

BEFORE THE PUBLIC UTILITIES COMMISSION

**In the matter of the Public Utilities
Commission Act 1999 (No. 10 of 1999)**

- and -

**In the matter of an application by Guyana
Telephone & Telegraph Company Ltd. for
Value-Added Services**

PRESENT WERE:-

JUSTICE PREM PERSAUD, C.C.H.	- CHAIRMAN
MR. HUGH K. GEORGE	- MEMBER
MR. JOHN L. WILLEMS, A.A.	- MEMBER
MR. BADRIE PERSAUD	- MEMBER
MS. J. GANPATSINGH	- SECRETARY (AG.)/ FINANCIAL ANALYST

APPEARANCES

Guyana Telephone & Telegraph Co. Ltd.

Mr. M. Fitzpatrick S.C.	- Attorney-at-Law
Mr. K. Ramjattan	- Attorney-at-Law
Mr. G. Statia	- Consultant
Mr. G. Evelyn	- Director of Rates
Mr. M. George	- Director of Marketing & Sales

The Guyana Advisory Bureau

Ms. E. Cox, A.A.	- Chairperson
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The Guyana Telephone and Telegraph Company Ltd., hereinafter referred to as the "Company" has applied to the Commission to introduce and offer to consumers some new services called "value-added services".

Due to technological improvements in the Telecommunication industry these services have become available sometime ago and the Company is seeking to make them available as a result of the demands by a large section of consumers. The services for which permission is sought are:-

- (a) Wireline Voicemail Service,
- (b) Mobile Short Messaging Service
- (c) Mobile Voicemail Service

When these services are made available, a rate will be charged to consumers, for which the approval of the Commission is required **and it will have to fix these rates**,

With regard to the **Mobile Voicemail Service** a subscriber who makes a call will not be required to pay any additional charge apart from the approved rate for making a cell phone call, but the person who accesses the call will be required to pay a rate commensurate with the air time used.

The Company had earlier filed for similar services to be made available to consumers, but the Commission expressed some reservations concerning the alleged survey done by the Company, and the cost for some of the equipment. The Company did not satisfy our concerns and withdrew and discontinued that application.

Wireline Voicemail Service

Any customer who subscribes to this service will be able to retrieve messages which a caller may make if the subscriber, **for any reason** is not able to answer his telephone. His phone will be able to answer that call and take a message. No additional equipment is needed since the hardware and software required for that service are housed at the Company's business place. The voicemail are of two types – called "**Basic**" and "**Premium**".

The premium service is, in reality, the provision of a mailbox designed to hold a total of 10 minutes of messages equivalent to twenty, 30 second messages whereas the "basic" service is designed for a mail box to hold a total of 5 minutes of messages, equivalent to fifteen, 20 second messages.

The Company has suggested that after a telephone rings four times and it is not answered the calling party will be diverted to the subscriber's **voice mailbox**. We raised the issue with them and they have agreed that the rings will be eight times before the call is diverted.

Subscribers will not have to pay to retrieve their mail from their own home or office phones, for which the mailbox is configured, but in order to access such mail from

any other touchtone telephone the approved local toll rate associated with that call will be charged.

Mobile Short Messaging Service

The Company also plans to offer Short Messaging Service (SMS) to its mobile customers. This service will allow consumers to send and receive text messages to and from mobile phones.

Each message can be up to 160 characters in length (depending on the handset) and can comprise of words, numbers or a combination of both.

There are different types of SMS services and GT&T proposes to offer the following:-

- (1) Simple person to person messages
 - (2) Mobile to E-mail messages
 - (3) Internet to mobile messages
 - (4) Push services
 - (5) Value-added services – Downloads of Tones, logos, Icons, etc.
-
- (1) Simple person to person messages – this service allows a person to send a message from his/her mobile phone to another mobile phone.
 - (2) Mobile to E-mail Messages – customers can use this service to send messages to a person's e-mail address.
 - (3) Internet to mobile messages – customers will be able to go to GT&T's web site and, using the SMS portal, send a message to a GT&T mobile phone.
 - (4) "Push Services" – This is geared for the business community. It allows a message to be sent to multiple mobile phones all at the same time.
 - (5) Value-added Services – this service will allow customers to download, ring tones, logos, icons or picture messages from the internet. Customers can also compose their own ring tones and then download unto their mobile phones.

