



# Cost Comparison

## Full Wi-Fi Solution

### COST COMPARISON FULL WI-FI SOLUTION

95,000 sq. ft.  
Wireless Install

225,000 sq. ft.  
Wireless Install

475,000 sq. ft.  
Wireless Install

1,000,000 sq. ft.  
Wireless Install

competitor

**You lose 132%**

8- Lightweight AP's @ \$400 = \$3200  
1-4400 Series WLAN Controller for 6 @ \$2500  
1-1000 ft. Plenum Rated CAT5 (100 per AP run) \$165  
8 hrs. of Cable Run Time @ \$35 per hr. = \$280  
**Price \$6,145**

**You lose 165%**

24- Lightweight AP's @ \$400 = \$9600  
1-4400 Series WLAN Controller for 25 @ \$9000  
3-1000 ft. Plenum Rated CAT5 (100 per AP run) \$495  
24 hrs. of Cable Run Time @ \$35 per hr. = \$840  
**Price \$19,935**

**You lose 91%**

79- Lightweight AP's @ \$400 = \$31,600  
1-4400 Series WLAN Controller for 50 @ \$13,000  
9-1000 ft. Plenum Rated CAT5 (100 per AP run) \$1485  
79 hrs. of Cable Run Time @ \$35 per hr. = \$2765  
**Price \$49,762**

**You lose 48%**

130- Lightweight AP's @ \$400 = \$52,000  
1-4400 Series WLAN Controller for 100 @ \$13,000  
13-1000 ft. Plenum Rated CAT5 (100 per AP run) \$2,145  
130 hrs. of Cable Run Time @ \$35 per hr. = \$4,550  
**Price \$71,695**

Bountiful® Wi-Fi

**You save \$3,501**

4-Bountiful® Wi-Fi **BWLWAPG1000** @ \$360 = **\$1440**  
1-Bountiful® Wi-Fi **BWRACWALL6** WLAN Controller @ **\$899**  
1-1000 ft. Plenum Rated CAT5 (100 per AP run) @ **\$165**  
4 hrs. of Cable Run Time @ \$35 per hr. = **\$140**  
**Price \$2,644**

**You save \$12,422**

14-Bountiful® Wi-Fi **BWLWAPG1000** @ \$360 = **\$5040**  
1-Bountiful® Wi-Fi **BWRACWALL16** WLAN Controller @ **\$1492**  
2-1000 ft. Plenum Rated CAT5 (100 per AP run) @ **\$165 = \$330**  
14 hrs. of Cable Run Time @ \$35 per hr. = **\$140p**  
**Price \$7,513**

**You save \$23,711**

50-Bountiful® Wi-Fi **BWLWAPG1000** @ \$360 = **\$18,000**  
1-Bountiful® Wi-Fi **BWRACWALL50** WLAN Controller @ **\$4895**  
5-1000 ft. Plenum Rated CAT5 (100 per AP run) @ **\$825**  
50 hrs. of Cable Run Time @ \$35 per hr. = **\$1750**  
**Price \$26,051**

**You save \$23,108**

100-Bountiful® Wi-Fi **BWLWAPG1000** @ \$360 = **\$36,000**  
1-Bountiful® Wi-Fi **BWRACWALL100** WLAN Controller @ **\$7,437**  
10-1000 ft. Plenum Rated CAT5 (100 per AP run) @ **\$1650**  
100 hrs. of Cable Run Time @ \$35 per hr. = **\$3500**  
**Price \$48,587**

Cost comparison performed in 2009

Additional discounts for [VARSense®](#) members