainer has provisioned for a user, along with related billing information. As a result, it is important for the system to validate the user's IMSI each time an interconnect call processing procedure is performed.

When a unit is powered on, as well as when it changes location areas, it can be authenticated by the system. It is also authenticated whenever a phone call or paging transaction on the cellular side of the system is attempted and when it performs a supplementary service action such as registering a call forwarding number.

Authentication is basically a process where the Fixed Network Equipment (FNE) sends a random number to the subscriber unit and the subscriber unit processes this number with an authentication

algorithm and an authentication key to generate a response to the FNE. Only the FNE and subscriber unit know the authentication key and therefore only the FNE and the subscriber unit know the response. If the response is valid, the call continues. If the response is invalid, the call is not allowed to proceed. The authentication key is generated and displayed by the subscriber unit. The subscriber/user then communicates the authentication key to the service provider by secure means (e.g. phone call by wire-line, mail, in person, etc.) at subscription time and the key is never sent over the air.

For interconnect call processing, a temporary ID called the Temporary Mobile Station Identifier (TMSI) is used to identify the subscriber unit to the system. This minimizes broadcasting the IMSI over the air. However, the IMSI may be broadcast when the subscriber unit initially roams into a system and registers. The system assigns a TMSI for the subscriber immediately, and that will be used to identify the subscriber until he roams out of the system.

For Direct Connect℠ call processing, a similar set of the temporary IDs are used to define a subscriber unit's individual, group, and announcement group IDs. These IDs function in a role similar to the TMSI'S.

SECTION 2.10 NEXTEL DISASTER RECOVERY PLAN

2.10.1 Nextel's Disaster Recovery Plan

In designing a disaster recovery plan for telecommunications, it is extremely important to determine the strengths that the system will need during adverse conditions. For telecommunications this can be measured by the amount of redundancy that is built into all components of the system. This section will outline the redundancy of the Nextel system.

2.10.2 At the Cell Site

In the design of the Nextel system there is a certain amount of overlapping in the coverage areas, which will allow one site to increase its coverage area in case a neighboring cell is inoperative. Also there is redundancy built into the individual base stations. Particular boards, which might be subject to failure, can be replaced very easily by service personnel. At some sites there are multiple base stations and in case of failure, one station can back up another. Some sites have as many as five stations. These sites are equipped with battery back-up, which allows them to operate on emergency power for a period of at least three hours. Some more developed sites are supplied with generators, which can be activated remotely or which operate on a hot switch-over basis. Nextel also has on hand several portable generators, which can be deployed to a cell site as needed. These generators can provide service for an extended period of time during a power outage. Nextel also has several "Cell On Wheels," complete, self-contained cell sites, which can be transported to a location and put into operation with a minimum of effort. The operation of the individual cell sites is continually monitored at our main switch by the Operations Maintenance Center to make sure that this element of the system is operating properly. If there is a malfunction, the technician monitoring the system will be alerted and can take the appropriate corrective action.

2.10.3 The Interconnect Network

The Nextel interconnect network consists of multiple T1 circuits on various combinations of copper, fiber and microwave radio systems. In general, a large portion of the network is leased from either the local telephone company, Competitive Access Providers (CAPS) or an Inter-exchange Carrier (for cross-LATA systems). In many cases, a T1 circuit will utilize more than one carrier's network as it transits the market area.

Typically, the majority of the network is leased from regional Bell companies. Most of our hub locations are placed on SONET bi-directional fiber rings. This significantly reduces the chance of network failure due to cable dig ups, equipment failures or other potential causes of service interruptions. Of course, all the Bell central offices are equipped with generators and large battery backup plants. The "local loop" section of the T l service will be placed on local SONET rings and loop plant SONET rings, where available. Since the Bell companies have built the TI circuits directly into our sites, they are responsible for the circuit to the inside of our equipment area and this gives increased survivability and restoration capability to the network. Circuit access to the Nextel switch location is through diverse SONET fiber systems with diverse cable entrance and routing to the Nextel's telephone company room.

For sites outside of the metro areas, most of the local T1 circuits are leased from the regional Bell companies. Some of the remote site locations are served by digital microwave radio. These radio systems have been professionally engineered and are equipped with protected electronics (hot-standby) in all cases and, where appropriate, space diversity agtenna systems to increase the path reliability to above 99.999% per year. The larger service areas are equipped with digital cross-connect (DCS) hub equipment with remote access connection to the Maintenance and Alarm center. T1 service from these hub locations to the Nextel switch location is provided on at least two diverse routes. Should there be a service interruption on one of the carrier routes, with the remote DCS equipment and remote protection switching capability, some service can be rerouted to working routes. All DCS locations are equipped with long term battery backup systems. As with the metro area circuits above, access into the Nextel switch location from the remote hub locations is via at least two carriers with two separate routes all the way to our telephone company room.

