

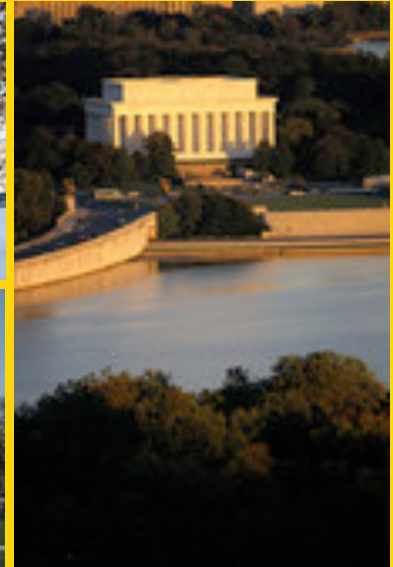
TM

NEXTTEL

# Washington Technology Fair

Washington, DC

June 28<sup>th</sup>, 2005



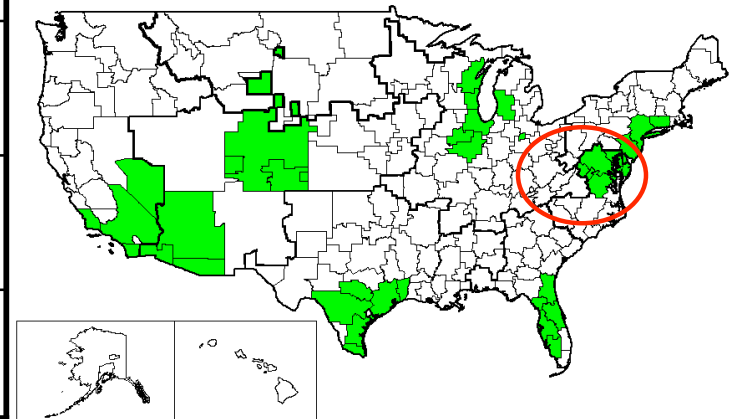
The 2 GHz Relocation has kicked off nationwide, five markets are in the Mid-Atlantic Region

## Mid-Atlantic Summary

	Mid-Atlantic	Nationwide (% of total)
Markets Initiated	5	32 (16%)
Licensees Engaged	36	245 (23%)
Inventories Submitted	17	85 (8%)
Inventory Validations in Progress	20*	38 (4%) <i>6 completed</i>
Relocation Agreements Signed	0	1 (<1%)
P.O.'s Processed	0	1 (<1%)

### Mid-Atlantic Markets Initiated

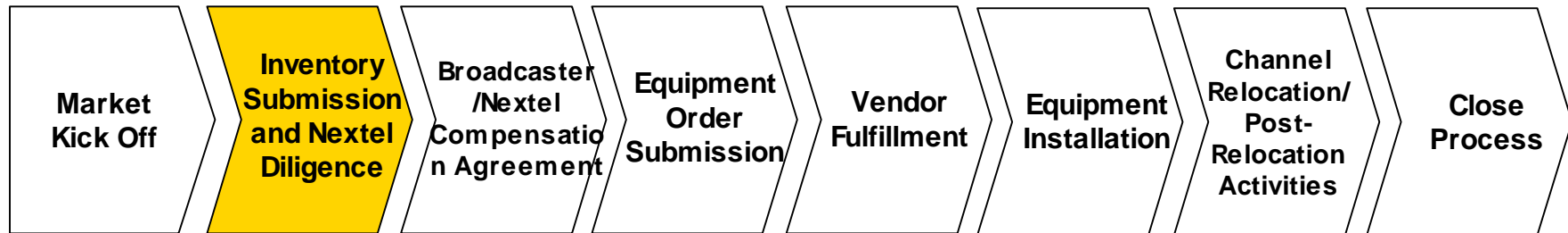
- Washington DC – Hagerstown
- Baltimore
- Charlottesville
- Harrisonburg
- Richmond - Petersburg



\* The number of validations is higher than inventory submitted due to counting fixed and mobile validations separately

All Inventory submissions are on target

## Relocation Progress – Mid-Atlantic

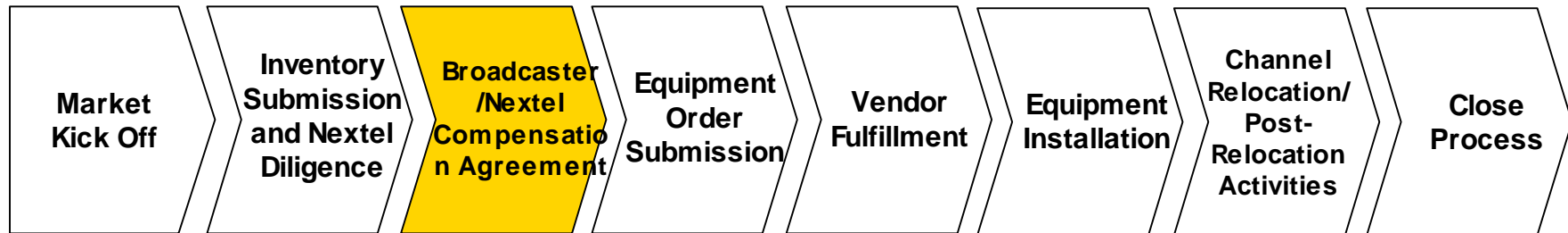


- **Washington DC – Hagerstown** (Inventory Verifications due 7/7)
- **Baltimore** (Inventory Verifications due 7/22)
- **Charlottesville – Harrisonburg** (Inventory Submissions due 7/8)
- **Richmond – Petersburg** (Inventory Submissions due 7/22)

