

Green Village - Kabul, Afghanistan

Afghan Cell: +93 (0) 707 02 0430 Belgian GSM: +32.473.719.667

April 24, 2010

MEMORANDUM FOR MR. KAWA BAHA, DIRECTOR, IT, NCS

Subject: Polycom Immersive Telepresence VTC Equipment - Cost Estimates

Attachments:

* RPX 210, RPX 218, RPX 418, TPX 306M
* HDX 7000, 8000, 9000 and HDX 7000 and 8000 Media Center
* HDX 4002 XL
* Infrastructure Products – CMA 5000, RMX 2000, DMA 7000 and RSS 4000

As discussed, we are pleased to forward you the enclosed VTC cost estimates. We have provided substantially reduced prices, to include added discounts for multiple purchases. These estimates should allow you to plan your funding requirements and they also demonstrate the ManTech/ Polycom team’s efforts to provide GIRoA with its unique fully immersive telepresence at the best possible prices.

Due to the short turnaround, these are cost estimates only and they include only the equipment. Since your overall requirements and configurations are still to be determined, they do not include:

* Shipping, installation/implementation and make ready services;
* Engineering and labor;
* Limited warranty and maintenance;
* Travel by the site survey and installation team member(s);
* Training costs for your VNOC technicians and maintenance personnel;
* Security related requirements from the US Government (i.e., body armor, insurance);
* Handling fees of our Afghan partner company.

If you desire to establish your own in-country VNOC team, we recommend you purchase the following minimal infrastructure components:

* Converged Management Application (CMA): Call management, scheduling, desktop client licensing, tracking and management MCU resources, as well as provisioning of new and legacy VTC endpoints.
* Real-time Media Experience (RMX): your bridge for multi-point HD calls, call setup and layout, Multi-network support (H.323, SIP), PSTN and ISDN, allows leveraging of your existing and future conferences.
* Distributed Media Application (DMA): network-based application that manages and distributes multipoint video calls within an enterprise network environment for improved reliability, scalability, and efficiency of video services.
* Recording and Streaming Server (RSS): records, archives and streams telepresence and video conferences to reduce communication costs.

We look forward to working with you.

Sincerely,

Joseph E. Moeder

Executive Director, In-Country Manager (Afghanistan)

ManTech Technical Services Group