2.10.4 At the Switch Location

The main switch for Nextel systems are typically located in areas near a power utility substation and the Bell company Central Office. These locations have 14 hours of battery backup and an endless supply of generators for as long as fuel is on hand (at least 20 hours). The main system components located here are the Base Site Controllers (BSC), the Dispatch Application Processor (DAP), and the Mobile Switching Center (MSC).

Typically, at this switch there are multiple BSC'S, which are fully redundant. The DAP is also fully redundant. The Mobile Switching Center is fully redundant and even if the MSC were to be completely inoperable, subscribers would still be able to make dispatch calls through the DAP. The Home Location Register (HLR), which determines which units are subscribers, is redundant in Los Angeles, complete with redundant subsystems.

Nextel has taken every precaution to ensure that the system will remain operative during man-made or natural disasters. Every component of the system is monitored continually for failure and is backed-up with redundant equipment. Nextel systems across the country have weathered many natural disasters and continued to provide communications. In many instances, the relief agencies have used Nextel service in their relief efforts. All of our systems in markets across the country have been built to the same design criteria and stringent standards.

Nextel Communications' Repair Process and Policy

The following is an outline of the general policies of Nextel Communications in relation to customer service issues.

All billing and feature issues can be handled by dialling 611 from the Nextel phone.

In the event that there is an equipment issue, the phone must be brought to one of our service locations or sent to the Novi location. A listing of the Michigan service locations is attached to this document.

While not all inclusive or binding, the following is a list of some of the issues that an end user might face with their equipment and is intended to give a basic understanding of our level of service. Times quoted are for the time of repair and do not consider the fact that other customer repairs may need to be handled before starting the new repair.

Broken or bent antenna - This repair is not covered under warranty and would incur a charge of $25.00. The repair time would be less than 30 minutes.

Broken Display - This repair would not be covered under warranty and would result in a charge of $60.00. The repair time would be less than 30 minutes.

Warranty swap - Any repair that is deemed to be covered by warranty would result in the unit being exchanged with a unit of similar condition. If the unit was purchased less than 30 days previous to the repair, the unit will be switched with a new unit. Typical time for a warranty exchange is 60 minutes.

Units that are deemed to be physically damaged, or have liquid contamination or damage will not be covered under warranty. In this event, the customer is offered a 20% discount off of retail for the purchase of a new phone. In consideration of this discount, the customer agrees to allow Nextel Communications to have possession of the damaged phone. This type of transaction typically takes between 40 - 60 minutes.

If a unit is shipped and damaged during the transit, Nextel will replace or fix said unit.

Nextel Servicing Locations

Novi
40000 Grand River, Suite 200
Novi, MI 48375
248-386-5800

Southfield
300 Galleria Officentre, Suite 101
Southfield, MI 48034
248-213-3100

Lansing
2807 Jolly Road, Suite 360
Okemos, MI 48864
517-324-4800

Grand Rapids
4695 44th Street S. E.
Suite B-150
Grand Rapids, MI 49512
616-974-2400

Clinton Twp.
15945 Nineteen Mile Rd, Suite 206
Clinton Township, MI 48038
810-226-2300

Ann Arbor
950 Victors Way, Suite 70
Ann Arbor, MI 48108
734-214-7900

Customer Service Contacts:

Nextel Customer Care

800-639-6111

The representatives that will contacts for the State of Michigan:

Tanisha Jackson x8224

Jessica Rolon x8639

Regina Passucci – complex billing & research issues x8247

APPENDIX B

CONTRACTOR'S PRICING

Pricing Details

Nextel National Network

- Guaranteed all-digital cellular
- Home rates and airtime plans follow you wherever you travel on the Nextel National Network
- No roaming charges anywhere in the U.S.
- No landline connection charges; local calls are local
- Local calls are based on current rate plans

Digital Cellular

- All digital calls are rounded to

Voice Mail and Digital Celluar Calling Features

- Digital cellular calling features include Call Hold, Call Waiting and Call Forwarding
- All calls made to Nextel voice mail from a Nextel Phone are billed at listed digital cellular rates
- Calls transferred to numbers other than Nextel voice mail via Call Forwarding are billed at $0.10 per minute and long distance charges per minute

A few quick facts about Nextel

- Netel offers **One-Second Rounding**. Which means after the first minute calls are rounded to the second. We call it one second rounding, you call it big savings .
- Nextel delivers digital cellular long distance for a flat rate of **$0.15 per minute**. Unlike many other companies, we don't charge for landline connections or premiums for peak airtime.
- **Nextel Direct Connect**SM allows you to instantly connect with one or all of your co-workers at a fraction of the cost of cellular with the push of one button.

the nearest second after the first minute

- Directory information calls are additional

Nextel Direct Connect[SM]

(if available on your Service plan)

- Digital two-way radio function
- Cost is a fraction of traditional cellular rates
- Call duration is rounded to the nearest second

Group Call

- Call duration is timed and multiplied by the number of participants involved in the call
- Call initiator is billed for the call

Text and Numeric Paging

- Numeric paging and voice mail alerts are free of charge
- Text pages up to 140 characters are billed as referenced in each plan
- NexNote™ and NexNote Plus™ paging software are available
- E-mail and Web Paging are available to send pages to Nextel customers

