
NATIONAL ACCOUNTS TOP “75”

-----COVERAGE-----

1. Provide information showing your Company’s coverage, from one-way to two-way service.

WebLink Wireless provides a comprehensive array of coverage options:

Local: WebLink Wireless' local coverage provides wide-area coverage within a selected coverage area. Many local coverage areas encompass multiple cities, suburbs, and states.

Statewide: Statewide coverage is available in Alabama, Arkansas, California, Florida, Georgia, Hawaii, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Mississippi, Missouri, New Mexico, New York, North Carolina, Ohio, Oklahoma, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, and Wisconsin. Statewide service includes all covered areas in the state.

Regional: For customers who require more coverage than just one state, regional service offers expanded coverage. WebLink Wireless' coverage divides the country into seven regions; these regions are:

- **Standard Northwest** – Oregon, Washington, Idaho, Montana, and Wyoming.
- **Standard Western** – California, Nevada, Arizona, Utah.
- **Midwest** – North Dakota, South Dakota, Nebraska, Kansas, Minnesota, Iowa, Missouri, Wisconsin, Illinois, Indiana, Michigan, Ohio, and Kentucky.
- **Southwestern** – Texas, New Mexico, Colorado, Oklahoma, Arkansas, and Louisiana.
- **New England** – New York, Vermont, New Jersey, Connecticut, Massachusetts, New Hampshire, and Maine.
- **Mid Atlantic** – West Virginia, Pennsylvania, Virginia, Delaware, and Maryland.
- **Standard Southern** – Tennessee, Mississippi, Alabama, Florida, Georgia, South Carolina, and North Carolina.
- **Regional** - Coverage includes all covered areas in the region, including major cities and their outlying areas.

Nationwide: Standard Nationwide service includes covered areas in the contiguous 48 states, including all major cities and their outlying areas. Presently, WebLink Wireless covers over 1,300 major communities across the US.

Extended Nationwide: Extended Nationwide includes all covered areas in the contiguous 48 states, Alaska, Hawaii, Puerto Rico, the Bahamas, and the US Virgin Islands.

NAFTA: Includes all covered areas in the US, Canada, Mexico, and most of Central America.

WebLink Guaranteed Messagingsm Nationwide Auto Roaming Service¹ WebLink Wireless Guaranteed Messaging is an advanced one-way nationwide alphanumeric service, which utilizes Narrowband PCS technology.

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Advanced Text Messaging will enhance your productivity and simplify through the following features:

Auto-roaming WebLink Advanced Text Messaging service always knows where the device is located. No matter where you travel in the US, the service automatically roams with you.

Store and Forward When you're out of coverage or your device is off, your messages will be stored for a pre-determined period until you are back in full coverage, or your device is on, at which time your messages will be forwarded to you.

One-Number Access One number – no hassle! You have one number that gives you the power of numeric, voice and text messaging – including direct transfer to operator dispatch. In addition, your phone number is your PIN for launching messages via the web, software and email!

Error Correction With WebLink Advanced Text Messaging, the device has internal error correction software, and will request the network to send a corrected update when a garbled message is received.

2. Provide details for a program that allows users to change their service coverage area for a specific time frame.

In addition to our several coverage selections, WebLink Wireless also offers customers the ability to select and change their coverage through our toll-free automated service. These services are invaluable to customers who are frequently on the go. The services include:

OmniRoam®(US): OmniRoam is a service offering by WebLink Wireless that allows travelers to change the coverage of their numeric device as necessary.

OmniRoam®International: OmniRoam International allows numeric customers to cross borders without the constraints that usually accompany international travel. WebLink Wireless' international coverage includes all covered areas in Canada, Mexico and Central America.

OmniRoam Word®(US): WebLink Wireless' OmniRoam Word service allows alphanumeric customers to take their local coverage with them when traveling. This coverage selection provides the most expansive coverage area at an economical price. To change coverage, a customer would enter the area code of the new area they are traveling to from a touch-tone phone. Within a short period of time, the customer would begin receiving pages in the designated location.

OmniRoam Word®²International: OmniRoam Word International customers have the flexibility of international coverage at a substantially lower rate than competitor international services. Our current International coverage includes all covered areas in Canada, Mexico and Central America, and future plans include South America. This roaming package gives you the freedom to cross borders without the restraints that normally accompany international travel.

3. Does your Company provide International Coverage? If so, where? What are your plans for expansion?

WebLink Wireless is implementing a systematic plan to provide messaging services in selected countries on a seamless international network. WebLink's international strategy is initially to pursue opportunities in North America, Central America, the Caribbean and South America. WebLink pursues international opportunities through network affiliation agreements between WebLink Wireless and the owners of foreign networks. Network affiliation agreements provide interconnection between WebLink's network and the foreign network and capabilities for WebLink's subscribers to roam to the foreign country and the foreign

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owner's subscribers to roam the U.S. In each country in which WebLink offers wireless messaging services, such services are offered on a nationwide frequency common to at least one of WebLink's nationwide frequencies in the United States in order to allow a single messaging device to be used in multiple countries.

