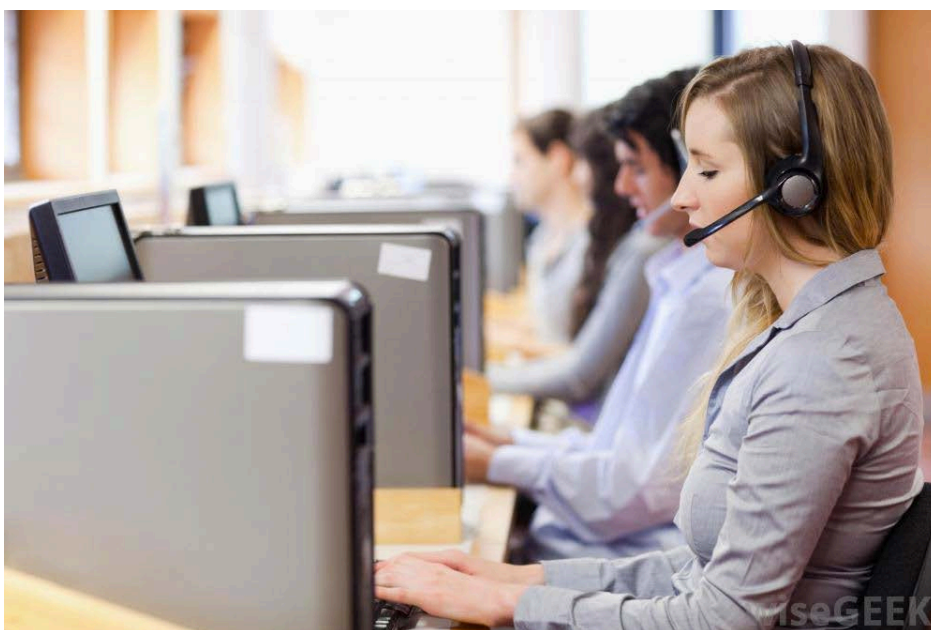


# Promotional and Pricing Playbook

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## Indirect



August 2015

COMCAST **B4B** BUILT FOR  
BUSINESS BUSINESS™

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# Front Pocket Promotions (SMB)

## NEW CUSTOMERS ONLY

PAGE 8

### DOUBLE AND TRIPLE PLAY BUNDLES WITH \$29.95 FULL FEATURED BUSINESS VOICE LINES

**(Northeast Division ONLY)**

#### OFFER DESCRIPTION:

Double and Triple Play bundles of Business Internet and Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each.

PAGE 16

### DOUBLE AND TRIPLE PLAY BUNDLES WITH \$29.95 FULL FEATURED BUSINESS VOICE LINES

**(West Division ONLY)**

#### OFFER DESCRIPTION:

\$10 MRC Discount off Business Voice Full Featured Lines 1-3 for a reduced rate of \$29.95ea when purchased in a bundle with Business Internet and/or Business TV. Minimum 2 Year Term required. Can be stacked with Xcelerate BI MRC Discounts.

PAGE 21

### DOUBLE AND TRIPLE PLAY BUNDLES OF BUSINESS INTERNET WITH BUSINESS VOICE AND/OR BUSINESS TV; STACKED WITH \$29.95 Voice LINES

**(Central Division ONLY)**

#### OFFER DESCRIPTION:

\$10 MRC Discount off Business Voice Full Featured Lines 1-3 for a reduced rate of \$29.95ea when purchased in a bundle with Business Internet and/or Business TV. Minimum 2 Year Term required. Can be stacked with Xcelerate BI MRC Discounts.

PAGE 27

### DOUBLE AND TRIPLE PLAY BUNDLES WITH \$24.95 FULL FEATURED BUSINESS VOICE LINES

**(Northeast Division ONLY)**

#### OFFER DESCRIPTION:

\$15 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each. Double or Triple Play with Internet required. Deluxe 25 or higher required. Minimum 2 Year Term required.

PAGE 31

### Double and Triple Play Bundles with Minimum 3 \$24.95 Voice Full Featured Lines **(Central Division ONLY)**

#### OFFER DESCRIPTION:

Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. Minimum 3 Full Featured lines required and minimum Deluxe 75 Business Internet Required. Minimum 2 Year Term Required.

PAGE 33-49

### BUSINESS INTERNET MRC DISCOUNT IN A SINGLE OR MULTI-PLAY

**(ALL DIVISIONS)**

#### OFFER DESCRIPTION:

Business Internet MRC Discounts in a Single, Double or Triple Play

# Front Pocket Promotions (SMB)

## NEW CUSTOMERS ONLY

PAGE 50

### 1, 2, 3 LINE MULTI-PLAY DOUBLE AND TRIPLE PLAY BUNDLES

(West Division ONLY)

OFFER DESCRIPTION:

\$15 MRC Discount off 1st and 2nd Full Featured Business Voice Line

\$20 MRC Discount off 3rd Voice Full Featured Line

PAGE 52-59

### Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount with purchase of Business Internet D50 or Higher

(All Divisions)

OFFER DESCRIPTION:

\$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95.

Minimum 2 Year Term Required

PAGE 60-63

### Public View Digital Deluxe - \$20 MRC Discount off (\$89.95) with purchase of Business Internet Starter or Higher

(Central and West Divisions ONLY)

OFFER DESCRIPTION:

\$20 MRC Discount off Public View Business TV Digital Deluxe with minimum purchase of Business Internet Starter for discounted rate of \$89.95.

PAGE 64-70

### EPB/KNOLOGY

(Central Division ONLY - Augusta, Huntsville, Panama City, Charlestown/ N Charleston, Knoxville, Chattanooga)

OFFER DESCRIPTION:

Double or Triple Play Business Internet MRC Discounts bundled with \$15 MRC Discount off Full Featured Business Voice Lines for discounted rate of \$24.95 each.

- \$19.95 Voice Full Featured Lines 1-3 available in Chattanooga Only

# Back Pocket Promotions (SMB)

## NEW CUSTOMERS ONLY

PAGE 71

**1 Month Free Full Order with Business Internet Deluxe 75 or Higher  
(West Division ONLY)**

**OFFER DESCRIPTION:**

1 Month Free Full Order with purchase of Business Private View TV Select/ Public View Basic or Higher and Deluxe 75 or Higher (except D150) Business Internet and in a Triple Play (Double Play if Home Based Business.)

PAGE 73

**\$99.90 Double Play Bundle of 2 Voice Lines and Business Internet Deluxe 25  
NORTHEAST: Freedom, Beltway, Keystone, Western New England)**

**OFFER DESCRIPTION:**

1 Full Featured Business Voice Line for a reduced rate of \$29.95, a \$10 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 Value. Additional full featured lines are \$29.95 each. \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for a reduced rate of \$69.95. Voice MRC Discounts for original term. Minimum 2 Year Term required.

PAGE 75

**\$114.90 Double Play Bundle of 2 Business Voice Lines and Business Internet Deluxe 50**

**(Northeast ONLY– All Regions EXCEPT Western New England)**

**OFFER DESCRIPTION**

Full Featured Business Voice Line for a reduced rate of \$24.95, a \$15 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 Value. \$20 MRC Discount off Business Internet Deluxe 50 (\$109.95) for a reduced rate of \$89.95. Voice MRC Discounts for original term. Minimum 2 Year Term required.

PAGE 77

**\$49.90 Double Play of Deluxe 25 and 1 Full Featured Voice Line  
(West Division ONLY)**

**OFFER DESCRIPTION**

**\$49.90 Bundle of Business Internet Deluxe 25 and 1 Full Featured Line for 6 months. 3 Year Term Required. Business TV can be added at rate card.**

- Internet D25 for a reduced rate of \$24.95 for 6 months
- 1 Full Featured Business Voice Line for \$24.95

# Cross-Sell Promotions (SMB)

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## EXISTING CUSTOMERS ONLY

PAGE 79-92

### Cross-Sell: Double and Triple Play Bundles

#### OFFER DESCRIPTION:

**Cross-Sell Bundles of Business Internet, Business Voice and Business TV. Adding a new Line of Business of Internet, Voice, or TV to an existing Business Account.**

# Business Trunk PRI

## NEW CUSTOMERS ONLY

PAGE 93-98

### BUSINESS TRUNK PRI + BUSINESS INTERNET BUNDLES

#### OFFER DESCRIPTION:

Bundle package of Business Trunk PRI and Business Internet Deluxe 50 or Higher. Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289. Minimum 2 Year Term Required.

PAGE 99

### BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$100 OFF 1ST Full PRI with D100+, D150

(Central and West Divisions ONLY)

#### OFFER DESCRIPTION:

Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Business Internet D100+, D150. Minimum 2 Year Term Required.

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### BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF 1ST Full PRI with D100+, D150

(Northeast Division ONLY)

#### OFFER DESCRIPTION:

Additional \$50 MRC Discount off 1st Full PRI, making a total of \$150 off the 1st Full PRI with Business Internet D100+ or D150. Minimum 2 Year Term Required.

PAGE 104

### BUSINESS TRUNK PRI STANDALONE: \$100 off 1st Full PRI Back Pocket Offer (Central and West Divisions ONLY)

#### OFFER DESCRIPTION:

\$100 MRC Discount off the 1st Full PRI, additional PRI at Rate Card.

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### BUSINESS TRUNK PRI STANDALONE

(Northeast Division ONLY)

\$50 off 1<sup>st</sup> Full PRI Back Pocket Offer

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### BUSINESS TRUNK PRI BACK POCKET OFFER: 1 Month PRI MRC waived with Business Internet D100+ or D150 Bundles

(Central and West Divisions ONLY)

#### OFFER DESCRIPTION:

1 Month of PRI MRC waived when bundled with Business Internet Deluxe 50 or Higher. Multi-PRI pricing of \$100 off 1st PRI for rate of \$389 and \$200 off 2nd Full PRI for rate of \$289. BI D100+ or D150 Required. Minimum 2 Year Term Required

## Cross-Sell Promotions

## EXISTING CUSTOMERS ONLY

PAGE 109-114

### CROSS-SELL: BUSINESS TRUNK PRI + BUSINESS INTERNET BUNDLES

#### OFFER DESCRIPTION:

Cross-Sell to add Business Trunk PRI to an existing Business Account. Business Internet Deluxe 50 or Higher required. Minimum 2 Year Term Required

PAGE 115

### CROSS-SELL: BUSINESS TRUNK PRI BACK POCKET OFFER Additional \$100 OFF 1ST Full PRI with D100+ or D150

(Central and West Divisions ONLY)

#### OFFER DESCRIPTION:

Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Business Internet D100+ or D150. Minimum 2 Year Term Required.

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### CROSS-SELL: BUSINESS TRUNK PRI BACK POCKET OFFER Additional \$50 OFF 1ST Full PRI with D100+ or D150

(Northeast Division ONLY)

#### OFFER DESCRIPTION:

Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Business Internet D100+ or D150. Minimum 2 Year Term Required.

COMCAST  
BUSINESS

August 2015

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B4B

## PAGE 120

### BUSINESS TRUNK PRI + ETHERNET BUNDLES

#### OFFER DESCRIPTION:

Bundle package of Business Trunk PRI and Ethernet. Multi-PRI pricing of \$100 off 1st PRI for rate of \$389 and \$200 off 2nd Full PRI for rate of \$289. Minimum 2 Year Term Required.

## PAGE 125

### BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$100 OFF 1ST Full PRI with Ethernet

**(Central and West Divisions ONLY)**

#### OFFER DESCRIPTION:

Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Business Ethernet. Minimum 2 Year Term Required.

## PAGE 130

### BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF 1ST Full PRI with Ethernet

**(Northeast Division ONLY)**

#### OFFER DESCRIPTION:

Additional \$50 MRC Discount off 1st Full PRI, making a total of \$150 off the 1st Full PRI with Business Internet D100+, D150 or Ethernet. Minimum 2 Year Term Required.

## PAGE 135

### ENTERPRISE CHANNEL: ETHERNET WITH \$29.95 BUSINESS VOICE LINES

#### OFFER DESCRIPTION:

Enterprise Channel: Ethernet and \$10 MRC Discount on Business Voice Full Featured lines 1-3 for discounted rate of \$29.95ea.

- Can be stacked with standard installation waiver

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

(Northeast - Freedom, Beltway, Keystone, Western New England)

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## OFFER DESCRIPTION:

Double and Triple Play bundles of Business Internet and Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. \$10 MRC discount off Starter Internet, \$30 MRC discount off Deluxe 25, \$20 MRC Discount off Deluxe 50, \$40 MRC Discount off Deluxe 75, \$50 MRC discount off Deluxe 100+, and \$70 MRC Discount off Deluxe 150.

### TIMING

LAUNCH DATE: 8/22/2013

EXPIRATION DATE: 8/31/2015

### AVAILABILITY

DIVISION: **Northeast**

REGIONS: Freedom, Beltway, Keystone, Western New England

SALES CHANNELS: BAE, BSR, OBSR, OTM (Vendor), EAE, Partner, National, Retention

### BUSINESS RULES

- Minimum 2 Year Term required
- Business Internet Starter or higher Required
- Minimum 1 Full Featured Business Voice Line Required
- \$10 MRC Discount off Full Featured Lines 1-3 for discounted rate of \$29.95 each
- Basic Lines can be added at rate card of \$24.95 each
- 4+ Lines at rate card of \$24.95 each
- Business TV can be added at rate card pricing
- New Customers Only
- Business Voice MRC Discount rolls to rate card at end of original term
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

### **Stack Options**

#### Business Internet MRC Discounts

- Starter: \$10 MRC Discount off for discounted rate of \$59.95 – **Business Voice Required**
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 25: \$30 MRC Discount for discounted rate of \$69.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75: \$40 MRC Discount off for discounted rate of \$109.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+: \$50 MRC Discount off for discounted rate of \$149.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150: \$70 MRC Discount off for discounted rate of \$179.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card
- **Can be Stacked with Standard Install NRC Promo**
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**



# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

(Northeast - Freedom, Beltway, Keystone, Western New England)

BI	BI Rate Card	BI Promo Discount	BI MRC	# of BV Lines	BV Rate Card	Total BV Rate Card	Total BV Promo Discount	Total BV MRC	BTV	BTV MRC	Total Promo Discount	TOTAL MRC
Starter	\$69.95	(\$10)	\$59.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$20)	\$94.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$30)	\$124.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$40)	\$154.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$40)	\$179.70
Deluxe 25	\$99.95	(\$30)	\$69.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$40)	\$104.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$50)	\$134.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$60)	\$164.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$60)	\$189.70
Deluxe 50	\$109.95	(\$20)	\$89.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$30)	\$124.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$40)	\$154.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$50)	\$184.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$50)	\$209.70
Deluxe 75	\$149.95	(\$40)	\$109.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$40)	\$144.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$50)	\$174.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$60)	\$204.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$60)	\$229.70
Deluxe 100 Plus	\$199.95	(\$50)	\$149.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$50)	\$184.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$60)	\$214.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$70)	\$244.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$70)	\$269.70
Deluxe 150	\$249.95	(\$70)	\$179.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$80)	\$214.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$90)	\$244.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$100)	\$274.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$110)	\$299.70

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

(Northeast - Freedom, Beltway, Keystone, Western New England)

## WORKBENCH OFFER CODES – MRC Discount off BI + \$29.95 BV

<p><b>Starter BI, \$29.95 BV and 2 yr terms</b>  <b>WORKBENCH OFFER CODE:</b> NED:Starter-\$10_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC discount/line (\$29.95/line) Lines 4+ \$24.95. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Starter BI, \$29.95 BV and 3 yr terms</b>  <b>WORKBENCH OFFER CODE:</b> NED:Starter-\$10_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC discount/line (\$29.95/line) Lines 4+ \$24.95. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 25, \$29.95 BV and 2 yr terms</b>  <b>WORKBENCH OFFER CODE:</b> NED:DPTP_D25-\$30_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. 2year term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 25, \$29.95 BV and 2 yr terms</b>  <b>WORKBENCH OFFER CODE:</b> NED:DPTP_D25-\$30_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. BI rolls to \$89.95 in month 25, then rate card in month 37. BV MRC disc roll to rate card end of original term. 3 year term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 50 BI_ 2 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D50-\$20_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. \$10 MRC discount/line (\$29.95/line) Lines 4+ \$24.95. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 50 BI_ 3 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D50-\$20_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. \$10 MRC discount/line (\$29.95/line) Lines 4+ \$24.95. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 75 BI_2 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D75-\$40_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Disc off Business Internet D75 (\$149.95) for rate of \$109.95. \$10 MRC disc/line (\$29.95/line) orig contract term, roll to rate card. If 2yr term MRC disc rolls to rate card in mo 25. If 3yr term MRC disc rolls to \$20 MRC disc in mo 25 &amp; rate card in mo 37. Min 2yr term reqd. Taxes, Usage, Fees, Equip Extra</p>	<p><b>Deluxe 75 BI_3 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D75-\$40_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Disc off Business Internet D75 (\$149.95) for rate of \$109.95. \$10 MRC discount/line (\$29.95/line) original contract term, roll to rate card. Lines 4+ \$24.95. MRC discount rolls to \$20 MRC discount in mo 25 and rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 100 Plus BI_2 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D100+-\$50_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$50 MRC Disc off Business Internet D100+ (\$199.95) for MRC of \$149.95. \$10 MRC disc/line (\$29.95/line) orig contract term, roll to rate card. If 2yr term MRC disc rolls to rate card in mo 25. If 3yr term MRC disc rolls to \$30 MRC disc in mo 25 &amp; rate card in mo 37. Min 2yr term reqd. Tax, Usage, Fees, Equip Extra</p>	<p><b>Deluxe 100 Plus BI_3 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D100+-\$50_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$50 MRC Disc off Business Internet D100+ (\$199.95) for discounted rate of \$149.95. \$10 MRC discount/line (\$29.95/line) original contract term, roll to rate card. Lines 4+ \$24.95. MRC discount rolls to \$30 MRC discount in mo 25 and rate card in mo 37. 3yr term req'd. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 150 BI_2 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D150-\$70_\$29.9_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$70 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$179.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. MRC Discounts roll to rate card in mo 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 150 BI_3 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D150-\$70_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$70 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$179.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. BI MRC Disc rolls to \$199.95 in mo 25 then rate card in mo 37. BV MRC Disc rolls to rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

(Northeast - Freedom, Beltway, Keystone, Western New England)

## STACKED WITH STANDARD INSTALLATION WAIVER

**Stacked with Standard Install NRC Promo**

WORKBENCH OFFER CODE: [Select Appropriate OFFER Code](#)

WORKBENCH PROMO CODE: [InstallNRCPromo\\_WVI23](#)

**PROMO DESCRIPTION:** If 2 Year Term and a double or triple play of Business Internet, Business Voice or Business TV, Standard installation charge is reduced to \$49. If 3 Year Term and a double or triple play of Business Internet, Business Voice, Business TV, Standard Installation charge is waived. 1 year contracts or Single play Orders not eligible.

## WORKBENCH PROMO CODES

**BI Rate Card + BV \$29.95**

WORKBENCH PROMO CODE: [BI+\\$29.95BV](#)

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Internet Starter or higher required. Business TV can be added at rate card. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

**BTV Rate Card + BV \$29.95**

WORKBENCH PROMO CODE: [BTV+\\$29.95BV](#)

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Private View C0 or higher or Public View BR0 or higher required. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

**Standard Install NRC Promo**

**(BI Rate Card + BV \$29.95)**

WORKBENCH PROMO CODE: [BI+\\$29.95BV\\_WVI23](#)

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Internet Starter or higher required. Business TV can be added at rate card. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. If 2 or 3play of BI, BV, BTV: 2yr Std install \$49 or 3yr Std install waived. Taxes, Usage, Fees & Equip extra

**Standard Install NRC Promo**

**(BTV Rate Card + BV \$29.95)**

WORKBENCH PROMO CODE: [BTV+\\$29.95BV\\_WVI23](#)

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Private View C0 or higher or Public View BR0 or higher required. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. If 2 or 3play of BI, BV, BTV: 2yr Std install \$49 or 3yr Std install waived. Taxes, Usage, Fees & Equip extra

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

## (Northeast - Greater Boston Region Only)

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### OFFER DESCRIPTION:

Double and Triple Play bundles of Business Internet and Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. \$10 MRC discount off Starter Internet, \$30 MRC discount off Deluxe 25, \$20 MRC Discount off Deluxe 50, \$40 MRC Discount off Deluxe 75, \$50 MRC discount off Deluxe 100+, and \$70 MRC Discount off Deluxe 150.

#### TIMING

LAUNCH DATE: 3/16/2015

EXPIRATION DATE: 8/31/2015

#### AVAILABILITY

DIVISION: **Northeast**

REGIONS: Greater Boston Region Only

SALES CHANNELS: BAE, BSR, OBSR, OTM (Vendor), EAE, Partner, National, Retention

#### BUSINESS RULES

- Minimum 2 Year Term required
- Business Internet Starter or higher Required
- Minimum 1 Full Featured Business Voice Line Required
- \$10 MRC Discount off Full Featured Lines 1-3 for discounted rate of \$29.95 each
- Basic Lines can be added at rate card of \$24.95 each
- 4+ Lines at rate card of \$24.95 each
- Business TV can be added at rate card pricing
- New Customers Only
- Business Voice MRC Discount rolls to rate card at end of original term
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

#### Stack Options

##### Business Internet MRC Discounts

- Starter: \$10 MRC Discount off for discounted rate of \$59.95 – **Business Voice Required**
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 25: \$30 MRC Discount for discounted rate of \$69.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75: \$40 MRC Discount off for discounted rate of \$109.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+: \$50 MRC Discount off for discounted rate of \$149.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150: \$70 MRC Discount off for discounted rate of \$179.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card

Standard Installation Waiver: Minimum 2 Year Term/ Minimum Double Play Required

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

(Northeast - Greater Boston Region Only)

BI	BI Rate Card	BI Promo Discount	BI MRC	# of BV Lines	BV Rate Card	Total BV Rate Card	Total BV Promo Discount	Total BV MRC	BTV	BTV MRC	Total Promo Discount	TOTAL MRC
Starter	\$69.95	(\$10)	\$59.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$20)	\$94.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$30)	\$124.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$40)	\$154.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$40)	\$179.70
Deluxe 25	\$99.95	(\$30)	\$69.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$40)	\$104.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$50)	\$134.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$60)	\$164.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$60)	\$189.70
Deluxe 50	\$109.95	(\$20)	\$89.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$30)	\$124.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$40)	\$154.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$50)	\$184.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$50)	\$209.70
Deluxe 75	\$149.95	(\$40)	\$109.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$40)	\$144.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$50)	\$174.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$60)	\$204.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$60)	\$229.70
Deluxe 100 Plus	\$199.95	(\$50)	\$149.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$50)	\$184.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$60)	\$214.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$70)	\$244.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$70)	\$269.70
Deluxe 150	\$249.95	(\$70)	\$179.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$80)	\$214.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$90)	\$244.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$100)	\$274.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$110)	\$299.70

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines (Northeast - Greater Boston Region Only)

## WORKBENCH OFFER CODES – MRC Discount off BI + \$29.95 BV

<p><b>Starter BI, \$29.95 BV and 2 yr terms</b>  <b>WORKBENCH OFFER CODE:</b>  <b>NED:Starter-\$10_\$29.95_2yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC discount/line (\$29.95/line) Lines 4+ \$24.95. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Starter BI, \$29.95 BV and 3 yr terms</b>  <b>WORKBENCH OFFER CODE:</b> NED:Starter-\$10_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC discount/line (\$29.95/line) Lines 4+ \$24.95. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 25, \$29.95 BV and 2 yr terms</b>  <b>WORKBENCH OFFER CODE:</b> NED:DPTP_D25-\$30_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. 2year term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 25, \$29.95 BV and 2 yr terms</b>  <b>WORKBENCH OFFER CODE:</b> NED:DPTP_D25-\$30_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. BI rolls to \$89.95 in month 25, then rate card in month 37. BV MRC disc roll to rate card end of original term. 3 year term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 50 BI_2 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D50-\$20_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. \$10 MRC discount/line (\$29.95/line) Lines 4+ \$24.95. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 50 BI_3 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D50-\$20_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. \$10 MRC discount/line (\$29.95/line) Lines 4+ \$24.95. BI MRC Disc roll to rate card in mo 25. BV MRC disc roll to rate card end of original term. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 75 BI_2 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D75-\$40_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Disc off Business Internet D75 (\$149.95) for rate of \$109.95. \$10 MRC disc/line (\$29.95/line) orig contract term, roll to rate card. If 2yr term MRC disc rolls to rate card in mo 25. If 3yr term MRC disc rolls to \$20 MRC disc in mo 25 &amp; rate card in mo 37. Min 2yr term reqd. Taxes, Usage, Fees, Equip Extra</p>	<p><b>Deluxe 75 BI_3 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D75-\$40_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Disc off Business Internet D75 (\$149.95) for rate of \$109.95. \$10 MRC discount/line (\$29.95/line) original contract term, roll to rate card. Lines 4+ \$24.95. MRC discount rolls to \$20 MRC discount in mo 25 and rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 100 Plus BI_2 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D100+-\$50_\$29.95_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$50 MRC Disc off Business Internet D100+ (\$199.95) for MRC of \$149.95. \$10 MRC disc/line (\$29.95/line) orig contract term, roll to rate card. If 2yr term MRC disc rolls to rate card in mo 25. If 3yr term MRC disc rolls to \$30 MRC disc in mo 25 &amp; rate card in mo 37. Min 2yr term reqd. Tax, Usage, Fees, Equip Extra</p>	<p><b>Deluxe 100 Plus BI_3 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D100+-\$50_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$50 MRC Disc off Business Internet D100+ (\$199.95) for discounted rate of \$149.95. \$10 MRC discount/line (\$29.95/line) original contract term, roll to rate card. Lines 4+ \$24.95. MRC discount rolls to \$30 MRC discount in mo 25 and rate card in mo 37. 3yr term req'd. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 150 BI_2 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D150-\$70_\$29.9_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$70 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$179.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. MRC Discounts roll to rate card in mo 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 150 BI_3 Year Term</b>  <b>WORKBENCH OFFER CODE:</b> NED:D150-\$70_\$29.95_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$70 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$179.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. BI MRC Disc rolls to \$199.95 in mo 25 then rate card in mo 37. BV MRC Disc rolls to rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>



# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

(Northeast - Greater Boston Region Only)

## STACKED WITH STANDARD INSTALLATION WAIVER

### Stacked with Install Waiver

WORKBENCH OFFER CODE: Select Appropriate OFFER Code

WORKBENCH PROMO CODE: BPOInstallWaiver2/2

PROMO DESCRIPTION: Standard installation Waived with minimum purchase of 2 Business products (Business Internet, Business TV, Business Voice) and minimum 2 Year Term agreement. Taxes, Usage, Fees and Equipment are Extra.