It should be noted that all mobile phones presently using GT&T's network are Message terminating (i.e. can receive message), but not all mobile phones can send message. Therefore customers will have to ensure that they have a handset that can send message before they can access the SMS.

At a hearing of the application on the 23rd April 2003 at which the consumers were represented by one of their organisation, Mr. Gene Evelyn on behalf of the Company explained what we have set out above.

We subsequently wrote the Company seeking clarification and answers to some aspects of the services and we received written responses. Copies are hereto attached and marked Exs. A and B:

We have examined the financial statements submitted with the application by GT&T and noted that the final figures submitted under “**operating expenses**” are based on percentage of sales. But no detailed figures were submitted to indicate how each category of operating expenses has been determined. The Commission does not fully accept GT&T’s reasons for so doing and is of the view that most of the expenses expressed as a percentage of sales will not increase in proportion to the volume of sales as set out in the submission..

In addition, the depreciation expenses have been computed on a three year straight line format. The Commission, by Order No. 7/2001, had ruled on the question of depreciation and directed that the Company shall not change the depreciation rate without its approval. In the circumstances the applicable rate of depreciation will apply.

No anticipated income has been submitted with respect to the Cellular Mobile Voicemail. The reasons given by GT&T for not doing so are not acceptable. The financial statements provided for the other services are all based on estimated figures, i.e. estimates of the expenses and numbers of customers who will subscribe to the service.

The Commission believes that anticipated income for this service can be projected based on the additional revenues expected to be generated from the service, meaning the revenues generated from call to the Voicemail box and to retrieve the messages.

Further, based on the explosion in cellular uptake in the last year, the Commission considers GT&T’s estimates of subscribers to the proposed services to be conservative. Also, since these services will be launched together, there are bound to be savings in advertising and some other costs.

The Company has claimed that the service would be free but a user accessing the mailbox is required to pay for such use. The estimated amount to be received is not submitted and does not form part of the expected income to the Company.

We also take into account that ISP’s are charged substantial amounts by the Company for the use of this bandwidth, and each customer pays to access the internet. Based on our decision not to allow a charge for the use of the internet, at the present time, we will, for the time being disallow a charge for anyone with a PC connection to the Internet to send a message directly to the handset of the Company’s mobile SMS customers.

We also take into account that the maintenance cost for the equipments will not be three years as they have warranties for one year, and even after the three years would have expired the equipments will still be in use.

We are not satisfied that the operating costs will be 20% of revenue. In the course of our investigation we were assured by the Company that a customer can deactivate

the service whenever he/she requires, if he/she chooses not to receive messages: and the customer will be at liberty to re-activate same whenever he/she desires.

We were also assured by the Company that their present TDMA 800 MHZ cellular system is sufficient to accommodate the proposed services,

We drew to the attention of the Company the complaints made by many consumers, of the inadequacy of the existing cellular service due to congestion and disturbances, and queried whether this proposed service was likely to further degrade the quality of the cellular service. The Company responded that there was a certain amount of congestion on the system and they were in the process of increasing the capacity of the cell sites in order to effectively minimize such congestion.

We accept their undertaking in good faith and expect a reasonably good and satisfactory service to consumers.

Taking all the circumstances into consideration the Commission has agreed that the provision of the service is desirable and based on all the information at its disposal, both at the hearing and the written filing and responses, we make the following Order, inclusive of the Rates.

This order is temporary and will be reviewed by the Commission within the next six months when the Company would have submitted monthly returns based on actual figures, and such further evidence that may be available, before fixing a final rate.

ORDER

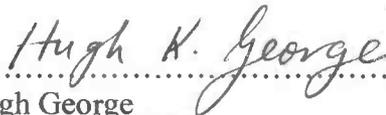
- It is ordered that GT&T will provide Wireline Voicemail, **both Basic and Premium**, and Mobile Voicemail, the rate for which are hereunder set out:
- It is further ordered that a call cannot be directed to any mailbox until the telephone has rung at least eight times without a response.
- The Company shall charge customers a rate of ten dollars per minute to retrieve messages from their Voice mailbox of the Mobile Voicemail service.
- The rate to access the Mobile Voicemail box shall be the current approved PUC rate for Mobile and Cellular services.
- There shall be no charge to send a message from a Personal Computer connected to the Internet directly to the handset of the Company's Mobile SMS customers.
- The Company shall submit to the Commission, monthly information on each service here now approved.