Caller ID*

- Screen your calls and manage costs for one low price per month
- Per-Call Blocking and Per-Line Blocking are available for all Nextel customers

**Caller ID is not available in all areas*

- **Nextel's National Network** is simplicity with no no access codes, PINs or extra digits to reach people and **no roaming charges.**
- Nextel phones, manufactured by Motorola offer advanced digital services such as: **Voice Mail, Text and Numeric Paging, Call Waiting** and **Caller ID***.
- **The Nextel National Network** offers the latest in digital calling: high security, clarity and no cross talk.
- Nextel has no **minimum-term contracts.**

**Caller ID not available in all areas.*

Long Distance

- Long distance is billed at $0.15 per minute within the continental U.S. in addition to listed digital cellular airtime charges.
- Long distance charges apply to:

  *all outbound calls made to numbers outside a Nextel local calling area

  *all calls received while traveling outside Home Calling Area

Additional Line*

- Separate business from personal calls or dedicate a second line to your most important calls
- Second line rings and gives you the option to take the call, even if you are on line 1

3-Way Calling*

- Connect with two other parties at the same time

**Not available on all Nextel phone models.*

Please ask your Sales Representative for details.

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SECTION 4.0 PRICING

4.1 Nextel Equipment Pricing

NATIONAL PHONE KITS
Pricing and Packages
rev: September 1, 1998

EFFECTIVE: 1 September 1998
(Prices *are subject to future change.)*
Please note: 17% discount will be offered to the *State of Michigan* on all equipment and accessories. (Installation and labor not included)
Please visit our website: www.nextel.com for details on Nextel's equipment and accessories.

Model	Package			Suggested Retail Price	Promoti
	*Battery	Charger	Other		
i1000 New Integrated Portable Phone	Standard Li 900 mah (ntn8614)	Travel charger (npn6197)	Plastic holster (ntn8657)	$299.00	$100 off
i390 Integrated Portable Phone	2 Slim+Nimh 600 mah (ntn8609) or (tnc0651)	Rapid Charger (ntn8103)		$99.00	
i600 Integrated Portable Phone	Slim NiMH 800 Mah (ntn8521)	Rapid Charger (ntn8103)		$199.00	
I370 Integrated Portable Phone	Hi-cap NiMH 1500 Mah (ntn8100)	Rapid Charger (ntn8103)		$179.00	
R370 Rugged Integrated Portable Phone	Hi-cap NiMH 1500 Mah (ntn8100)	Rapid Charger (ntn8103)		$279.00	
C280 Digital Cellular Portabel Phone	Standard NiCd 700 mah (ntn8099)	Rapid Charger (ntn8103)			$49.00 v supplies
M100 Mobile Dispatch Only			Mic, built-in speaker, installation kit, wiring. Does NOT include installation and antenna.	$649.00	
M370 Mobile Integrated Phone			Handset, visor mic, installation kit, wiring. Does NOT include installation, antenna, or external speaker	$649.00	
B370 Base Station Integrated Phone			Handset, external speaker, installation kit, wiring. Does NOT include installation, power supply, and antenna	$699.00	

* all portable packages include 1 battery unless specified

NEXTEL ACCESSORIES PRICE LIST

PART NUMBER	DESCRIPTION	SUGGESTED RETAIL PRICE	SALE PRICE
Cases (1600 ™,i390,1370, r370, c280 and m370)			
WNC0601	Nextel i600 Leather Case	$19.95	$14.95
WNC0371	Nextel 1370 Leather Case	$19.95	
WNC0281	Nextel Leather Pouch for i60OTM. i390, i370, c280	$19.95	
NTN8366 (1590)	Motorola Carry Holster for i600™, i390, i370, r370, c280	$14.95	
NTN8365 (1589)	Motorola Leather Pouch for i600™, i390, i370, c280	$24.95	
NTN8119	Motorola Nylon Pouch for i600™, i390, i370, c280	$19.95	
NTN8648 (1592)	Motorola i600™, i390 Leather Case with Window	$24.95	
MR1002	i600™,1390 Hard Leather Case w/Swivel	$29.95	
NTN8090 (1588)	Motorola i370 Leather Case	$24.95	
NTN8396	Motorota r370 Nylon Case with Belt Loop	$29.95	
NTN8414	Motorola r370 Nylon Case with Belt Clip	$29.95	
NTN8398	Motorola r370 Hard Leather Case with Belt Loop	$44.95	
NTN8397	Motorola r370 Hard Leather Case with Swivel	$49.95	
Audio (i600 ™, i390, i370, r370, c280 and m370)			
NTN8369	Audio Connector*	$24.95	
NTN8367	Earpiece with Microphone*	$24.95	
NTN8497	Earpiece Headset with Boom Microphone*	$29.95	
NTN8496	Lightweight Headset*	$39.95	
NMN6257	r370 Remote Speaker/Microphone*	$89.95	
NAF5075	r370 Antenna: 1/2 wave*	$39.95	
Vehicle (i600 ™, i390, i370, r370, c280 and m370)			
NTN1583	Hands-Free Car Adapter for i600™, i390, i370, r370, c280*	$99.95	$89.95
NTN1580	Car Kit for i600, i390*	$249.95	
NTN1408	Car Kit for i370, c280*	$149.95	
NTN1567	Car Kit for r370*	$139.95	
NTN8512	i600™ Car Kit Replacement Cradle*	$199.95	
HMN4058	Remote mic/PTT for Car kits and m100*	$39.95	
FLNB834	Remote PTT for Car Kits*	$29.95	
HSN1005	External Speaker for Car Kits*	$149.95	
HSN4030	External Speaker for m370*	$39.95	
Software (i600 ™, i390,i370, r370, c280 and m370)			
NTN l 577B	iDEN Organizer vl.02*	$29.95	
NEXNOTE-WN	NexNote™ 3.0 - Windows	$9.95	
NEXNOTE+-WN	NexNote Plus™ 3.0 - Windows	$19.95	