## WORKBENCH PROMO CODES

### BI Rate Card + BV \$29.95

WORKBENCH PROMO CODE: BI+\$29.95BV

PROMO DESCRIPTION: Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Internet Starter or higher required. Business TV can be added at rate card. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

### BTV Rate Card + BV \$29.95

WORKBENCH PROMO CODE: BTV+\$29.95BV

PROMO DESCRIPTION: Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Private View C0 or higher or Public View BR0 or higher required. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

### 2 Product/ 2 Year Term Standard Install Waived

(BI Rate Card + BV \$29.95)

WORKBENCH PROMO CODE: BI+\$29.95BV\_WVI

PROMO DESCRIPTION: Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Internet Starter or higher required. Business TV can be added at rate card. Standard Installation Waived. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

### 2 Product/ 2 Year Term Standard Install Waived

(BTV Rate Card + BV \$29.95)

WORKBENCH PROMO CODE: BTV+\$29.95BV\_WVI

PROMO DESCRIPTION: Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Private View C0 or higher or Public View BR0 or higher required. Standard Installation Waived. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

## (West Division ONLY)

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**\$10 MRC Discount off Business Voice Full Featured Lines 1-3 for a reduced rate of \$29.95ea when purchased in a bundle with Business Internet and/or Business TV. Minimum 2 Year Term required. Can be stacked with Xcelerate Internet MRC Discounts.**

### **TIMING**

**LAUNCH DATE:** 4/15/2015

**EXPIRATION DATE:** 8/21/2015

### **AVAILABILITY**

**DIVISION:** West

**REGIONS:** All Regions

**SALES CHANNELS:** BAE, BSR, OBSR, OTM (Vendor), EAE, Partner, National, Retention

### **BUSINESS RULES**

- Double and Triple Play bundles with Business Voice Full Featured lines at a reduced rate of \$29.95 each.
- Minimum 2 Year Term required
- \$10 MRC Discount off Full Featured Lines 1-3 Only. 4+ lines: \$24.95ea; Basic Lines: \$24.95ea
- \$10 Voice Full Featured Line MRC Discount rolls to rate card at end of original term
- Minimum Double Play Required
  - Business Internet Starter or Higher Required
- New Customers, and Cross-Sell when used with appropriate Cross-Sell promo code
- Business TV at rate card pricing (Video Plus if Private View)
- Business Internet at Rate Card or Promotional Pricing (see below)
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

### **Front Pocket Stack Options**

#### **Triple-Play Business Internet Discount**

- Starter: \$10 MRC Discount (\$59.95) Rolls to Rate Card end of original term regardless of 2 or 3yr term
- Deluxe 25: \$30 MRC Discount (\$69.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$79.95) in month 25, then rate card (\$99.95) in month 37.
- Deluxe 50: \$20 MRC Discount (\$89.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$99.95) in month 25, then rate card (\$109.95) in month 37.
- Deluxe 75: \$20 MRC Discount (\$129.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$139.95) in month 25, then rate card (\$149.95) in month 37.
- Deluxe 100+: \$25 MRC Discount (\$174.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$15 discount (\$184.95) in month 25, then rate card (\$199.95) in month 37.
- Deluxe 150: \$30 MRC Discount (\$219.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$229.95) in month 25, then rate card (\$249.95) in month 37.

#### **Double-Play Business Internet Discount w/ Voice**

- Starter: \$59.95, a \$10 MRC Discount off rate card of \$69.95 (requires voice)
- Deluxe 25: \$79.95, a \$20 MRC Discount off rate card of \$99.95
- Deluxe 50: \$99.95, a \$10 MRC Discount off rate card of \$109.95
- Deluxe 75: \$139.95, a \$10 MRC Discount off rate card of \$149.95
- Deluxe 100 Plus: \$184.95, a \$15 MRC Discount off rate card of \$199.95
- Deluxe 150: \$229.95, a \$20 MRC Discount off rate card of \$249.95

DP with Voice MRC Discounts Roll to rate card end of original term

### **Back Pocket Stack Options**

- Standard Installation Waiver (Minimum 2 Product, Minimum 2 Year Term)



# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

## (West Division ONLY)

Triple Play													
BI Tier	BI Rate Card	BI Promo Discount	BI Promo MRC	# of BV Lines	BV Rate Card	Total BV Rate Card	Total BV Promo Discount	Total BV MRC	BTV	BTV MRC	Total Promo Discount	TOTAL MRC	
Starter	\$69.95	-\$10	\$59.95	1 2 3 4	\$39.95 \$39.95 \$39.95 \$24.95	\$39.95 \$79.90 \$119.85 \$144.90	-\$10 -\$20 -\$30 NA	\$29.95 \$59.90 \$89.85 \$114.80	Basic (C0)	\$4.95	-\$20	\$94.85	
Deluxe 25	\$99.95	-\$30	\$69.95								-\$30	\$124.80	
											-\$40	\$154.75	
											-\$40	\$179.70	
											-\$40	\$104.85	
											-\$50	\$134.80	
											-\$60	\$164.75	
Deluxe 50	\$109.95	-\$20	\$89.95								-\$60	\$189.70	
											-\$30	\$124.85	
											-\$40	\$154.80	
											-\$50	\$184.75	
											-\$50	\$209.70	
											-\$30	\$164.85	
Deluxe 75	\$149.95	-\$20	\$129.95								-\$40	\$194.80	
											-\$50	\$224.75	
											-\$50	\$249.70	
Deluxe 100 Plus	\$199.95	-\$25	\$174.95	-\$35	\$209.85								
				-\$45	\$239.80								
				-\$55	\$269.75								
Deluxe 150	\$249.95	-\$30	\$219.95	-\$55	\$294.70								
				-\$40	\$254.85								
				-\$50	\$284.80								
											-\$60	\$314.75	
												-\$60	\$339.70
Double Play													
BI Tier	BI Rate Card	BI Promo Discount	BI Promo MRC	# of BV Lines	BV Rate Card	Total BV Rate Card	Total BV Promo Discount	Total BV MRC	Total Promo Discount	TOTAL MRC			
Starter	\$69.95	-\$10	\$59.95	1 2 3 4	\$39.95 \$39.95 \$39.95 \$24.95	\$39.95 \$79.90 \$119.85 \$144.90	-\$10 -\$20 -\$30 NA	\$29.95 \$59.90 \$89.85 \$114.80	-\$20	\$89.90			
Deluxe 25	\$99.95	-\$20	\$79.95						-\$30	\$119.85			
									-\$40	\$149.80			
									-\$40	\$174.75			
									-\$30	\$109.90			
									-\$40	\$139.85			
									-\$50	\$169.80			
Deluxe 50	\$109.95	-\$10	\$99.95						-\$50	\$194.75			
									-\$20	\$129.90			
									-\$30	\$159.85			
									-\$40	\$189.80			
									-\$40	\$214.75			
									-\$20	\$169.90			
Deluxe 75	\$149.95	-\$10	\$139.95						-\$30	\$199.85			
									-\$40	\$229.80			
									-\$40	\$254.75			
Deluxe 100 Plus	\$199.95	-\$15	\$184.95	-\$25	\$214.90								
				-\$35	\$244.85								
				-\$45	\$274.80								
Deluxe 150	\$249.95	-\$20	\$229.95	-\$45	\$299.75								
				-\$30	\$259.90								
				-\$40	\$289.85								
									-\$50	\$319.80			
										-\$50	\$344.75		
												CUSTOMERS	

CUSTOMERS



# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

## (West Division ONLY)

### WORKBENCH PROMO CODES – \$29.95 + BI Xcelerate TP Discounts

#### Triple Play Starter BI + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_Starter-\$10\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV, and BTB required. MRC Discounts roll to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Starter BI + \$29.95 BV - 3 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_Starter-\$10\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV, and BTB required. MRC Discounts roll to rate card in month 36. 3yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 25 + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_D25-\$30\_\$29.95\_2yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95ea. Triple play of BI, BV & BTB or min BI + PRI required. BI MRC rolls to rate card in month 25. BV MRC rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 25 + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_D25-\$30\_\$29.95\_3yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95ea. Triple play of BI, BV & BTB or min BI + PRI required. BI MRC rolls to \$79.95 in month 25, then rate card in month 37. BV MRC rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 50 BI + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**  
West:TP/PRI\_D50-\$20\_\$29.95\_2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D50 (\$109.95) for rate of \$89.95. \$10 MRC Disc off BV FF Lines 1-3 for rate of \$29.95ea. 3play of BI, BV & BTB or min BI + PRI required. BI & BV MRC disc rolls to rate card in mo 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play or With PRI: Deluxe 50 + \$29.95BV, 3 Year Term

**WORKBENCH OFFER CODE:**  
West:TP/PRI\_D50-\$20\_\$29.95\_3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D50 (\$109.95) for rate of \$89.95. \$10 MRC Disc off BV FF Lines 1-3 for rate of \$29.95ea. 3play of BI, BV and BTB or min BI + PRI required. BI MRC disc rolls to \$10 in mo 25, rate card in mo 37. BV Disc rolls to rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 75 BI + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_D75-\$20\_\$29.95\_2yr.

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$129.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95ea. Triple play of BI, BV & BTB or min BI + PRI required. BI MRC rolls to rate card in month 25. BV MRC discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 75 BI + \$29.95 BV - 3 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_D75-\$20\_\$29.95\_3yr.

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$129.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95ea. Triple play of BI, BV & BTB or min BI + PRI required. BI MRC rolls to \$139.95 in month 25, then rate card in month 37. BV MRC discount rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 100+ BI + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_D100+-\$25\_\$29.95\_2yr.

**OFFER DESCRIPTION:** \$25 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$174.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95ea. Triple play of BI, BV & BTB or min BI + PRI required. BI MRC rolls to rate card in month 25. BV MRC discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 100+ BI + \$29.95 BV - 3 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_D100+-\$25\_\$29.95\_3yr.

**OFFER DESCRIPTION:** \$25 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$174.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95ea. Triple play of BI, BV & BTB or min BI + PRI required. BI MRC rolls to \$184.95 in month 25, then rate card in month 37. BV MRC discount rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 150 BI + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_D150-\$30\_\$29.95\_2yr.

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$219.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Triple play of BI, BV & BTB or min BI + PRI required. BI MRC rolls to rate card in month 25. BV MRC Discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

#### Triple Play Deluxe 150 BI + \$29.95 BV - 3 Year Term

**WORKBENCH OFFER CODE:**  
West:TP\_D150-\$30\_\$29.95\_3yr.

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$219.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Triple play of BI, BV & BTB or min BI + PRI required. BI MRC rolls to \$229.95 in month 25, then rate card in month 37. BV MRC Discount rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### STACKED WITH STANDARD INSTALLATION WAIVER

#### Stacked with Install Waiver

**WORKBENCH OFFER CODE:** Select Appropriate OFFER Code  
**WORKBENCH PROMO CODE:** BPOInstallWaiver2/2

**PROMO DESCRIPTION:** Standard installation Waived with minimum purchase of 2 Business products (Business Internet, Business TV, Business Voice) and minimum 2 Year Term agreement. Taxes, Usage, Fees and Equipment are Extra.

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines (West Division ONLY)

## WORKBENCH PROMO CODES – \$29.95 + BI Xcelerate DP Discounts

### Double Play Starter BI + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**

West:DP\_Starter-\$10\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Starter BI + \$29.95 BV - 3 Year Term

**WORKBENCH OFFER CODE:**

West:DP\_Starter-\$10\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card in month 36. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 25 + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**

West:DP\_D25-\$20\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. \$10 MRC Discount off Business Voice FF Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. BI and BV MRC rolls to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 25 + \$29.95 BV - 2 Year Term

**WORKBENCH OFFER CODE:**

West:DP\_D25-\$20\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. \$10 MRC Discount off Business Voice FF Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. BI and BV MRC rolls to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 50 BI + \$29.95 - 2 Year Term

**WORKBENCH OFFER CODE:** West:DP\_D50-\$10\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$99.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. MRC Discounts roll to rate card in mo 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 50 BI + \$29.95 - 3 Year Term

**WORKBENCH OFFER CODE:** West:DP\_D50-\$10\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$99.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. MRC Discounts roll to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 75 BI + \$29.95 - 2 Year Term

**WORKBENCH OFFER CODE:** West:DP\_D75-\$10\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$139.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 75 BI + \$29.95 - 3 Year Term

**WORKBENCH OFFER CODE:** West:DP\_D75-\$10\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$139.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 100 Plus BI + \$29.95 - 2 Year Term

**WORKBENCH OFFER CODE:**

West:DP\_D100+-\$15\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$15 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$184.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 100 Plus BI + \$29.95 - 3 Year Term

**WORKBENCH OFFER CODE:**

West:DP\_D100+-\$15\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$15 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$184.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 150 BI + \$29.95 - 2 Year Term

**WORKBENCH OFFER CODE:** West:DP\_D150-\$20\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$229.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 150 BI + \$29.95 - 3 Year Term

**WORKBENCH OFFER CODE:** West:DP\_D150-\$20\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$229.95. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines (West Division ONLY)

## STACKED WITH STANDARD INSTALLATION WAIVER

### Stacked with Install Waiver

WORKBENCH OFFER CODE: Select Appropriate OFFER Code

WORKBENCH PROMO CODE: BPOInstallWaiver2/2

PROMO DESCRIPTION: Standard installation Waived with minimum purchase of 2 Business products (Business Internet, Business TV, Business Voice) and minimum 2 Year Term agreement. Taxes, Usage, Fees and Equipment are Extra.

## WORKBENCH PROMO CODES – New Acquisition

### BI + BV

WORKBENCH PROMO CODE: BI+\$29.95BV

PROMO DESCRIPTION: Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Internet Starter or higher required. Business TV can be added at rate card. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

### 2 Product/ 2 Year Term (BI + BV)

WORKBENCH PROMO CODE: BI+\$29.95BV\_WVI

PROMO DESCRIPTION: Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Internet Starter or higher required. Business TV can be added at rate card. Standard Installation Waived. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

### BTV + BV

WORKBENCH PROMO CODE: BTV+\$29.95BV

PROMO DESCRIPTION: Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Private View C0 or higher or Public View BR0 or higher required. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

### 2 Product/ 2 Year Term (BTV + BV)

WORKBENCH PROMO CODE: BTV+\$29.95BV\_WVI

PROMO DESCRIPTION: Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Private View C0 or higher or Public View BR0 or higher required. Standard Installation Waived. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines (Central Division ONLY)

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**\$10 MRC Discount off Business Voice Full Featured Lines 1-3 for a reduced rate of \$29.95ea when purchased in a bundle with Business Internet and/or Business TV. Minimum 2 Year Term required. Can be stacked with Xcelerate Business Internet MRC Discounts.**

## **TIMING**

**LAUNCH DATE:** 8/22/2013; Updated  
3/22/2014, 1/22/2015  
**EXPIRATION DATE:** 8/31/2015

## **AVAILABILITY**

**DIVISION:** Central  
**REGIONS:** All Regions  
**SALES CHANNELS:** BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

## **BUSINESS RULES**

- Double and Triple Play bundles with Business Voice Full Featured lines at a reduced rate of \$29.95 each.
- Minimum 2 Year Term required
- \$10 MRC Discount off Full Featured Lines 1-3 Only. 4+ lines: \$24.95ea; Basic Lines: \$24.95ea
- \$10 Voice Full Featured Line MRC Discount rolls to rate card at end of original term
- Minimum Double Play Required
  - Business Internet Starter or higher
  - Business TV (Basic or higher)
- New Customer and Cross-Sell when used with appropriate CS promo codes
- Business TV at rate card pricing (Video Plus if Private View)
- Business Internet at Rate Card or Promotional Pricing (see below)
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

## **Front Pocket Stack Options**

- Xcelerate Business Internet MRC Discounts

### Triple Play Business Internet Discount

**Internet D25, D50, D75 and D100+ requires Private View Select TV/Public View Basic TV or higher; D150 requires Private View Variety TV /Public View Basic or higher**

- Starter: \$69.95 - \$10 = \$59.95
- Deluxe 25: \$99.95-\$30 = \$69.95
- Deluxe 50: \$109.95 - \$20 = \$89.95.
- Deluxe 75: \$149.95 - \$20 = \$129.95
- Deluxe 100+: \$199.95 - \$30 = \$169.95
- Deluxe 150: \$249.95- \$40 = \$209.95

### Double Play Business Internet Discount with Voice

- Starter: \$69.95 - \$10 = \$59.95
- Deluxe 25: \$99.95-\$20 = \$79.95
- Deluxe 50: \$109.95 - \$10 = \$99.95
- Deluxe 75: \$149.95 - \$10 = \$139.95
- Deluxe 100+: \$199.95 - \$20 = \$179.95
- Deluxe 150: \$249.95- \$20 = \$229.95

Business Internet MRC Discounts Roll to Rate Card at end of original term

## **Back Pocket Stack Options**

- Standard Installation Waiver
  - 2 year, double or triple play – reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

## (Central Division ONLY)

### Triple Play Pricing

(D25, D50, D75, D100+ requires C0.5/BR0 or higher; D150 requires C1.5/ BR0 or higher; Starter requires C0/ BR0 or higher)

BI	BI Rate Card	BI Promo Discount	BI MRC	# of BV Lines	BV Rate Card	Total BV Rate Card	Total BV Promo Discount	Total BV MRC	BTV	BTV MRC	Total Promo Discount	TOTAL MRC
Starter	\$69.95	(\$10)	\$59.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Basic (C0)	\$4.95	(\$20)	\$94.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$30)	\$124.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$40)	\$154.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$40)	\$179.70
Deluxe 25	\$99.95	(\$30)	\$69.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Select (C0.5)	\$14.95	(\$40)	\$114.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$50)	\$144.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$60)	\$174.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$60)	\$199.70
Deluxe 50	\$109.95	(\$20)	\$89.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Select (C0.5)	\$14.95	(\$30)	\$134.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$40)	\$164.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$50)	\$194.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$50)	\$219.70
Deluxe 75	\$149.95	(\$20)	\$129.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Select (C0.5)	\$14.95	(\$30)	\$174.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$40)	\$184.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$50)	\$234.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$50)	\$259.70
Deluxe 100 Plus	\$199.95	(\$30)	\$169.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Select (C0.5)	\$14.95	(\$40)	\$214.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$50)	\$244.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$60)	\$274.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$60)	\$299.70
Deluxe 150	\$249.95	(\$40)	\$209.95	1	\$39.95	\$39.95	(\$10)	\$29.95	Variety (C1.5)	\$29.95	(\$50)	\$269.85
				2	\$39.95	\$79.90	(\$20)	\$59.90			(\$60)	\$299.80
				3	\$39.95	\$119.85	(\$30)	\$89.85			(\$70)	\$329.75
				4	\$24.95	\$144.90	NA	\$114.80			(\$70)	\$354.70



# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines

## (Central Division ONLY)

Double Play Pricing										
BI	BI Rate Card	BI Promo Discount	BI MRC	# of BV Lines	BV Rate Card	Total BV Rate Card	Total BV Promo Discount	Total BV MRC	Total Promo Discount	TOTAL MRC
Starter	\$69.95	(\$10)	\$59.95	1	\$39.95	\$39.95	(\$10)	\$29.95	(\$20)	\$89.90
				2	\$39.95	\$79.90	(\$20)	\$59.90	(\$30)	\$119.85
				3	\$39.95	\$119.85	(\$30)	\$89.85	(\$40)	\$149.80
				4	\$24.95	\$144.90	NA	\$114.80	(\$40)	\$174.75
Deluxe 25	\$99.95	(\$20)	\$79.95	1	\$39.95	\$39.95	(\$10)	\$29.95	(\$30)	\$109.90
				2	\$39.95	\$79.90	(\$20)	\$59.90	(\$40)	\$139.85
				3	\$39.95	\$119.85	(\$30)	\$89.85	(\$50)	\$169.90
				4	\$24.95	\$144.90	NA	\$114.80	(\$50)	\$194.75
Deluxe 50	\$109.95	(\$10)	\$99.95	1	\$39.95	\$39.95	(\$10)	\$29.95	(\$20)	\$129.90
				2	\$39.95	\$79.90	(\$20)	\$59.90	(\$30)	\$159.85
				3	\$39.95	\$119.85	(\$30)	\$89.85	(\$40)	\$189.80
				4	\$24.95	\$144.90	NA	\$114.80	(\$40)	\$214.75
Deluxe 75	\$149.95	(\$10)	\$139.95	1	\$39.95	\$39.95	(\$10)	\$29.95	(\$20)	\$169.90
				2	\$39.95	\$79.90	(\$20)	\$59.90	(\$30)	\$199.85
				3	\$39.95	\$119.85	(\$30)	\$89.85	(\$40)	\$229.80
				4	\$24.95	\$144.90	NA	\$114.80	(\$40)	\$254.75
Deluxe 100 Plus	\$199.95	(\$20)	\$179.95	1	\$39.95	\$39.95	(\$10)	\$29.95	(\$30)	\$209.90
				2	\$39.95	\$79.90	(\$20)	\$59.90	(\$40)	\$239.85
				3	\$39.95	\$119.85	(\$30)	\$89.85	(\$50)	\$269.80
				4	\$24.95	\$144.90	NA	\$114.80	(\$50)	\$294.75
Deluxe 150	\$249.95	(\$20)	\$229.95	1	\$39.95	\$39.95	(\$10)	\$29.95	(\$40)	\$259.90
				2	\$39.95	\$79.90	(\$20)	\$59.90	(\$50)	\$289.85
				3	\$39.95	\$119.85	(\$30)	\$89.85	(\$60)	\$319.80
				4	\$24.95	\$144.90	NA	\$114.80	(\$60)	\$344.75

# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines (Central Division ONLY)

## WORKBENCH OFFER CODES – \$29.95 + BI Xcelerate Triple Play Discounts

**Triple Play Starter BI + \$29.95 BV - 2 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_Starter-\$10\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 25 BI + \$29.95 BV - 2 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D25-\$30\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C0.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 50 BI + \$29.95 BV - 2 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D50-\$20\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C0.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 75 BI + \$29.95 BV - 2 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D75-\$20\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$129.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C0.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 100+ BI + \$29.95 BV - 2 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D100+-\$30\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$169.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C0.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 150 BI + \$29.95 BV - 2 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D150-\$40\_\$29.95BV2yr

**OFFER DESCRIPTION:** \$40 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$209.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C1.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Starter BI + \$29.95 BV - 3 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_Starter-\$10\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 25 BI + \$29.95 BV - 3 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D25-\$30\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C0.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 50 BI + \$29.95 BV - 3 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D50-\$20\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C0.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 75 BI + \$29.95 BV - 3 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D75-\$20\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$129.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C0.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 100+ BI + \$29.95 BV -3 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D100+-\$30\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$169.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C0.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Triple Play Deluxe 150 BI + \$29.95 BV - 3 Year Term**  
WORKBENCH OFFER CODE: Cen:TP\_D150-\$40\_\$29.95BV3yr

**OFFER DESCRIPTION:** \$40 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$209.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Triple Play of BI, BV and BTB (min C1.5/BR0) or minimum BI + PRI required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### STACKED WITH STANDARD INSTALLATION WAIVER BACK POCKET PROMO

**Stacked with New Acquisition Install Waiver**  
WORKBENCH OFFER CODE: Select Appropriate OFFER Code  
WORKBENCH PROMO CODE: InstallNRCPromo\_WVI23

**PROMO DESCRIPTION:** If 2 Year Term and a double or triple play of Business Internet, Business Voice or Business TV, Standard installation charge is reduced to \$49. If 3 Year Term and a double or triple play of Business Internet, Business Voice, Business TV, Standard Installation charge is waived. 1 year contracts or Single play Orders not eligible.



# Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines (Central Division ONLY)

## WORKBENCH OFFER CODES – \$29.95 + BI Xcelerate Double Play Discounts

<p><b>Double Play Starter BI + \$29.95 BV - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_Starter-\$10_\$29.95BV2yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required.. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Double Play Starter BI + \$29.95 BV - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_Starter-\$10_\$29.95BV3yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Double Play Deluxe 25 BI + \$29.95 BV - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D25-\$30_\$29.95BV2yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Double Play Deluxe 25 BI + \$29.95 BV - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D25-\$20_\$29.95BV3yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. \$10 MRC Discount off Business Voice FF Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Double Play Deluxe 50 BI + \$29.95 BV - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D50-\$10_\$29.95BV2yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$99.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Double Play Deluxe 50 BI + \$29.95 BV - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D50-\$10_\$29.95BV3yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$99.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Double Play Deluxe 75 BI + \$29.95 BV - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D75-\$10_\$29.95BV2yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$139.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Double Play Deluxe 75 BI + \$29.95 BV - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D75-\$10_\$29.95BV3yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$139.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Double Play Deluxe 100+ BI + \$29.95 BV - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D100+-\$20_\$29.95BV2yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$179.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Double Play Deluxe 100+ BI + \$29.95 BV - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D100+-\$20_\$29.95BV3yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$179.95. \$10 MRC Discount off Business Voice FF Lines1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Double Play Deluxe 150 BI + \$29.95 BV - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D150-\$20_\$29.95BV2yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$229.95. \$10 MRC Discount off Business Voice FF Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Double Play Deluxe 150 BI + \$29.95 BV - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:DP_D150-\$20_\$29.95BV3yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$229.95. \$10 MRC Discount off Business Voice FF Lines 1-3 for discounted rate of \$29.95ea. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>

### STACKED WITH STANDARD INSTALLATION WAIVER BACK POCKET PROMO

**Stacked with New Acquisition Install Waiver**  
WORKBENCH OFFER CODE: Select Appropriate OFFER Code  
WORKBENCH PROMO CODE: InstallNRCPromo\_WVI23

**PROMO DESCRIPTION:** If 2 Year Term and a double or triple play of Business Internet, Business Voice or Business TV, Standard installation charge is reduced to \$49. If 3 Year Term and a double or triple play of Business Internet, Business Voice, Business TV, Standard Installation charge is waived. 1 year contracts or Single play Orders not eligible.

Double and Triple Play Bundles With \$29.95 Full Featured Business Voice Lines  
(Central Division ONLY)

WORKBENCH PROMO CODES: BI and BTV at rate card + \$29.95 BV

<p><b>BI + BV</b> WORKBENCH PROMO CODE: BI+\$29.95BV</p> <p><b>PROMO DESCRIPTION:</b> Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Internet Starter or higher required. Business TV can be added at rate card. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.</p>	<p><b>BTV + BV</b> WORKBENCH PROMO CODE: BTV+\$29.95BV</p> <p><b>PROMO DESCRIPTION:</b> Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Private View C0 or higher or Public View BR0 or higher required. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.</p>
<p><b>STACKED WITH STANDARD INSTALLATION WAIVER BACK POCKET PROMO</b></p>	
<p><b>BI + \$29.95 BV + Standard Installation Waiver</b> WORKBENCH PROMO CODE: BI+\$29.95BV_WVI23</p> <p><b>PROMO DESCRIPTION:</b> Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Internet Starter or higher required. Business TV can be added at rate card. 2 or 3 yr term required. BV MRC discount rolls to rate card at end of original term. If 2 or 3play of BI, BV, BTV: 2yr Std install \$49 or 3yr Std install waived. Taxes, Usage, Fees &amp; Equip extra</p>	
<p><b>BTV + \$29.95 BV + Standard Installation Waiver</b> WORKBENCH PROMO CODE: BTV+\$29.95BV_WVI23</p> <p><b>PROMO DESCRIPTION:</b> Business Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Business Private View C0 or higher or Public View BR0 or higher required. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. If 2 or 3play of BI, BV, BTV: 2yr Std install \$49 or 3yr Std install waived. Taxes, Usage, Fees &amp; Equip extra</p>	

# Double and Triple Play Bundles with \$24.95 Full Featured Business Voice Lines

(Northeast – Freedom, Beltway, Keystone, Western New England)

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## OFFER DESCRIPTION:

\$15 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each. Double or Triple Play with Internet required. Business Internet Deluxe 25 or higher required. Minimum 2 Year Term required.

### TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

### AVAILABILITY

DIVISION: **Northeast**

REGIONS: Freedom, Beltway, Keystone, WNE

SALES CHANNELS: BAE, BSR, OBSR, OTM (Vendor), EAE, Partner, National, Retention

### BUSINESS RULES

- Minimum 2 Year Term required (3 year if stack of BPO)
- Double or Triple Play with Internet Required
- \$15 MRC Discount off Business Voice Full Featured Line 1-3 for discounted rate of \$24.95 each; 4+ lines at rate card of \$24.95 each; Basic Lines at rate card of \$24.95 each
- Business Internet Deluxe 25 or higher Required
- Business Voice Roll Guidelines
  - \$15 MRC Discount off Business Voice
    - If 2 yr term, in month 25, Full Featured Lines 1-3 roll to rate card
    - If 3 yr term, in month 25 Full Featured Lines roll to a \$10 MRC discount (\$29.95ea), then to rate card in month 37
    - Basic Lines and 4+ Lines remain at rate card for the duration of the original term
- Business TV can be added at rate card
- New Customers Only
- Taxes, Usage, Fees and Equipment are Extra

### **Stack Options**

- Deluxe 25: \$30 MRC Discount for discounted rate of \$69.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75: \$40 MRC Discount off rate card for discounted rate of \$109.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+: \$50 MRC Discount off rate card for discounted rate of \$199.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150: \$70 MRC Discount off rate card for discounted rate of \$249.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card
- **Can be Stacked with Standard Install NRC Promo**
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**

# Double and Triple Play Bundles with \$24.95 Full Featured Business Voice Lines

## (Northeast – Freedom, Beltway, Keystone, Western New England)

Front Pocket: MRC Discounts off D25, D50, D75, D100+ & D150 + \$24.95 Business Voice Lines

When bundling with Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

**SELECT OFFER CODE**

- NED:DP\_D25-\$30\_BV2yr
- NED:DP\_D25-\$30\_BV3yr
- NED:TP\_D25-\$30\_2yr
- NED:TP\_D25-\$30\_3yr
- NED:D50-\$20\_2yr
- NED:D50-\$20\_3yr
- NED:D75-\$40\_2yr
- NED:D75-\$40\_3yr
- NED:D100+-\$50\_2yr
- NED:D100+-\$50\_3yr
- NED:D150-\$70\_2yr
- NED:D150-\$70\_3yr

**D25, D50, D75, D100+, D150 + \$24.95 BV**  
**WORKBENCH PROMO CODE: \$24.95BusinessVoice**

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. If 2yr term, MRC Discounts rolls to rate card in month 25. If 3yr term, FF lines 1-3 roll to \$29.95ea in month 25, then rate card in month 37. Minimum 2 Year Term required. Business Internet or Business TV Required. Taxes, Usage, Fees and Equipment are extra

**D25, D50, D75, D100+, D150 + \$24.95 BV; Installation Waived**  
**WORKBENCH PROMO CODE: \$24.95BusinessVoice\_WVI23**

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. If 2yr term, MRC Discounts rolls to rate card in month 25. If 3yr term, FF lines 1-3 roll to \$29.95ea in month 25, then rate card in month 37. Minimum 2 Year Term required. Business Internet or Business TV Required. If 2 or 3play BI, BV or BTV, if 2yr Std install \$49 or if 3yr waived. Taxes, Usage, Fees & Equip extra

# Double and Triple Play Bundles with \$24.95 Full Featured Business Voice Lines

(Northeast - Greater Boston Region Only)

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## OFFER DESCRIPTION:

\$15 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each. Double or Triple Play with Internet required. Business Internet Deluxe 25 or higher required. Minimum 2 Year Term required.

## TIMING

LAUNCH DATE: 3/16/2015

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: Northeast

REGIONS: Greater Boston Region

SALES CHANNELS: BAE, BSR, OBSR, OTM (Vendor), EAE, Partner, National, Retention

## BUSINESS RULES

- Minimum 2 Year Term required (3 year if stack of BPO)
- Double or Triple Play with Internet Required
- \$15 MRC Discount off Business Voice Full Featured Line 1-3 for discounted rate of \$24.95 each; 4+ lines at rate card of \$24.95 each; Basic Lines at rate card of \$24.95 each
- Business Internet Deluxe 25 or higher Required
- Business Voice Roll Guidelines
  - \$15 MRC Discount off Business Voice
    - If 2 yr term, in month 25, Full Featured Lines 1-3 roll to rate card
    - If 3 yr term, in month 25 Full Featured Lines roll to a \$10 MRC discount (\$29.95ea), then to rate card in month 37
    - Basic Lines and 4+ Lines remain at rate card for the duration of the original term
- Business TV can be added at rate card
- New Customers Only
- Taxes, Usage, Fees and Equipment are Extra

## Stack Options

- Deluxe 25: \$30 MRC Discount for discounted rate of \$69.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75: \$40 MRC Discount off rate card for discounted rate of \$109.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+: \$50 MRC Discount off rate card for discounted rate of \$199.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150: \$70 MRC Discount off rate card for discounted rate of \$249.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card

**Standard Installation Waiver: Minimum 2 Year Term/ Minimum Double Play Required**

# Double and Triple Play Bundles with \$24.95 Full Featured Business Voice Lines

(Northeast - Greater Boston Region Only)

## Front Pocket: MRC Discounts off D50, D75, D100+ & D150 + \$24.95 Business Voice Lines

When bundling with Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

**SELECT OFFER CODE**

- NED:DP\_D25-\$30\_BV2yr
- NED:DP\_D25-\$30\_BV3yr
- NED:TP\_D25-\$30\_2yr
- NED:TP\_D25-\$30\_3yr
- NED:D50-\$20\_2yr
- NED:D50-\$20\_3yr
- NED:D75-\$40\_2yr
- NED:D75-\$40\_3yr
- NED:D100+-\$50\_2yr
- NED:D100+-\$50\_3yr
- NED:D150-\$70\_2yr
- NED:D150-\$70\_3yr

**D25, D50, D75, D100+, D150 + \$24.95 BV**  
**WORKBENCH PROMO CODE: \$24.95BusinessVoice**

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. If 2yr term, MRC Discounts rolls to rate card in month 25. If 3yr term, FF lines 1-3 roll to \$29.95ea in month 25, then rate card in month 37. Minimum 2 Year Term required. Business Internet or Business TV Required. Taxes, Usage, Fees and Equipment are extra

**D25, D50, D75, D100+, D150 + \$24.95 BV; Installation Waived**  
**WORKBENCH PROMO CODE: \$24.95BusinessVoice\_WVI**

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. If 2yr term, MRC Discounts rolls to rate card in month 25. If 3yr term, Full Featured lines 1-3 roll to \$29.95ea in month 25, then rate card in month 37. Minimum 2 Year Term required. Business Internet or Business TV Required. Standard Install Waived Taxes, Usage, Fees & Equip extra

# Double and Triple Play Bundles with Minimum 3 \$24.95 Voice Full Featured Lines and Deluxe 75 Business Internet (Central Division Only)

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Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. Minimum 3 Full Featured lines required and minimum Deluxe 75 Business Internet Required. Business TV can be added at rate card. Full Featured Lines 1-3 roll to \$29.95ea in month 13 and to rate card at end of original term (Month 25 if 24 month contract or Month 37 if 36 month contract).

## TIMING

LAUNCH DATE: 7/22/2014

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **Central**

REGIONS: All Regions

SALES CHANNELS: BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

## BUSINESS RULES

- Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card
- Minimum 3 Full Featured Business Voice Lines Required
- Full Featured Lines 1-3 roll to \$29.95ea in month 13 and to rate card at end of original term (Month 25 if 24 month contract or Month 37 if 36 month contract)
- Minimum 2 Year Term required
- New Customers Only
- **Minimum Deluxe 75 Business Internet Required**
- Business TV can be added at rate card.
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

## STACK OPTIONS

- Business Internet Double Play MRC Discounts with Business Voice
  - Deluxe 75: \$10 MRC Discount off for discounted rate of \$139.95
  - Deluxe 100 Plus: \$20 MRC Discount off for discounted rate of \$179.95
  - Deluxe 150: \$20 MRC Discount off for discounted rate of \$229.95
- Business Internet Triple Play MRC Discounts  
(D75 and D100+) requires Private View Select TV/Public View Basic TV or higher  
D150 requires Private View Variety TV /Public View Basic or higher  
Deluxe 75: \$20 MRC Discount off for discounted rate of \$129.95
  - Deluxe 100 Plus: \$30 MRC Discount off for discounted rate of \$169.95
  - Deluxe 150: \$40 MRC Discount off for discounted rate of \$209.95
- Public View Sports and Entertainment Deluxe for \$149.95, an \$40 MRC Discount. Deluxe 50 Internet or Higher Required
- Public View Digital Deluxe for \$89.95, a \$20 MRC Discount
- Standard Installation Waiver
  - 2 year, double or triple play – Reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC



# Double and Triple Play Bundles with Minimum 3 \$24.95 Voice Full Featured Lines and Deluxe 75 Internet (Central Division Only)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Double or Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### Double Play BI MRC Discounts (with Voice)

Cen:DP\_BID75-\$10\_2yr  
Cen:DP\_BID75-\$10\_3yr  
Cen:VoiceDP\_BID100+-\$20\_2yr  
Cen:VoiceDP\_BID100+-\$20\_3yr  
Cen:DP\_D150-\$20\_2yr  
Cen:DP\_D150-\$20\_3yr

### Triple Play BI MRC Discounts

Cen:TP\_BID75-\$20\_2yr  
Cen:TP\_BID75-\$20\_3yr  
Cen:TP\_BID100+-\$30\_2yr  
Cen:TP\_BID100+-\$30\_3yr  
Cen:TP\_D150-\$40\_2yr  
Cen:TP\_D150-\$40\_3yr

## New Acquisition

### Central \$24.95

WORKBENCH PROMO CODE: Cen\_\$24.95BV\_D75+

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. Minimum 3 Full Featured lines required and minimum Deluxe 75 Business Internet Required. Business TV can be added at rate card. Full Featured Lines 1-3 roll to \$29.95ea in month 13 and to rate card at end of original term (Month 25 if 24 month contract or Month 37 if 36 month contract). Minimum 2 yr term required. Taxes, Usage, Fees, Equip are Extra.

### Central \$24.95; Install Waived

WORKBENCH PROMO CODE: Cen\_\$24.95BV\_D75+\_WVI23

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. Min 3 Full Featured lines and min Deluxe 75 Business Internet Required. Business TV can be added at rate card. If 2 or 3play of BI, BV or BTV: 2yr Std install \$49 or if 3yr Std install waived. FF Lines 1-3 roll to \$29.95ea in month 13 and to rate card at end of original term (Mo 25 if 24mo contract or Mo 37 if 36 mo contract). 2 or 3 year term required. Taxes, Usage, Fees, Equip Extra

### Central \$24.95 + BR5

WORKBENCH PROMO CODE: Cen\_\$24.95BV\_BR5\_D75+

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a rate of \$24.95ea, a \$15 MRC disc off rate card. Minimum 3 Full Featured lines & min Deluxe 75 Business Internet required. Full Featured Lines 1-3 roll to \$29.95ea in mo 13 & to rate card end of original term (Mo 25 if 24 mo contract or Mo 37 if 36 month contract). \$40 MRC Disc off Public View Sports & Ent Deluxe BTV. BTV MRC Disc rolls to rate card end of original term. Min 2 yr term req'd. Taxes, Usage, Fees, Equip are Extra

### Central \$24.95 + BR5; Install Waived

WORKBENCH PROMO CODE:  
Cen\_\$24.95BV\_BR5\_D75+\_WVI23

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a rate of \$24.95ea, a \$15 MRC disc off rate card. Minimum 3 Full Featured lines & min Deluxe 75 Business Internet required. If 2 or 3play of BI, BV or BTV: 2yr Std install \$49 or if 3yr Std install waived. Full Featured Lines 1-3 roll to \$29.95ea in mo 13 & to rate card end of original term. \$40 MRC Disc off Public View Sports & Ent Deluxe BTV. BTV MRC Disc rolls to rate card end of original term. Min 2 yr term req'd. Taxes, Usage, Fees, Equip are Extra

### Central \$24.95 + BR3

WORKBENCH PROMO CODE: Cen\_\$24.95BV\_BR3\_D75+

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a rate of \$24.95ea, a \$15 MRC disc off rate card. Minimum 3 Full Featured lines & min Deluxe 75 Business Internet required. Full Featured Lines 1-3 roll to \$29.95ea in mo 13 & to rate card end of original term (Mo 25 if 24 mo contract or Mo 37 if 36 month contract). \$20 MRC Disc off Public View Digital Deluxe BTV. BTV MRC Disc rolls to rate card end of original term. Minimum 2 yr term req'd. Taxes, Usage, Fees, Equip are Extra

### Central \$24.95 + BR3; Install Waived

WORKBENCH PROMO CODE:  
Cen\_\$24.95BV\_BR3\_D75+\_WVI23

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a rate of \$24.95ea, a \$15 MRC disc off rate card. Minimum 3 Full Featured lines & min Deluxe 75 Business Internet required. If 2 or 3play of BI, BV or BTV: 2yr Std install \$49 or if 3yr Std install waived. Full Featured Lines 1-3 roll to \$29.95ea in mo 13 & to rate card end of original term. \$20 MRC Disc off Public View Digital Deluxe BTV. BTV MRC Disc rolls to rate card end of original term. Minimum 2 yr term req'd. Taxes, Usage, Fees, Equip are Extra



# Xcelerate Business Internet MRC Discounts– Single, Double or Triple Play (West Division)

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## Xcelerate Business Internet MRC Discounts in a Single, Double or Triple Play.

### Single Play

- **Deluxe 50:** \$99.95, a \$10 MRC Discount off rate card of \$109.95

### Double Play with Voice or TV

- **Starter:** \$59.95, a \$10 discount off rate card of \$69.95 (requires Business Voice)
- **Deluxe 25:** \$79.95, a \$20 MRC Discount off rate card of \$99.95
- **Deluxe 50:** \$99.95, a \$10 MRC Discount off rate card of \$109.95
- **Deluxe 75:** \$139.95, a \$10 MRC Discount off rate card of \$149.95
- **Deluxe 100 Plus:** \$184.95, a \$15 MRC Discount off rate card of \$199.95
- **Deluxe 150:** \$229.95, a \$20 MRC Discount off rate card of \$249.95

### Triple Play or with PRI

- **Starter:** \$59.95, a \$10 discount off rate card of \$69.95 (requires Business Voice)
- **Deluxe 25:** \$69.95, a \$30 MRC Discount
- **Deluxe 50:** \$89.95, a \$20 MRC Discount off rate card of \$109.95
- **Deluxe 75:** \$129.95, a \$20 MRC Discount off rate card of \$149.95
- **Deluxe 100 Plus:** \$174.95, a \$25 MRC Discount off rate card of \$199.95
- **Deluxe 150:** \$219.95, a \$30 MRC Discount off rate card of \$249.95

### **TIMING**

**LAUNCH DATE:** 4/15/2015

**EXPIRATION DATE:** 8/21/2015

### **AVAILABILITY**

**DIVISION:** West

**REGIONS:** All Regions

**SALES CHANNELS:** BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### **BUSINESS RULES**

- Minimum 2 Year Term required
- Single Play of Business Internet: Deluxe 50 Only
- Double Play Discount with Internet and Voice or Internet and TV
- Triple Play MRC Discount requires 3 Play of Internet, Voice & TV OR Minimum Internet & PRI/ Internet & Business Voice Edge
- New Customers and Cross-Sell when used with appropriate CS promo
- Business TV at rate card pricing (Video Plus if Private View)
- Business Voice can be added at Voice Plus Rate Card
  - Full Featured Lines 1-3: \$39.95 ea; 4+ Lines: \$24.95 ea; Basic Lines: \$24.95 each
- Can be stacked with standard installation waiver if min 2 Year Term and 2 or 3play
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

### **BI MRC Discounts “Roll To” Details**

#### Single Play

- Internet MRC Discount rolls to rate card at end of original term regardless of 2 or 3yr term

#### Double Play with Business TV

- Internet MRC Discount for D75 and higher rolls to rate card in month 25. Deluxe 50 Internet MRC Discount rolls to rate card at end original term.

#### Double Play with Business Voice

- Internet MRC Discount rolls to rate card at end of original term regardless of 2 or 3yr term

#### Triple Play or with PRI/ BVE

- Starter: Rolls to Rate Card end of original term regardless of 2 or 3yr term
- Deluxe 25: If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$79.95) in month 25, then rate card (\$99.95) in month 37.
- Deluxe 50: If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$99.95) in month 25, then rate card (\$109.95) in month 37.
- Deluxe 75: If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$139.95) in month 25, then rate card (\$149.95) in month 37.
- Deluxe 100+: If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$15 discount (\$184.95) in month 25, then rate card (\$199.95) in month 37.
- Deluxe 150: If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$229.95) in month 25, then rate card (\$249.95) in month 37.

# Business Internet MRC Discounts– Single, Double or Triple Play

## (West Division)

WEST DIVISION															
Speed Tier	Speed	Rate Card MRC	Business Internet Xcelerate Promotion 2015												
			Single Play			Double Play With Business Voice			Double Play With Business TV			Triple Play			
			MRC Discount	Promo MRC	Roll Info	MRC Discount	Promo MRC	Roll Info	MRC Discount	Promo MRC	Roll Info	MRC Discount	Promo MRC	Roll Info	
Basic Connect (Retention)	1.5/512k	\$49.95	No Promo			No Promo			No Promo			No Promo			
Standard Connect (Retention)	7/1	\$54.95	No Promo			No Promo			No Promo			No Promo			
Starter	16/3	\$69.95	No Promo			(\$10.00)	\$59.95 (With Voice)	MRC Discounts roll to rate card at end of original term	No Promo			(\$10.00)	\$59.95	MRC Discounts roll to rate card at end of original term	
Deluxe 25	25/10	\$99.95	(\$10.00)	\$89.95	MRC Discounts roll to rate card at end of original term	(\$20.00)	\$79.95	MRC Discounts roll to rate card at end of original term	(\$20.00)	\$79.95	MRC Discounts roll to rate card in month 25	(\$30.00)	\$69.95	2 YEAR TERM: MRC rolls to rate card in month 25	3 YEAR TERM: Rolls to \$79.95 in month 25; rate card in month 37.
Deluxe 50	50/10	\$109.95	(\$10.00)	\$99.95	MRC Discounts roll to rate card at end of original term	(\$10.00)	\$99.95	MRC Discounts roll to rate card at end of original term	(\$10.00)	\$99.95	MRC Discounts roll to rate card at end of original term	(\$20.00)	\$89.95	2 YEAR TERM: MRC rolls to rate card in month 25	3 YEAR TERM: Rolls to \$99.95 in month 25; rate card in month 37.
Deluxe 75	75/15	\$149.95	No Promo			(\$10.00)	\$139.95	MRC Discounts roll to rate card at end of original term	(\$10.00)	\$139.95	MRC Discounts roll to rate card in month 25	(\$20.00)	\$129.95	2 YEAR TERM: MRC rolls to rate card in month 25	3 YEAR TERM: Rolls to \$139.95 in month 25; rate card in month 37.
Deluxe 100 Plus	100/20	\$199.95	No Promo			(\$15.00)	\$184.95	MRC Discounts roll to rate card at end of original term	(\$15.00)	\$184.95	MRC Discounts roll to rate card in month 25	(\$25.00)	\$174.95	2 YEAR TERM: MRC rolls to rate card in month 25	3 YEAR TERM: Rolls to \$184.95 in month 25; rate card in month 37.
Deluxe 150	150/20	\$249.95	No Promo			(\$20.00)	\$229.95	MRC Discounts roll to rate card at end of original term	(\$20.00)	\$229.95	MRC Discounts roll to rate card in month 25	(\$30.00)	\$219.95	2 YEAR TERM: MRC rolls to rate card in month 25	3 YEAR TERM: Rolls to \$229.95 in month 25; rate card in month 37.

# Business Internet MRC Discounts– Single, Double or Triple Play (West Division)

## WORKBENCH OFFER CODES – New Acquisition: Single Play

<b>Single Play Deluxe 50 BI – 2 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:SP_D50-\$10_2yr  <b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Deluxe 50 (\$109.95) for discounted rate of \$99.95. MRC Discounts roll to rate card in month 25. Single Play of Business Internet D50 required. 2yr term required. Taxes, Usage, Fees, Equip are Extra	<b>Single Play Deluxe 50 BI - 3 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:SP_D50-\$10_3yr  <b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Deluxe 50 (\$109.95) for discounted rate of \$99.95. MRC Discounts roll to rate card in month 37. Single Play of Business Internet D50 required. 3yr term required. Taxes, Usage, Fees, Equip are Extra
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## WORKBENCH OFFER CODES – New Acquisition: Double Play w/ Business Voice

<b>Double Play Starter BI + BV – 2 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_Starter-\$10_2yr  <b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter with purchase of Business Voice. MRC Discount rolls to rate card at end of original term. 2yr term required. Taxes, Usage, Fees, Equip are extra.	<b>Double Play Starter BI + BV - 3 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_Starter-\$10_3yr  <b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter with purchase of Business Voice. MRC Discount rolls to rate card at end of original term. 3yr term required. Taxes, Usage, Fees, Equip are extra.
<b>Double Play Deluxe 25 + BV – 2 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_BID25-\$20_BV2yr  <b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. Double Play of BI + BV required. BI MRC rolls to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra	<b>Double Play Deluxe 25 + BV – 3 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_BID25-\$20_BV3yr  <b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. Double Play of BI + BV required. BI MRC rolls to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra
<b>Double Play Deluxe 50 BI + BV – 2 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_D50-\$10_BV2yr  <b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Deluxe 50 (\$109.95) for discounted rate of \$99.95. Double Play with BV required. BI MRC discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra	<b>Double Play Deluxe 50 BI + BV - 3 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_D50-\$10_BV3yr  <b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Deluxe 50 (\$109.95) for discounted rate of \$99.95. Double Play with BV required. BI MRC discount rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra
<b>Double Play Deluxe 75 BI + BV – 2 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_D75-\$10_BV2yr  <b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$139.95. Double Play with BV required. BI MRC Discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra	<b>Double Play Deluxe 75 BI + BV - 3 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_D75-\$10_BV3yr  <b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$139.95. Double Play with BV required. BI MRC Discount rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra
<b>Double Play Deluxe 100 Plus BI + BV – 2 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_D100+-\$15_BV2yr  <b>OFFER DESCRIPTION:</b> \$15 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$184.95. Double Play with BV required. BI MRC Discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra	<b>Double Play Deluxe 100 Plus BI + BV – 3 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_D100+-\$15_BV3yr  <b>OFFER DESCRIPTION:</b> \$15 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$184.95. Double Play with BV required. BI MRC Discount rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra
<b>Double Play Deluxe 150 BI + BV – 2 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_D150-\$20_BV2yr  <b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$229.95. Double Play with BV required. BI MRC Discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra	<b>Double Play Deluxe 150 BI + BV – 3 Year Term</b> <b>WORKBENCH OFFER CODE:</b> West:DP_D150-\$20_BV3yr  <b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$229.95. Double Play with BV required. BI MRC Discount rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

## STACKED WITH STANDARD INSTALLATION WAIVER

### Stacked with Install Waiver

**WORKBENCH OFFER CODE:** Select Appropriate OFFER Code

**WORKBENCH PROMO CODE:** BPOInstallWaiver2/2

**PROMO DESCRIPTION:** Standard installation Waived with minimum purchase of 2 Business products (Business Internet, Business TV, Business Voice) and minimum 2 Year Term agreement. Taxes, Usage, Fees and Equipment are Extra.

# Business Internet MRC Discounts– Single, Double or Triple Play (West Division)

## WORKBENCH OFFER CODES – New Acquisition: Double Play w/ Business TV

**Double Play Deluxe 25 BI + BTV - 2 Year Term**  
WORKBENCH OFFER CODE: West:DP\_BID25-\$20\_TV2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. Double Play of BI + BTV required. BI MRC rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 25 BI + BTV - 3 Year Term**  
WORKBENCH OFFER CODE: West:DP\_BID25-\$20\_TV3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. Double Play of BI + BTV required. BI MRC rolls to rate card in month 25. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 50 BI + BTV – 2 Year Term**  
WORKBENCH OFFER CODE: West:DP\_D50-\$10\_TV2yr.

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 50 (\$109.95) for discounted rate of \$99.95. Double Play with BTV required. BI MRC discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 50 BI + BTV - 3 Year Term**  
WORKBENCH OFFER CODE: West:DP\_D50-\$10\_TV3yr.

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 50 (\$109.95) for discounted rate of \$99.95. Double Play with BTV required. BI MRC discount rolls to rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 75 BI + BTV – 2 Year Term**  
WORKBENCH OFFER CODE: West:DP\_D75-\$10\_TV2yr.

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$139.95. Double Play with BTV required. BI MRC Discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 75 BI + BTV - 3 Year Term**  
WORKBENCH OFFER CODE: West:DP\_D75-\$10\_TV3yr.

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$139.95. Double Play with BTV required. BI MRC Discount rolls to rate card in month 25. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 100 Plus BI + BTV - 2 Year Term**  
WORKBENCH OFFER CODE: West:DP\_D100+-\$15\_TV2yr.

**OFFER DESCRIPTION:** \$15 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$184.95. Double Play with BTV required. BI MRC Discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 100 Plus BI + BTV – 3 Year Term**  
WORKBENCH OFFER CODE: West:DP\_D100+-\$15\_TV3yr.

**OFFER DESCRIPTION:** \$15 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$184.95. Double Play with BTV required. BI MRC Discount rolls to rate card in month 25. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 150 BI + BTV– 2 Year Term**  
WORKBENCH OFFER CODE: West:DP\_D150-\$20\_TV2yr.

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$229.95. Double Play with BTV required. BI MRC Discount rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 150 BI + BTV– 3 Year Term**  
WORKBENCH OFFER CODE: West:DP\_D150-\$20\_TV3yr.

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$229.95. Double Play with BTV required. BI MRC Discount rolls to rate card in month 25. 3yr term required. Taxes, Usage, Fees, Equip are Extra

## STACKED WITH STANDARD INSTALLATION WAIVER

**Stacked with Install Waiver**  
WORKBENCH OFFER CODE: Select Appropriate OFFER Code  
WORKBENCH PROMO CODE: BPOInstallWaiver2/2

**PROMO DESCRIPTION:** Standard installation Waived with minimum purchase of 2 Business products (Business Internet, Business TV, Business Voice) and minimum 2 Year Term agreement. Taxes, Usage, Fees and Equipment are Extra.

# Business Internet MRC Discounts– Single, Double or Triple Play (West Division)

## WORKBENCH OFFER CODES – New Acquisition: Triple Play or with PRI

### Triple Play Starter BI - 2 Year Term

WORKBENCH OFFER CODE: West:TP\_Starter-\$10\_2yr

OFFER DESCRIPTION: \$10 MRC Discount off BI Starter for discounted rate of \$59.95 with purchase of Business Voice. MRC Discounts roll to rate card end of original term. BI, BV & BTV Required. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play Starter BI - 3 Year Term

WORKBENCH OFFER CODE: West:TP\_Starter-\$10\_3yr

OFFER DESCRIPTION: \$10 MRC Discount off BI Starter for discounted rate of \$59.95 with purchase of Business Voice. MRC Discounts roll to rate card end of original term. BI, BV & BTV Required. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play: Deluxe 25, 2 Year Term

WORKBENCH OFFER CODE: West:TP\_D25-\$30\_2yr

OFFER DESCRIPTION: \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. Triple play of BI, BV & BTV or min BI + PRI required. BI MRC rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play: Deluxe 25, 3 Year Term

WORKBENCH OFFER CODE: West:TP\_D25-\$30\_3yr

OFFER DESCRIPTION: \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. Triple play of BI, BV & BTV or min BI + PRI required. BI MRC rolls to \$79.95 in month 25, then rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play: Deluxe 50, 2 Year Term

WORKBENCH OFFER CODE: West:TP/PRI\_D50-\$20\_2yr

OFFER DESCRIPTION: \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. Triple play of BI, BV and BTV or minimum BI + PRI required. BI MRC disc rolls to rate card in mo 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra.