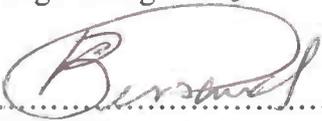
- The Company is directed to inform the public of each rate associated with each service and when and how the rates will be applied.

Dated this 26th day of June, 2003.


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Prem Persaud, C.C.H. - Chairman


.....
John Willems, A.A. - Member


.....
Hugh George - Member


.....
Badrie Persaud - Member



Public Utilities Commission Approved Rates for GT&T Value-Added Services

LAND-LINE VOICEMAIL SERVICES

Services	Installation/Activation	Monthly Rental
Basic Voicemail	\$250	\$200
Premium Voicemail	\$300	\$300

MOBILE SHORT MESSAGING SERVICE

PLANS AND RATES

	<u>Activation</u>	<u>Free Messages</u>	<u>Monthly Cost</u>
Post-Paid Plan 1	Free	25	\$170
Post-Paid Plan 2	Free	50	\$315
Post-Paid Plan 3	Free	100	\$495
Unlimited (Bonus for Plan D Customers)	Free	Unlimited	\$1000
Pre-paid Messaging	Free Activation:	No Monthly Charge	
Pre-paid & Out of Plan Price			\$8 per message

CELLULAR MOBILE VOICEMAIL SERVICE

\$10.00 per minute to retrieve messages from the Cellular Mobile Voicemail.



Guyana Telephone & Telegraph Company Ltd

P.O. BOX 10628, 79 Brickdam, Georgetown, Guyana, S.A.

www.gtt.co.gy

May 08, 2003

Ms. J Ganpatsingh
Secretary (ag)
Public Utilities Commission
Public Buildings
Georgetown.

RECEIVED

Date: 9.5.2003
PUBLIC UTILITIES COMMISSION

ERA

PUC 0142/2003

Dear Ms. Ganpatsingh:

Re: Wireline Voicemail and Mobile Short Messaging Services

I refer to your letter of May 06, 2003 on the above subject and submit the responses below based on the Commission's observations and questions.

Wire line Voice Mail Service

- (i) At page 2 of your filing "How the system works"

The Commission at first blush feels that a 4 times ring is wholly inadequate and it may require 10 rings without answer for the call to be diverted to the subscriber's voice mail – Please comment.

As was explained during the hearing, it is the GT&T DMS 100 switch that must be configured to establish the number of rings that will precede the diversion of a call to the customer's voicemail box. The configuration of the switch allows for increments of 4 rings. As such, if it is the Commission's view that 4 rings maybe wholly inadequate, GT&T would be willing to move the number of rings to 8. However, we must mention that the industry norm on this is 4 rings as this allows for a more efficient utilization of the switch. Our suggestion would be to allow the ring time to be initially set at 4 rings. If however, after 1 month, the Commission is satisfied that the ring time should be extended, then this can be moved to 8.

- (ii) When accessing a mail from any other touchtone telephone (remote phone), which phone will attract the approved local or toll rate associated with that call?

The phone attracting the charge will be the phone from which the call to check one's mailbox is being made.

- (iii) (a) What are involved in the installation/activation to attract rates; and what are the actual costs?

Administrative Offices
+592-2-72220

Accounting Department
+592-2-74660

Business Office
+592-2-65817
+592-2-54184

The process of installation/activation of this service requires both administrative and technical expertise. The administrative process requires initiating a service order which would then become part of the database for service records. The technical requirement involves the programming required to activate the voice mail service onto the switch and ensuring that the service is functional.

- (b) Why a higher rate is required for installation/activation of premium voice mail service than Basic voice mail service?

In addition to the above, the premium subscribers are able to have a more customized service which requires more interaction between GT&T's service representatives and the customers; thereby attracting a higher charge

N.B: We note no charges in Barbados, but similar charges for installation for both services in Trinidad and Tobago.