PART NUMBER	DESCRIPTION	RETAIL PRICE	SALE PRICE
i1000 Batteries			
NTN1645	Motorola Slim Lithium Ion Battery	$59.95	
NTN1644	Motorola Standard Lithium Ion Battery	$54.95	
I1000 Chargers			
NPN6197	Motorola Travel Charger	$29.95	
NTN1627	Motorola Dual-Pocket Desktop Charger	$59.95	
NTN1628	Motorola Cigarette Lighter Adapter	$39.95	
i1000 Cases			
FSL1100	Nextel Leather Case with Belt Clip	$19.95	
FSL1200	Nextel Leather Case with Swivel	$19.95	
NTN1638	Leather Pouch by Motorola	$19.95	
NTN8657	Carry Holster by Motorola	$9.95	
i1000 Audio			
NTN8654	Audio Adapter*	$24.95	
NTN8367	Earpiece with Microphone*	$24.95	
NTN8497	Earpiece Headset with Boom Mic	$29.95	
NTN8496	Lightweight Headset*	$39.95	
i1000 Vehicle			
NTN8656	Hands-free Car Adapter*	$119.95	
NTN1661	Hands-free Car Adapter w/ Dash-Mount Phone Holder		$129.95
NTN8840	Dash-Mount Phone Holder	$19.95	
FLN9108	Remote PTT Switch*	$24.95	
i1000 Software			
NTN1613	iDEN Organizer*	$59.95	
Batteries (i600™, i390, i370, c280, and m370)			
TNC0651	Nextel Slim NiCd Battery	$29.95	$24.95
TNC0801	Nextel Slim NiMH Battery	$49.95	$39.95
NTN8098 (1586)	Motorola Slim NiCd Battery	$59.95	$39.95
NTN8609	Motorola Slim NiMH Battery	$24.95	
NTN8524	Motorola Slim Lithium Ion Battery	$119.95	
NTN8100 (1587)	Motorola High-Capacity NiMH Battery	$39.95	
NTN8450	Motorola High-Capacity Lithium Ion Battery	$59.95	$49.95
NTN8525	Motorola High-Capacity Lithium Ion Battery	$119.95	
Chargers (i600™, i390, i370, r370, c280 and m370)			
ANC3126	Nextel Cigarette Lighter Adapter	$29.95	$24.95
NTN8105 (1585A)	Motorola Cigarette Lighter Adapter	$34.95	$29.95
NTN8103	Motorola Dual-Pocket Rapid Charger	$99.95	$79.95

4.3 Nextel Service Pricing

Highlights of the Nextel Pricing Proposal

Because of the unique features that Nextel offers with its service, there are several highlights that must be considered to realize the full impact of this feature-rich service.

No Roaming Charges on Cellular

Nextel does not charge for roaming in the U.S. and Canada (on the Clearnet system). This will be a significant savings for those *State of Michigan* employees who travel out of their home area. When traveling, the *State of Michigan* user will merely have to turn the unit on, and the registration is done automatically. There is no need to put in a code, and there is no charge.

Flat Long Distance Rates

All long distance calls on the Nextel system are billed at $0.15 per minute, and calls between the US and Canada are billed at $0.30 per minute. The local calling area of the Nextel system is considerably larger than that of a typical wireline service.

One Second Rounding

After the first minute on a cellular call the user is charged only for exactly how many seconds he is on the phone. The calls are rounded to the next second. All Direct Connect℠ calls are rounded to the next second. This can be tremendous savings for *State of Michigan.*

The Direct Connect℠ Advantage

In Nextel's experience with large corporations, Nextel has found that the Direct Connect℠ can provide a tremendous savings. Typically, in a corporation the majority of calls are made within the company to fellow co-workers. In informal surveys, Nextel has discovered that within large companies an average between 40% to 70% of the calls are internal. Since Direct Connect℠ charges are lower than digital cellular, a company can realize a tremendous savings by utilizing Direct Connect. This feature can be used in a wide coverage area. For example, a *State of Michigan* employee in Seattle can instantaneously talk to other members of his business workgroup in Spokane, Portland and Eugene by pressing one button.