### Triple Play: Deluxe 50, 3 Year Term

WORKBENCH OFFER CODE: West:TP/PRI\_D50-\$20\_3yr

OFFER DESCRIPTION: \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. Triple play of BI, BV and BTV or minimum BI + PRI required. BI MRC disc rolls to \$10 in mo 25, rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra.

### Triple Play Deluxe 75 BI - 2 Year Term

WORKBENCH OFFER CODE: West:TP\_D75-\$20\_2yr.

OFFER DESCRIPTION: \$20 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$129.95. Triple play of BI, BV & BTV or min BI + PRI required. BI MRC rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play Deluxe 75 BI - 3 Year Term

WORKBENCH OFFER CODE: West:TP\_D75-\$20\_3yr.

OFFER DESCRIPTION: \$20 MRC Discount off Business Internet Deluxe 75 (\$149.95) for discounted rate of \$129.95. Triple play of BI, BV & BTV or min BI + PRI required. BI MRC rolls to \$139.95 in month 25, then rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play Deluxe 100+ BI - 2 Year Term

WORKBENCH OFFER CODE: West:TP\_D100+-\$25\_2yr.

OFFER DESCRIPTION: \$25 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$174.95. Triple play of BI, BV & BTV or min BI + PRI required. BI MRC rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play Deluxe 100+ BI - 3 Year Term

WORKBENCH OFFER CODE: West:TP\_D100+-\$25\_3yr.

OFFER DESCRIPTION: \$25 MRC Discount off Business Internet Deluxe 100+ (\$199.95) for discounted rate of \$174.95. Triple play of BI, BV & BTV or min BI + PRI required. BI MRC rolls to \$184.95 in month 25, then rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play Deluxe 150 BI - 2 Year Term

WORKBENCH OFFER CODE: West:TP\_D150-\$30\_2yr.

OFFER DESCRIPTION: \$30 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$219.95. Triple play of BI, BV & BTV or min BI + PRI required. BI MRC rolls to rate card in month 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play Deluxe 150 BI – 3 Year Term

WORKBENCH OFFER CODE: West:TP\_D150-\$30\_3yr.

OFFER DESCRIPTION: \$30 MRC Discount off Business Internet Deluxe 150 (\$249.95) for discounted rate of \$219.95. Triple play of BI, BV & BTV or min BI + PRI required. BI MRC rolls to \$229.95 in month 25, then rate card in month 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra

## STACKED WITH STANDARD INSTALLATION WAIVER

### Stacked with Install Waiver

WORKBENCH OFFER CODE: Select Appropriate OFFER Code

WORKBENCH PROMO CODE: BPOInstallWaiver2/2

PROMO DESCRIPTION: Standard installation Waived with minimum purchase of 2 Business products (Business Internet, Business TV, Business Voice) and minimum 2 Year Term agreement. Taxes, Usage, Fees and Equipment are Extra.

# Business Internet MRC Discounts– Single, Double or Triple Play (Central Division)

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**Xcelerate Business Internet MRC Discounts in a Single, Double or Triple Play. Minimum 2 Year Term required.**

Speed Tier	Rate Card MRC	Single Play		Double Play With Business Voice		Double Play With Business TV		Triple Play	
		MRC Discount	Promo MRC	MRC Discount	Promo MRC	MRC Discount	Promo MRC	MRC Discount	Promo MRC
Starter (16/3)	\$69.95	No Promo		(\$10.00)	\$59.95 (With Voice)	No Promo		(\$10.00)	\$59.95 (With Voice)
Deluxe 25 (25/10)	\$99.95	(\$10.00)	\$89.95	(\$20.00)	\$79.95	(\$10.00)	\$89.95	(\$30.00)	\$69.95
Deluxe 50 (50/10)	\$109.95	No Promo		(\$10.00)	\$99.95	No Promo		(\$20.00)	\$89.95
Deluxe 75 (75/15)	\$149.95	No Promo		(\$10.00)	\$139.95	No Promo		(\$20.00)	\$129.95
Deluxe 100 Plus (100/20)	\$199.95	(\$10.00)	\$189.95	(\$20.00)	\$179.95	(\$10.00)	\$189.95	(\$30.00)	\$169.95
Deluxe 150 (150/20)	\$249.95	No Promo		(\$20.00)	\$229.95	No Promo		(\$40.00)	\$209.95

## TIMING

**LAUNCH DATE:** 8/22/2013; Updated 3/22/2014, 1/22/2015  
**EXPIRATION DATE:** 8/31/2015

## AVAILABILITY

**DIVISION:** Central  
**REGIONS:** All Regions  
**SALES CHANNELS:** BAE, BSR, OBSR, OTM (Vendor), EAE, Partner, National, Retention

## BUSINESS RULES

- Minimum 2 Year Term required
- Single Play of Business Internet: Deluxe 25 and Deluxe 100+ Only
- Double Play with Business Voice: Business Voice Full Featured or Basic Lines allowed
- Double Play with Business TV: Deluxe 25 and Deluxe 100+ Only and requires Private View Select TV/ Public View Basic or higher
- Triple Play MRC Discounts:
  - Voice: Can be Full Featured or Basic Lines
  - TV:
    - Starter requires Basic TV or higher;
    - D25, D50, D75, D100+ requires Private View TV Select/Public View Basic or higher
    - D150 requires Private View Variety TV/ Public View Basic TV or higher
- New Customer or Cross-Sell when used with appropriate CS promo
- Business Internet MRC Discounts roll to rate card at end of original term
- Can be Stacked with Standard Install Waiver
  - 2 year, double or triple play – reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra



# Business Internet MRC Discounts– Single, Double or Triple Play (Central Division)

## WORKBENCH OFFER CODES –Triple Play w/ Business Voice & Business TV, or Double Play with PRI

<p><b>Triple Play Starter BI (Voice Required) - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_Starter-\$10_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95 with purchase of Business Voice. Triple Play of BI, BV and BTv required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Triple Play Starter BI (Voice Required) - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_Starter-\$10_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95 with purchase of Business Voice. Triple Play of BI, BV and BTv required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Triple Play Deluxe 25 BI - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_BID25-\$30_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. Triple Play of BI, BV and BTv (min C0.5/BR0) or minimum BI + PRI required. BI MRC Discount rolls to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Triple Play Deluxe 25 BI - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_BID25-\$30_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$69.95. Triple Play of BI, BV and BTv (min C0.5/BR0) or minimum BI + PRI required. BI MRC Discount rolls to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Triple Play Deluxe 50 BI - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_BID50-\$20_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. Triple Play of BI, BV and BTv (min C0.5/BR0) or minimum BI + PRI required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Triple Play Deluxe 50 BI - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_BID50-\$20_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. Triple Play of BI, BV and BTv (min C0.5/BR0) or minimum BI + PRI required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Triple Play Deluxe 75 BI - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_BID75-\$20_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$129.95. Triple Play of BI, BV and BTv (min C0.5/BR0) or minimum BI + PRI required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Triple Play Deluxe 75 BI - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_BID75-\$20_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$129.95. Triple Play of BI, BV and BTv (min C0.5/BR0) or minimum BI + PRI required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Triple Play Deluxe 100+ BI - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_BID100+-\$30_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$169.95. Triple Play of BI, BV and BTv (min C0.5/BR0) or minimum BI + PRI required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Triple Play Deluxe 100+ BI - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_BID100+-\$30_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$30 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$169.95. Triple Play of BI, BV and BTv (min C0.5/BR0) or minimum BI + PRI required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Triple Play Deluxe 150 BI - 2 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_D150-\$40_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$209.95. Triple Play of BI, BV and BTv (min C1.5/BR0) or minimum BI + PRI required. MRC Discount rolls to rate card in mo 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Triple Play Deluxe 150 BI - 3 Year Term</b> WORKBENCH OFFER CODE: Cen:TP_D150-\$40_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$209.95. Triple Play of BI, BV and BTv (min C1.5/BR0) or minimum BI + PRI required. MRC Discount rolls to rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>

### STACKED WITH STANDARD INSTALLATION WAIVER

<p><b>Stacked with New Acquisition Install Waiver</b> WORKBENCH OFFER CODE: Select Appropriate OFFER Code WORKBENCH PROMO CODE: InstallNRCPromo_WVI23</p> <p><b>PROMO DESCRIPTION:</b> If 2 Year Term and a double or triple play of Business Internet, Business Voice or Business TV, Standard installation charge is reduced to \$49. If 3 Year Term and a double or triple play of Business Internet, Business Voice, Business TV, Standard Installation charge is waived. 1 year contracts or Single play Orders not eligible.</p>
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# Business Internet MRC Discounts– Single, Double or Triple Play (Central Division)

## WORKBENCH OFFER CODES – Double Play With Business Voice

**Double Play Starter BI + Business Voice – 2 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_Starter-\$10\_2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Starter BI + Business Voice – 3 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_Starter-\$10\_3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95. Double Play of BI + BV required. MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 25 BI + Business Voice – 2 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_BID25-\$20\_BV2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. Double Play of BI + BV required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 25 BI + Business Voice – 3 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_BID25-\$20\_BV3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$79.95. Double Play of BI + BV required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 50 BI + Business Voice – 2 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_BID50-\$10\_2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$99.95. Double Play of BI + BV required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 50 BI + Business Voice – 3 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_BID50-\$10\_3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$99.95. Double Play of BI + BV required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 75 BI + Business Voice – 2 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_BID75-\$10\_2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$139.95. Double Play of BI + BV required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 75 BI + Business Voice – 3 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_BID75-\$10\_3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$139.95. Double Play of BI + BV required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 100+ BI + Business Voice – 2 Year Term**  
WORKBENCH OFFER CODE: Cen:VoiceDP\_BID100+-\$20\_2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$179.95. Double Play of BI + BV required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 100+ BI + Business Voice – 3 Year Term**  
WORKBENCH OFFER CODE: Cen:VoiceDP\_BID100+-\$20\_3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$179.95. Double Play of BI + BV required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 150 BI + Business Voice – 2 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_D150-\$20\_2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$229.95. Double Play of BI + BV required. MRC Discount rolls to rate card at end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

**Double Play Deluxe 150 BI + Business Voice – 3 Year Term**  
WORKBENCH OFFER CODE: Cen:DP\_D150-\$20\_3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$229.95. Double Play of BI + BV required. MRC Discount rolls to rate card at end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

## STACKED WITH STANDARD INSTALLATION WAIVER

**Stacked with New Acquisition Install Waiver**

WORKBENCH OFFER CODE: Select Appropriate OFFER Code  
WORKBENCH PROMO CODE: InstallNRCPromo\_WVI23

**PROMO DESCRIPTION:** If 2 Year Term and a double or triple play of Business Internet, Business Voice or Business TV, Standard installation charge is reduced to \$49. If 3 Year Term and a double or triple play of Business Internet, Business Voice, Business TV, Standard Installation charge is waived. 1 year contracts or Single play Orders not eligible.



# Business Internet MRC Discounts– Single, Double or Triple Play (Central Division)

## WORKBENCH OFFER CODES – Double Play With Business TV

### Double Play D25 BI + Business TV – 2 Year Term

WORKBENCH OFFER CODE: Cen:DP\_BID25-\$10\_TV2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$89.95. Double Play of BI + BTv (min C0.5/BR0) required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play D25 BI + Business TV– 3 Year Term

WORKBENCH OFFER CODE: Cen:DP\_BID25-\$10\_TV3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$89.95. Double Play of BI + BTv (min C0.5/BR0) required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play D100+ BI + Business TV – 2 Year Term

WORKBENCH OFFER CODE: Cen:VideoDP\_BID100+-\$10\_2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$189.95. Double Play of BI + BTv (min C0.5/BR0) required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Double Play D100+ BI + Business TV– 3 Year Term

WORKBENCH OFFER CODE: Cen:VideoDP\_BID100+-\$10\_3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$189.95. Double Play of BI + BTv (min C0.5/BR0) required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

## STACKED WITH STANDARD INSTALLATION WAIVER

### Stacked with New Acquisition Install Waiver

WORKBENCH OFFER CODE: Select Appropriate OFFER Code

WORKBENCH PROMO CODE: InstallNRCPromo\_WVI23

**PROMO DESCRIPTION:** If 2 Year Term and a double or triple play of Business Internet, Business Voice or Business TV, Standard installation charge is reduced to \$49. If 3 Year Term and a double or triple play of Business Internet, Business Voice, Business TV, Standard Installation charge is waived. 1 year contracts or Single play Orders not eligible.

## WORKBENCH OFFER CODES – Single Play

### Single Play D25 BI – 2 Year Term

WORKBENCH OFFER CODE: Cen:SP\_BID25-\$10\_2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$89.95. Single Play of Business Internet required. BI MRC Discounts roll to rate card end of original term. 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Single Play D25 BI – 3 Year Term

WORKBENCH OFFER CODE: Cen:SP\_BID25-\$10\_3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet Deluxe 25 (\$99.95) for discounted rate of \$89.95. Single Play of Business Internet required. BI MRC Discounts roll to rate card end of original term. 3yr term required. Taxes, Usage, Fees, Equip are Extra

### Single Play D100+ BI – 2 Year Term

WORKBENCH OFFER CODE: Cen:SP\_D100+-\$10\_2yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$189.95. MRC Discounts roll to rate card end of original term. Single Play of Business Internet and 2yr term required. Taxes, Usage, Fees, Equip are Extra

### Single Play D100+ BI – 3 Year Term

WORKBENCH OFFER CODE: Cen:SP\_D100+-\$10\_3yr

**OFFER DESCRIPTION:** \$10 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$189.95. MRC Discounts roll to rate card end of original term. Single Play of Business Internet and 3yr term required. Taxes, Usage, Fees, Equip are Extra

# Business Internet MRC Discounts– Single, Double or Triple Play (Northeast - Freedom, Beltway, Keystone, Western New England)

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## OFFER DESCRIPTION:

MRC Discount Off Business Internet D25 and Higher when sold as a standalone product or in a bundle with Business Voice or Business TV.

- Starter: \$59.95, a \$10 MRC Discount off rate card of \$69.95 (requires Business Voice)
- Deluxe 25:
  - Single Play: \$79.95, a \$20 MRC Discount off rate card of \$99.95
  - Double Play with Video: \$79.95, a \$20 MRC Discount off rate card of \$99.95
  - Double Play with Voice: \$69.95, a \$30 MRC Discount off rate card of \$99.95
  - Triple Play: \$69.95, a \$30 MRC Discount off rate card of \$99.95
- Deluxe 50: \$89.95, a \$20 MRC Discount off rate card of \$109.95
- Deluxe 75: \$109.95, a \$40 MRC Discount off rate card of \$149.95
- Deluxe 100 Plus: \$149.95, a \$50 MRC Discount off rate card of \$199.95
- Deluxe 150: \$179.95, a \$70 MRC Discount off rate card of \$249.95

## TIMING

LAUNCH DATE: 8/22/2013

EXPIRATION DATE: 8/31/2015

## AVAILABILITY

DIVISION: **Northeast**

REGIONS: Freedom, Beltway, Keystone, Western New England

SALES CHANNELS: BAE, BSR, OBSR, OTM (Vendor), EAE, Partner, National, Retention

## BUSINESS RULES

- Minimum 2 Year Term required
- New Customers Only
- **Can be Stacked with Standard Install NRC Promo**
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**
- Starter **(Requires Business Voice)**:
  - Rolls to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 25:
  - Single Play:
    - Rolls to rate card in month 25 regardless of 24 or 36 month term agreement
  - Double Play with Video:
    - Rolls to rate card in month 25 regardless of 24 or 36 month term agreement
  - Double Play with Voice:
    - If 2yr term, in month 25 rolls to full rate card.
    - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
  - Triple Play:
    - If 2yr term, in month 25 rolls to full rate card.
    - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- Deluxe 50:
  - Rolls to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75:
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+:
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150:
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

## Business Internet MRC Discounts– Single, Double or Triple Play (Northeast - Freedom, Beltway, Keystone, Western New England)

Speed Tier	Rate Card MRC	Single Play		Double Play With Business Voice		Double Play with Business TV		Triple Play	
		MRC Discount	Promo MRC	MRC Discount	Promo MRC	MRC Discount	Promo MRC	MRC Discount	Promo MRC
Starter (16/3)	\$69.95	No Promo		(\$10.00)	\$59.95	No Promo		(\$10.00)	\$59.95
Deluxe 25 (25/10)	\$99.95	(\$20.00)	\$79.95	(\$30.00)	\$69.95	(\$20.00)	\$79.95	(\$30.00)	\$69.95
Deluxe 50 (50/10)	\$109.95	(\$20.00)	\$89.95	(\$20.00)	\$89.95	(\$20.00)	\$89.95	(\$20.00)	\$89.95
Deluxe 75 (75/15)	\$149.95	(\$40.00)	\$109.95	(\$40.00)	\$109.95	(\$40.00)	\$109.95	(\$40.00)	\$109.95
Deluxe 100 Plus (100/20)	\$199.95	(\$50.00)	\$149.95	(\$50.00)	\$149.95	(\$50.00)	\$149.95	(\$50.00)	\$149.95
Deluxe 150 (150/20)	\$249.95	(\$70.00)	\$179.95	(\$70.00)	\$179.95	(\$70.00)	\$179.95	(\$70.00)	\$179.95

# Business Internet MRC Discounts– Single, Double or Triple Play (Northeast - Freedom, Beltway, Keystone, Western New England)

## WORKBENCH OFFER CODES – Single Play – D25

### Single Play Deluxe 25 BI Promo\_ 2 Year Term

WORKBENCH OFFER CODE: NED:SP\_D25-\$20\_2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$79.95. BI MRC Disc roll to rate card in month 25. Single Play of BI required. 2 year term required. Taxes, Usage, Fees, Equip are Extra

### Single Play Deluxe 25 BI Promo\_ 3 Year Term

WORKBENCH OFFER CODE: NED:SP\_D25-\$20\_3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$79.95. BI MRC Disc roll to rate card in month 25. Single Play of BI required. 3 year term required. Taxes, Usage, Fees, Equip are Extra

## WORKBENCH OFFER CODES – Double or Triple Play w/ Business Voice – D25

### Double Play Deluxe 25 BI + Business Voice\_ 2 Year Term

WORKBENCH OFFER CODE: NED:DP\_D25-\$30\_BV2yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. BI MRC Disc roll to rate card in month 25. Double Play of BI and BV required. 2 year term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 25 BI + Business Voice\_ 3 Year Term

WORKBENCH OFFER CODE: NED:DP\_D25-\$30\_BV3yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. Double Play of BI and BV required. BI rolls to \$89.95 in month 25, then rate card in month 37. BV MRC disc roll to rate card end of original term. 3 year term required. Taxes, Usage, Fees, Equip are Extra

## WORKBENCH OFFER CODES – Double or Triple Play with Business TV – D25

### Double Play Deluxe 25 BI + Business TV\_ 2 Year Term

WORKBENCH OFFER CODE: NED:DP\_D25-\$20\_TV2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$79.95. BI MRC Disc roll to rate card in month 25. Double Play of BI + BTV required. 2 Year term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 25 BI + Business TV\_ 3 Year Term

WORKBENCH OFFER CODE: NED:DP\_D25-\$20\_TV3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$79.95. BI MRC Disc roll to rate card in month 25. Double Play of BI + BTV required. 3 year term required. Taxes, Usage, Fees, Equip are Extra

## WORKBENCH OFFER CODES – Triple Play – D25

### Triple Play Deluxe 25 BI\_ 2 Year Term

WORKBENCH OFFER CODE: NED:TP\_D25-\$30\_2yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. BI MRC Disc roll to rate card in month 25. Triple Play of BI, BV, and BTV or min BI + PRI required. 2 Year term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play Deluxe 25 BI\_ 3 Year Term

WORKBENCH OFFER CODE: NED:TP\_D25-\$30\_3yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. Triple Play of BI, BV, and BTV or min BI + PRI required. BI rolls to \$89.95 in month 25, then rate card in month 37. BV MRC disc roll to rate card end of original term. 3 year term required. Taxes, Usage, Fees, Equip are Extra

## STACKED WITH STANDARD INSTALLATION WAIVER

### Stacked with Install NRC Promo

WORKBENCH OFFER CODE: [Select Appropriate OFFER Code](#)

WORKBENCH PROMO CODE: [InstallNRCPromo\\_WVI23](#)

**PROMO DESCRIPTION:** If 2 Year Term and a double or triple play of Business Internet, Business Voice or Business TV, Standard installation charge is reduced to \$49. If 3 Year Term and a double or triple play of Business Internet, Business Voice, Business TV, Standard Installation charge is waived. 1 year contracts or Single play Orders not eligible.

# Business Internet MRC Discounts– Single, Double or Triple Play (Northeast - Freedom, Beltway, Keystone, Western New England)

## WORKBENCH OFFER CODES – Single, Double, or Triple Play – D50 & higher

<p><b>Starter BI w/ Business Voice Promo_ 2 Year Term</b> WORKBENCH OFFER CODE: NED:Starter-\$10_BV_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95 with purchase of Business Voice. BI MRC Disc roll to rate card in mo 25. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Starter BI w/ Business Voice Promo_ 3 Year Term</b> WORKBENCH OFFER CODE: NED:Starter-\$10_BV_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95 with purchase of Business Voice. BI MRC Disc roll to rate card in mo 25. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 50 BI Promo_ 2 Year Term</b> WORKBENCH OFFER CODE: NED:D50-\$20_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. BI MRC Disc roll to rate card in mo 25. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 50 BI Promo_ 3 Year Term</b> WORKBENCH OFFER CODE: NED:D50-\$20_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. BI MRC Disc roll to rate card in mo 25. 3 yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 75 BI Promo_ 2 Year Term</b> WORKBENCH OFFER CODE: NED:D75-\$40_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$109.95. If 2yr term, MRC discount rolls to rate card in mo 25. If 3yr term, MRC discount rolls to \$20 MRC discount in mo 25 and rate card in mo 37. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 75 BI Promo_ 3 Year Term</b> WORKBENCH OFFER CODE: NED:D75-\$40_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$109.95. MRC discount rolls to \$20 MRC discount in mo 25 and rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 100 Plus BI Promo_ 2 Year Term</b> WORKBENCH OFFER CODE: NED:D100+-\$50_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$50 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$149.95. If 2yr term, MRC discount rolls to rate card in mo 25. If 3yr term, MRC discount rolls to \$30 MRC discount in mo 25 and rate card in mo 37. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 100 Plus BI Promo_ 3 Year Term</b> WORKBENCH OFFER CODE: NED:D100+-\$50_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$50 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$149.95. MRC discount rolls to \$30 MRC discount in mo 25 and rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 150 BI Promo_ 2 Year Term</b> WORKBENCH OFFER CODE: NED:D150-\$70_2yr</p> <p><b>OFFER DESCRIPTION:</b> \$70 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$179.95. BI MRC Disc roll to rate card in mo 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 150 BI Promo_ 3 Year Term</b> WORKBENCH OFFER CODE: NED:D150-\$70_3yr</p> <p><b>OFFER DESCRIPTION:</b> \$70 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$179.95. BI MRC Disc rolls to \$199.95 in mo 25 then rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>

## STACKED WITH STANDARD INSTALLATION WAIVER

**Stacked with Install NRC Promo**  
WORKBENCH OFFER CODE: [Select Appropriate OFFER Code](#)  
WORKBENCH PROMO CODE: [InstallNRCPromo\\_WVI23](#)

**PROMO DESCRIPTION:** If 2 Year Term and a double or triple play of Business Internet, Business Voice or Business TV, Standard installation charge is reduced to \$49. If 3 Year Term and a double or triple play of Business Internet, Business Voice, Business TV, Standard Installation charge is waived. 1 year contracts or Single play Orders not eligible.

# Business Internet MRC Discounts– Single, Double or Triple Play (Northeast - Greater Boston Region Only)

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## OFFER DESCRIPTION:

MRC Discount Off Business Internet D25 and Higher when sold as a standalone product or in a bundle with Business Voice or Business TV.

- Starter: \$59.95, a \$10 MRC Discount off rate card of \$69.95 (Requires Business Voice)
- Deluxe 25:
  - Single Play: \$79.95, a \$20 MRC Discount off rate card of \$99.95
  - Double Play with Video: \$79.95, a \$20 MRC Discount off rate card of \$99.95
  - Double Play with Voice: \$69.95, a \$30 MRC Discount off rate card of \$99.95
  - Triple Play: \$69.95, a \$30 MRC Discount off rate card of \$99.95
- Deluxe 50: \$89.95, a \$20 MRC Discount off rate card of \$109.95
- Deluxe 75: \$109.95, a \$40 MRC Discount off rate card of \$149.95
- Deluxe 100 Plus: \$149.95, a \$50 MRC Discount off rate card of \$199.95
- Deluxe 150: \$179.95, a \$70 MRC Discount off rate card of \$249.95

## TIMING

LAUNCH DATE: 3/16/2015

EXPIRATION DATE: 8/31/2015

## AVAILABILITY

DIVISION: **Northeast**

REGIONS: Greater Boston Region

SALES CHANNELS: BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

## BUSINESS RULES

- Minimum 2 Year Term required
- New Customers Only
- **Can be Stacked with Standard Install NRC Promo**
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**
- Starter **(requires Business Voice)**:
  - Rolls to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 25:
  - Single Play:
    - Rolls to rate card in month 25 regardless of 24 or 36 month term agreement
  - Double Play with Video:
    - Rolls to rate card in month 25 regardless of 24 or 36 month term agreement
  - Double Play with Voice:
    - If 2yr term, in month 25 rolls to full rate card.
    - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
  - Triple Play:
    - If 2yr term, in month 25 rolls to full rate card.
    - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- Deluxe 50:
  - Rolls to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75:
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+:
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150:
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

## Business Internet MRC Discounts– Single, Double or Triple Play (Northeast - Greater Boston Region Only)

Speed Tier	Rate Card MRC	Single Play		Double Play With Business Voice		Double Play with Business TV		Triple Play	
		MRC Discount	Promo MRC	MRC Discount	Promo MRC	MRC Discount	Promo MRC	MRC Discount	Promo MRC
Starter (16/3)	\$69.95	No Promo		(\$10.00)	\$59.95	No Promo		(\$10.00)	\$59.95
Deluxe 25 (25/10)	\$99.95	(\$20.00)	\$79.95	(\$30.00)	\$69.95	(\$20.00)	\$79.95	(\$30.00)	\$69.95
Deluxe 50 (50/10)	\$109.95	(\$20.00)	\$89.95	(\$20.00)	\$89.95	(\$20.00)	\$89.95	(\$20.00)	\$89.95
Deluxe 75 (75/15)	\$149.95	(\$40.00)	\$109.95	(\$40.00)	\$109.95	(\$40.00)	\$109.95	(\$40.00)	\$109.95
Deluxe 100 Plus (100/20)	\$199.95	(\$50.00)	\$149.95	(\$50.00)	\$149.95	(\$50.00)	\$149.95	(\$50.00)	\$149.95
Deluxe 150 (150/20)	\$249.95	(\$70.00)	\$179.95	(\$70.00)	\$179.95	(\$70.00)	\$179.95	(\$70.00)	\$179.95



# Business Internet MRC Discounts– Single, Double or Triple Play (Northeast – Greater Boston Region Only)

## WORKBENCH OFFER CODES – Single Play – D25

### Single Play Deluxe 25 BI Promo\_ 2 Year Term

WORKBENCH OFFER CODE: NED:SP\_D25-\$20\_2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$79.95. BI MRC Disc roll to rate card in month 25. Single Play of BI required. 2 year term required. Taxes, Usage, Fees, Equip are Extra

### Single Play Deluxe 25 BI Promo\_ 3 Year Term

WORKBENCH OFFER CODE: NED:SP\_D25-\$20\_3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$79.95. BI MRC Disc roll to rate card in month 25. Single Play of BI required. 3 year term required. Taxes, Usage, Fees, Equip are Extra

## WORKBENCH OFFER CODES – Double or Triple Play w/ Business Voice – D25

### Double Play Deluxe 25 BI + Business Voice\_ 2 Year Term

WORKBENCH OFFER CODE: NED:DP\_D25-\$30\_BV2yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. BI MRC Disc roll to rate card in month 25. Double Play of BI and BV required. 2 year term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 25 BI + Business Voice\_ 3 Year Term

WORKBENCH OFFER CODE: NED:DP\_D25-\$30\_BV3yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. Double Play of BI and BV required. BI rolls to \$89.95 in month 25, then rate card in month 37. BV MRC disc roll to rate card end of original term. 3 year term required. Taxes, Usage, Fees, Equip are Extra

## WORKBENCH OFFER CODES – Double or Triple Play with Business TV – D25

### Double Play Deluxe 25 BI + Business TV\_ 2 Year Term

WORKBENCH OFFER CODE: NED:DP\_D25-\$20\_TV2yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$79.95. BI MRC Disc roll to rate card in month 25. Double Play of BI + BTV required. 2 Year term required. Taxes, Usage, Fees, Equip are Extra

### Double Play Deluxe 25 BI + Business TV\_ 3 Year Term

WORKBENCH OFFER CODE: NED:DP\_D25-\$20\_TV3yr

**OFFER DESCRIPTION:** \$20 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$79.95. BI MRC Disc roll to rate card in month 25. Double Play of BI + BTV required. 3 year term required. Taxes, Usage, Fees, Equip are Extra

## WORKBENCH OFFER CODES – Triple Play – D25

### Triple Play Deluxe 25 BI\_ 2 Year Term

WORKBENCH OFFER CODE: NED:TP\_D25-\$30\_2yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. BI MRC Disc roll to rate card in month 25. Triple Play of BI, BV, and BTV or min BI + PRI required. 2 Year term required. Taxes, Usage, Fees, Equip are Extra

### Triple Play Deluxe 25 BI\_ 3 Year Term

WORKBENCH OFFER CODE: NED:TP\_D25-\$30\_3yr

**OFFER DESCRIPTION:** \$30 MRC Discount off Business Internet D25 (\$99.95) for discounted rate of \$69.95. Triple Play of BI, BV, and BTV or min BI + PRI required. BI rolls to \$89.95 in month 25, then rate card in month 37. BV MRC disc roll to rate card end of original term. 3 year term required. Taxes, Usage, Fees, Equip are Extra

## STACKED WITH STANDARD INSTALLATION WAIVER

### Stacked with Install Waiver

WORKBENCH OFFER CODE: [Select Appropriate OFFER Code](#)

WORKBENCH PROMO CODE: BPOInstallWaiver2/2

**PROMO DESCRIPTION:** Standard installation Waived with minimum purchase of 2 Business products (Business Internet, Business TV, Business Voice) and minimum 2 Year Term agreement. Taxes, Usage, Fees and Equipment are Extra.