Regarding your above comment on Barbados and Trinidad, please note that while there may be no installation charges, there are higher recurring rental charges which are in fact worse for the customer.

- (iv) Why such a high differential in the monthly rental between the premium and basic?

This is because the premium service comes with more features, a larger mailbox capacity and a longer message retention period which therefore utilizes GT&T's storage capacity.

- (v) In your worksheet used to evaluate the rate of return can you say whether the subscribers in year 2 are expected to be 3,300 and year 3 – 4,500; for the basic and 1400 and 1600 respectively for years 2 and 3 for the premium?

No. In year 3 the subscribers for basic voicemail is 3,500, not 4,500.

Mobile Short Messaging Service

- (i) At page 3 of 7 – How GT&T SMS Works- you refer to agreed terms and conditions associated with the service. The Commission wishes to be issued with a copy of these terms and conditions.

The service's "Terms and Conditions" has not yet been finalized. It will be sent to the PUC upon completion. Included in this document will be the rates approved by the PUC.

- (ii) Re.: Internet to Mobile Message – page 2 of 7 and 5 of 7

(a) What do you mean by “approved rate”?

The approved rate will be the rates approved by the PUC for sending SMS messages [hopefully, the G\$16.20 per message proposed by GT&T]. Note that the rate for sending an SMS message will be the same whether the message is sent from a mobile handset or from the Internet.

(b) Are the Mobile prepaid cards the same as per the PUC Order ..., or would it be a new card to be used to send messages from the internet to mobile. (page 5 of 7)

Yes, the Mobile Prepaid card is the same.

(c) If the cards are the approved ones, explain the difference in the prices for sending messages from the Internet to mobile compared to the price from mobile to mobile.

There are no differences. The cost is the same.

(iii) Re: page 3 of 7 - If a message is not delivered because the handset may be outside of the mobile coverage area or is turned off, the message will be stored at the SMSC. The SMSC will then try to send the message until the recipient receives that message or when the message has expired. How much does it cost the sender in these circumstances – is he required to pay for each attempt made by the SMSC to send that message?

The sender only pays once per message. If the message is not initially delivered to the recipient, the retries done by GT&T is not billable to the sender.

(a) If the message is not sent, would the sender be made aware of this? If the answer is yes, how would he be notified? If no, then why not?

The customer's message is sent to the SMSC platform and then forwarded to the intended recipient. The SMSC will continue to try until the message is actually received by the intended recipient. The SMSC would forward a notification to the recipient indicating that a message is waiting. The recipient then decides whether they want to read the message. The sender would be notified when the recipient contacts or responds to the sender.

(iv) At page 4 of 7 reference is made of a “**unique lexicon of SMS**” and that a “**suggested SMS Directory is attached for the Regulator's information**”. We have not yet received such a directory. **Can a copy be sent to us?**

This is attached.

- (v) (a) If a post paid consumer is not on any plan can he send a message, without signing up?

No mobile customer, whether pre-paid or post-paid, can send messages without "signing up" for SMS and agreeing to the Terms and Conditions. Thus, all post-paid consumers must subscribe to the SMS service before the service can be utilized.

- (b) Is it possible that a phone be blocked by GT&T, at the request of the customer, from making use of or accessing the service?

Yes, if a postpaid customer does not want to send messages then he would simply not subscribe to the SMS service.

General

At page 5 of 7 you proposed to offer special discount rates with corporate entities which may desire to broadcast single or multiple messages to multiple mobile handsets.

We wish to advert attention to Section 40 of the Public Utilities Commission Act, No. 10 of 1999, and invite your comments with respect to the provision for the permission of the Commission to be obtained for the agreement of any special rate.

The Commission must recognize that there will always be instances where corporate or large-user discounts may be appropriate. It would not be unreasonable for the Commission to grant permission for the Company to provide same. In addition, with the advancement of technology, services would be offered by other providers which GT&T may be able to facilitate on behalf of the consumer. In these instances, GT&T does not set the price but is merely facilitating the purchase of the service on behalf of its own consumer. In this regard, GT&T would charge the consumer in terms of "number of messages." GT&T cannot anticipate these charges in advance.

