

Lumen Proposal for Sioux Falls 911, SD

Starlink

September 3, 2025

Proposed Solution

Pricing

Below you will find the pricing breakdown for the Starlink service with full installation and the SD-Wan service. Pricing is for 48 months. Due to Sioux Falls being one of the larger PSAPs Lumen provided you pricing options for a 50GB Starlink Option or a 500GB option. The SD-Wan pricing would apply for either speed option.

Pricing for these services include both a Monthly recurring fee and a one time installation fee. You will need the SD-Wan and you can choose either the 50Bb or the 500GB.

Quotes --- **All pricing will be valid for 45 days		
Component	Monthly Recurring Charge – 48 month term	One-time Installation charges
50 GB Starlink Service with full install with Enterprise Kit*	\$163.00	\$3,593.00
500 GB Starlink Service with full install with Enterprise Kit*	\$302.00	\$3,593.00
SD-WAN	\$394.80	\$250.00

Pricing for the installation charges using the Enterprise Starlink Kit have been included above. On the next page you will find the difference between that kit and our other option, the High Performance kit.

* Please note if you choose to change to the High-performance kit your installation charges would jump up to \$5,999.00

Choose your Best-Fit Kit

Flat high-performance kit

High-reliability internet with a wider field of view, enhanced satellite connectivity, and a weather-resistant build

Best for: Businesses needing reliable connectivity in extreme weather environments needs – like remote operations

Enterprise kit

An affordable, high-speed internet solution with lower power consumption and flexible setup, designed to work with your existing network equipment

Best for: Businesses with fixed-site connectivity needs– like offices, retail locations, and urban environments

	Flat high-performance kit	Enterprise kit
Designed for	Mobility applications, challenging environments	Fixed site business applications
Field of view	140°	110°
Antenna type	Electronic phased array	
Orientation	Fixed	Software-assisted manual orienting
Power consumption	110-150W	75-100W
Wind speed rating	Survivable: 280 kph+ (174 mph+)	96 kph+ (60 mph+)
GPS capabilities	Enhanced GPS capabilities for better satellite connection	Standard GPS capabilities
Hardware type	Permanent installation, resilient to extreme environments	Flexible installation, choice of mount included
Satellite connectivity	Connects to more satellites for consistent connectivity while on the go	Reliable connectivity for fixed locations
Use case	High-performance, mobile applications, extreme weather conditions	Fixed site, low power consumption, direct connection with routers