# Business Internet MRC Discounts– Single, Double or Triple Play (Northeast - Greater Boston Region Only)

## WORKBENCH OFFER CODES

<p><b>Starter BI w/ Business Voice Promo_ 2 Year Term</b> WORKBENCH OFFER CODE: <b>NED:Starter-\$10_BV_2yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95 with purchase of Business Voice. BI MRC Disc roll to rate card in mo 25. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Starter BI w/ Business Voice Promo_ 3 Year Term</b> WORKBENCH OFFER CODE: <b>NED:Starter-\$10_BV_3yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$10 MRC Discount off Business Internet Starter (\$69.95) for discounted rate of \$59.95 with purchase of Business Voice. BI MRC Disc roll to rate card in mo 25. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 50 BI Promo_ 2 Year Term</b> WORKBENCH OFFER CODE: <b>NED:D50-\$20_2yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. BI MRC Disc roll to rate card in mo 25. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 50 BI Promo_ 3 Year Term</b> WORKBENCH OFFER CODE: <b>NED:D50-\$20_3yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$20 MRC Discount off Business Internet D50 (\$109.95) for discounted rate of \$89.95. BI MRC Disc roll to rate card in mo 25. 3 yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 75 BI Promo_2 Year Term</b> WORKBENCH OFFER CODE: <b>NED:D75-\$40_2yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$109.95. If 2yr term, MRC discount rolls to rate card in mo 25. If 3yr term, MRC discount rolls to \$20 MRC discount in mo 25 and rate card in mo 37. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 75 BI Promo_3 Year Term</b> WORKBENCH OFFER CODE: <b>NED:D75-\$40_3yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$40 MRC Discount off Business Internet D75 (\$149.95) for discounted rate of \$109.95. MRC discount rolls to \$20 MRC discount in mo 25 and rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 100 Plus BI Promo_ 2 Year Term</b> WORKBENCH OFFER CODE: <b>NED:D100+-\$50_2yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$50 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$149.95. If 2yr term, MRC discount rolls to rate card in mo 25. If 3yr term, MRC discount rolls to \$30 MRC discount in mo 25 and rate card in mo 37. Min 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 100 Plus BI Promo_ 3 Year Term</b> WORKBENCH OFFER CODE: <b>NED:D100+-\$50_3yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$50 MRC Discount off Business Internet D100+ (\$199.95) for discounted rate of \$149.95. MRC discount rolls to \$30 MRC discount in mo 25 and rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>
<p><b>Deluxe 150 BI Promo_2 Year Term</b> WORKBENCH OFFER CODE: <b>NED:D150-\$70_2yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$70 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$179.95. BI MRC Disc roll to rate card in mo 25. 2yr term required. Taxes, Usage, Fees, Equip are Extra</p>	<p><b>Deluxe 150 BI Promo_3 Year Term</b> WORKBENCH OFFER CODE: <b>NED:D150-\$70_3yr</b></p> <p><b>OFFER DESCRIPTION:</b> \$70 MRC Discount off Business Internet D150 (\$249.95) for discounted rate of \$179.95. BI MRC Disc rolls to \$199.95 in mo 25 then rate card in mo 37. 3yr term required. Taxes, Usage, Fees, Equip are Extra</p>

### STACKED WITH STANDARD INSTALLATION WAIVER

**Stacked with Install Waiver**

WORKBENCH OFFER CODE: [Select Appropriate OFFER Code](#)

WORKBENCH PROMO CODE: **BPOInstallWaiver2/2**

**PROMO DESCRIPTION:** Standard installation Waived with minimum purchase of 2 Business products (Business Internet, Business TV, Business Voice) and minimum 2 Year Term agreement. Taxes, Usage, Fees and Equipment are Extra.

# 1, 2, 3 Line Double and Triple Play Bundles (West Division)

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## OFFER DESCRIPTION:

Business Voice Full Featured Lines 1 and 2 for a discounted rate of \$24.95 each, Full Featured Line 3 for a discounted rate of \$19.95. 3 Year Term required.

### *The Marketing Strategy*

Aggressive double and triple play package pricing to designed to compete against common 1, 2 or 3-line packages from AT&T or Centurylink.

### TIMING

LAUNCH DATE: 8/22/2013

EXPIRATION DATE: 8/21/2015

### AVAILABILITY

DIVISION: *West*

REGIONS: All Regions

SALES CHANNELS: BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### BUSINESS RULES

- \$15 MRC Discount off Voice Full Featured Lines 1 and 2 (\$24.95 Each); \$20 MRC discount off Voice Full Featured Line 3 (\$19.95). 4+ lines: \$24.95 each; Basic Lines: \$24.95 each; Voicemail: \$5 each
- 3 Year Term required
- Double Play Required:
  - Minimum Starter Internet Required
  - Minimum 1 Full Featured Voice Line Required
- Triple Play requires Basic TV or higher
- New Customers Only
- Voice MRC Discounts Roll to Rate Card at end of Original Term
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

### Stack Options

#### Triple-Play Business Internet Discount

- Starter: \$10 MRC Discount (\$59.95) Rolls to Rate Card end of original term regardless of 2 or 3yr term
- Deluxe 25: \$30 MRC Discount (\$69.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$79.95) in month 25, then rate card (\$99.95) in month 37.
- Deluxe 50: \$20 MRC Discount (\$89.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$99.95) in month 25, then rate card (\$109.95) in month 37.
- Deluxe 75: \$20 MRC Discount (\$129.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$139.95) in month 25, then rate card (\$149.95) in month 37.
- Deluxe 100+: \$25 MRC Discount (\$174.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$15 discount (\$184.95) in month 25, then rate card (\$199.95) in month 37.
- Deluxe 150: \$30 MRC Discount (\$219.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$229.95) in month 25, then rate card (\$249.95) in month 37.

#### Double-Play Business Internet Discount w/ Voice

- Starter: \$59.95, a \$10 MRC Discount off rate card of \$69.95 (*requires voice*)
- Deluxe 25: \$79.95, a \$20 MRC Discount off rate card of \$99.95
- Deluxe 50: \$99.95, a \$10 MRC Discount off rate card of \$109.95
- Deluxe 75: \$139.95, a \$10 MRC Discount off rate card of \$149.95
- Deluxe 100 Plus: \$184.95, a \$15 MRC Discount off rate card of \$199.95
- Deluxe 150: \$229.95, a \$20 MRC Discount off rate card of \$249.95

DP with Voice MRC Discounts Roll to rate card end of original term

**Standard Installation Waiver: Minimum 2 Products, Minimum 2 Year Term**

# 1, 2, 3 Line Double and Triple Play Bundles (West Division)

## WORKBENCH OFFER CODES

### SELECT THE BUSINESS INTERNET OFFER CODE 1<sup>ST</sup>

#### WORKBENCH OFFER CODE:

#### Triple Play

West:TP\_Starter-\$10\_2yr  
West:TP\_Starter-\$10\_3yr  
West:TP\_D25-\$30\_2yr  
West:TP\_D25-\$30\_3yr  
West:TP/PRI\_D50-\$20\_2yr  
West:TP/PRI\_D50-\$20\_3yr  
West:TP\_D75-\$20\_2yr.  
West:TP\_D75-\$20\_3yr.  
West:TP\_D100+-\$25\_2yr.  
West:TP\_D100+-\$25\_3yr.  
West:TP\_D150-\$30\_2yr.  
West:TP\_D150-\$30\_3yr.

#### Double Play w/ Voice

West:DP\_Starter-\$10\_2yr  
West:DP\_Starter-\$10\_3yr  
West:DP\_BID25-\$20\_BV2yr  
West:DP\_BID25-\$20\_BV3yr  
West:DP\_D50-\$10\_BV2yr  
West:DP\_D50-\$10\_BV3yr  
West:DP\_D75-\$10\_BV2yr  
West:DP\_D75-\$10\_BV3yr  
West:DP\_D100+-\$15\_BV2yr  
West:DP\_D100+-\$15\_BV3yr  
West:DP\_D150-\$20\_BV2yr  
West:DP\_D150-\$20\_BV3yr

## WORKBENCH PROMO CODES

### 1/2/3 LINE BUNDLE

#### WORKBENCH PROMO CODE:

West:BVFF1/2/3LineBundle

**PROMO DESCRIPTION:** Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). Business Internet Required. 3 Year term required. Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra.

### 1/2/3 LINE BUNDLE + STANDARD INSTALL WAIVED

#### WORKBENCH PROMO CODE:

West:BVFF1/2/3LineBundle\_WVI

**PROMO DESCRIPTION:** Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). Standard installation waived. Business Internet Required. 3 Year term required. Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra.

### 1 Month Free Business Internet + 1/2/3 Line Bundle 3 Year Term required

#### WORKBENCH PROMO CODE:

1Mfr\_Full\_BID75+\_1/2/3BV

**PROMO DESCRIPTION:** 1 Month of Business Services MRC waived with triple play purchase of Business Internet, Business Voice and Business TV (2Play of BI and BV if HBB). Business Internet Deluxe 75 or higher required. Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). BV MRC Disc rolls end of original term. 3 Year Term required. Taxes, Usage, Fees and Equipment are Extra

### 1 Month Free Business Internet + 1/2/3 Line Bundle + Install Waived

#### 3 Year Term required

#### WORKBENCH PROMO CODE:

1Mfr\_Full\_BID75+\_1/2/3BV\_WVI

**PROMO DESCRIPTION:** 1 Month of Business Services MRC waived with triple play purchase of Business Internet, Business Voice and Business TV (2Play of BI and BV if HBB). Business Internet Deluxe 75 or higher required. Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). BV MRC Disc rolls end of original term. Standard Install Waived. 3yr term required. Taxes, Usage, Fees, Equipment Extra

## Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount (Central Division)

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### OFFER DESCRIPTION:

\$40 MRC Discount off Public View Business TV Sports and Entertainment (BR5) with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95. Minimum 2 Year Term Required

#### TIMING

LAUNCH DATE: 2/22/2015

EXPIRATION DATE: 8/21/2015

#### AVAILABILITY

DIVISION: **Central**

REGIONS: All Regions

SALES CHANNELS: BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

#### BUSINESS RULES

- Minimum 2 Year Term Required
- \$40 MRC Discount off Public View Business TV Sports and Entertainment with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95.
- \$40 MRC Discount off Public View Sports and Entertainment Deluxe Only
- **Minimum Deluxe 50 Business Internet Required**
- Public View TV Sports and Entertainment Deluxe MRC Discount Rolls to rate card at end of original term
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded
- New Customers Only

#### Stack Options

##### Business Voice

- \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each; 4+ lines at rate card of \$24.95 each; Basic Lines at rate card of \$24.95 each
  - MRC Discounts roll to rate card at end of original term

##### Business Internet

- Double Play with Business TV MRC Discounts
  - Deluxe 100 Plus: \$189.95, a \$10 MRC Discount off rate card of \$199.95
- Triple Play MRC Discounts
  - Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - Deluxe 75: \$20 MRC Discount off for discounted rate of \$129.95
  - Deluxe 100 Plus: \$30 MRC Discount off for discounted rate of \$169.95
  - Deluxe 150: \$40 MRC Discount off for discounted rate of \$209.95

##### Standard Installation Waiver

- 2 year, double or triple play – reduced Standard Install NRC of \$49
- 3 year, double or triple play – Waived Standard Install NRC

**Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount  
(Central Division)**

## NEW ACQUISITION

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate Double Play w/ Video

Cen:VideoDP\_BID100+-\$10\_2yr

Cen:VideoDP\_BID100+-\$10\_3yr

#### BI Xcelerate Triple Play

Cen:TP\_BID50-\$20\_2yr

Cen:TP\_BID50-\$20\_3yr

Cen:TP\_BID75-\$20\_2yr

Cen:TP\_BID75-\$20\_3yr

Cen:TP\_BID100+-\$30\_2yr

Cen:TP\_BID100+-\$30\_3yr

Cen:TP\_D150-\$40\_2yr

Cen:TP\_D150-\$40\_3yr

#### BI Xcelerate Triple Play + \$29.95 Voice Lines

Cen:TP\_D50-\$20\_\$29.95BV2yr

Cen:TP\_D50-\$20\_\$29.95BV3yr

Cen:TP\_D75-\$20\_\$29.95BV2yr

Cen:TP\_D75-\$20\_\$29.95BV3yr

Cen:TP\_D100+-\$30\_\$29.95BV2yr

Cen:TP\_D100+-\$30\_\$29.95BV3yr

Cen:TP\_D150-\$40\_\$29.95BV2yr

Cen:TP\_D150-\$40\_\$29.95BV3yr

### **\$40 MRC Discount off Public View BR5**

**WORKBENCH PROMO CODE:** PubViewBR5-\$40

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. Minimum Business Internet Deluxe 50 Required. Minimum 2 year term required. BTV MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

### **\$40 MRC Discount off Public View BR5**

**Standard Installation Waived**

**WORKBENCH PROMO CODE:** PubViewBR5-\$40\_WVI23

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. BTV MRC Discounts rolls to rate card at end of original term. Minimum Business Internet Deluxe 50 Required. Min 2yr term required. If 2 or 3play of BI, BV or BTV: 2yr Std install \$49 or if 3yr std install waived. Taxes, Usage, Fees & Equip extra



## Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount (West Division)

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### OFFER DESCRIPTION:

\$40 MRC Discount off Public View Business TV Sports and Entertainment (BR5) with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95. Minimum 2 Year Term Required

#### TIMING

LAUNCH DATE: 2/22/2015

EXPIRATION DATE: 8/21/2015

#### AVAILABILITY

DIVISION: **West**

REGIONS: All Regions

SALES CHANNELS: BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

#### BUSINESS RULES

- Minimum 2 Year Term Required
- \$40 MRC Discount off Public View Business TV Sports and Entertainment with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95.
- \$40 MRC Discount off Public View Sports and Entertainment Deluxe Only
- **Minimum Deluxe 50 Business Internet Required**
- Public View TV Sports and Entertainment Deluxe MRC Discount Rolls to rate card at end of original term
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded
- New Customers Only

#### Stack Options

##### Business Voice

- \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each; 4+ lines at rate card of \$24.95 each; Basic Lines at rate card of \$24.95 each
  - MRC Discounts roll to rate card at end of original term
- 1/2/3 Line Promo: Business Voice Full Featured Lines 1 and 2 for a discounted rate of \$24.95 each, Full Featured Line 3 for a discounted rate of \$19.95. 3yr Term Required.

##### Business Internet

- Triple-Play Xcelerate Business Internet Discounts
  - Deluxe 50: \$89.95, a \$20 MRC Discount off rate card of \$109.95
  - Deluxe 75: \$129.95, a \$20 MRC Discount off rate card of \$149.95
  - Deluxe 100 Plus: \$174.95, a \$25 MRC Discount off rate card of \$199.95
  - Deluxe 150: \$219.95, a \$30 MRC Discount off rate card of \$249.95
- Double-Play Xcelerate Business Internet Discounts
  - Deluxe 50: \$99.95, a \$10 MRC Discount off rate card of \$109.95
  - Deluxe 75: \$139.95, a \$10 MRC Discount off rate card of \$149.95
  - Deluxe 100 Plus: \$184.95, a \$15 MRC Discount off rate card of \$199.95
  - Deluxe 150: \$229.95, a \$20 MRC Discount off rate card of \$249.95

**Standard Installation Waiver** (Minimum 2 Product, Minimum 2 Year Term)

# Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount (West Division)

## NEW ACQUISITION

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### Triple Play + \$29.95 BV

West:TP/PRI\_D50-\$20\_\$29.95\_2yr  
West:TP/PRI\_D50-\$20\_\$29.95\_3yr  
West:TP\_D75-\$20\_\$29.95\_2yr.  
West:TP\_D75-\$20\_\$29.95\_3yr.  
West:TP\_D100+-\$25\_\$29.95\_2yr.  
West:TP\_D100+-\$25\_\$29.95\_3yr.  
West:TP\_D150-\$30\_\$29.95\_2yr.  
West:TP\_D150-\$30\_\$29.95\_3yr.

#### Triple Play

West:TP/PRI\_D50-\$20\_2yr  
West:TP/PRI\_D50-\$20\_3yr  
West:TP\_D75-\$20\_2yr.  
West:TP\_D75-\$20\_3yr.  
West:TP\_D100+-\$25\_2yr.  
West:TP\_D100+-\$25\_3yr.  
West:TP\_D150-\$30\_2yr.  
West:TP\_D150-\$30\_3yr.

#### BI + BTV Double Play

West:DP\_D50-\$10\_TV2yr.  
West:DP\_D50-\$10\_TV3yr.  
West:DP\_D75-\$10\_TV2yr.  
West:DP\_D75-\$10\_TV3yr.  
West:DP\_D100+-\$15\_TV2yr.  
West:DP\_D100+-\$15\_TV3yr.  
West:DP\_D150-\$20\_TV2yr.  
West:DP\_D150-\$20\_TV3yr.

### \$40 MRC Discount off Public View BR5

WORKBENCH PROMO CODE: PubViewBR5-\$40

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. Minimum Business Internet Deluxe 50 Required. Minimum 2 year term required. BTV MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

### \$40 MRC Discount off Public View BR5

Standard Installation Waived

WORKBENCH PROMO CODE: PubViewBR5-\$40\_WVI

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. BTV MRC Discounts rolls to rate card at end of original term. Minimum Business Internet Deluxe 50 Required. Min 2yr term required. Standard Install Waived. Taxes, Usage, Fees & Equip extra

### \$40 MRC Discount off Public View BR5 + 1/2/3 Line Bundles (WEST) 3 Year Term Required

WORKBENCH PROMO CODE: PubViewBR5-\$40\_1/2/3BV

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. Minimum Business Internet D50 Required. Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). 3 Year term required. Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra

### \$40 MRC Discount off Public View BR5 + 1/2/3 Line Bundles (WEST) Install Waived. 3 Year Term Required

WORKBENCH PROMO CODE: PubViewBR5-\$40\_1/2/3BV\_WVI

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. Minimum Business Internet D50 Required. Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). 3 Year term required. Standard Install Waived. Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra

**Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount  
(Freedom, Beltway, Keystone, Western New England)**

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## OFFER DESCRIPTION:

**\$40 MRC Discount off Public View Business TV Sports and Entertainment (BR5) with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95. Minimum 2 Year Term Required**

### **TIMING**

**LAUNCH DATE: 3/27/2015**

**EXPIRATION DATE: 8/21/2015**

### **AVAILABILITY**

**DIVISION:** Northeast

**REGIONS:** Freedom, Beltway, Keystone, WNE

**SALES CHANNELS:** BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### **BUSINESS RULES**

- Minimum 2 Year Term Required
- \$40 MRC Discount off Public View Business TV Sports and Entertainment with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95.
- \$40 MRC Discount off Public View Sports and Entertainment Deluxe Only
- **Minimum Deluxe 50 Business Internet Required**
- Public View TV Sports and Entertainment Deluxe MRC Discount Rolls to rate card at end of original term
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded
- New Customers Only

### **Stack Options**

#### **Business Voice**

- \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each; 4+ lines at rate card of \$24.95 each; Basic Lines at rate card of \$24.95 each
  - MRC Discounts roll to rate card at end of original term
- \$15 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each; 4+ lines at rate card of \$24.95 each; Basic Lines at rate card of \$24.95 each
  - Front Pocket: Business Internet Deluxe 50 or Higher
  - \$15 MRC Discount off Business Voice
    - If 2 yr term, in month 25 rolls to rate card
    - If 3 yr term, in month 25 rolls to a \$10 MRC discount (\$29.95ea), then to rate card in month 37

#### **Business Internet**

- Deluxe 50: \$20 MRC Discount off rate card (\$109.95) for discounted rate of \$89.95
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75: \$40 MRC Discount off rate card (\$149.95) for discounted rate of \$109.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+: \$50 MRC Discount off rate card (\$199.95) for discounted rate of \$149.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150: \$70 MRC Discount off rate card (\$249.95) for discounted rate of \$179.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card

#### **Standard Installation NRC Promo** compensable Revenue adjustments August apply

- 2 year, double or triple play – reduced Standard Install NRC of \$49
- 3 year, double or triple play – Waived Standard Install NRC

# Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount Northeast: (Freedom, Beltway, Keystone, Western New England)

## NEW ACQUISITION

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### BI MRC Discounts

NED:D50-\$20\_2yr  
NED:D50-\$20\_3yr  
NED:D75-\$40\_2yr  
NED:D75-\$40\_3yr  
NED:D100+-\$50\_2yr  
NED:D100+-\$50\_3yr  
NED:D150-\$70\_2yr  
NED:D150-\$70\_3yr

### \$29.95 Business Voice Lines

NED:D50-\$20\_\$29.95\_2yr  
NED:D50-\$20\_\$29.95\_3yr  
NED:D75-\$40\_\$29.95\_2yr  
NED:D75-\$40\_\$29.95\_3yr  
NED:D100+-\$50\_\$29.95\_2yr  
NED:D100+-\$50\_\$29.95\_3yr  
NED:D150-\$70\_\$29.9\_2yr  
NED:D150-\$70\_\$29.95\_3yr

### \$40 MRC Discount off Public View BR5 (D50 or Higher)

WORKBENCH PROMO CODE: PubViewBR5-\$40

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. Minimum Business Internet Deluxe 50 Required. Minimum 2 year term required. BTV MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

### \$40 MRC Discount off Public View BR5; Standard Install NRC Promo; (D50 or Higher)

WORKBENCH PROMO CODE: PubViewBR5-\$40\_WVI23

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. BTV MRC Discounts rolls to rate card at end of original term. Minimum Business Internet Deluxe 50 Required. Min 2yr term required. If 2 or 3play of BI, BV or BTV: 2yr Std install \$49 or if 3yr std install waived. Taxes, Usage, Fees & Equip extra

### \$40 MRC Discount off Public View BR5 + \$29.95 BV (D50 or Higher)

WORKBENCH PROMO CODE: PubViewBR5-\$40\_BV\$29.95

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe. Minimum BI Deluxe 50 or higher Required. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. Minimum 2 year term required. MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

### \$40 MRC Discount off Public View BR5 + \$29.95 BV, Standard Install NRC Promo; (D50 or Higher)

WORKBENCH PROMO CODE:  
PubViewBR5-\$40\_BV\$29.95\_WVI23

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe. Minimum BI Deluxe 50 or higher Required. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. Minimum 2 year term required. If 2 or 3play of BI, BV or BTV: 2yr Std install \$49 or if 3yr std install waived. MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

### \$40 MRC Discount off Public View BR5 + \$24.95 BV Lines (D50 or Higher)

WORKBENCH PROMO CODE: \$24.95BV\_BR5-\$40

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. \$40 MRC Disc off Business TV Sports & Entertainment Deluxe. If 2yr term, BV MRC Discounts rolls to rate card in month 25. If 3yr term, BV FF lines 1-3 roll to \$29.95ea in month 25, then rate card in month 37. BTV MRC Discount rolls to rate card end of original term. Business Internet D50 or Higher. Minimum 2 year term required. Taxes, Usage, Fees and Equipment are extra

### \$40 MRC Discount off Public View BR5 + \$24.95 BV Lines Standard Install NRC Promo (D50 or Higher)

WORKBENCH PROMO CODE: \$24.95BV\_BR5-\$40\_WVI23

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for rate of \$24.95ea, a \$15 MRC Disc off rate card. \$20 MRC Disc off Business TV Sports & Entertainment Deluxe. If 2yr term, BV MRC Disc rolls to rate card in mo 25. If 3yr term, BV FF lines 1-3 roll to \$29.95ea in mo 25, rate card in mo 37. BTV MRC Disc rolls to rate card end of original term. BI D50 or Higher req'd. Min 2yr term required. If 2 or 3play of BI, BV or BTV: 2yr Std install \$49 or if 3yr std install waived. Taxes, Usage, Fees & Equip extra

**Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount  
Northeast: (Greater Boston Region)**

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## OFFER DESCRIPTION:

**\$40 MRC Discount off Public View Business TV Sports and Entertainment (BR5) with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95. Minimum 2 Year Term Required**

### **TIMING**

**LAUNCH DATE: 3/27/2015**

**EXPIRATION DATE: 8/21/2015**

### **AVAILABILITY**

**DIVISION:** Northeast

**REGIONS:** Greater Boston Region

**SALES CHANNELS:** BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### **BUSINESS RULES**

- Minimum 2 Year Term Required
- \$40 MRC Discount off Public View Business TV Sports and Entertainment with minimum purchase of Business Internet Deluxe 50 for discounted rate of \$149.95.
- \$40 MRC Discount off Public View Sports and Entertainment Deluxe Only
- **Minimum Deluxe 50 Business Internet Required**
- Public View TV Sports and Entertainment MRC Discount Rolls to rate card at end of original term
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded
- New Customers Only

### **Stack Options**

#### **Business Voice**

- \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each; 4+ lines at rate card of \$24.95 each; Basic Lines at rate card of \$24.95 each
  - MRC Discounts roll to rate card at end of original term
- \$15 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each; 4+ lines at rate card of \$24.95 each; Basic Lines at rate card of \$24.95 each
  - Front Pocket: Business Internet Deluxe 50 or Higher
  - \$15 MRC Discount off Business Voice
    - If 2 yr term, in month 25 rolls to rate card
    - If 3 yr term, in month 25 rolls to a \$10 MRC discount (\$29.95ea), then to rate card in month 37

#### **Business Internet**

- Deluxe 50: \$20 MRC Discount off rate card (\$109.95) for discounted rate of \$89.95
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75: \$40 MRC Discount off rate card (\$149.95) for discounted rate of \$109.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+: \$50 MRC Discount off rate card (\$199.95) for discounted rate of \$149.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150: \$70 MRC Discount off rate card (\$249.95) for discounted rate of \$179.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card

### **Standard Installation Waiver**

- Minimum 2 Year Term/ Minimum Double Play Required



# Public View Sports and Entertainment Deluxe for \$149.95, a \$40 MRC Discount Northeast: (Greater Boston Region)

## NEW ACQUISITION

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### BI MRC Discounts

NED:D50-\$20\_2yr  
NED:D50-\$20\_3yr  
NED:D75-\$40\_2yr  
NED:D75-\$40\_3yr  
NED:D100+-\$50\_2yr  
NED:D100+-\$50\_3yr

### \$29.95 Business Voice Lines

NED:D50-\$20\_\$29.95\_2yr  
NED:D50-\$20\_\$29.95\_3yr  
NED:D75-\$40\_\$29.95\_2yr  
NED:D75-\$40\_\$29.95\_3yr  
NED:D100+-\$50\_\$29.95\_2yr  
NED:D100+-\$50\_\$29.95\_3yr

### \$40 MRC Discount off Public View BR5 (D50 or Higher)

WORKBENCH PROMO CODE: PubViewBR5-\$40

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. Minimum Business Internet Deluxe 50 Required. Minimum 2 year term required. BTV MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

### \$40 MRC Discount off Public View BR5; Standard Install Waiver; (D50 or Higher)

WORKBENCH PROMO CODE: PubViewBR5-\$40\_WVI

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe with purchase of Business Internet. BTV MRC Discounts rolls to rate card at end of original term. Minimum Business Internet Deluxe 50 Required. Min 2yr term required. Standard Install Waived. Taxes, Usage, Fees & Equip extra

### \$40 MRC Discount off Public View BR5 + \$29.95 BV (D50 or Higher)

WORKBENCH PROMO CODE: PubViewBR5-\$40\_BV\$29.95

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe. Minimum BI Deluxe 50 or higher Required. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. Minimum 2 year term required. MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

### \$40 MRC Discount off Public View BR5 + \$29.95 BV, Standard Install Waiver; (D50 or Higher)

WORKBENCH PROMO CODE:  
PubViewBR5-\$40\_BV\$29.95\_WVI

**PROMO DESCRIPTION:** \$40 MRC Discount off Public View Business TV Sports and Entertainment Deluxe. Minimum BI Deluxe 50 or higher Required. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. MRC Discounts rolls to rate card at end of original term. Minimum 2 year term required. Standard Install Waived. Taxes, Usage, Fees and Equip are extra.