Private Call

Nextel encourages its customers to use Private Call when using the Direct Connect(sm) service, because billing for a Group Call is based on how many members of the talkgroup are on the call. If there are ten talkgroup members, the billing for the call will be the per-minute rate times ten.

Integration of Paging

With the Nextel service paging is integrated into the digital cellular unit. There is no separate paging unit. This paging is truly integrated - for example, if there is a telephone number in the text of the message, the user need only hit the "Send" button to initiate that call.

The pricing structure reflects this integration. An unlimited number of numeric pages are included and a number of text messages are also included depending on the rate plan used.

Flexibility in Pricing

The State of Michigan can change their service pricing plan at any time. Nextel does not require any commit time to utilize our services. This will enable you to take advantage of more attractive pricing as your needs change. Nextel offers several pricing plans based on function and usage.

CENTRALIZED OR DECENTRALIZED PRICING

Nextel's strength comes from being the only carrier that can offer a 100% guaranteed digital network, wholly owned by Nextel, eliminating the need to partner with any other carriers to provide the coverage *State of Michigan* needs. Because of this, Nextel is able to be quite flexible in its pricing structure and is pleased to be able to offer our corporate clients a choice of either centralized or decentralized pricing.

Nextel offers its clients a flat rate for service per unit per month. The flat rate includes an amount of "Direct Connect(sm)," or two-way radio time, an amount of cellular time, and included numeric and text pages. There are numerous choices of what the flat rate may be, depending on which Nextel area the user may be in.

Decentralized Pricing

Nextel has several independent profit and loss centers around the country, all with their own Nextel home market pricing. Promotions and rates will vary from one Nextel market area to another. Users may take advantage of these rates if they wish.

Centralized Pricing

For some clients, a centralized approach is preferable. The Account Advantage Rate Plan as well with the applicable discount schedule is attached for your reference.

NEXTEL SERVICE PRICING

A 5% discount on all non-Advantage and Advantage Plus service pricing will be offered to the State of Michigan. Also, shipping charges and activation fees will be waived.

Service Pricing is billed 30 days in advance, plus first pro-rated month.

	For New Activations					
	Portable Phone Promo	**North Region i390/i600 Extra Battery Promotion**	**Waiver of $3 Business Net Membership Fee**	**New Performance Plans**	**New Performance Plus Plans**	**Performance Enhanced Plans**
Definition	Special price of $99 on the i390. Special price of $149 on the i600, $50 discount off the $199 SRP. Special price of $199 on the i1000, $100 discount off the $299 SRP.	All customers who purchase a new i390 or i600 digital phone will be entitled to purchase additional Nextel 800 mAh NiMH batteries (part number: TNC0801) for an incredible price of only $29.95. That's a savings of $10 off the already low sale price of $39.95.	Waive $3 monthly, per unit Business Network Membership Fee until further notice for units activated on a Business Network.	Units activated on the Performance Plans between 4/1/99 and 5/31/99 will receive double their included cellular minutes each month, through June 30, 2000. Units on these plans will also benefit from 50 included minutes of Direct Connect service each month, with no end date.	Units activated on a Performance Plus Plans with 150 or more included cellular minutes between 4/1/99 and 5/31/99 will benefit from the Unlimited Private Calling feature, with no end date. Units on these plans will be eligible to go onto a Nextel Business Network[SM]. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. (The Performance Plus 20 Plan does not include the UPC feature or Enhanced Services Package, and cannot be used for units going onto a Business Net.)	Units activated on the Performance Enhanced Plans between 4/1/99 and 5/31/99 will double their included cellular minutes each month at no charge, through June 30, 2000. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans.
Effective Dates	April 1, 1999 - May 31, 1999	February 16, 1999 - June 30, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999
Requirements		Only available for TNC0801 batteries purchased with new i390 or i600 phones between 2/16/99 and 6/30/99.	Units that are not on UPC rate plans DO NOT qualify for this promotion and cannot go on the Nets.		There are no promotional features on the Performance Plus 20 plan for units activated on these plans 4/1/99 to 5/31/99.	
	Service activation is required at time of purchase.	There are no quantity restrictions; only one phone needs to be purchased to be eligible for this discount.	Must join a Great Lakes Area Business Network.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.	The Double Minutes feature is NOT included in the Performance Plus Rate Plans for units activated on these plans 4/1/99 to 5/31/99.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.
	Must be a new activation, no replacements.	Discount does not apply to prior sales or batteries purchased separately.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.
	Replacements for the i390 are $149, for the i600 are $199, and for the i1000 are $299 through the Direct Sales Channel.	This promotion is not available through Nextel Nextday.	Must be a new activation or an account set up prior to 1/1/99 that is converting all units to the Business Network between 4/1/99 and 5/31/99. No replacements.	Must activate on a new Performance Rate Plan.	Must activate on a new Performance Plus Rate Plan.	Must activate on a new Performance Enhanced Rate Plan.