We would like to draw the Commission's attention that the PUC Act does cater for special instances. We ask that the Commission consider Section 34.2 of the Act which permits different rates from different classes of customers.

The Financial Analysis of both Voice Mail and Mobile Short Messages Service

1. The "non-recurring revenues" for the voice mail service, for Years 2 and 3 suggested that 3,300 and 3,500 are the new subscribers for the respective years. If this so, then, the

monthly revenues are incorrect. On the other hand, if this is not true, the non-recurring revenues are incorrect. Please advise us as to the correct position.

The Commission's observation is correct. The subscribers are total in number, hence the revenues related to the non-recurring revenue for years 2 and 3 should be reduced accordingly.

2. Explain why 'other expenses- space, utilities etc.' is budgeted as a percentage of sales revenues.

In the absence of actual numbers, for any business proposal, estimates must be established. Budgeting allows for various methodologies. Given our current run rate of GT&T's expenditure, we estimated this percentage to be a reasonable reflection of the amount that may be incurred.

3. Explain why 'Corporate Operations' for voice mail is budgeted at 20% of sales revenues and that of SMS is at 25%. Also give reasons for such a high percentage in both instances.

SMS is budgeted at a higher percentage as this service would entail greater interaction of staff as well as resources. The manner in which these numbers were estimated was based on looking at GT&T's total corporate expense. It was determined that the amount of resources that may be put into this service would be anywhere from 1%-5% of GT&T's total corporate expense. Looking at year 1 and comparing it to GT&T's budget, it will be noted that this amount is less than 1%.

4. "Operational [technical] Manpower" is shown under your "Assumptions" as \$300,000, but a different figure is stated in the budget projections, for both of the services; please explain.

The Commission finding is correct. We apologize for this error. The assumption of \$300,000 is incorrect and should be \$500,000. This is a monthly recurring cost.

5. Please send us a copy of your **Vendor Contract for Support and Maintenance**, as referenced in "Operating Expenses".

This is an estimate currently. We have based this estimate at 10% of capital investment which we believe is a reasonable amount by experience. As noted, there is no charge for the first year as the equipment would still be covered by its standard manufacture warranty.

6. Please explain why "Selling & General Admin Expenses" for voice mail is budgeted at 15% of sales revenues in Year 1 and 2, and at 20% in Year 3, and for the SMS service it is budgeted at 20% of sales revenues.

After a certain threshold, it becomes harder to "sell" the service. As such, the incremental costs would generally be higher in the later years as it would take much more effort and resources to increase the demand.

I trust that the responses will clarify the questions. We look forward to hearing from the Commission shortly.

Yours sincerely,


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Godfrey Statia
Consultant

CC: Ms. Sonita Jagan – General Manager & CEO.
Mr. Gene Evelyn – Director (Rates & Tariffs)



Guyana Telephone & Telegraph Company Ltd

P.O. BOX 10628, 79 Brickdam, Georgetown, Guyana, S.A.

www.gtt.co.gy

June 20, 2003

Ms. Jennifer Ganpatsingh
Secretary (ag)
Public Utilities Commission
Public Buildings
Georgetown



Ex B
PUC 014 2/2003

Dear Ms. Ganpatsingh:

Re: Wire-line Voicemail and Mobile Short Messaging Services

Your letter of June 16, 2003 and received by the company on June 18, 2003 on the above subject refers. Please be advised as follows:

1. The total number of wireline customers as of May 2003 numbered 87,422.
2. The total number of cellular customers as of May 2003 numbered 100,626.
3. On May 31, 2003, subscription to the services listed in Column 1 of Table 1 below was distributed as shown in Columns 2 and 3.

TABLE 1

Features	Residential	Business
PIN Calling	NA	NA
Wake-up Call	294	27
Speed Dialing	23	8
3-way Calling	2,741	383
Call Forwarding	1,031	444
Delayed Call Forwarding	NA	NA
Calling Line ID	15,877	2,797

4. The assumptions used in developing expense levels: Some expenses were estimated based on our current experience and others on actual knowledge of what the expenses are likely to be. We reviewed the amount of expenses incurred for the technical, developmental and promotional activities of reasonably similar services that are currently offered and then estimated the amounts that would most likely be incurred to provide the services in question. Upon review of this number which we felt would be between 1-5% of what we currently use, we felt that we would then apply this as percentage of sales revenue for filing purposes. The Commission's attention is drawn to the fact that while

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+592-2-72220

Accounting Department
+592-2-74660

Business Office
+592-2-65817
+592-2-54184

the absolute amounts may appear high, they are in fact less than 1% of company's current total expenses. We believe therefore that the estimates are very reasonable.