### \$40 MRC Discount off Public View BR5 + \$24.95 BV Lines (D50 or Higher)

WORKBENCH PROMO CODE: \$24.95BV\_BR5-\$40

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for a discounted rate of \$24.95 each, a \$15 MRC Discount off rate card. \$40 MRC Disc off Business TV Sports & Entertainment Deluxe. If 2yr term, BV MRC Discounts rolls to rate card in month 25. If 3yr term, BV FF lines 1-3 roll to \$29.95ea in month 25, then rate card in month 37. BTV MRC Discount rolls to rate card end of original term. Business Internet D50 or Higher. Minimum 2 year term required. Taxes, Usage, Fees and Equipment are extra

### \$40 MRC Discount off Public View BR5 + \$24.95 BV Lines Standard Install Waiver; (D50 or Higher)

WORKBENCH PROMO CODE: \$24.95BV\_BR5-\$40\_WVI

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 for rate of \$24.95ea, a \$15 MRC Disc off rate card. \$20 MRC Disc off Business TV Sports & Entertainment Deluxe. If 2yr term, BV MRC Disc rolls to rate card in mo 25. If 3yr term, BV FF lines 1-3 roll to \$29.95ea in mo 25, rate card in mo 37. BTV MRC Disc rolls to rate card end of original term. BI D50 or Higher req'd. Min 2yr term required. Standard Install Waived. Taxes, Usage, Fees & Equip extra



## OFFER DESCRIPTION:

\$20 MRC Discount off Public View Business TV Digital Deluxe with minimum purchase of Business Internet Starter for discounted rate of \$89.95.

Can be stacked with:

- Double-play Xcelerate Business Internet MRC Discounts
- Triple-play Xcelerate Business Internet MRC Discounts
- \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95
- Standard Installation Waiver

## TIMING

LAUNCH DATE: 2/22/2015

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: Central

REGION: All

SALES CHANNELS: BAE, BSR, OBSR, OTM  
Vendor, Partner, EAE, Retention

## BUSINESS RULES

- Minimum 2 Year Term Required
- \$20 MRC Discount off Public View Digital Deluxe Only
- **Minimum Starter Business Internet Required**
- Public View TV Digital Deluxe MRC Discount Rolls to rate card at end of original term
- Business Voice Full Featured MRC Discount rolls to rate card at end of original term
- Business Internet MRC Discount rolls to rate card at end of original term
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded
- New Customers Only

## Stack Options

- Business Voice can be added at rate card or \$10 MRC Discount off Full Featured lines 1-3 for discounted rate of \$29.95 each.
- Business Internet Double Play with Business TV MRC Discounts
  - Deluxe 25: \$89.95, a \$10 MRC Discount off rate card of \$99.95
  - Deluxe 100 Plus: \$189.95, a \$10 MRC Discount off rate card of \$199.95
- Business Internet Triple Play MRC Discounts
  - Starter: \$10 MRC Discount off for discounted rate of \$59.95
  - Deluxe 25: \$30 MRC Discount off for discounted rate of \$69.95
  - Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - Deluxe 75: \$20 MRC Discount off for discounted rate of \$129.95
  - Deluxe 100 Plus: \$30 MRC Discount off for discounted rate of \$169.95
  - Deluxe 150: \$40 MRC Discount off for discounted rate of \$209.95
- Standard installation waiver
  - 2 year, double or triple play – reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC

**Public View Digital Deluxe for \$89.95, a \$20 MRC Discount  
(Central Division)**

## WORKBENCH OFFER/ PROMO CODES – New Acquisition

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate “Offer” code and then select the appropriate “Promo” Code.

### SELECT OFFER CODE

#### BI Xcelerate Double Play w/ Video

Cen:DP\_BID25-\$10\_TV2yr

Cen:DP\_BID25-\$10\_TV3yr

Cen:VideoDP\_BID100+-\$10\_2yr

Cen:VideoDP\_BID100+-\$10\_3yr

#### BI Xcelerate Triple Play

Cen:TP\_Starter-\$10\_2yr

Cen:TP\_Starter-\$10\_3yr

Cen:TP\_BID25-\$30\_2yr

Cen:TP\_BID25-\$30\_3yr

Cen:TP\_BID50-\$20\_2yr

Cen:TP\_BID50-\$20\_3yr

Cen:TP\_BID75-\$20\_2yr

Cen:TP\_BID75-\$20\_3yr

Cen:TP\_BID100+-\$30\_2yr

Cen:TP\_BID100+-\$30\_3yr

Cen:TP\_D150-\$40\_2yr

Cen:TP\_D150-\$40\_3yr

#### BI Xcelerate Triple Play + \$29.95 Voice Lines

Cen:TP\_Starter-\$10\_\$29.95BV2yr

Cen:TP\_Starter-\$10\_\$29.95BV3yr

Cen:TP\_D25-\$30\_\$29.95BV3yr

Cen:TP\_D25-\$30\_\$29.95BV2yr

Cen:TP\_D50-\$20\_\$29.95BV2yr

Cen:TP\_D50-\$20\_\$29.95BV3yr

Cen:TP\_D75-\$20\_\$29.95BV2yr

Cen:TP\_D75-\$20\_\$29.95BV3yr

Cen:TP\_D100+-\$30\_\$29.95BV2yr

Cen:TP\_D100+-\$30\_\$29.95BV3yr

Cen:TP\_D150-\$40\_\$29.95BV2yr

Cen:TP\_D150-\$40\_\$29.95BV3yr

#### **\$20 MRC Discount off Public View BR3**

**WORKBENCH PROMO CODE:** PubViewBR3-\$20

**PROMO DESCRIPTION:** \$20 MRC Discount off Public View Business TV Digital Deluxe with purchase of Business Internet. Minimum Business Internet Starter Required. Minimum 2 year term required. MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

#### **\$20 MRC Discount off Public View BR3**

**Standard Installation Waived**

**WORKBENCH PROMO CODE:** PubViewBR3-\$20\_WVI23

**PROMO DESCRIPTION:** \$20 MRC Discount off Public View Business TV Digital Deluxe with purchase of Business Internet. BTV MRC Discounts rolls to rate card at end of original term. Minimum Business Internet Starter Required. Min 2yr term required. If 2 or 3play of BI, BV or BTV: 2yr Std install \$49 or if 3yr std install waived. Taxes, Usage, Fees & Equip extra

## OFFER DESCRIPTION:

\$20 MRC Discount off Public View Business TV Digital Deluxe with minimum purchase of Business Internet Starter for discounted rate of \$89.95.

Can be stacked with:

- Double-play Xcelerate Business Internet MRC Discounts
- Triple-play Xcelerate Business Internet MRC Discounts
- \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95
- Standard Installation Waiver

## TIMING

LAUNCH DATE: 2/22/2015

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: West

REGION: All

SALES CHANNELS: BAE, BSR, OBSR, OTM  
Vendor, Partner, EAE, Retention

## BUSINESS RULES

- Minimum 2 Year Term Required
- \$20 MRC Discount off Public View Digital Deluxe Only
- **Minimum Starter Business Internet Required**
- Public View TV Digital Deluxe MRC Discount Rolls to rate card at end of original term
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded
- New Customers Only

### Stack Options

#### Business Voice

- Business Voice can be added at rate card or \$10 MRC Discount off Full Featured lines 1-3 for discounted rate of \$29.95 each.
- 1/2/3 Line Promo: Business Voice Full Featured Lines 1 and 2 for a discounted rate of \$24.95 each, Full Featured Line 3 for a discounted rate of \$19.95. 3yr Term Required.

#### Business Internet

- Triple-Play Xcelerate Business Internet Discounts
  - Starter: \$59.95, a \$10 MRC Discount off rate card of \$69.95
  - Deluxe 25: \$69.95, a \$30 MRC Discount off rate card of \$99.95
  - Deluxe 50: \$89.95, a \$20 MRC Discount off rate card of \$109.95
  - Deluxe 75: \$129.95, a \$20 MRC Discount off rate card of \$149.95
  - Deluxe 100 Plus: \$174.95, a \$25 MRC Discount off rate card of \$199.95
  - Deluxe 150: \$219.95, a \$30 MRC Discount off rate card of \$249.95
- Double-Play Xcelerate Business Internet Discounts
  - Deluxe 25: \$79.95, a \$20 MRC Discount off rate card of \$99.95
  - Deluxe 50: \$99.95, a \$10 MRC Discount off rate card of \$109.95
  - Deluxe 75: \$139.95, a \$10 MRC Discount off rate card of \$149.95
  - Deluxe 100 Plus: \$184.95, a \$15 MRC Discount off rate card of \$199.95
  - Deluxe 150: \$229.95, a \$20 MRC Discount off rate card of \$249.95

**Standard installation waiver** (Minimum 2 Product, Minimum 2 Year Term)

**Public View Digital Deluxe for \$89.95, a \$20 MRC Discount  
(West Division)**

## WORKBENCH OFFER/ PROMO CODES – New Acquisition

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate “Offer” code and then select the appropriate “Promo” Code.

### SELECT OFFER CODE

#### Triple Play + \$29.95 BV

West:TP\_Starter-\$10 \$29.95BV2yr  
West:TP\_Starter-\$10 \$29.95BV3yr  
West:TP\_D25-\$30 \$29.95\_2yr  
West:TP\_D25-\$30 \$29.95\_3yr  
West:TP/PRI\_D50-\$20 \$29.95\_2yr  
West:TP/PRI\_D50-\$20 \$29.95\_3yr  
West:TP\_D75-\$20 \$29.95\_2yr.  
West:TP\_D75-\$20 \$29.95\_3yr.  
West:TP\_D100+-\$25 \$29.95\_2yr.  
West:TP\_D100+-\$25 \$29.95\_3yr.  
West:TP\_D150-\$30 \$29.95\_2yr.  
West:TP\_D150-\$30 \$29.95\_3yr.

#### Triple Play

West:TP\_Starter-\$10\_2yr  
West:TP\_Starter-\$10\_3yr  
West:TP\_D25-\$30\_2yr  
West:TP\_D25-\$30\_3yr  
West:TP/PRI\_D50-\$20\_2yr  
West:TP/PRI\_D50-\$20\_3yr  
West:TP\_D75-\$20\_2yr.  
West:TP\_D75-\$20\_3yr.  
West:TP\_D100+-\$25\_2yr.  
West:TP\_D100+-\$25\_3yr.  
West:TP\_D150-\$30\_2yr.  
West:TP\_D150-\$30\_3yr.

#### BI + BTv Double Play

West:DP\_BID25-\$20\_TV2yr  
West:DP\_BID25-\$20\_TV3yr  
West:DP\_D50-\$10\_TV2yr.  
West:DP\_D50-\$10\_TV3yr.  
West:DP\_D75-\$10\_TV2yr  
West:DP\_D75-\$10\_TV3yr  
West:DP\_D100+-\$15\_TV2yr  
West:DP\_D100+-\$15\_TV3yr  
West:DP\_D150-\$20\_TV2yr  
West:DP\_D150-\$20\_TV3yr

### **\$20 MRC Discount off Public View BR3**

**WORKBENCH PROMO CODE:** PubViewBR3-\$20

**PROMO DESCRIPTION:** \$20 MRC Discount off Public View Business TV Digital Deluxe with purchase of Business Internet. Minimum Business Internet Starter Required. Minimum 2 year term required. MRC Discounts rolls to rate card at end of original term. Taxes, Usage, Fees and Equip are extra.

### **\$20 MRC Discount off Public View BR3**

**Standard Installation Waived**

**WORKBENCH PROMO CODE:** PubViewBR3-\$20\_WVI

**PROMO DESCRIPTION:** \$20 MRC Discount off Public View Business TV Digital Deluxe with purchase of Business Internet. BTv MRC Discounts rolls to rate card at end of original term. Minimum Business Internet Starter Required. Min 2yr term required. Standard Install Waived. Taxes, Usage, Fees & Equip extra

### **\$20 MRC Discount off Public View BR3 + 1/2/3 Line Bundles (WEST) 3 Year Term Required**

**WORKBENCH PROMO CODE:** PubViewBR3-\$20\_1/2/3BV

**PROMO DESCRIPTION:** \$20 MRC Discount off Public View Business TV Digital Deluxe with purchase of Business Internet. Minimum Business Internet Starter Required. Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). 3 Year term required. Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra

### **\$20 MRC Discount off Public View BR3 + 1/2/3 Line Bundles (WEST) Install Waived. 3 Year Term Required**

**WORKBENCH PROMO CODE:** PubViewBR3-\$20\_1/2/3BV\_WVI

**PROMO DESCRIPTION:** \$20 MRC Discount off Public View Business TV Digital Deluxe with purchase of Business Internet. Minimum Business Internet Starter Required. Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). Standard Install Waived. 3 Year term required. Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra

## OFFER DESCRIPTION:

Double or Triple Play Business Internet MRC Discounts bundled with \$15 MRC Discount off Full Featured Business Voice Lines for discounted rate of \$24.95 each.

- \$19.95 Voice Full Featured Lines 1-3 available in Chattanooga Only

### TIMING

LAUNCH DATE: 8/22/2013

EXPIRATION DATE: 8/21/2015

### AVAILABILITY

DIVISION: **Central**

MARKETS: Augusta, Huntsville, Panama City, Charleston/ N Charleston, Knoxville, Chattanooga

SALES CHANNELS: BAE, BSR, OBSR, EAE, Partner, Retention

### BUSINESS RULES

- Minimum 2 Year Term required
- **Minimum Starter Business Internet Required**
- Minimum 1 Full Featured Business Voice Line Required
- \$15 MRC Discount off Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each
- Chattanooga (corp 2520) 1 corp Only: \$20 MRC Discount off Voice Full Featured Lines 1-3 for discounted rate of \$19.95 each
- 4+ Voice Lines at rate card of \$24.95ea; Basic Lines at rate card of \$24.95ea; Voicemail at rate card of \$5ea
- Business TV can be added at rate card
- Business Voice Full Featured MRC Discount rolls to rate card at end of original term
- **Can be Stacked with Standard Install Waiver**
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded
- New Customers Only

### Stack Options

- Business Internet Double Play MRC Discounts with Voice
  - Starter: \$10 MRC Discount off for discounted rate of \$59.95
  - Deluxe 25: \$20 MRC Discount off for discounted rate of \$79.95
  - Deluxe 50: \$10 MRC Discount off for discounted rate of \$99.95
  - Deluxe 75: \$10 MRC Discount off for discounted rate of \$139.95
  - Deluxe 100 Plus: \$20 MRC Discount off for discounted rate of \$179.95
  - Deluxe 150: \$20 MRC Discount off for discounted rate of \$229.95
- Business Internet Triple Play MRC Discounts
  - D25, D50, D75, D100+ requires BTV C0.5/ BR0 or higher; D150 requires C1.5/ BR0 or higher; Starter requires C0/ BR0 or higher
  - Starter: \$10 MRC Discount off for discounted rate of \$59.95
  - Deluxe 25: \$30 MRC Discount off for discounted rate of \$69.95
  - Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - Deluxe 75: \$20 MRC Discount off for discounted rate of \$129.95
  - Deluxe 100 Plus: \$30 MRC Discount off for discounted rate of \$169.95
  - Deluxe 150: \$40 MRC Discount off for discounted rate of \$209.95

Business Internet MRC Discount rolls to rate card at end of original term

## Double Play w/ Voice Pricing

Stacked with  
\$24.95 BV Lines

	BI Rate Card	BI MP Promo Discount	Total BI MRC	# of Full Featured Lines	BV Rate Card	BV Promo Discount	Total Promo Discount (BI + \$24.95 BV)	Total MRC BI + BV \$24.95
Starter	\$69.95	(\$10) (Voice Required)	\$59.95	1	\$39.95	(\$15)	(\$25)	\$84.90
				2	\$79.90	(\$30)	(\$40)	\$109.85
				3	\$119.85	(\$45)	(\$55)	\$134.80
				4	\$144.80	(\$45)	(\$55)	\$159.75
Deluxe 25	\$99.95	(\$20)	\$79.95	1	\$39.95	(\$15)	(\$35)	\$104.90
				2	\$79.90	(\$30)	(\$50)	\$129.85
				3	\$119.85	(\$45)	(\$65)	\$154.80
				4	\$144.80	(\$45)	(\$65)	\$179.75
Deluxe 50	\$109.95	(\$10)	\$99.95	1	\$39.95	(\$15)	(\$25)	\$124.90
				2	\$79.90	(\$30)	(\$40)	\$149.85
				3	\$119.85	(\$45)	(\$55)	\$174.80
				4	\$144.80	(\$45)	(\$55)	\$199.75
Deluxe 75	\$149.95	(\$10)	\$139.95	1	\$39.95	(\$15)	(\$25)	\$164.90
				2	\$79.90	(\$30)	(\$40)	\$189.85
				3	\$119.85	(\$45)	(\$55)	\$214.80
				4	\$144.80	(\$45)	(\$55)	\$239.75
Deluxe 100 Plus	\$199.95	(\$20)	\$179.95	1	\$39.95	(\$15)	(\$35)	\$204.90
				2	\$79.90	(\$30)	(\$50)	\$229.85
				3	\$119.85	(\$45)	(\$65)	\$254.80
				4	\$144.80	(\$45)	(\$65)	\$279.75
Deluxe 150	\$249.95	(\$20)	\$229.95	1	\$39.95	(\$15)	(\$35)	\$254.90
				2	\$79.90	(\$30)	(\$50)	\$279.85
				3	\$119.85	(\$45)	(\$65)	\$304.80
				4	\$144.80	(\$45)	(\$65)	\$329.75

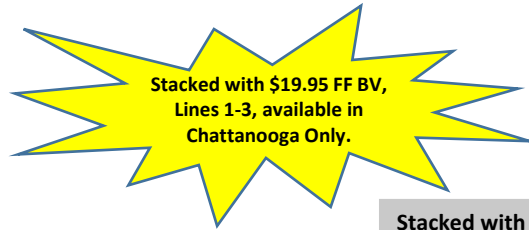


Triple Play Pricing (D25, D50, D75, D100+ requires BTV C0.5/ BR0 or higher; D150 requires C1.5/ BR0; Starter requires C0/ BR0)									Stacked with \$24.95 BV Lines	
	BI Rate Card	BI MP Promo Discount	Total BI MRC	# of Full Featured Lines	BV Rate Card	BV Promo Discount	BV MRC	BTV MRC	Total Promo Discount (BI + \$24.95 BV)	Total MRC
Starter	\$69.95	-\$10	\$59.95	1	\$39.95	-\$15	\$24.95	\$4.95 C0	-\$25	\$89.85
				2	\$79.90	-\$30	\$49.90		-\$40	\$114.80
				3	\$119.85	-\$45	\$74.85		-\$55	\$139.75
Deluxe 25	\$99.95	-\$30	\$69.95	1	\$39.95	-\$15	\$24.95	\$14.95 C0.5	-\$45	\$99.85
				2	\$79.90	-\$30	\$49.90		-\$60	\$124.80
				3	\$119.85	-\$45	\$74.85		-\$75	\$149.75
Deluxe 50	\$109.95	-\$20	\$89.95	1	\$39.95	-\$15	\$24.95	\$14.95 C0.5	-\$35	\$129.85
				2	\$79.90	-\$30	\$49.90		-\$50	\$154.80
				3	\$119.85	-\$45	\$74.85		-\$65	\$179.75
Deluxe 75	\$149.95	-\$20	\$129.95	1	\$39.95	-\$15	\$24.95		-\$35	\$169.85
				2	\$79.90	-\$30	\$49.90		-\$50	\$194.80
				3	\$119.85	-\$45	\$74.85		-\$65	\$219.75
Deluxe 100 Plus	\$199.95	-\$30	\$169.95	1	\$39.95	-\$15	\$24.95		-\$45	\$209.85
				2	\$79.90	-\$30	\$49.90		-\$60	\$234.80
				3	\$119.85	-\$45	\$74.85		-\$75	\$259.75
Deluxe 150	\$249.95	-\$40	\$209.95	1	\$39.95	-\$15	\$24.95	\$29.95 C1.5	-\$55	\$264.85
				2	\$79.90	-\$30	\$49.90		-\$70	\$294.80
				3	\$119.85	-\$45	\$74.85		-\$85	\$324.75

WORKBENCH OFFER/PROMO CODES– (BI + \$24.95 BV)

When bundling with Double or Triple Play Discounts on Business Internet, utilize the appropriate “Offer” code and then select the appropriate “Promo” Code.

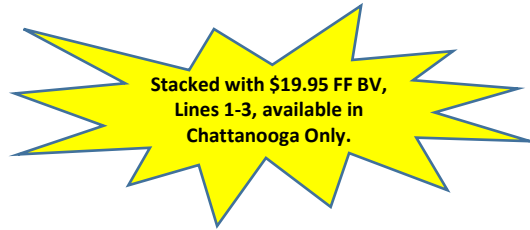
<p><b>BI Xcelerate Double Play w/ Voice</b></p> <p>Cen:DP_Starter-\$10_2yr Cen:DP_Starter-\$10_3yr Cen:DP_BID25-\$20_BV2yr Cen:DP_BID25-\$20_BV3yr Cen:DP_BID50-\$10_2yr Cen:DP_BID50-\$10_3yr Cen:DP_BID75-\$10_2yr Cen:DP_BID75-\$10_3yr Cen:VoiceDP_BID100+-\$20_2yr Cen:VoiceDP_BID100+-\$20_3yr Cen:DP_D150-\$20_2yr Cen:DP_D150-\$20_3yr</p>	<p><b>BI Xcelerate Triple Play</b></p> <p>Cen:TP_Starter-\$10_2yr Cen:TP_Starter-\$10_3yr Cen:TP_BID25-\$30_2yr Cen:TP_BID25-\$30_3yr Cen:TP_BID50-\$20_2yr Cen:TP_BID50-\$20_3yr Cen:TP_BID75-\$20_2yr Cen:TP_BID75-\$20_3yr Cen:TP_BID100+-\$30_2yr Cen:TP_BID100+-\$30_3yr Cen:TP_D150-\$40_2yr Cen:TP_D150-\$40_3yr</p>
<p><b>EPB/ Knology + \$24.95 BV</b> WORKBENCH PROMO CODE: EK_BV\$24.95</p> <p><b>PROMO DESCRIPTION:</b> Business Voice Full Featured Lines 1-3 at a discounted rate of \$24.95 each, a \$15 MRC Discount off Rate Card with purchase of Business Internet Starter or higher. 4+ FF Lines at rate card of \$24.95 each, Basic Lines at rate card of \$24.95 each. Minimum 2 Year Term required. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra.</p>	<p><b>EPB/ Knology + \$24.95 BV. Standard Install Waived</b> WORKBENCH PROMO CODE: EK_BV\$24.95_WVI23</p> <p><b>PROMO DESCRIPTION:</b> Business Voice Full Featured Lines 1-3 at a discounted rate of \$24.95 each, a \$15 MRC Discount off Rate Card with purchase of Business Internet Starter or higher. 4+ FF Lines at rate card of \$24.95 each, Basic Lines at rate card of \$24.95 each. If 2 or 3play of BI, BV or BTv: 2yr Std install \$49 or if 3yr Std install waived. 2 or 3 Year Term required. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra.</p>



Stacked with \$19.95 FF BV  
Lines (Chattanooga Only)

## Double Play w/ Voice Pricing

	BI Rate Card	BI MP Promo Discount	Total BI MRC	# of Full Featured Lines	BV Rate Card	BV Promo Discount	Total Promo Discount (BI + \$19.95 BV)	Total MRC BI + BV \$19.95
Starter	\$69.95	(\$10) (Voice Required)	\$59.95	1	\$39.95	(\$20)	(\$30)	\$79.90
				2	\$79.90	(\$40)	(\$50)	\$99.85
				3	\$119.85	(\$60)	(\$70)	\$119.80
				4	\$144.80	(\$60)	(\$70)	\$144.70
Deluxe 25	\$99.95	(\$20)	\$79.95	1	\$39.95	(\$20)	(\$40)	\$99.90
				2	\$79.90	(\$40)	(\$60)	\$119.85
				3	\$119.85	(\$60)	(\$80)	\$139.80
				4	\$144.80	(\$60)	(\$80)	\$164.70
Deluxe 50	\$109.95	(\$10)	\$99.95	1	\$39.95	(\$20)	(\$30)	\$119.90
				2	\$79.90	(\$40)	(\$50)	\$139.85
				3	\$119.85	(\$60)	(\$70)	\$159.80
				4	\$144.80	(\$60)	(\$70)	\$184.75
Deluxe 75	\$149.95	(\$10)	\$139.95	1	\$39.95	(\$20)	(\$30)	\$159.90
				2	\$79.90	(\$40)	(\$50)	\$179.85
				3	\$119.85	(\$60)	(\$70)	\$199.80
				4	\$144.80	(\$60)	(\$70)	\$224.75
Deluxe 100 Plus	\$199.95	(\$20)	\$179.95	1	\$39.95	(\$20)	(\$40)	\$199.90
				2	\$79.90	(\$40)	(\$60)	\$219.85
				3	\$119.85	(\$60)	(\$80)	\$239.80
				4	\$144.80	(\$60)	(\$80)	\$264.75
Deluxe 150	\$249.95	(\$20)	\$229.95	1	\$39.95	(\$20)	(\$40)	\$254.90
				2	\$79.90	(\$40)	(\$60)	\$279.85
				3	\$119.85	(\$60)	(\$80)	\$304.80
				4	\$144.80	(\$60)	(\$80)	\$329.75



Triple Play Pricing (D50 or higher requires BTV C0.5/ BR0 or higher)									Stacked with \$19.95 BV Lines	
	BI Rate Card	BI MP Promo Discount	Total BI MRC	# of Full Featured Lines	BV Rate Card	BV Promo Discount	BV MRC	BTV MRC	Total Promo Discount (BI + \$19.95 BV)	Total MRC
Starter	\$69.95	-\$10	\$59.95	1	\$39.95	-\$20	\$19.95	\$4.95 C0	-\$30	\$84.85
				2	\$79.90	-\$40	\$39.90		-\$50	\$104.80
				3	\$119.85	-\$60	\$59.85		-\$70	\$124.75
Deluxe 25	\$99.95	-\$30	\$69.95	1	\$39.95	-\$20	\$19.95	\$14.95 C0.5	-\$30	108.85
				2	\$79.90	-\$40	\$39.90		-\$50	\$124.80
				3	\$119.85	-\$60	\$59.85		-\$70	\$144.75
Deluxe 50	\$109.95	-\$20	\$89.95	1	\$39.95	-\$20	\$19.95		-\$40	\$124.85
				2	\$79.90	-\$40	\$39.90		-\$60	\$144.80
				3	\$119.85	-\$60	\$59.85		-\$80	\$164.75
Deluxe 75	\$149.95	-\$20	\$129.95	1	\$39.95	-\$20	\$19.95		-\$40	\$164.85
				2	\$79.90	-\$40	\$39.90		-\$60	\$184.80
				3	\$119.85	-\$60	\$59.85		-\$80	\$204.75
Deluxe 100 Plus	\$199.95	-\$30	\$169.95	1	\$39.95	-\$20	\$19.95		-\$50	\$204.85
				2	\$79.90	-\$40	\$39.90		-\$70	\$224.80
				3	\$119.85	-\$60	\$59.85		-\$90	\$244.75
Deluxe 150	\$249.95	-\$40	\$209.95	1	\$39.95	-\$20	\$19.95	\$29.95 C1.5	-\$60	\$259.85
				2	\$79.90	-\$40	\$39.90		-\$80	\$279.80
				3	\$119.85	-\$60	\$59.85		-\$100	\$299.75

## WORKBENCH OFFER/PROMO CODES – (BI + \$19.95 BV)

When bundling with Double or Triple Play Discounts on Business Internet, utilize the appropriate “Offer” code and then select the appropriate “Promo” Code.

