**Commercial Proposal: MIFI Data Dongle Upgrade for DP World Berbera**

**Date: January30, 2024**

**To: DP World Berbera**

**From: Somtel**

Subject: Enhanced Connectivity Solution: MIFI Data Dongle Upgrade Proposal

Somtel is pleased to present this commercial proposal for an upgrade to your existing MIFI data dongle solution. This proposal outlines the benefits of upgrading your current Cat 4 devices to Cat 7 devices and a revised data plan, designed to enhance connectivity, improve performance, and provide greater flexibility for your operations at DP World Berbera.

**Current Situation:**

We understand that DP World Berbera currently utilizes 70 MIFI data dongles. This proposal addresses the need for improved speed and data management to support your growing demands.

Proposed Solution:

Somtel proposes the following upgrade options to enhance your connectivity experience:

1. Device Upgrade:

* Full Upgrade to Cat 7 Devices: We recommend upgrading all 70 devices to Cat 7 MIFI dongles. This will ensure consistent high-speed connectivity across your operations, providing significantly faster download and upload speeds, improving overall network performance.

2**. Data Plan Upgrade:**

* Unlimited Data Plan: We offer a truly unlimited data plan designed for high-demand users. This plan provides uninterrupted access to data without any daily or monthly limits.

3. **Value Proposition:**

* Increased Speed and Performance: Cat 7 devices offer significantly faster speeds compared to Cat 4, boosting productivity and enabling seamless access to critical applications.
* Unlimited mobile data plans offer users unrestricted access to the internet through their mobile devices, without worrying about exceeding data limits. These plans typically come with a fixed monthly fee and allow users to browse, stream, download, and use apps as much as they want.
* Enhanced Reliability: A full upgrade to Cat 7 devices maximizes reliability and speed.
* Dedicated Support: Somtel provides dedicated support for all its clients, ensuring prompt resolution of any technical issues.

**4. Pricing:**

Device Upgrades:

* Price per device: $10
* Number of devices: 70
* Total cost for device upgrades: $10 \* 70 = $700

Unlimited Data:

* Price per device (monthly): $12
* Number of devices: 70
* Total monthly cost for unlimited data: $12 \* 70 = $840

Summary:

* One-time cost for device upgrades: $700
* Ongoing monthly cost for unlimited data: $840

**5. Implementation Plan:**

Our team will work closely with DP World Berbera to ensure a seamless transition. The implementation plan will include:

* Device Configuration and Testing
* Data Plan Activation

**6. Next Steps:**

We are confident that this upgrade proposal will significantly enhance your connectivity experience. We would appreciate the opportunity to discuss your specific requirements in more detail and answer any questions you may have. Please contact us to schedule a meeting.

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**Sincerely,**