- 1<sup>st</sup> wave market inventory verifications are going very well after an initial learning curve
- While equipment is being verified, broadcasters must seek quotes from equipment manufacturers

Broadcasters need to submit a “Quote Package” to Nextel


## Relocation Progress – Mid-Atlantic



- **Washington DC – Hagerstown** (Quotes due to Nextel by 7/14)
  - **Baltimore** (Quotes due to Nextel by 7/29)
  - **Charlottesville – Harrisonburg** (Quotes due to Nextel by 8/19)
  - **Richmond – Petersburg** (Quotes due to Nextel by 8/26)
- 
- “Quote Packages” to Nextel must cover all three quote categories
    1. Equipment quotes
    2. Labor quotes and estimates
    3. Consumables estimates


A sample manufacturer quote will contain the following information

## Sample Quote for Equipment

		<b>ACME Manufacturing</b> 1001 RoadRunner Way Coyote, CO 80210		<h1>QUOTE</h1>	
#	Part Number	Description	Quantity	Extended Price	
<b>DCA-100, 2/7 Transmitter // Nextel ID: TINA0001054</b>					
1	i836 - 2/7	New ENG transmitter. 1.9-2.1GHz. Rack mounted. 110/220 AC. Interface is coax.	1	4.25	
<b>ORD-5000, 2/7 Receiver // Nextel ID: TINA0006438</b>					
2	i860 - 2/7	New ENG receiver. 1.9-2.1GHz. Rack mounted. 110/220 AC.	1	1.95	


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A "Quote Package" includes the three categories of quotes

*See the Broadcaster Information Guide for more information*

## Sample Quote Package

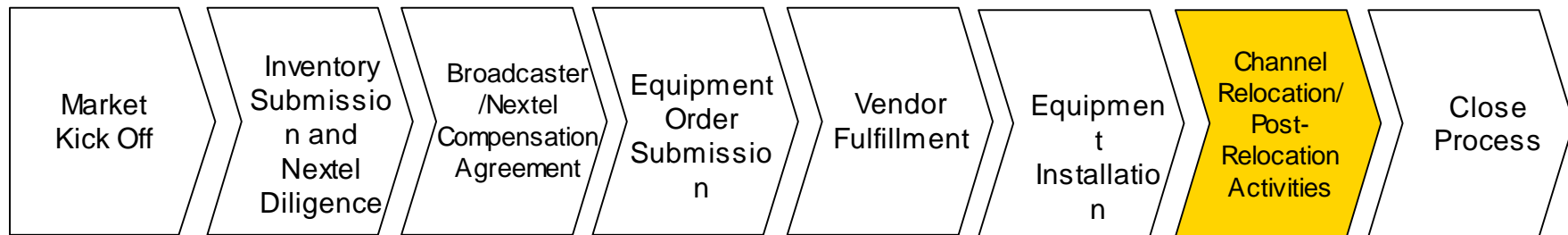
Equipment	
<b>1 Direct Purchase Items (the equipment Nextel pays for directly) may include:</b>	
Comparable Facilities	Upsells
<b>2 External Equipment Lease/Rental may include:</b>	
Vans	Helicopters
<b>3 Ancillary Items (&gt;\$500) may include:</b>	
Filters (not built-in) AWS/PCS/Channel	Pro channel cueing Tx/Rxs
Audio modulators/demodulators (not included in inventory)	Housings
MixMinus matrix	Racks
Telephone couplers	Feed lines for Central Rx or fixed links
Labor	
<b>1 Internal Labor estimates may include:</b>	
Legal Fees	Engineering/Technical Labor
Regulatory, Administrative & Finance	General & Project Management
<b>2 External Labor estimates may include:</b>	
Legal Fees	Engineering/Technical Labor
Regulatory, Administrative & Finance	General & Project Management
Consumables	
<b>1 Consumable items (&lt;\$500) may include:</b>	
Cables	Electronic parts
Connectors	Small enclosures
Mounting Hardware	Small hardware

# Washington Technology Fair



Market Cutover Weekends were selected by examining interdependencies and other factors\*

## Target Cutover Weekends – Mid-Atlantic



March 2006						
			1	2	3	4
5	6	7	8	9	10 Richmond	11
12	13	14	15	16	17 Charlottesville Harrisonburg	18
19	20	21	22	23	24 Norfolk	25
26	27	28	29	30	31 Baltimore	

April 2006						
						1
2	3	4	5	6	7 Washington DC Hagerstown	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

\* Cutover weekends are target dates assuming no major changes to market timelines.

## Nextel Next Steps

- Upcoming Kickoffs
  - Norfolk – Portsmouth – Newport News (7/12)
  - Raleigh – Durham (target date of 8/2)
  - Charlotte (target date of 8/16)

## Broadcaster Next Steps

- Submit quotes
- Research and investigate equipment options
- Start compensation discussions with Nextel