5. Other Expenses – Space, Utilities, etc., Dimensions of the equipment and the space required for its housing, inclusive of Cellular Mobile Voicemail Service: The platforms utilized in providing the services in question are in fact very similar to those being used to provide pre-paid services. They are indeed separate platforms which utilize it's own space, power and other such in-direct resources. The other resources used in this area which were taken into consideration were things such as transport, building maintenance, and switching and other personnel who facilitate the interface of these platforms with other platforms.

As was done in estimating the Selling and General Admin. Expenses, along with corporate expenses as detailed below, an allocation was made which was felt to be fair in comparison to what is currently being utilized for ongoing projects. These allocations were then put into the format of a percentage of sales for filing purposes.

6. (a) Please note that the maintenance contract would not yet be effective until the end of the warranty period which is generally from 6 months to one year. We will be happy to forward these to the Commission as that time. However, these costs were estimated based on the amounts that are currently paid to the pre-paid platform suppliers as the amount should be very similar given the likeness in technology.

(b) The full time direct manpower for SMS is at minimum, 5 persons for the three year period. For Wireline Voicemail, the direct manpower requirements amount to three in the first two years and four in the third year. This was detailed separately as these would be individuals working on a full time basis in the provision of these services.

(c) There may indeed be some overlap of duties. However, given that the services are in both cellular and wire-line, the departments are separate and as such, the personnel needs to be treated separately.

7. Total Corporate expenses are based on GT&T's Financial Statements submitted to the Commission monthly and on GT&T audited Accounts. As explained in our letter of May 08, 2003, these cost elements were estimated by looking at GT&T's total corporate expense. It was determined that the amount of resources that may be put into the services in question would be between 1%-5% of GT&T's total corporate expense. Looking at year 1 and comparing it to GT&T's budget, it will be noted that our estimate is less than 1%.

Corporate expenses include labour of the Consultant, the General Manager, and related non-technical Directors and Deputy General Managers. In addition, this area includes legal expenses, billing and other programming necessities, as well as procurement services. The estimate represents what was deemed to be a fair assessment of the demands the service will make on these functional categories. We believe that the services in question will be demanding on corporate resources and consider this

percentage allocation to be reasonable. This amount therefore translated to being about 20% of the sales revenue for wireline voice mail, and 25% of SMS total revenue. In other words, it is just a different format of presentation where GT&T submitted its filings as a basis of sales revenue versus as a percentage of current total expenses.

8. (a) GT&T apologizes for this inadvertence. Please find a copy of the said vendor's quotation attached. As this equipment has been procured, we also attach the relevant Purchase Order that was placed with the vendor.

(b) No financial statements were provided for the cellular mobile voicemail service since there would be no charges associated with the service and there will be no recurring charge. As stated in the application, a call that is diverted to a mailbox will be treated and billed as a normal call and its retrieval will attract *the current approved PUC rate for mobile and cellular services*.

The revenues generated from calls to the mailbox and from retrieving messages would therefore be arrived at by utilizing the total number of minutes taken by customers to relay and to retrieve messages by the rates already approved. It is too soon to determine the number of minutes. These numbers can however be ascertained by the Commission through our future monthly submissions which may hopefully reflect an increase in minutes that can be tied to the service.

I trust that the above responses adequately address all the concerns of the Commission.

Sincerely yours,



Godfrey S. Statia
Consultant.

Cc: Ms. Sonita Jagan – General Manager & CEO;
Mr. Gene Evelyn – Director (Rates & Tariffs).

Attachment: Copy of Vendor's Quotation – Mobile Voicemail.



