

Direct Fiber Internet Budgetary Quotes

800bps up and down

Delivery of 800 Gbits up and down

Multiple POPs for resilience and redundancy

AT&T Dedicated Fiber Internet



Presented to
Imperial Valley Computer Manufacturing

Pricing-At-A-Glance		Service Address
Monthly Recurring Charges	\$114,816	219 W Aten Road, Imperial CA 92251
One-Time Charges (Internet Installation)	\$600	
Contract Length (Months)	36	
Quote Valid Until:	10/4/2025	

Pricing Summary – Dedicated Managed Fiber					
Address	Dedicated Bandwidth	Building Type	Monthly	Add-Ons	Total
219 W Aten Road, Imperial CA 92251	800Gbps x 800Gbps	▼ Premier	\$114,641	\$175	\$114,816
Description	Quantity	Unit Price	Totals		
Dedicated, Symmetrical Bandwidth	1	Included	\$0		
24x7x365 Technical Support and Proactive Monitoring	1	Included	\$0		
100% Availability Service Level Agreement	1	Included	\$0		
AT&T Fiber Installation and Activation (Test & Turn-Up Conference Call)	1	Included	\$0		

AT&T Dynamic Defense - The first network solution with threat protection that's built in. It's embedded in our global network infrastructure, so it detects threats, filters malicious traffic, and executes security controls before the data reaches your network. As the first line of defense, AT&T Dynamic Defense significantly reduces the number of threats that can impact performance or compromise your network.

The above prices are based on current rates and do not include any applicable local, state or federal taxes or surcharges. The rates are subject to change without notice. Installation interval is determined after required site survey. This quote is subject to availability of facilities and valid until: 10/04/2025

To ask questions or place an order, contact:

Anthony Cafferata
 Sales Manager- AT&T Business
Anthony.Cafferata@att.com
 858.531.9364

Jack Yamasaki
 Sales System Engineer
Jack.Yamasaki@att.com
 858.771.4001

Lumen

	A	B	C	D	E	F
1	CUSTOMER	Service Description- REQUEST	Service Description- LUMEN SOLUTION	Address	Budgetary Monthly Cost	Budgetary Components Included
2	Imperial Vally Computing Mani in 2026. 1 Site	Request was for Diverse 1- 800G DIA Circuits for new Data Center being built	2-400G HSIP circuits at 1 site	219 W Aten Road Imperial CA 92251	\$67,002.16	Railroad crossing permits, long haul fiber builds, splicing costs for diverse wave systems, lateral builds to Lumen POPs, interstate crossings, mobilization and circuit installations.
3	Parent is Imperial Data Center		HSIP is used for high bandwidth requests		Includes the port, and access.	
4					60 Month Term	
5			2 Different paths for diversity.			
6			1 Path via San Jose CA- 3445 Raymond Street			
7			1 Path via Downtown Los Angeles-818 W South Street			

Lumen Technologies (formerly CenturyLink)

Offers dark fiber solutions alongside traditional telecommunications services, with a significant footprint in both metro and long-haul fiber routes across Southern California. Lumen's infrastructure supports a wide range of connectivity needs for businesses and government entities.

Multiple Points of Presence (POPs) refers to having multiple physical locations where a network provider connects its fiber-optic infrastructure to the customer's premises or equipment. Each POP serves as an entry point for the provider's network into the site, offering diverse paths and enhanced reliability for connectivity.

Benefits of Multiple POPs

Redundancy and Reliability: If one POP experiences a failure (e.g., due to a fiber cut, power outage, or equipment failure), traffic can be rerouted through another POP. This redundancy ensures continuous service and minimizes downtime.

Diverse Pathing: Multiple POPs often use different physical fiber paths (e.g., entering from opposite sides of a building or site), reducing the risk of a single point of failure. This is particularly important for critical operations such as data centers, financial institutions, or hospitals.

Increased Capacity: Multiple POPs can handle higher volumes of data traffic, distributing load across different entry points.

Carrier Neutrality: Sites with multiple POPs can connect to different providers, offering flexibility to choose among carriers for cost, performance, or other business needs.

Scalability: Additional POPs provide more points to expand capacity as business needs grow, making it easier to scale connectivity.