International Relationships

PageMart International, the Bahamas, Bell Mobility, Canada, Island Electric Limited, the Cayman Islands, Espectracom, Columbia, Radio Mensajes, Costa Rica, TeleVip, El Salvador, Tele Escucha/Tele Mensajes, Guatemala, BIP Communications, Haiti, Compania de Inversion S.A., Honduras, TelMex/Buscatel, Mexico, Interbiper, Nicaragua, Mobilephone de Panama, Panama, MasterCom, PeruCelpage, Puerto Rico, Telemensajes Metropolitano, Venezuela.

4. Specify what product, services and support is provided internationally and domestically.

WebLink Wireless' current combined one-way and two-way nationwide messaging network covers over 90% of the U.S. population. WebLink Wireless' coverage footprint now includes same frequency coverage in the U.S., the Bahamas, Canada, the Cayman Islands, Columbia, Costa Rica, the Dominican Republic, El Salvador, Guatemala, Haiti, Honduras, Mexico, Nicaragua, Panama, Peru, Puerto Rico, and Venezuela.

5. Supplier must be able to provide the service of subcontracting to suppliers in such locations that prime Supplier does not have coverage.

WebLink Wireless will use its best efforts in conducting coverage analysis to determine enduser needs and supplying adequate coverage. Because of the breadth of WebLink Wireless' network coverage footprint, the vast majority of user needs within our National Accounts are met with services provided on WebLink Wireless' own network. Should the need arise, WebLink Wireless would be open to discussing the possibility of off-net provider utilization.

6. Use of subcontractor services is acceptable provided administration is transparent to Yellow.

No subcontractors are currently utilized. WebLink Wireless is confident in our extensive network capabilities. In the rare case COMPANY NAME should need to utilize an off net provider, WebLink Wireless would arrange for the services for COMPANY NAME. However, the subcontractor would then handle all billing and customer service.

7. COMPANY NAME expects not to pay for any testing or enhancements associated with poor signal strength. Describe, in detail, your company's ability to comply.

Coverage evaluation is a standard part of WebLink's Implementation Planning Process. WebLink will first conduct a zipcode analysis of COMPANY NAME's required zipcodes through its RF propagation software. With this data compiled, we can then jointly determine which sites will require additional testing. The costs of system enhancements will need to be evaluated jointly between WebLink Wireless and COMPANY NAME after such testing has been completed. WebLink has been able to complete this process in a very timely manner with all National Account customers.

****Please see Customized RF solutions located behind the Business Tools tab.**

-----TECHNOLOGY-----

8. Provide information on your Company's current technology and planned technology improvements.

WebLink Wireless believes one of the essential elements for long term viability is to continually strive to deliver new value propositions for the Company's business partners. We believe our long-term success will continue to grow by our ability to successfully implement new technologies and develop new transaction processes. In this way, WebLink Wireless will be able to deliver more value by enabling customers to leverage their wireless services to gather more information and complete more tasks while away from their office.

Developing new markets and distribution channels is essential, but we believe the most significant future growth opportunity relates to the design and implementation of WebLink Wireless' two-way communication services also known as **Narrow Band Personal Communication Services** or **NPCS**. These new services are significant because they not only operate on a bandwidth that allows two-way communications, but they also expand the amount of data that can be sent to a communication device. Some of the new services will include the following:

Nationwide Auto-roaming- WebLink Wireless' nationwide auto-roaming service assures message delivery for up to 96 hours when the device is out of range or turned off and automatically corrects garbled messages. If the network can't deliver a message for any reason, e.g. the messaging device is turned off, the network will queue messages for up to 96 hours until the unit re-registers with the system. When it does, the network forwards the stored message.

Confirmed Delivery- With this service option, corporate personnel will be able to confirm when field personnel receive and review their messages. If the network is unable to deliver a message (i.e. unit is out of range or turned off), the network will queue messages for up to 96 hours until the user turns their unit on and registers with the system.