Sales Quote

Quote No.# 03-03-04-7123

621 East Fourth Street, Tulsa, Oklahoma 74120-3017 918 582.8781 Fax 918 388.2903

Date Of Request: 2/20/03

Date Of Issue: 2/20/03

Salesman: Gary Eubanks

Customer: Guyana Telephone & Telegraph Company Ltd
Contact: Mr. Russell Davis/Director Systems Engineering
Address: P.O.BOX 10628
Telephone House, #79 Brickdam
Georgetown, Guyana, S.A.

Bill to: Guyana Telephone & Telegraph Company Ltd
Contact: Mr. Russell Davis/Director Systems Engineering
Address: P.O.BOX 10628
Telephone House, #79 Brickdam
Georgetown, Guyana, S.A.

Phone: 592-2-59383

Phone: 592-2-59383

Fax: 592-2-54092

Fax: 592-2-54092

E-mail: syseng@gtt.co.gy

Email: syseng@gtt.co.gy

Table with 4 columns: Product/Services, Qty, Price, TOTAL. Rows include 'bcgi Integrated Mobile Messaging Pricing' with a total of \$191,829.00 and 'Installation' with a total of \$11,200.00.

Total:Engineered, Furnished and Installed.

TOTAL \$ 203,029.00

Note: Prices are F.O.B., Tulsa, Oklahoma, U.S.A., The price quoted is U.S.\$...
TERMS OF PAYMENT: 50% with order, 25% prior to shipment, 25% prior to commercial invoice.

bcgi Approval _____

Purchase Order # _____

Customer Acceptance _____

Ship Date _____



GUYANA TELEPHONE & TELEGRAPH CO., LTD.

A Subsidiary of Atlantic Tele-Network, Inc.
 P.O. BOX 10628
 BRICKDAM, GEORGETOWN • GUYANA, S.A.

P.O. NUMBER

12094

DATE

03/24/12

OUR P.O. NUMBER **MUST** APPEAR ON ALL PAPERWORK AND PACKAGES ON THIS ORDER

VENDOR

Barton Comm.
 621 East Fourth St
 Tulsa Ok. 74120
 Attn: Gary Eubanks
 Rm 111

SHIP TO

Guyana Telephone Telegraph
 79 Brickdam
 Georgetown GUYANA
 Attn: Frank Jagan

SPECIFIC EST. / WORK ORDER #

F.O.B. POINT

SHIP VIA

MAIL INVOICE TO

GT & T ACCTS. PAYABLE SECTION
 P.O. BOX 10628, BRICKDAM, GEORGETOWN • GUYANA, S.A.

GT&T IS AN EQUAL OPPORTUNITY EMPLOYER

DATE WANTED

ITEM	QUANTITY	UNIT	DESCRIPTION	UNIT PRICE	AMOUNT	WILL SHIP
			Best Integrated Mobile Messaging Inlay: System designed to support all 3G/3.5G subscribers. Factory 3 message/day w/ message length of 60 sec stand up to 14 days.		191829-	
1	EA		Additional licensing for 360 ports of Message Taker software			
1	EA		Prepaid Telephone Interface Node configured as follows: Dual Power Supply - DC Dual processors.			
2	EA		Dbas cards (60 port cards)			
2	EA		Prepaid Telephone Interface Node configured as follows: Dual Power Supply - DC Dual Processors			
2	EA		Dbas cards (60 port cards) 2 per line			
1	EA		1 yr. Ltd. Hardware warranty.			
1	EA		1 yr Remote Technical Support.			
1	EA		Installation		11200-	
					<hr/>	
					203,029-	

NOTICE: THIS ORDER IS GIVEN AND ACCEPTED SUBJECT TO TERMS AND CONDITIONS AND INSTRUCTIONS HEREIN AND PRINTED ON THE REVERSE SIDE HEREOF.

OUR PURCHASE ORDER NUMBER **MUST** BE REFERENCED ON ALL SHIPPING DOCUMENTS AND INVOICES.

* PROVIDE SUPPORTING DOCUMENTATION ON ALL FREIGHT CHARGES BILLED TO GT & T.

* INSURANCE CHARGES WILL NOT BE HONORED BY GT&T DUE TO THE FACT THAT GT & T IS COVERED BY A BLANKET POLICY.

R. Davis

PURCHASER

DATE

COMPTROLLER

DATE

PRESIDENT

DATE

VENDORS COPY