For New Activations

	Portable Phone Promo	North Region i390/i600 Extra Battery Promotion	Waiver of $3 Business Net Membership Fee	New Performance Plans	New Performance Plus Plans	Performance Enhanced Plans	Additional Line Service Plan	Referral Prgm.
Definition	Special price of $99 on the i390. Special price of $149 on the i600, $50 discount off the $199 SRP. Special price of $199 on the i1000, $100 discount off the $299 SRP.	All customers who purchase a new i390 or i600 digital phone will be entitled to purchase additional Nextel 800 mAh NiMH batteries (part number: TNC0801) for an incredible price of only $29.95. That's a savings of $10 off the already low sale price of $39.95.	Waive $3 monthly, per unit Business Network Membership Fee until further notice for units activated on a Business Network.	Units activated on the Performance Plans between 4/1/99 and 5/31/99 will receive double their included cellular minutes each month, through June 30, 2000. Units on these plans will also benefit from 50 included minutes of Direct Connect service each month, with no end date.	Units activated on a Performance Plus Plans with 150 or more included cellular minutes between 4/1/99 and 5/31/99 will benefit from the Unlimited Private Calling feature, with no end date. Units on these plans will be eligible to go onto a Nextel Business Network℠. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans. (The Performance Plus 20 Plan does not include the UPC feature or Enhanced Services Package, and cannot be used for units going onto a Business Net.)	Units activated on the Performance Enhanced Plans between 4/1/99 and 5/31/99 will double their included cellular minutes each month at no charge, through June 30, 2000. The Enhanced Services Package (Caller ID, 100 Text Messages, and Voice Mail) will be included with all UPC plans.	Nextel customers can activate the Additional Line Service on their i600 or i1000 on a new promotional $25 plan that includes 250 cellular minutes and $0.10 overage.	$10 per unit credit for every newly referred, activated unit.
Effective Dates	April 1, 1999 - May 31, 1999	February 16, 1999 - June 30, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - May 31, 1999	April 1, 1999 - June 30, 1999	May 13, 1996 - June 30, 1999
		Only available for TNC0801 batteries purchased with new i390 or i600 phones between 2/16/99 and 6/30/99.	Units that are not on UPC rate plans DO NOT qualify for this promotion and cannot go on the Nets.		There are no promotional features on the Performance Plus 20 plan for units activated on these plans 4/1/99 to 5/31/99.			New customer cannot be a previous customer of Nextel.
	Service activation is required at time of purchase.	There are no quantity restrictions; only one phone needs to be purchased to be eligible for this discount.	Must join a Great Lakes Area Business Network.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.	The Double Minutes feature is NOT included in the Performance Plus Rate Plans for units activated on these plans 4/1/99 to 5/31/99.	If rate plans are switched after 5/31/99, the customer will lose the benefit of the double minutes feature of this promotion.		Referred units must be activated outside of the referring customers account.
	Must be a new activation, no replacements.	Discount does not apply to prior sales or batteries purchased separately.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.	Service activation is required at time of purchase.		Potential customers and referring customers may not be employees or their family members.

Nextel Great Lakes Area Rate Plans

Michigan/Toledo, Northern Ohio and Columbus Markets

	Performance Plans				Performance Plus Plans [1]				Performance Enhanced Plans [1]	
	Performance 150	Performance 300	Performance 600	Performance 1200	Performance Plus 20	Performance Plus 150	Performance Plus 300	Performance Plus 600	Performance Enhanced 600	Performance Enhanced 1200
Monthly Access Rate	$39.95	$49.95	$64.95	$94.95	$34.95	$54.95	$64.95	$79.95	$99.95	$129.95
Digital Cellular										
Included Airtime	150	300	600	1200	20	150	300	600	600	1200
Double Your Minutes Promotion! [5]	***300***	***600***	***1200***	***2400***	***n/a***	***n/a***	***n/a***	***n/a***	***1200***	***2400***
Additional Minutes	$0.25	$0.22	$0.19	$0.17	$0.30	$0.25	$0.22	$0.19	$0.19	$0.17
Nextel Direct Connect										
Minutes Included	0	0	0	0	150	150	150	150	NA	NA
Direct Connect Promotion! [5]	***50***	***50***	***50***	***50***	***n/a***	***Unlimited Pvt Call***	***Unlimited Pvt Call***	***Unlimited Pvt Call***	***n/a***	***n/a***
Private Call, rate per minute	$0.15	$0.15	$0.15	$0.15	$0.12	$0.12	$0.12	$0.12	Unlimited	Unlimited
Group Call, rate per minute [1]	$0.15	$0.15	$0.15	$0.15	$0.12	$0.12	$0.12	$0.12	$0.12	$0.12
National Text & Numeric Paging										
Numeric Pages Included	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Each Text Page	$0.10	$0.10	$0.10	$0.10	$0.10	$0.10	$0.10	$0.10	$0.10	$0.10
Enhanced Services Promotion! [5] *Voice Mail, Caller ID, 100 TNP*	***n/a***	***n/a***	***n/a***	***n/a***	***n/a***	***Included***	***Included***	***Included***	***Included***	***Included***

Optional Features

Voice Mail	$3
Caller ID [3]	$3
Incoming/Outgoing Call Restrictions (each)	$2.50
100 Text Messages	$3
300 Text Messages	$7
1,000 Text Messages	$15
Enhanced Services Package	$6

Notes

(1) Group Call and Inter-Company Private Call are not available on the Nextel Business Networks.

