

Betacom #020624-BTC

Betacom's pricing model emphasizes cost control, transparency, and flexibility for Sourcewell entities. We provide a straightforward approach with no hidden fees or data usage charges. Every element of our turnkey service is rolled-up into an all-in price that is primarily based on the number of access points (APs) required to meet our Service Level Agreement (SLA), along with a one-time installation cost tailored to each site.

Betacom's pricing model also reflects our customer-centric approach to solutions and services. Given the diversity of Sourcewell entities and deployment scenarios, we offer straightforward options that balance each customer's desired:

1. Wireless coverage: Indoor and/or outdoor deployment
2. Wireless technology: 4G and/or 5G service connectivity
3. Service level uptime requirements: Standard (99.5%) or Advanced (99.95%)

Betacom's all-in pricing comprises the three elements below. Please note that we do not charge for data usage.

1. Infrastructure costs – one-time charge for all wireless and IT hardware and software, spectrum management and warranties with different pricing structures for 4G/5G and indoor/outdoor deployments
2. Managed service annual fees – recurring charges per AP, with two SLA options and two contract durations
3. Installation – one-time charge

Betacom Inc. #020624-BTC Pricing for contract #020624-BTC offers Sourcewell participating agencies the following discounts:

- Equipment: Base discount from Betacom's list pricing, applied to all 4G and 5G related equipment reflected in our per AP list pricing
- Managed Services: Base discount will be applied to Betacom's per-AP list pricing for all 4G and 5G networks

Betacom offers volume discounts on both equipment and managed service fees, with the discount calculated based on the total number of deployed access points. For quantities exceeding 100 access points, we provide customized pricing to ensure that Sourcewell entities benefit from the most advantageous pricing, taking advantage of the cost benefits associated with scale.