### BI Xcelerate Double Play w/ Voice

Cen:DP\_Starter-\$10\_2yr  
Cen:DP\_Starter-\$10\_3yr  
Cen:DP\_BID25-\$20\_BV2yr  
Cen:DP\_BID25-\$20\_BV3yr  
Cen:DP\_BID50-\$10\_2yr  
Cen:DP\_BID50-\$10\_3yr  
Cen:DP\_BID75-\$10\_2yr  
Cen:DP\_BID75-\$10\_3yr  
Cen:VoiceDP\_BID100+-\$20\_2yr  
Cen:VoiceDP\_BID100+-\$20\_3yr  
Cen:DP\_D150-\$20\_2yr  
Cen:DP\_D150-\$20\_3yr

### BI Xcelerate Triple Play

Cen:TP\_Starter-\$10\_2yr  
Cen:TP\_Starter-\$10\_3yr  
Cen:TP\_BID25-\$30\_2yr  
Cen:TP\_BID25-\$30\_3yr  
Cen:TP\_BID50-\$20\_2yr  
Cen:TP\_BID50-\$20\_3yr  
Cen:TP\_BID75-\$20\_2yr  
Cen:TP\_BID75-\$20\_3yr  
Cen:TP\_BID100+-\$30\_2yr  
Cen:TP\_BID100+-\$30\_3yr  
Cen:TP\_D150-\$40\_2yr  
Cen:TP\_D150-\$40\_3yr

### EPB/ Knology + \$19.95 BV

WORKBENCH PROMO CODE: EK\_BV\$19.95

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 at a discounted rate of \$19.95 each, a \$20 MRC Discount off Rate Card with purchase of Business Internet Starter or higher. 4+ FF Lines at rate card of \$24.95 each, Basic Lines at rate card of \$24.95 each. Minimum 2 Year Term required. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra.

### EPB/ Knology + \$19.95 BV. Install Waived

WORKBENCH PROMO CODE: EK\_BV\$19.95\_WVI23

**PROMO DESCRIPTION:** Business Voice Full Featured Lines 1-3 at a discounted rate of \$19.95 each, a \$20 MRC Discount off Rate Card with purchase of Business Internet Starter or higher. 4+ FF Lines at rate card of \$24.95 each, Basic Lines at rate card of \$24.95 each. If 2 or 3play of BI, BV or BTv: 2yr Std install \$49 or if 3yr Std install waived. 2 or 3 year term required. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Fees and Equipment are Extra.

# 1 Month Free Full Order with Business Internet Deluxe 75 or higher (West Division)

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## OFFER DESCRIPTION:

1 Month Free Full Order with Triple Play purchase of Business Private View TV Select/ Public View Basic or higher, Business Internet Deluxe 75 or higher and Business Voice. (Double Play if HBB.) Minimum 2 year term required.

## TIMING

LAUNCH DATE: 12/1/2013

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: West

REGIONS: All Regions

SALES CHANNELS: BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

## BACK POCKET NEW ACQUISITION BUSINESS RULES

- 1 Month of MRC Waived with purchase of Deluxe 75 Internet or higher in a triple play or Double Play if Home Based Business
  - *Note: 1 Month MRC Waiver Only applies to the base service MRC of Internet, Voice, or TV. Does not apply to additional services/features such as Voice Mail, taxing, equipment, ancillary services, Static IP, etc. Only the MRC of the primary packages of Internet, Voice and TV is free.*
- Minimum 2 Year Term required
  - 3yr term required if stacked with 1/2/3 Line Bundle
  - 3yr term required if with install waiver
- Triple Play Required if Premise Based Business (Internet, Voice, TV)
- Double Play Required if Home Based Business (Internet and Voice)
- Private View Select TV /Public View Basic TV or higher required
- Deluxe 75 or higher Business Internet Required
- New Customers Only
- Locations/ Orders with Comcast Paid Construction not eligible
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

## Stack Options

- Triple-Play Business Internet Discount
  - Deluxe 75: \$20 MRC Discount (\$129.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$139.95) in month 25, then rate card (\$149.95) in month 37.
  - Deluxe 100+: \$25 MRC Discount (\$174.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$15 discount (\$184.95) in month 25, then rate card (\$199.95) in month 37.
  - Deluxe 150: \$30 MRC Discount (\$219.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$229.95) in month 25, then rate card (\$249.95) in month 37.
- Double-Play Business Internet Discount w/ Voice  
(DP with Voice MRC Discounts Roll to rate card end of original term)
  - Deluxe 75: \$139.95, a \$10 MRC Discount off rate card of \$149.95
  - Deluxe 100 Plus: \$184.95, a \$15 MRC Discount off rate card of \$199.95
  - Deluxe 150: \$229.95, a \$20 MRC Discount off rate card of \$249.95
- Standard Installation Waiver, Minimum 2 Products, Minimum 2 Year term
- 1/2/3 Line: \$15 MRC Discount off Voice Full Featured Lines 1 and 2; \$20 MRC discount off Voice Full Featured Line 3
- \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each



# 1 Month Free Full Order with Business Internet Deluxe 75 or higher (West Division)

## WORKBENCH OFFER/ PROMO CODES

### **SELECT THE BUSINESS INTERNET OFFER CODE 1ST** **WORKBENCH OFFER CODE:**

Triple Play With \$29.95 BV Lines  
West:TP\_D75-\$20\_\$29.95\_2yr.  
West:TP\_D75-\$20\_\$29.95\_3yr.  
West:TP\_D100+-\$25\_\$29.95\_2yr.  
West:TP\_D100+-\$25\_\$29.95\_3yr.  
West:TP\_D150-\$30\_\$29.95\_2yr.  
West:TP\_D150-\$30\_\$29.95\_3yr.

Triple Play  
West:TP\_D75-\$20\_2yr.  
West:TP\_D75-\$20\_3yr.  
West:TP\_D100+-\$25\_2yr.  
West:TP\_D100+-\$25\_3yr.  
West:TP\_D150-\$30\_2yr.  
West:TP\_D150-\$30\_3yr.

### **DOUBLE PLAY – HBB LOCATIONS ONLY** **SELECT THE BUSINESS INTERNET OFFER CODE 1ST** **WORKBENCH OFFER CODE:**

Double Play With \$29.95 BV Lines  
West:DP\_D75-\$10\_\$29.95BV2yr  
West:DP\_D75-\$10\_\$29.95BV3yr  
West:DP\_D100+-\$15\_\$29.95BV2yr  
West:DP\_D100+-\$15\_\$29.95BV3yr  
West:DP\_D150-\$20\_\$29.95BV2yr  
West:DP\_D150-\$20\_\$29.95BV3yr

Double Play With Voice  
West:DP\_D75-\$10\_BV2yr  
West:DP\_D75-\$10\_BV3yr  
West:DP\_D100+-\$15\_BV2yr  
West:DP\_D100+-\$15\_BV3yr  
West:DP\_D150-\$20\_BV2yr  
West:DP\_D150-\$20\_BV3yr

### **1 Month Free Business Internet** **WORKBENCH PROMO CODE: 1Mfr\_Full\_BID75+**

**PROMO DESCRIPTION:** 1 Month of Business Services MRC waived with triple play purchase of Business Internet, Business Voice and Business TV (2Play of BI and BV if HBB). Business TV C0.5/BR0 or higher required. Business Internet Deluxe 75 or higher required. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment are Extra

### **1 Month Free Business Internet + Standard Install Waived** **3 Year Term required** **WORKBENCH PROMO CODE: 1Mfr\_Full\_BID75+\_WVI**

**PROMO DESCRIPTION:** 1 Month of Business Services MRC waived with triple play purchase of Business Internet, Business Voice and Business TV (2Play of BI and BV if HBB). Business TV C0.5/BR0 or higher required. Business Internet Deluxe 75 or higher required. Standard Installation Waived. 3 Year Term required. Taxes, Usage, Fees and Equipment are Extra

### **1 Month Free Business Internet + 1/2/3 Line Bundle** **3 Year Term required** **WORKBENCH PROMO CODE: 1Mfr\_Full\_BID75+\_1/2/3BV**

**PROMO DESCRIPTION:** 1 Month of Business Services MRC waived with triple play purchase of Business Internet, Business Voice and Business TV (2Play of BI and BV if HBB). BTVC0.5/BR0 or higher required. Business Internet D75 or higher required. Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line) and \$19.95 for line 3 (a \$20 MRC Discount). BV MRC Disc rolls end of original term. 3 Year Term required. Taxes, Usage, Fees and Equipment are Extra

### **1 Month Free Business Internet + 1/2/3 Line Bundle + Install Waived** **3 Year Term required** **WORKBENCH PROMO CODE: 1Mfr\_Full\_BID75+\_1/2/3BV\_WVI**

**PROMO DESCRIPTION:** 1 Month of Business Services MRC waived with triple play purchase of Business Internet, Business Voice and Business TV (2Play of BI and BV if HBB). BTVC0.5/BR0 or higher required. Business Internet D75 or higher required. Business Voice Full Featured lines at a discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line) and \$19.95 for line 3 (a \$20 MRC Discount). BV MRC Disc rolls end of original term. Standard Install Waived. 3yr term required. Taxes, Usage, Fees, Equipment Extra

# \$99.90 Double Play Bundle of 2 Business Voice Lines and Business Internet Deluxe 25 (Northeast – Freedom, Beltway, Keystone, Western New England)

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## OFFER DESCRIPTION:

1 Full Featured Business Voice Line for a reduced rate of \$29.95, a \$10 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 Value. Additional full featured lines are \$29.95 each. \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for a reduced rate of \$69.95. Voice MRC Discounts roll to rate card at end of original term. Minimum 2 Year Term required.

## TIMING

LAUNCH DATE: 5/21/2015

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **Northeast**

REGIONS: Freedom, Beltway, Keystone, Western New England

SALES CHANNELS: BAE, BSR, OBSR, OTM (Vendor), EAE, Partner

## BUSINESS RULES

- 1 Full Featured Business Voice Line for a reduced rate of \$29.95, a \$10 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 value. Additional Full Featured Lines can be added at \$29.95 each, a \$10 MRC Discount off rate card for lines 2 and 3; 4+ line rate card.
  - Voice MRC Discount/ waiver rolls to rate card at end of original term
- \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for a reduced rate of \$69.95.
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- New Customers Only
- Minimum 2 Year Term required
- 2 lines are required
  - Line 1 is a Full Featured Voice Line at \$29.95.
  - Line 2 can be a Free Basic Line, or a Full Featured Line sold at \$29.95 additional.
- Business Internet Deluxe 25 Required
- Business TV can be added at rate card
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded

## Stack Options

### Standard Installation NRC Promo

- 2 year, double or triple play – Reduced Standard Install NRC of \$49
- 3 year, double or triple play – Waived Standard Install NRC

## WORKBENCH PROMO CODES

### 2 Lines BV; Deluxe 25 BI BPO

WORKBENCH PROMO CODE: 2LineBV\_\$29/\$0/\$29\_D25

PROMO DESCRIPTION: 1 Full Featured BV Line for rate of \$29.95, a \$10 MRC Discount. 1 Basic BV Line MRC Waived, a \$24.95 value. Add FF Lines for \$29.95ea, \$10 MRC Discount off rate card for lines 2 & 3. \$30 MRC Discount off BI Deluxe 25 (\$99.95) for rate of \$69.95. If 2yr term, BI MRC Disc rolls to rate card in month 25. If 3yr term, BI MRC Disc rolls to \$89.95 in month 25, rate card in month 37. BV MRC Discounts/waiver roll to rate card end of original term. Min 2yr term req'd. Taxes, Usage, Fees, Equip extra

### 2 Lines BV; Deluxe 25 BI BPO; Standard Install NRC Promo

WORKBENCH PROMO CODE: 2LineBV\_\$29/\$0/\$29\_D25\_WVI23

PROMO DESCRIPTION: 1 FF BV Line for \$29.95, a \$10 MRC Disc. 1 Basic Line MRC Waived (\$24.95). Add FF Lines for \$29.95ea, \$10 MRC Disc off rate card for lines 2 & 3. \$30 MRC Disc off BI D25 (\$99.95) for \$69.95. If 2yr term, BI MRC Disc rolls to rate card in mo 25. If 3yr term, BI MRC Disc rolls to \$89.95 in mo 25, rate card in mo 37. BV MRC Discounts roll to rate card end of original term. If 2/3play of BI/BV/BTV: 2yr Std install \$49, if 3yr std install waived. Min 2yr term req'd. Taxes/Usage/Fees/Equip extra

# \$99.90 Double Play Bundle of 2 Business Voice Lines and Business Internet Deluxe 25

## (Northeast - Greater Boston Region Only)

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**OFFER DESCRIPTION:**  
1 Full Featured Business Voice Line for a reduced rate of \$29.95, a \$10 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 Value. Additional full featured lines are \$29.95 each. \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for a reduced rate of \$69.95. Voice MRC Discounts for original term. Minimum 2 Year Term required.

**TIMING**  
**LAUNCH DATE:** 5/21/2015  
**EXPIRATION DATE:** 8/21/2015

**AVAILABILITY**  
**DIVISION:** Northeast  
**REGIONS:** Greater Boston Region  
**SALES CHANNELS:** BAE, BSR, OBSR, OTM (Vendor), EAE, Partner

- BUSINESS RULES**
- 1 Full Featured Business Voice Line for a reduced rate of \$29.95, a \$10 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 value. Additional Full Featured Lines can be added at \$29.95 each, a \$10 MRC Discount off rate card for lines 2 and 3; 4+ line rate card.
  - \$30 MRC Discount off Business Internet Deluxe 25 (\$99.95) for a reduced rate of \$69.95.
  - New Customers Only
  - Minimum 2 Year Term required
  - 2 lines are required
    - Line 1 is a Full Featured Voice Line at \$29.95.
    - Line 2 can be a Free Basic Line, or a Full Featured Line sold at \$29.95 additional.
  - Business Internet Deluxe 25 Required
  - Business TV can be added at rate card
  - Voice MRC Discount/ waiver rolls to rate card at end of original term
  - Premium Internet MRC Discount rolls to rate card in month 25 regardless of 24 or 36 month term
  - Taxes, Usage, Fees, Equipment are extra
  - E-rate eligible prospects and customers excluded

- Stack Options**  
**Standard Installation NRC Promo**
- Minimum 2 Year Term/ Minimum Double Play Required

## WORKBENCH PROMO CODES

**2 Lines BV; Deluxe 25 BI BPO**  
**WORKBENCH PROMO CODE:** 2LineBV\_\$29/\$0/\$29\_D25

**PROMO DESCRIPTION:** 1 Full Featured BV Line for rate of \$29.95, a \$10 MRC Discount. 1 Basic BV Line MRC Waived, a \$24.95 value. Add FF Lines for \$29.95ea, \$10 MRC Discount off rate card for lines 2 & 3. \$30 MRC Discount off BI Deluxe 25 (\$99.95) for rate of \$69.95. If 2yr term, BI MRC Disc rolls to rate card in month 25. If 3yr term, BI MRC Disc rolls to \$89.95 in month 25, rate card in month 37. BV MRC Discounts/waiver roll to rate card end of original term. Min 2yr term req'd. Taxes, Usage, Fees, Equip extra

**2 Lines BV; Deluxe 25 BI BPO; Standard Install Waived**  
**WORKBENCH PROMO CODE:** 2LineBV\_\$29/\$0/\$29\_D25\_WVI

**PROMO DESCRIPTION:** 1 Full Featured BV Line for \$29.95, a \$10 MRC Discount. 1 Basic BV Line MRC Waived (\$24.95). Add FF Lines for \$29.95ea, \$10 MRC Discount for lines 2 & 3. \$30 MRC Discount off BI Deluxe 25 (\$99.95) for rate of \$69.95. If 2yr term, BI MRC Disc rolls to rate card in month 25. If 3yr term, BI MRC Disc rolls to \$89.95 in month 25, rate card in month 37. BV MRC Discounts/waiver roll to rate card end of original term. Min 2yr term req'd. Standard Install Waived. Taxes, Usage, Fees, Equip extra

# \$114.90 Double Play Bundle of 2 Business Voice Lines and Business Internet Deluxe 50

(Northeast – Freedom, Beltway, Keystone)

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**OFFER DESCRIPTION:**  
1 Full Featured Business Voice Line for a reduced rate of \$24.95, a \$15 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 Value. \$20 MRC Discount off Business Internet Deluxe 50 (\$109.95) for a reduced rate of \$89.95. Voice MRC Discounts for original term. Minimum 2 Year Term required.

## TIMING

**LAUNCH DATE:** 11/22/2014  
**EXPIRATION DATE:** 8/21/2015 (or sooner if usage maximum is met)

## AVAILABILITY

**DIVISION:** Northeast Division  
**REGIONS:** Beltway, Freedom & Keystone  
**SALES CHANNELS:** BAE, BSR, OBSR, OTM (Vendor), EAE, Partner

## BUSINESS RULES

- 1 Full Featured Business Voice Line for a reduced rate of \$24.95, a \$15 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 value. \$20 MRC Discount off Business Internet Deluxe 50 (\$109.95) for a reduced rate of \$89.95
- New Customers Only
- Minimum 2 Year Term required
- 1 Full Featured Line and 1 Basic Line Required. Additional Full Featured Lines can be added at \$24.95 each.
- **Business Deluxe 50 Required**
- Voice MRC Discount/ waiver rolls to rate card at end of original term
- Deluxe 50 Internet MRC Discount rolls to rate card in month 25 regardless of 24 or 36 month term
- Business TV can be added at rate card
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded

## Stack Options

- Standard Installation NRC Promo
  - 2 year, double or triple play – Reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC

## WORKBENCH PROMO CODES

### 2 Lines BV and D50 BI

WORKBENCH PROMO CODE: 2LineBV\_\$24/\$0/\$24\_D50

**PROMO DESCRIPTION:** 1 Full Featured Business Voice Line for a rate of \$24.95, a \$15 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 value. Add Full Featured Lines for \$24.95ea, a \$15 MRC Discount off rate card for lines 2 & 3. \$20 MRC Discount off BI Deluxe 50 (\$109.95) for rate of \$89.95. BI MRC Discount rolls to rate card in month 25. BV MRC Discounts/waiver roll to rate card at end of original term. Taxes, Usage, Fees & Equip are extra

### 2 Lines BV and D50 BI; Install Waived

WORKBENCH PROMO CODE: 2LineBV\_\$24/\$0/\$24\_D50\_WVI23

**PROMO DESCRIPTION:** 1 Full Featured Business Voice Line for \$24.95, a \$15 MRC Disc off rate card. 1 Basic Line MRC Waived, a \$24.95 value. Add FF Lines for \$24.95ea, a \$15 MRC Disc off rate card for lines 2 & 3. \$20 MRC Disc off BI Deluxe 50 (\$109.95) for rate of \$89.95. BI MRC Disc rolls to rate card in month 25. BV MRC Disc/waiver rolls to rate card at end of original term. If 2 or 3play of BI, BV or BTv: 2yr Std install \$49 or if 3yr std install waived. Min 2yr term req'd. Taxes, Usage, Fees & Equip are extra.

# \$114.90 Double Play Bundle of 2 Business Voice Lines and Business Internet Deluxe 50

## (Northeast - Greater Boston Region Only)

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**OFFER DESCRIPTION:**  
 1 Full Featured Business Voice Line for a reduced rate of \$24.95, a \$15 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 Value. \$20 MRC Discount off Business Internet Deluxe 50 (\$109.95) for a reduced rate of \$89.95. Voice MRC Discounts for original term. Minimum 2 Year Term required.

**TIMING**

**LAUNCH DATE:** 3/16/2015  
**EXPIRATION DATE:** 8/21/2015 (or sooner if usage maximum is met)

**AVAILABILITY**

**DIVISION:** Northeast Division  
**REGIONS:** Greater Boston Region  
**SALES CHANNELS:** BAE, BSR, OBSR, OTM (Vendor), EAE, Partner

**BUSINESS RULES**

- 1 Full Featured Business Voice Line for a reduced rate of \$24.95, a \$15 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 value. \$20 MRC Discount off Business Internet Deluxe 50 (\$109.95) for a reduced rate of \$89.95
- New Customers Only
- Minimum 2 Year Term required
- 1 Full Featured Line and 1 Basic Line Required. Additional Full Featured Lines can be added at \$24.95 each.
- Business Deluxe 50 Required
- Voice MRC Discount/ waiver rolls to rate card at end of original term
- Deluxe 50 BI MRC Discount rolls to rate card in month 25 regardless of 24 or 36 month term
- Business TV can be added at rate card
- Taxes, Usage, Fees, Equipment are extra
- E-rate eligible prospects and customers excluded

**Stack Options**

- Standard Installation Waiver: Minimum 2 Year Term/ Minimum Double Play Required

### WORKBENCH PROMO CODES

<p><b>2 Lines BV and D50 BI</b>            WORKBENCH PROMO CODE: 2LineBV_\$24/\$0/\$24_D50</p> <p><b>PROMO DESCRIPTION:</b> 1 Full Featured Business Voice Line for a rate of \$24.95, a \$15 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 value. Add Full Featured Lines for \$24.95ea, a \$15 MRC Discount off rate card for lines 2 &amp; 3. \$20 MRC Discount off BI Deluxe 50 (\$109.95) for rate of \$89.95. BI MRC Discount rolls to rate card in month 25. BV MRC Discounts/waiver rolls to rate card at end of original term. Taxes, Usage, Fees &amp; Equip are extra</p>	<p><b>2 Lines BV and D50 BI; Install Waived</b>            WORKBENCH PROMO CODE: 2LineBV_\$24/\$0/\$24_D50_WVI</p> <p><b>PROMO DESCRIPTION:</b> 1 Full Featured Business Voice Line for \$24.95, a \$15 MRC Discount off rate card. 1 Basic Line MRC Waived, a \$24.95 value. Additional FF Lines for \$24.95ea, a \$15 MRC Discount off rate card for lines 2 &amp; 3. \$20 MRC Discount off Business Internet Deluxe 50 (\$109.95) for rate of \$89.95. BI MRC Discount rolls to rate card in month 25. BV MRC Discount/waiver rolls to rate card at end of original term. Standard Installation Waived. Min 2 year term required. Taxes, Usage, Fees &amp; Equip are extra</p>

## \$49.90 Double Play of Deluxe 25 and 1 Full Featured Voice Line (West Division ONLY)

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**\$49.90 Bundle of Business Internet Deluxe 25 and 1 Full Featured Line for 6 months. 3 Year Term Required. Business TV can be added at rate card.**

- Business Internet D25 for a reduced rate of \$24.95 for 6 months
- 1 Full Featured Business Voice Line for \$24.95

### **TIMING**

**LAUNCH DATE:** 6/22/2015

**EXPIRATION DATE:** 8/21/2015

### **AVAILABILITY**

**DIVISION:** West

**REGIONS:** All Regions

**SALES CHANNELS:** BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### **\$49.90 BUSINESS RULES**

- **\$49.90 Bundle of Business Internet Deluxe 25 and 1 Full Featured Line.**
- **3 Year Term Required**
- **New Customers Only**
- **Minimum Double Play of Deluxe 25 Business Internet and 1 Full Featured Voice Line required.**
  - **Internet D25 for a reduced rate of \$24.95 (a \$75 MRC Discount) for 6 months.**
    - **If Double Play**
      - **Internet MRC Rolls to \$79.95 in month 7, then rate card at end of original term**
    - **If Triple Play**
      - **Internet MRC rolls to \$69.95 in month 7, then to \$89.95 in month 25, then rate card in month 37**
  - **\$24.95 Full Featured Voice Lines (1/2/3 Line Promo)**
    - **Full Featured Lines 1 and 2 for discounted rate of \$24.95 each, Full Featured Line 3 for discounted rate of \$19.95. Voice MRC Discounts roll to rate card at end of original term**
- **Business TV can be added at rate card**
- **Taxes, Usage, Fees and Equipment are extra**
- **E-rate eligible prospects and customers excluded**