(2) A customer must subscribe to a plan with Unlimited Private Call to join the Nextel Business Networks. (Subscription fee may apply when joining the Business Networks.)

(3) To block your phone number from appearing on other phones equipped with Caller ID, call Customer Care at 800-639-6111 to request blocking.

(4) Additional line can use any rate plan, including the $10.00 cellular only plan as listed under optional features.

(5) Promotions available for a limited time only.

YOU'VE NEVER USED A PHONE LIKE THIS BEFORE.SM

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are trademarks and/or service marks of Nextel Communications, Inc.

Rate plans are subject to change without notice. Other restrictions may apply.

Caller ID not available in all areas.

Nextel National Business Plans

Michigan/Toledo, Northern Ohio, Southern Ohio and Western Pennsylvania Markets

	National Business Plans		
	Business Plan 600	Business Plan 1000	Business Plan 1400
Monthly Access Rate	$89.95	$129.95	$159.95
Digital Cellular			
Included Airtime	600	1000	1400
Additional Minutes	$0.25	$0.25	$0.25
Long Distance	Included	Included	Included
Nextel Direct Connect			
Minutes Included	N/A	N/A	N/A
Private Call, rate per minute	Unlimited	Unlimited	Unlimited
Group Call, rate per minute (1)	$0.15	$0.15	$0.15
National Text & Numeric Paging			
Numeric Pages Included	Unlimited	Unlimited	Unlimited
Each Text Page	$0.10	$0.10	$0.10

Optional Features	
Voice Mail	$3
Caller ID (3)	$3
Incoming/Outgoing Call Restrictions	$2.50 (each)
100 Text Messages	$3
300 Text Messages	$7
1,000 Text Messages	$15
Enhanced Services Package *100 TNP, Caller ID, Voice Mail*	$6
Additional Line (4)	
Monthly Access	$10
Per Minute Cellular Rates	$0.25

Notes

(1) Group Call and Inter-Company Private Call are not available on the Nextel Business Networks.

(3) To block your phone number from appearing on other phones equipped with Caller ID, call Customer Care at 800-639-6111 to request blocking.

(4) Additional line can use any rate plan, including the $10.00 cellular only plan as listed under optional features.

Great Lakes Area

State of Michigan Service Pricing

***Discounts are driven based on new account implementation.**

Account Advantage Plan

Monthly Access Charge per Unit*	$17.00
Number of Units	**Access Discount**
5 - 24	0%
25 - 49	5%
50 - 249	7%
250 - 999	10%
1,000 – 9,999	12%
10,000 – 24,999	15%
25,000 +	20%
Digital Cellular Total Minutes	**Airtime Per Minute Rate**
0 - 499	$0.28
500 - 999	$0.23
1,000 - 9,999	$0.19
10,000 – 24,999	$0.17
25,000 +	$0.16
Nextel Direct Connect SM	
minutes included	0
additional minutes	$0.15
Text/Numeric Paging	
unlimited numeric pages	Included
text messages included	25
each additional text message	$0.10
each operator-assisted message	$0.50
Voice Mail	included
Intercompany Private Call (per account)	n/c

Optional Features - All Plans	
incoming/outgoing call	$2.50 (each)
restriction	$3.00
100 text messages	$7.00
300 text messages	$15.00
1,000 text messages	$3.00
caller ID	n/c
caller ID blocking (1)	
additional line	$10.00
monthly access	$0.25
per minute cellular rate	

*A customer must have 5 or more units to subscribe to the Account Advantage plans.

**Pricing effective 1/1/99. Subject to change without notice.*

NEXTEL

Great Lakes Area

State of Michigan Service Pricing

***Discounts are driven based on new account implementation.**

Account Advantage Plus Plan	
Monthly Access Charge per Unit*	$40.00
Number of Units	**Access Discount**
5 - 24	0%
25 - 49	5%
50 - 249	7%
250 - 999	10%
1,000 – 9,999	12%
10,000 – 24,999	15%
25,000 +	20%
Digital Cellular Total Minutes	**Airtime Per Minute Rate**
0 - 499	$0.28
500 - 999	$0.23
1,000 - 9,999	$0.19
10,000 – 24,999	$0.17
25,000+	$0.16
Nextel Direct Connect SM	
minutes included	150
additional minutes	$0.12
Text/Numeric Paging	
unlimited numeric pages	Included
text messages included	25
each additional text message	$0.10
each operator-assisted message	$0.50
Voice Mail	included
Intercompany Private Call (per account)	n/c

Optional Features - All Plans	
incoming/outgoing call	$2.50 (each)
restriction	$3.00
100 text messages	$7.00
300 text messages	$15.00
1,000 text messages	$3.00
caller ID	n/c
caller ID blocking [(1)]	
additional line	$10.00
monthly access	$0.25
per minute cellular rate	

*A customer must have 5 or more units to subscribe to the Account Advantage plans.

