

MACRO-MARKETING CUSTOMER ACCOUNT PROFILE

CUSTOMER:	PHONE: 256-888-8000
ADDRESS:	TWX:
CITY/STATE/ZIP: HUNTSVILLE, AL 35806	MIL: COMMERCIAL: X
SALESPERSON: FRANK THOMAS	DATE: 12-01-2000
EQUIPMENT PRODUCED: DATA TRANSMISSION EQUIP	

PROGRAM NAME	UNITS
1: xpt 128 / xpt512 / xpt EXP	1: 100K / 50K
2: T1 CSU SUPERFRAME	2: 50K
3: 1241 (DCU)	3: 5K

PRODUCT IN DEVELOPMENT	START PRODUCTION	VOLUME/YEAR
1: WIRELESS	1: 3RD QTR 1999	1: 10,000
2: REPEATER	2: 3RD QTR 99	2: 50,000
3: HDSL2	3: 3RD QTR 00	3: 250,000

ORGANIZATION

GENERAL MANAGER : MARK -PRES	DIR. PROCUREMENT: RANDY
OPERATION MANAGER: HOWARD	BUYER : SEE BELOW
KEY ENGINEER : EVERETTE /ENG MGR	BUYER :
KEY ENGINEER : PAUL /RF MGR	BUYER :
KEY ENGINEER : CHUCK /MGR COMP	V P ENGINEERING : LONNIE)
QUALITY MANAGER : JOHN	V P QUALITY : GENE
KEY ENGINEER : SCOTT	V P SLS & MKT : JOHN
KEY ENGINEER : BARRY /DESIGN	
KEY ENGINEER : ANTHONY P/S	

UPDATE:11-98 SEMI TAM: 90MIL PASSIVE TAM:190 MIL DISTY TAM: 30 MIL

NOTES: ENGINEERS

NORM	TONY	DONNY COMP/E
JAY	ED ISDN	DON
BRIAN	DAVID	JEFF
LEON	KENT	BILL
HOWARD	MATT COMP	HOWARD
CLIFF	JOHN	KEVIN T HDSL
ALAN	TOM	BENNIE UL
JIM	GREG COMP	ERIK
SCOTT	HARRY (S.SCIENTIST)	EVERETT DIR ENG
THOMAS - CUL	MIKE ISDN/U-BRI	PETE - ISDN
STEVE - U-BRI		STEVE - MAGNETIC DES

PURCHASING

DENNIS	RON
DAVE	CLIFF
JOHN	CONNIE P
DAVID N	DAVID
SANDY	
CONNIE	