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Jack.Yamasaki@att.com
858.771.4001

Fwd: Parcels for new data centers

Philippe Marchand <pmarchand@mac.com>
To: Sebastian Rucci <sebastian@rucci.law>

Thu, Sep 4, 2025 at 1:16 PM

Latest quote from AT&T

Philippe Marchand
pmarchand@mac.com
+1 (619) 972-4136

Begin forwarded message:

From: "CAFFERATA, ANTHONY A" <ac723x@att.com>
Subject: RE: Parcels for new data centers
Date: Sep 4, 2025 at 12:51 PM
To: Philippe Marchand <pmarchand@mac.com>
Cc: "YAMASAKI, JACK" <JY5478@att.com>, "GARCIA, DANIEL" <DG7675@att.com>, "IMANI, VANESSA" <vi2732@att.com>

Hello Philippe,

Here is the quote for 800Gbps internet access at the Calexico location. I have been trying to get the fiber maps for you but we are unable to share those since AT&T has government contracts which prevent us from sharing that information with the public. Please reach out to me or Jack if you have any questions.

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858.531.9364

Jack Yamasaki
Sales System Engineer
Jack.Yamasaki@att.com
858.771.4001

Best regards,

Tony Cafferata

Sales Manager -AT&T Business

5855 Copley Dr. San Diego, CA 92111

m 858.531.9364

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Fwd: Touch base on Imperial Valley- Is this correct Philippe?

Philippe Marchand <pmarchand@mac.com>
To: Sebastian Rucci <sebastian@rucci.law>

Wed, Sep 10, 2025 at 2:58 PM

FYI,

Philippe Marchand
pmarchand@mac.com
+1 (619) 972-4136

Begin forwarded message:

From: "VanEvery, Jacki" <Jacki.VanEvery@lumen.com>
Subject: RE: Touch base on Imperial Valley- Is this correct Philippe?
Date: Sep 10, 2025 at 10:39 AM
To: Philippe Marchand <pmarchand@mac.com>
Cc: "Ohashi, Jean" <Jean.Ohashi@lumen.com>, "Gainey, Ella" <Ella.Gainey@lumen.com>, "Giorgi, Darlene E" <Darlene.Giorgi@lumen.com>

Hi Philippe,

No problem.. Attached is the updated excel with new cost.

I will be off until the end of the month, but please let the ladies know if any updates or anything needed.

When is your next meeting with the client? Did they confirm to use Lumen? Even though we are not sure of the time frames yet?

Thanks again

jacki

From: Philippe Marchand <pmarchand@mac.com>
Sent: Wednesday, September 10, 2025 10:23 AM
To: VanEvery, Jacki <Jacki.VanEvery@lumen.com>
Cc: Ohashi, Jean <Jean.Ohashi@lumen.com>; Gainey, Ella <Ella.Gainey@lumen.com>; Giorgi, Darlene E <Darlene.Giorgi@lumen.com>
Subject: Re: Touch base on Imperial Valley- Is this correct Philippe?

Team,

I have no updates for you guys. I have been working for the past 3 weeks heavily for another project and have have no new information on this one, so maybe we can skip this meeting ?

The only thing I would need from you is an update of the small excel table you had sent with the new price for just one connection, in an email coming from you.

Thanks

-P

Philippe Marchand pmarchand@mac.com +1 (619) 972-4136On Sep 5, 2025, at 4:48 PM, "VanEvery, Jacki" <Jacki.VanEvery@lumen.com> wrote:

Hi Philippe

We got the pricing back and yea a little lower!

\$67,002.16 Monthly..

(\$34,095.25/each) for 2x400G HSIP at 219 W Aten Rd.

Should we pull a contract, so you can being the review?

Thanks

Jacki VanEvery

Strategic Engagement Account Executive

Strategic Engagement Team

Global Partner Solutions

Mobile: 310-460-8509

jacki.vanevery@lumen.com

<image001.jpg>

<image002.png>

From: VanEvery, Jacki
Sent: Monday, August 18, 2025 10:00 AM
To: Philippe Marchand <pmarchand@mac.com>; Ohashi, Jean <Jean.Ohashi@lumen.com>
Cc: Gainey, Ella <Ella.Gainey@lumen.com>; Giorgi, Darlene E <Darlene.Giorgi@lumen.com>
Subject: RE: Touch base on Imperial Valley- Is this correct Philippe?

OK Got it.. will keep in December. And No final pricing/contract to you yet. We had to resubmit the design, taking off the other circuits.

@Ohashi, Jean can you check if any updates?

But the \$78K is good for budgetary Phillippe..

Thanks

From: Philippe Marchand <pmarchand@mac.com>
Sent: Saturday, August 16, 2025 2:53 PM
To: VanEvery, Jacki <Jacki.VanEvery@lumen.com>
Cc: Gainey, Ella <Ella.Gainey@lumen.com>; Ohashi, Jean <Jean.Ohashi@lumen.com>; Giorgi, Darlene E <Darlene.Giorgi@lumen.com>
Subject: Re: Touch base on Imperial Valley- Is this correct Philippe?