**Pricing effective 1/1/99. Subject to change without notice.*

To highlight the convenience of having an additional line, we are pleased to announce a special promotional rate plan for new or existing Additional Line Service subscribers. For an incredible price of only **$25** a month, customers can get **250** minutes of cellular usage on their additional line with overages at a low per minute rate of only $0.10.

Hurry! This offer is only available from 4/1/99 through 6/30/99. Those who sign up for Additional Line Service on this plan are guaranteed these low rates until 7/1/2000.

Customers with i600 or i1000 phones can now take advantage of the benefits and convenience of having an additional line. As a reminder, Nextel's Additional Line Service is great for…

- Separating personal and business for cellular usage.
- Giving employees an option to have a cellular phone, without the company having to incur the risk of additional airtime charges.
- Providing an "emergency" or "important caller" identification by giving the number to a limited group of individuals.
- Reducing inbound toll charges for callers to Nextel customers, by setting up a second PTN in the local Nextel coverage area.
-

Even if you aren't interested in one of the above reasons, an extra 250 of cellular minutes at only $25 is an incredible offer by itself!

Terms and Conditions

- Available to existing units, as well as new units that are activated on this plan between 4/1/99 and 6/30/99 in any North Region market.
- Cellular minutes cannot be combined (pooled) with cellular minutes on primary line.
- Only available to users of Nextel phones with Additional Line Service capability (i600 or i1000).
- Long distance fees are extra.
-

REFERRAL COUPONS

The Referral Program has not changed and has been extended through June 30, 1999.

The new referral coupon is included as the second page. Simply print as many copies of the coupon as you need. Do not make any changes to the coupon. The coupon must be completed and submitted as usual for referral credit. Please review the guidelines below for details.

Offer
Until June 30, 1999 any Nextel customer can receive a $10 credit for each unit activated at the time of account setup on a new account that they refer to a Nextel representative.

The purpose of the Customer Referral Program is:

1. To motivate and incent our current customers to recommend Nextel products and services to their customers, industry peers, or other prospects.
2. To provide an easy method of referral and customer credit receipt.

Communication

Nextel sales representatives can communicate this program to customers and prospects. It will not be mentioned in advertising or direct mail.

Promotion Guidelines

1. Referred prospect must activate units within the Great Lakes Area by June 30, 1999.
2. Referrals must be outside of the current account. A customer cannot refer an internal department or division and receive referral credits.

3. A Nextel Referral Coupon must be completed and submitted with the referred prospect's Subscriber Agreement.
4. Referring customers will receive credit only upon activation of referred prospect account.
5. Dollar credit applicable only to the initial number of units activated. Subsequent account activations do not count toward additional dollar credits for referring customers.

Referral Coupon

$10 Credit Per Unit

Offer Expires June 30, 1999
Not redeemable for Cash

Nextel Referral Program Terms and Conditions

1. This coupon may be redeemed for a $10.00 per unit credit to be applied against the referring customer's digital iDEN system bill. It cannot be redeemed for cash. The coupon must be signed by the new customer and must accompany a qualified new order. The credit will be applied to the air time and access fee portions of the referring customer's first digital iDEN system bill (not to equipment charges or charges for other services) following final completion and approval of a Nextel iDEN service agreement by new customer. If new customer does not become a customer of Nextel's iDEN system for any reason, the referring customer will not be entitled to any credit. Nextel shall not be obligated to accept any new customer except in Nextel sole discretion.
2. To be eligible for the credit, both the referring customer and the new customer must be customers on Nextel's digital iDEN system in the Great Lakes Area.
3. To be a qualified new order, the new order must be (i) signed by the existing and new customers, (ii) submitted to Nextel on or prior to 6/30/99, with this coupon attached to the new order. Also, to be a qualified new order, the new customer must not have been previously a customer of Nextel's digital iDEN system.
4. Only one coupon is permitted for each new customer.
5. Nextel reserves the right to alter or withdraw this offer at any time during the program without prior notice. Nextel may decline acceptance of any coupon that does not adhere to these terms and conditions.
6. This offer is void where prohibited by law. All disputes will be resolved by Nextel in its sole discretion.
7. Nextel employees and their families are not eligible for the credit and may not be new customers entitling referring customers to the credit.

……..…***Complete the section below and return the entire form with order***……

Existing Nextel Customer Providing the Referral Information (please print)

Name: _____

Company: _____

Account #: _____

Signature: _____

New Customer Information (please print)

Name: _____

Company: _____

# of Units: _____

Signature: _____

Name of AE or Dealer: _____