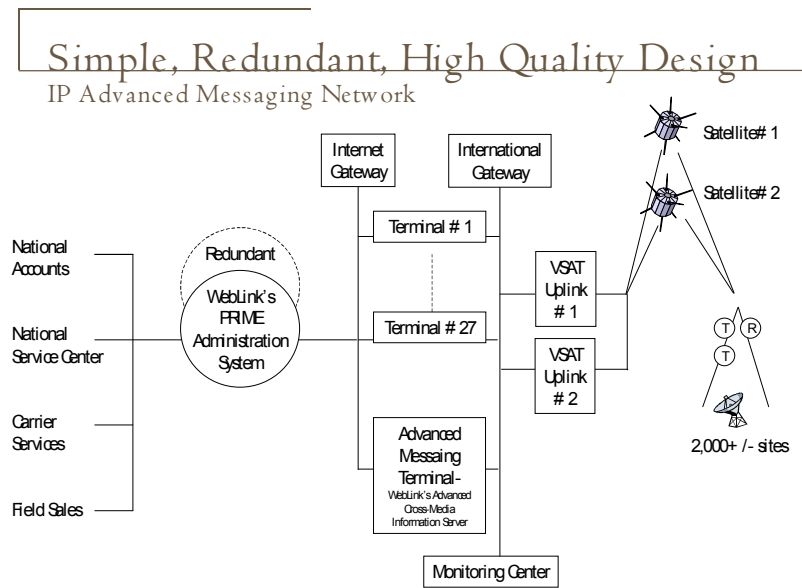
Assured/Guaranteed Delivery- This is the first service launch from WebLink Wireless that utilizes NPCS capabilities. This product will assure delivery during the 96-hour period that the user receives messages sent to them whether they are in or out of coverage at the time the message is sent. Once the unit returns to an area with coverage, the unit will automatically register with WebLink Wireless and the network will begin sending all of the stored messages to the user. The messages are stored up to 96 hours.

The two-way industry is rapidly adopting Motorola's NPCS protocols ReFLEX50® and ReFLEX25®. WebLink Wireless has chosen to deploy its network using the second-generation, 100% digital, ReFLEX25® network. The ReFLEX25® network can overlay on an existing FLEX® one-way network. This means that the existing transmitter sites of the one-way network can be quickly and inexpensively upgraded to provide the outbound transmissions for the ReFLEX25®³ two-way network.

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WebLink Wireless' two-way messaging network was deployed in stages. In the first stage, WebLink Wireless upgraded the transmitters, and in parallel and subsequent stages it deployed the receivers for the two-way network. This will allow any of WebLink Wireless' ReFLEX25™⁴ two-way communicators to receive messages in most places within the WebLink Wireless' nationwide network (some communicators will not be able to acknowledge or reply to messages until receivers are installed in those areas).

Since its inception, WebLink Wireless has remained steadfast in its commitment to implementing new technologies using flexible systems, industry standard protocols, and upward compatibility. WebLink Wireless fundamentally believes long term success must be built on delivering superior value added systems for today as well as tomorrow.



Future Technology

WebLink Wireless' commitment to bringing more new wireless messaging technology tools to our customers does not stop with the availability of Assured Text Messaging. The terms “guaranteed” or “assured” messaging or delivery (or any term with similar meaning) apply only to advanced messaging services identified by WebLink Wireless as Services that are guaranteed or assured in any way. Such terms mean that, for a message received into WebLink Wireless’ advanced messaging network and gateways and addressed to Customer’s unit of equipment, the network will transmit the message once. If the unit and network are not then communicating, the network will store the message for a predetermined fixed period of time (the “Storage Period”). At any time the unit and network are communicating during the storage period, the network will, without charge to the customer, retransmit the message until the unit acknowledges receipt of the correct and complete message. Assured delivery of wireless messages is just the first step of a long list of future Advanced Messaging Products that WebLink will deliver in 2000. Examples of these possible future products include:

Response Paging- Another option for two-way communications involves the ability to respond to messages with pre-programmed responses that reside within the device. The recipient may also select a multiple-choice response delivered by the sender.

⁴ ReFlex and ReFlex25 are registered trademarks of Motorola, Inc. Copyright © 2000 by WebLink Wireless, Inc. ALL RIGHTS RESERVED.

Two-way Messaging- Now commercially available, this service option takes response messaging to another level by enabling the end user to respond to messages using free form or custom text responses. In fact, the user will be able to initiate free form messages as well as respond to messages they have received.

Wireless Modem- This application allows those mobile workers who carry some type of portable computer the ability to access a corporate database, or specific software application. With this service, mobile professionals can send and receive brief information updates via their laptops.

Information on Demand- Now available with a two-way device, NPCS technology will deliver a world of information to mobile workers through connectivity with in-house applications, information services as well as the Internet, and a company's Intranet. NPCS technology permits users to request specific information on demand, and it permits information to be "narrow-casted" to a limited group of recipients. WebLink Wireless' network will be able to deliver information such as company bulletins, headline and financial news, sports, stock quotes, traffic, and weather.

Fixed Wireless (Telemetry)- Fixed wireless solutions will integrate wireless-messaging capabilities directly into equipment and devices such as industrial controls, utility meters, and security systems. Some of the NPCS fixed wireless applications include reading utility meters, monitoring pressure valves, and monitoring such things as vending machines and courier drop-off sites.