Breaking ground in January is just the first parcel and land prep. Nowhere near ready for you guys to do actual work.

I am thinking before end of year, but to be honest, not sure when.

Philippe Marchand pmarchand@mac.com +1 (619) 972-4136

On Aug 12, 2025, at 3:32 PM, "VanEvery, Jacki" <Jacki.VanEvery@lumen.com> wrote:

Ok when are you thinking ?

As they wanted to break ground in January and this project could take up to like 6 months or more to install.

Thanks

From: Philippe Marchand <pmarchand@mac.com>
Sent: Tuesday, August 12, 2025 3:05 PM
To: VanEvery, Jacki <Jacki.VanEvery@lumen.com>
Cc: Gainey, Ella <Ella.Gainey@lumen.com>; Ohashi, Jean <Jean.Ohashi@lumen.com>; Giorgi, Darlene E <Darlene.Giorgi@lumen.com>
Subject: Re: Touch base on Imperial Valley- Is this correct Philippe?

Unlikely to be as early as September

Pmarchand@mac.com

+1 619 972 4136

Sent from my iTypo

On Aug 12, 2025, at 2:24 PM, VanEvery, Jacki <Jacki.VanEvery@lumen.com> wrote:

Hi Philippe

We have submitted for the updated quote for the 1 site as also expired.

We are hoping for a reply but early next week.

Do you anticipate them signing with Lumen in September?

Thanks

jacki

From: Philippe Marchand <pmarchand@mac.com>
Sent: Thursday, August 7, 2025 1:55 PM
To: VanEvery, Jacki <Jacki.VanEvery@lumen.com>
Cc: Gainey, Ella <Ella.Gainey@lumen.com>; Ohashi, Jean <Jean.Ohashi@lumen.com>; Giorgi, Darlene E <Darlene.Giorgi@lumen.com>
Subject: Re: Touch base on Imperial Valley- Is this correct Philippe?

I thought I had replied.

Sorry, yes, this is correct

Pmarchand@mac.com

+1 619 972 4136

Sent from my iTypo

On Aug 7, 2025, at 1:51 PM, VanEvery, Jacki <Jacki.VanEvery@lumen.com> wrote:

From: VanEvery, Jacki
Sent: Wednesday, August 6, 2025 5:20 PM
To: Philippe Marchand <pmarchand@mac.com>
Cc: Gainey, Ella <Ella.Gainey@lumen.com>; Ohashi, Jean <Jean.Ohashi@lumen.com>; Giorgi, Darlene E <Darlene.Giorgi@lumen.com>
Subject: FW: Touch base on Imperial Valley

Hi Philippe,

This address?

Looks like it was \$78,921 Monthly and quote just expired.

Once you confirm, we can refresh the quote.

<image002.png>

From: VanEvery, Jacki <Jacki.VanEvery@lumen.com>
Sent: Wednesday, August 6, 2025 10:22 AM
To: Giorgi, Darlene E <Darlene.Giorgi@lumen.com>; Philippe Marchand <pmarchand@mac.com>
Cc: Gainey, Ella <Ella.Gainey@lumen.com>; Ohashi, Jean <Jean.Ohashi@lumen.com>
Subject: RE: Touch base on Imperial Valley

@Philippe Marchand 60M term?

From: Giorgi, Darlene E <Darlene.Giorgi@lumen.com>
Sent: Tuesday, August 5, 2025 9:09 AM
To: Philippe Marchand <pmarchand@mac.com>
Cc: VanEvery, Jacki <Jacki.VanEvery@lumen.com>; Gainey, Ella <Ella.Gainey@lumen.com>; Ohashi, Jean <Jean.Ohashi@lumen.com>
Subject: RE: Touch base on Imperial Valley

You are welcome Philippe. I have scheduled an internal call for Wednesday to discuss. We will reach back out to you once we have the NEW quote.

<image005.jpg>

Darlene Giorgi
Channel Manager
Lumen Channel Partner Program
Castle Rock, CO
Ofc: 720-888-1508
Darlene.Giorgi@lumen.com

To access the Lumen Partner Solutions Digital Guide follow the URL below:

<https://lumenpartnersolutionsguide.com/>

Service Disruption / Repair issues

If you are having trouble with your LUMEN service, the Service Assurance Team can be contacted at:

Phone: 877-453-8353 Option 1

Portal: [Control Center](#)

Customer Assistance Link:

<http://repairescalations.lumen.com/>

Portal Support

Phone: 877-453-8353, Option 2, 3 (6:00am to 6:00pm MST Monday-Friday)

Email: Control.Center@lumen.com

 **Imperial Valley Pricing 9-10-25.xlsx**
11K