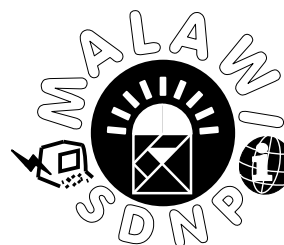


MALAWI SDNP

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A
 Licensed
 Internet
 Service
 Provider
 (ISP)



Ref: mwsdnp/y2k7/leased+wireless/1

To: _____

Date: _____

Att: _____

BROADBAND SERVICES SERVICES AND CHARGES FOR LEASED/WIRELESS INTERNET CONNECTIONS: BANDWIDTH OPTIONS

Malawi SDNP **offers** high speed, broadband, leased and wireless Internet connections with wide ranging bandwidth options on connections that are always on, 24 hours daily.

Most Internet users and organizations in Malawi need a higher speed downlink to handle their higher download requirements but only need a moderately lower speed for uploads because they have relatively lower requirements to send out data such as e-mails.

Malawi SDNP offers you the opportunity to tune your bandwidth and offer it to your requirements. We can guarantee your bandwidth right up to global Internet.

A **popular option or choice** for those upgrading from a dial-up link is to get a wireless or leased line connection offering an **asymmetric bandwidth options** 64 kbps down and 32 kbps up and we offer this as follows:

64 kbps downlink / 32 kbps uplink: prepaid: USD270, postpaid: USD297 / month

The prepaid rate of USD270 per month is based on monthly **prepaid service** where you will need to make an advance payment of one month on a month to month basis based on a signed renewable contract of 6 months or more.

This option can be upgraded to get a faster uplink speed to 64 kbps / 64 kbps as follows:

64 kbps downlink/ 64 kbps uplink: prepaid: USD420 postpaid: USD462 / month

This means that you get 64 kbps downlink to you and 64 kbps uplink to the global Internet.

Other bandwidth offers, option or choices are as follows:

128 kbps downlink / 32 kbps uplink: prepaid: USD420 postpaid: 462 / month
128 kbps downlink / 64 kbps uplink: prepaid: USD550 postpaid: USD605 / month
128 kbps downlink / 128 kbps uplink: prepaid: USD820 postpaid:USD902 / month
256 kbps downlink / 64 kbps uplink: prepaid: USD850 postpaid:USD935 / month
256 kbps downlink / 128 kbps uplink: prepaid: USD1200 postpaid:USD1320 / month

Although an offer like 128kbps/32kbps seems very attractive in terms of price, you should note that the download speed eventually suffers as the uplink gets packed. However, I would like to point out that some Internet cafes in Blantyre are happily using this setting with us.

Where wireless connections are not yet available, a leased line through MTL is usually available. For the **leased line connection**, an MTL leased line will need to be rented. We can assist to talk to MTL for you to find out the availability of a line to your location. MTL leased lines are available to every district center in Malawi. Our experience with MTL is that these lines can be installed quickly once the client-end equipment is available. We have managed to complete a connection in 2 days in the past.

EQUIPMENT: Leased Line Connections

The equipment needed to set-up the leased line connection, and run Internet services on it in most cases, is as follows:

- (a) DTUs to terminate the leased line, 1 needed on your end. These have to meet MTL requirements. Malawi SDNP can assist you to source and purchase these from a number of available suppliers. Malawi SDNP often keeps a stock of these for such connections and can supply these to you at a fee when available.
- (b) One router at your site to connect the DTU to your local area network. The router needs to have a serial port to connect to the DTU and an ethernet port to connect to your local area network ethernet hub or switch. We recommend a Cisco 1700 router.

Malawi SDNP often keeps a stock of such equipment and can supply these to you at a fee when available, but we can recommend other suppliers as well.

EQUIPMENT: Wireless Connections

For a **wireless connection**, you will need to purchase wireless receiver/transmitter, WiFi, equipment for your end. Any equipment that satisfies IEEE 802.11 will usually work provided it is properly mounted and configured. A survey is usually necessary for proper mounting and power rating determination. The following is a **sample** of a complete set of equipment that is adequate for most end user requirements:

1. Senao Integrated Unit with 14 dBi Patch Antenna
2. Power Over Ethernet Kit
3. Ethernet Cable

As a guide the **price for this wireless set is estimated at USD641** for most cases where line of sight to one of our repeaters is already readily available. On request, Malawi SDNP will give you detailed quotations for equipment that we have in stock.

In most cases, our experience shows that the leased line connection service is just as reliable and just as fast depending on the speeds that you choose. We have received very good services and reviews on these and we can share such with you if you want.

For those **upgrading from dial-up**, we would like to recommend the 64 kbps / 32 kbps leased line or wireless option to start with which can then be upgraded as demand rises.

To start off the process to implement this, all that you need to do is to complete the Malawi SDNP **subscription form** for **postpaid** or **prepaid** services available at our website <http://www.sdn.org.mw>. On the forms you should tick "other" on "services", and specify "leased or wireless connection". Then fax this to Malawi SDNP and we will prepare a detailed quotation and service agreement for you.

Malawi SDNP Coordinator