9. Describe your Company's messaging network, citing examples and provide diagrams including your Company's platform and infrastructure.

Unmatched Coverage Flexibility

WebLink Wireless owns, controls, and maintains two nationwide frequencies, 929.6625 MHz and 929.7125 MHz. WebLink Wireless' customers have unprecedented flexibility in the selection of local, statewide, regional, nationwide, or NAFTA-wide coverage without changing their device. Additionally, WebLink Wireless customers can relocate to another city without having to change their device.

Traditional Paging Systems

Traditional messaging companies send the signal from a messaging switch to a centrally located main transmitter where the signal is sent via repeater transmitters throughout the market area. This process is known as a radio control link system, and is used by a majority of non-satellite-based messaging companies in the industry.

Most messaging companies combine a satellite uplink with a traditional radio control link system. The signal goes from the messaging switch to a satellite uplink. Once the signal returns from the satellite, the system performs like a traditional messaging system. The satellite signal is received by central control links and is transmitted throughout the market via a radio control link system.

Radio control link systems have several weaknesses:

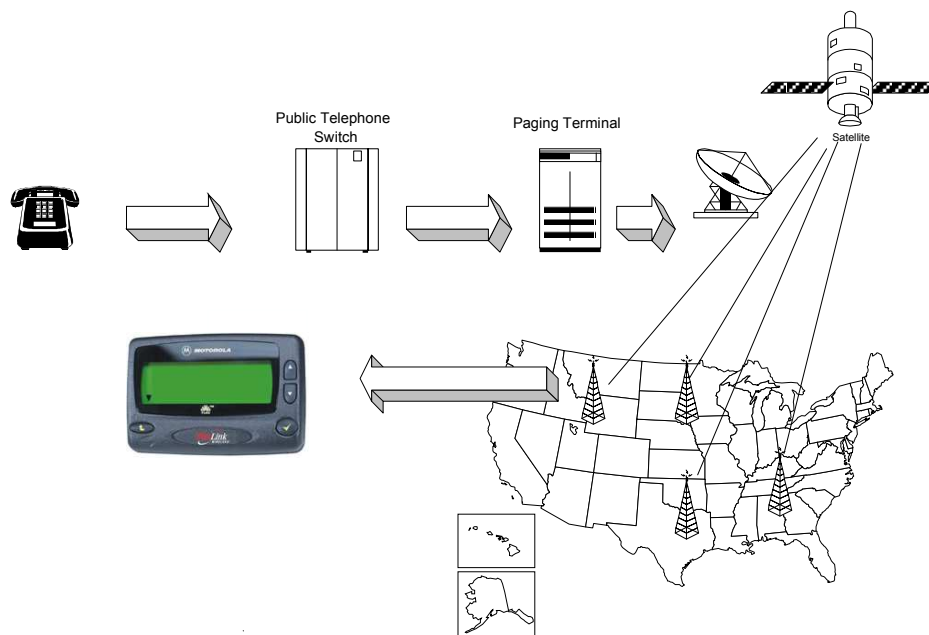
- The distance between the central control link transmitter and the other transmitter sites creates a necessity for more repeaters. Each repeater acts as a link in a chain to the most distant transmitter, therefore when a repeater transmitter goes down, so do all the transmitters on that repeater line. One break in the chain can cripple a large segment of the system.

- Non-contiguous transmitters (beyond where the radio repeater signal can reach) result in the use of telephone or microwave lines. The installation and maintenance of these communication links are often problematic.

WebLink Wireless' Direct Broadcast Satellite System

WebLink Wireless' network design is different from traditional and “satellite” messaging systems. WebLink Wireless' system eliminates the problems inherent with traditional messaging systems by replacing the radio control links with an advanced satellite control system. The signal is received at the messaging switch, then sent to the satellite uplink, and up to the satellite. When the signal returns from the satellite, it is simultaneously received by a WebLink Wireless transmitter in the relevant area, and can be immediately transmitted in that area to be received by the device. The following diagram illustrates WebLink Wireless' system:

WebLink's Direct Broadcast Satellite System



WebLink Wireless' Direct Broadcast Satellite System is more efficient than traditional networks for several reasons:

- Adding new transmitters is extremely simple. Once a site is selected and the license approved, WebLink Wireless can put a transmitter almost anywhere, without worrying about linking it to the rest of a system. The new transmitter, like all of WebLink Wireless' transmitters, will receive the signal directly from the satellite.
- There is no degradation of the signal because unlike traditional messaging systems, the signal is not rebroadcast over multiple paths.
- The satellite signal does not have to be licensed by the FCC. Once WebLink Wireless obtains the transmitter license, we install the satellite dish, and begin transmitting.