### **2 Year Term Option: \$54.90 Double Play**

- **\$54.90 Bundle of Business Internet Deluxe 25 and 1 Full Featured Line.**
- **Minimum 2 Year Term Required**
- **New Customers Only**
- **Minimum Double Play of Deluxe 25 Business Internet and 1 Full Featured Voice Line required.**
  - **Internet D25 for a reduced rate of \$24.95 (a \$75 MRC Discount) for 6 months.**
    - **If Double Play**
      - **Internet MRC Rolls to \$79.95 in month 7, then rate card at end of original term**
    - **If Triple Play**
      - **Internet MRC rolls to \$69.95 in month 7, then to \$89.95 in month 25, then rate card in month 37**
  - **\$29.95 Full Featured Voice Lines 1-3. 4+ lines at rate card of \$24.95. Voice MRC Discounts roll to rate card at end of original term**
- **Business TV can be added at rate card**
- **Taxes, Usage, Fees and Equipment are extra**
- **E-rate eligible prospects and customers excluded**

### **STACK OPTIONS**

- **Standard Installation Waiver: Minimum 2 Year Term/ Minimum Double Play Required**



## \$49.90 Double Play of Deluxe 25 and 1 Full Featured Voice Line (West Division ONLY)

### WORKBENCH PROMO CODES – \$49.90

**Double Play - Deluxe 25 for \$24.95 + 1/2/3 BV Lines (3yr term required)**  
WORKBENCH PROMO CODE: West:DP\_D25-\$75\_1/2/3

**PROMO DESCRIPTION:** \$75 MRC Discount off BI Deluxe 25 for discounted rate of \$24.95 for 6 months, rolls to \$79.95 in month 7, then rate card in month 37. Business Voice Full Featured lines at discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (a \$20 MRC Discount off rate card). BV MRC Discount rolls to rate card in month 37. Double Play of BI and BV required. 3 Year Term Required. Taxes, Usage, Fees & Equip Extra

**Double Play - Deluxe 25 for \$24.95 + 1/2/3 BV Lines; Install Waived (3yr term required)**  
WORKBENCH PROMO CODE: West:DP\_D25-\$75\_1/2/3\_WVI

**PROMO DESCRIPTION:** \$75 MRC Discount off BI Deluxe 25 for discounted rate of \$24.95 for 6 months, rolls to \$79.95 in month 7, then rate card in month 37. Business Voice Full Featured lines at discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line off rate card) and \$19.95 for line 3 (\$20 MRC Discount off rate card). BV MRC Discount rolls to rate card in month 37. Double Play of BI and BV required. 3 Year Term Required. Standard Install waived. Taxes, Usage, Fees & Equip Extra

**Triple Play - Deluxe 25 for \$24.95 + 1/2/3 BV Lines (3yr term required)**  
WORKBENCH PROMO CODE: West:TP\_D25-\$75\_1/2/3\_3yr

**PROMO DESCRIPTION:** \$75 MRC Discount off BI Deluxe 25 (\$99.95) for discounted rate of \$24.95 for 6 months, rolls to \$69.95 in month 7, then to \$89.95 in month 25, then rate card in month 37. Business Voice Full Featured lines at discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line) and \$19.95 for line 3 (\$20 MRC Discount off rate card). BV MRC Discount rolls to rate card in month 37. Triple Play of BI, BV, & BTV required. 3 Year Term Required. Taxes/Usage/Fees/Equip Extra

**Triple Play - Deluxe 25 for \$24.95 + 1/2/3 BV Lines; Install Waived (3yr term required)**  
WORKBENCH PROMO CODE: West:TP\_D25-\$75\_1/2/3\_WVI\_3yr

**PROMO DESCRIPTION:** \$75 MRC Discount off BI Deluxe 25 (\$99.95) for discounted rate of \$24.95 for 6 months, rolls to \$69.95 in month 7, then to \$89.95 in month 25, then rate card in month 37. Business Voice Full Featured lines at discounted rate of \$24.95 for lines 1 and 2 (\$15 MRC Discount per line) and \$19.95 for line 3 (\$20 MRC Discount). BV MRC Discount rolls to rate card in month 37. Triple Play of BI, BV, & BTV required. 3 Year Term Required. Standard Install waived. Taxes/Usage/Fees/Equip Extra

### WORKBENCH PROMO CODES – \$54.90

**Double Play - Deluxe 25 for \$24.95 + \$29.95 FF**  
WORKBENCH PROMO CODE: West:DP\_D25-\$75\_\$29.95

**PROMO DESCRIPTION:** Double Play of Business Internet Deluxe 25 and minimum 1 Full Featured Business Voice line. \$75 MRC Discount off BI Deluxe 25 for discounted rate of \$24.95 for 6 months, rolls to \$79.95 in month 7, then rate card at end of original term. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term Required. Taxes, Usage, Fees & Equip Extra

**Double Play - Deluxe 25 for \$24.95 + \$29.95 FF; Install Waived**  
WORKBENCH PROMO CODE: West:DP\_D25-\$75\_\$29.95\_WVI

**PROMO DESCRIPTION:** Double Play of Business Internet Deluxe 25 and minimum 1 Full Featured Business Voice line. \$75 MRC Discount off BI Deluxe 25 for discounted rate of \$24.95 for 6 months, rolls to \$79.95 in month 7, then rate card at end of original term. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term Required. Standard Install waived. Taxes, Usage, Fees & Equip Extra

**Triple Play - Deluxe 25 for \$24.95 + \$29.95 FF; 2 Year Term**  
WORKBENCH PROMO CODE: West:TP\_D25-\$75\_\$29.95\_2yr

**PROMO DESCRIPTION:** \$75 MRC Discount off BI Deluxe 25 (\$99.95) for discounted rate of \$24.95 for 6 months, rolls to \$69.95 in month 7, then rate card in month 25. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card in month 25. Triple Play of BI, BV, and BTV required. 2 Year Term Required. Taxes, Usage, Fees & Equip Extra

**Triple Play - Deluxe 25 for \$24.95 + \$29.95 FF; Install Waived; 2 Year Term**  
WORKBENCH PROMO CODE: West:TP\_D25-\$75\_\$29.95\_WVI\_2yr

**PROMO DESCRIPTION:** \$75 MRC Discount off BI Deluxe 25 (\$99.95) for discounted rate of \$24.95 for 6 months, rolls to \$69.95 in month 7, then rate card in month 25. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card in month 25. Triple Play of BI, BV, and BTV required. 2 Year Term Required. Standard Install Waived. Taxes, Usage, Fees & Equip Extra

**Triple Play - Deluxe 25 for \$24.95 + \$29.95 FF; 3 Year Term**  
WORKBENCH PROMO CODE: West:TP\_D25-\$75\_\$29.95\_3yr

**PROMO DESCRIPTION:** \$75 MRC Discount off BI Deluxe 25 (\$99.95) for discounted rate of \$24.95 for 6 months, rolls to \$69.95 in month 7, then to \$89.95 in month 25, then rate card in month 37. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card in month 37. Triple Play of BI, BV, and BTV required. 3 Year Term Required. Taxes, Usage, Fees & Equip Extra

**Triple Play - Deluxe 25 for \$24.95 + \$29.95 FF; Install Waived; 3 Year Term**  
WORKBENCH PROMO CODE: West:TP\_D25-\$75\_\$29.95\_WVI\_3yr

**PROMO DESCRIPTION:** \$75 MRC Discount off BI Deluxe 25 (\$99.95) for discounted rate of \$24.95 for 6 months, rolls to \$69.95 in month 7, then to \$89.95 in month 25, then rate card in month 37. \$10 MRC Discount off BV Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card in month 37. Triple Play of BI, BV, and BTV required. 3 Year Term Required. Standard Install Waived. Taxes, Usage, Fees & Equip Extra

# Cross-Sell: Double and Triple Play Bundles

(Northeast – Freedom, Beltway, Keystone, Western New England)

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## OFFER DESCRIPTION:

Cross-Sell Bundles of Business Internet, Business Voice and Business TV. Adding a new Line of Business of Internet, Voice, or TV to an existing Business Account.

### TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

### AVAILABILITY

DIVISION: **Northeast**

REGIONS: Freedom, Beltway, Keystone, WNE

SALES CHANNELS: BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### BUSINESS RULES

- Minimum 2 Year Term required, but term length cannot be less than customers original contracted remaining term
- Cross-sell for adding Business Internet to an existing Business Account
- Cross-sell for adding Business Voice to an existing Business Account
- Cross-sell for adding Business TV to an existing Business Account
- Existing services require re-contracting at current services and speeds (See guidelines below for re-contracting Internet)
- Can be Stacked with Standard Install NRC Promo
  - 2 year, double or triple play – reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are extra

### **Cross-Sell – Add Internet to existing Business Account**

**For Existing Business Customers who do not currently have Business Internet**

- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Voice: re-contract to Voice Plus pricing or \$29.95 Voice if customer already has \$29.95 Voice Lines
- Starter: \$10 MRC Discount off for discounted rate of \$59.95 – **Business Voice Required**
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 25:
  - Double Play with Business TV: \$20 MRC Discount off for discounted rate of \$79.95
    - MRC Discount rolls to rate card in month 25 regardless of 24 or 36 month term agreement
  - Double Play with Business Voice: \$30 MRC Discount off for discounted rate of \$69.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
  - Triple Play: \$30 MRC Discount off for discounted rate of \$69.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75 Business Internet MRC Discount: \$40 MRC Discount off for discounted rate of \$109.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+ Business Internet MRC Discount: \$50 MRC Discount off for discounted rate of \$149.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150 Business Internet MRC Discount: \$70 MRC Discount off for discounted rate of \$179.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card

## Cross-Sell: Double and Triple Play Bundles

### (Northeast – Freedom, Beltway, Keystone, Western New England)

#### Cross-Sell – Add Business Voice to an existing Business Account - \$29.95 BV Lines

##### For Existing Business Customers who do not currently have Business Voice

- \$10 MRC Discount off Full Featured Lines 1-3 for discounted rate of \$29.95 each. Lines 4+ \$24.95 per rate card.
  - Business Voice MRC Discount rolls to rate card at end of original term
- Minimum Double Play Required (Double Play can be: Internet and Voice or Voice and TV)
- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Internet (see chart on next page for re-contract guidance)

#### Cross-Sell – Add Business Voice to an existing Business Account - \$24.95 Voice Lines

##### For Existing Business Customers who do not currently have Business Voice

- \$15 MRC Discount off Full Featured Lines 1-3 for discounted rate of \$24.95 each. Lines 4+ \$24.95 per rate card.
  - If 2 yr term, in month 25, FF Lines 1-3 roll to rate card
  - If 3 yr term, in month 25 FF Lines roll to a \$10 MRC discount (\$29.95ea), then to rate card in month 37
- Minimum Double Play Required of Business Internet and Business Voice
- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Internet (see chart on next page for re-contract guidance)

#### Cross-Sell – Add Business TV to an existing Business Account

##### For Existing Business Customers who do not currently have Business TV

- Utilize Private View Video Plus Pricing or Public View Pricing
- Existing Services require re-contracting:
  - If Business Internet (see chart on next page for re-contract guidance)
  - If Business Voice: re-contract to Voice Plus pricing or \$29.95 Voice if customer already has \$29.95 Voice Lines

## Cross-Sell: Double and Triple Play Bundles (Northeast – Freedom, Beltway, Keystone, Western New England)

### Legacy Business Internet Re-Contract Guidelines

Existing <u>Legacy</u> Business Internet	Existing MRC	Re-Contract To:
Starter	\$69.95/ \$59.95	Starter or higher at Rate Card or Promo
Premium	\$109.95/ \$99.95	Deluxe 50 at Rate Card Deluxe 75 or higher at Promo
Deluxe 50	\$199.95/ \$189.95	Deluxe 100+ at Rate Card
Deluxe 50 (NED Only)	\$88.95 (-\$111 MRC Disc off \$199.95)	Deluxe 50 or higher at Rate Card or Promo
Deluxe 100 and Deluxe 100+	Not Eligible	

### Xcelerate Business Internet Re-Contract Guidelines

Existing <u>Xcelerate</u> Business Internet	Existing MRC	Re-Contract To:
Starter	\$69.95/ \$59.95	Starter or higher at Rate Card or Promo
Deluxe 50	\$109.95/\$89.95	Deluxe 50 or higher at Rate Card or Promo
Deluxe 75	\$149.95/ \$109.95	Deluxe 75 or higher at Rate Card or Promo
Deluxe 100 +	\$199.95/ \$149.95	Deluxe 100+ or higher at Rate Card or Promo
Deluxe 150	\$249.95/ \$179.95	Deluxe 150 or higher at Rate Card or Promo

# Cross-Sell: Double and Triple Play Bundles (Northeast – Freedom, Beltway, Keystone, Western New England)

## WORKBENCH CODES

When bundling with Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

BI MRC Discounts		\$29.95 Business Voice Lines	
NED:Starter-\$10_BV_2yr NED:Starter-\$10_BV_3yr NED:DP_D25-\$20_TV2yr NED:DP_D25-\$20_TV2yr NED:DP_D25-\$30_BV2yr NED:DP_D25-\$30_BV3yr NED:TP_D25-\$30_2yr NED:TP_D25-\$30_3yr	NED:D50-\$20_2yr NED:D50-\$20_3yr NED:D75-\$40_2yr NED:D75-\$40_3yr NED:D100+-\$50_2yr NED:D100+-\$50_3yr	NED:Starter-\$10_\$29.95_2yr NED:Starter-\$10_\$29.95_3yr NED:DPTP_D25-\$30_\$29.95_2yr NED:DPTP_D25-\$30_\$29.95_3yr NED:D50-\$20_\$29.95_2yr NED:D50-\$20_\$29.95_3yr	NED:D75-\$40_\$29.95_2yr NED:D75-\$40_\$29.95_3yr NED:D100+-\$50_\$29.95_2yr NED:D100+-\$50_\$29.95_3yr

**Cross-Sell Double and Triple Plays**  
**WORKBENCH PROMO CODE:** CS\_2play/3play

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

**Cross-Sell Double and Triple Plays**  
**Standard Install NRC Promo**  
**WORKBENCH PROMO CODE:** CS\_2play/3play\_WVI23

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. Existing Business Account must be up to date and in good standing. If 2 or 3play of BI, BV or BTv: 2yr Std install \$49 or if 3yr std install waived. Taxes, Usage, Fees & Equip extra. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

**Cross-Sell Double and Triple Plays + \$29.95 BV**  
**WORKBENCH PROMO CODE:** CS\_2play/3play\_\$29.95BV

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card end of original term. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

**Cross-Sell Double and Triple Plays + \$29.95 BV**  
**Standard Install NRC Promo**  
**WORKBENCH PROMO CODE:** CS\_2play/3play\_\$29.95BV\_WVI23

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card end of original term. Existing Business Account must be up to date and in good standing. If 2 or 3play of BI, BV or BTv: 2yr Std install \$49 or if 3yr std install waived. Taxes, Usage, Fees & Equip extra. Minimum 2yr term required. Taxes, Usage, Fees & Equipment Extra

**Cross-Sell Double and Triple Plays + \$24.95 BV**  
**WORKBENCH PROMO CODE:** CS\_2play/3play\_D25+\_\$24.95BV

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Voice and minimum Deluxe 25 Business Internet. \$15 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each. If 2yr term, MRC Discounts rolls to rate card in month 25. If 3yr term, FF lines 1-3 roll to \$29.95ea in month 25, then rate card in month 37. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

**Cross-Sell Double and Triple Plays + \$24.95 BV + D25 or higher; Standard Install NRC Promo**  
**WORKBENCH PROMO CODE:** CS\_2play/3play\_D25+\_\$24.95BV\_WVI23

**PROMO DESCRIPTION:** Cross-Sell double & triple play bundles w/ Business Voice & minimum Deluxe 25 Business Internet. \$15 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$24.95ea. If 2yr term, MRC Discounts rolls to rate card in mo 25. If 3yr term, FF lines 1-3 roll to \$29.95ea in mo 25, rate card in mo 37. Existing Business Account must be up to date & in good standing. Min 2yr term required. If 2 or 3play BI, BV or BTv, if 2yr Std install \$49 or if 3yr waived. Taxes, Usage, Fees & Equip extra

# Cross-Sell: Double and Triple Play Bundles (Northeast - Greater Boston Region Only)

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## OFFER DESCRIPTION:

Cross-Sell Bundles of Business Internet, Business Voice and Business TV. Adding a new Line of Business of Internet, Voice, or TV to an existing Business Account.

### TIMING

LAUNCH DATE: 3/16/2015

EXPIRATION DATE: 8/21/2015

### AVAILABILITY

DIVISION: **Northeast**

REGIONS: Greater Boston Region

SALES CHANNELS: BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### BUSINESS RULES

- Minimum 2 Year Term required, but term length cannot be less than customers original contracted remaining term
- Cross-sell for adding Business Internet to an existing Business Account
- Cross-sell for adding Business Voice to an existing Business Account
- Cross-sell for adding Business TV to an existing Business Account
- Existing services require re-contracting at current services and speeds (See guidelines below for re-contracting Internet)
- Can be stacked with Standard Installation Waiver: Minimum 2 Year Term/ Minimum Double Play Required
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are extra

### **Cross-Sell – Add BI to existing Business Account**

#### **For Existing Business Customers who do not currently have Business Internet**

- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Voice: re-contract to Voice Plus pricing or \$29.95 Voice if customer already has \$29.95 Voice Lines
- Starter: \$10 MRC Discount off for discounted rate of \$59.95 – **Business Voice Required**
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 25:
  - Double Play with Business TV: \$20 MRC Discount off for discounted rate of \$79.95
    - MRC Discount rolls to rate card in month 25 regardless of 24 or 36 month term agreement
  - Double Play with Business Voice: \$30 MRC Discount off for discounted rate of \$69.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
  - Triple Play: \$30 MRC Discount off for discounted rate of \$69.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$10 off. In month 37, discount rolls to full rate card
- Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - MRC Discounts roll to rate card in month 25 regardless of 24 or 36 month term agreement
- Deluxe 75 Business Internet MRC Discount: \$40 MRC Discount off for discounted rate of \$109.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
- Deluxe 100+ Business Internet MRC Discount: \$50 MRC Discount off for discounted rate of \$149.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
- Deluxe 150 Business Internet MRC Discount: \$70 MRC Discount off for discounted rate of \$179.95
  - If 2yr term, in month 25 rolls to full rate card
  - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card



## **Cross-Sell: Double and Triple Play Bundles** **(Northeast - Greater Boston Region Only)**

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### **Cross-Sell – Add Business Voice to an existing Business Account - \$29.95 Voice Lines**

#### **For Existing Business Customers who do not currently have Business Voice**

- \$10 MRC Discount off Full Featured Lines 1-3 for discounted rate of \$29.95 each. Lines 4+ \$24.95 per rate card.
  - Business Voice MRC Discount rolls to rate card at end of original term
- Minimum Double Play Required (Double Play can be: Internet and Voice or Voice and TV)
- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Internet (see chart on next page for re-contract guidance)

### **Cross-Sell – Add Business Voice to an existing Business Account - \$24.95 Voice Lines**

#### **For Existing Business Customers who do not currently have Business Voice**

- \$15 MRC Discount off Full Featured Lines 1-3 for discounted rate of \$24.95 each. Lines 4+ \$24.95 per rate card.
  - If 2 yr term, in month 25, FF Lines 1-3 roll to rate card
  - If 3 yr term, in month 25 FF Lines roll to a \$10 MRC discount (\$29.95ea), then to rate card in month 37
- Minimum Double Play Required of Business Internet and Business Voice
- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Internet (see chart on next page for re-contract guidance)

### **Cross-Sell – Add Business TV to an existing Business Account**

#### **For Existing Business Customers who do not currently have Business TV**

- Utilize Private View Video Plus Pricing or Public View Pricing
- Existing Services require re-contracting:
  - If Business Internet (see chart on next page for re-contract guidance)
  - If Business Voice: re-contract to Voice Plus pricing or \$29.95 Voice if customer already has \$29.95 Voice Lines

## Cross-Sell: Double and Triple Play Bundles (Northeast - Greater Boston Region Only)

### Legacy Business Internet Re-Contract Guidelines

Existing <u>Legacy</u> Business Internet	Existing MRC	Re-Contract To:
Starter	\$69.95/ \$59.95	Starter or higher at Rate Card or Promo
Premium	\$109.95/ \$99.95	Deluxe 50 at Rate Card Deluxe 75 or higher at Promo
Deluxe 50	\$199.95/ \$189.95	Deluxe 100+ at Rate Card
Deluxe 50 (NED Only)	\$88.95 (-\$111 MRC Disc off \$199.95)	Deluxe 50 or higher at Rate Card or Promo
Deluxe 100 and Deluxe 100+	Not Eligible	

### Xcelerate Business Internet Re-Contract Guidelines

Existing <u>Xcelerate</u> Business Internet	Existing MRC	Re-Contract To:
Starter	\$69.95/ \$59.95	Starter or higher at Rate Card or Promo
Deluxe 50	\$109.95/\$89.95	Deluxe 50 or higher at Rate Card or Promo
Deluxe 75	\$149.95/ \$109.95	Deluxe 75 or higher at Rate Card or Promo
Deluxe 100 +	\$199.95/ \$149.95	Deluxe 100+ or higher at Rate Card or Promo
Deluxe 150	\$249.95/ \$179.95	Deluxe 150 or higher at Rate Card or Promo

# Cross-Sell: Double and Triple Play Bundles (Northeast - Greater Boston Region Only)

## WORKBENCH CODES

When bundling with Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

BI MRC Discounts		\$29.95 Business Voice Lines	
NED:Starter-\$10_BV_2yr NED:Starter-\$10_BV_3yr NED:DP_D25-\$20_TV2yr NED:DP_D25-\$20_TV2yr NED:DP_D25-\$30_BV2yr NED:DP_D25-\$30_BV3yr NED:TP_D25-\$30_2yr NED:TP_D25-\$30_3yr	NED:D50-\$20_2yr NED:D50-\$20_3yr NED:D75-\$40_2yr NED:D75-\$40_3yr NED:D100+-\$50_2yr NED:D100+-\$50_3yr	NED:Starter-\$10_\$29.95_2yr NED:Starter-\$10_\$29.95_3yr NED:DPTP_D25-\$30_\$29.95_2yr NED:DPTP_D25-\$30_\$29.95_3yr NED:D50-\$20_\$29.95_2yr NED:D50-\$20_\$29.95_3yr	NED:D75-\$40_\$29.95_2yr NED:D75-\$40_\$29.95_3yr NED:D100+-\$50_\$29.95_2yr NED:D100+-\$50_\$29.95_3yr

### Cross-Sell Double and Triple Plays WORKBENCH PROMO CODE: CS\_2play/3play

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

### Cross-Sell Double and Triple Plays Standard Install Waived WORKBENCH PROMO CODE: CS\_2play/3play\_WVI

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. Existing Business Account must be up to date and in good standing. Standard Install Waived. Taxes, Usage, Fees & Equip extra. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

### Cross-Sell Double and Triple Plays + \$29.95 BV WORKBENCH PROMO CODE: CS\_2play/3play\_\$29.95BV

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card end of original term. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

### Cross-Sell Double and Triple Plays + \$29.95 BV Standard Install Waived WORKBENCH PROMO CODE: CS\_2play/3play\_\$29.95BV\_WVI

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card end of original term. Existing Business Account must be up to date and in good standing. Standard Install Waived. Taxes, Usage, Fees & Equip extra. Minimum 2yr term required. Taxes, Usage, Fees & Equipment Extra

### Cross-Sell Double and Triple Plays + \$24.95 BV + D25 or higher WORKBENCH PROMO CODE: CS\_2play/3play\_D25+\_\$24.95BV

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Voice and minimum Deluxe 25 Business Internet. \$15 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each. If 2yr term, MRC Discounts rolls to rate card in month 25. If 3yr term, FF lines 1-3 roll to \$29.95ea in month 25, then rate card in month 37. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

### Cross-Sell Double and Triple Plays + \$24.95 BV + D25 or higher; Standard Install Waived WORKBENCH PROMO CODE: CS\_2play/3play\_\$24.95BV\_WVI

**PROMO DESCRIPTION:** Cross-Sell double & triple play bundles w/ Business Voice & minimum Deluxe 25 Business Internet. \$15 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$24.95 each. If 2yr term, MRC Discounts rolls to rate card in mo 25. If 3yr term, FF lines 1-3 roll to \$29.95ea in mo 25, rate card in mo 37. Existing Business Account must be up to date and in good standing. Min 2yr term required. Standard Install Waived. Taxes, Usage, Fees & Equip extra

# Cross-Sell: Double and Triple Play Bundles (West Division)

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## OFFER DESCRIPTION:

Cross-Sell Bundles of Business Internet, Business Voice and Business TV. Adding a new Line of Business of Internet, Voice, or TV to an existing Business Account.

### **TIMING**

**LAUNCH DATE:** 2/22/2014

**EXPIRATION DATE:** 8/21/2015

### **AVAILABILITY**

**DIVISION:** West

**REGIONS:** All Regions

**SALES CHANNELS:** BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### **BUSINESS RULES**

- **Minimum 2 Year Term required, but term length cannot be less than customers original contracted remaining term**
- **Cross-sell for adding Business Internet to an existing Business Account**
- **Cross-sell for adding Business Voice to an existing Business Account**
- **Cross-sell for adding Business TV to an existing Business Account**
- **Existing services require re-contracting at current services and speeds (See guidelines below for re-contracting Internet)**
- **Can be Stacked with Standard Install Waiver: Min 2 Year Term and Double or Triple Play**
- **E-rate eligible prospects and customers excluded**
- **Taxes, Usage, Fees and Equipment are extra**

### **Cross-Sell – Add Internet to existing Business Account**

For Existing Business Customers who do not currently have Business Internet

#### **Xcelerate Triple-Play Business Internet Discount**

- Starter: \$10 MRC Discount (\$59.95) Rolls to Rate Card end of original term regardless of 2 or 3yr term
- Deluxe 25: \$30 MRC Discount (\$69.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$79.95) in month 25, then rate card (\$99.95) in month 37.
- Deluxe 50: \$20 MRC Discount (\$89.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$99.95) in month 25, then rate card (\$109.95) in month 37.
- Deluxe 75: \$20 MRC Discount (\$129.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$10 discount (\$139.95) in month 25, then rate card (\$149.95) in month 37.
- Deluxe 100+: \$25 MRC Discount (\$174.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$15 discount (\$184.95) in month 25, then rate card (\$199.95) in month 37.
- Deluxe 150: \$30 MRC Discount (\$219.95)- If 2yr term, rolls to rate card in month 25. If 3yr term, rolls to \$20 discount (\$229.95) in month 25, then rate card (\$249.95) in month 37.

#### **Xcelerate Double-Play Business Internet Discount w/ Voice** (MRC Discounts Roll to rate card end of original term)

- Starter: \$59.95, a \$10 MRC Discount off rate card of \$69.95 (requires voice)
- Deluxe 25: \$79.95, a \$20 MRC Discount off rate card of \$99.95
- Deluxe 50: \$99.95, a \$10 MRC Discount off rate card of \$109.95
- Deluxe 75: \$139.95, a \$10 MRC Discount off rate card of \$149.95
- Deluxe 100 Plus: \$184.95, a \$15 MRC Discount off rate card of \$199.95
- Deluxe 150: \$229.95, a \$20 MRC Discount off rate card of \$249.95

#### **Xcelerate Double-Play Business Internet Discount w/ TV** (BI MRC Discount for D75 and higher rolls to rate card in month 25. Deluxe 50 BI MRC Discount rolls to rate card at end original term.)

- Deluxe 25: \$79.95, a \$20 MRC Discount off rate card of \$99.95
- Deluxe 50: \$99.95, a \$10 MRC Discount off rate card of \$109.95
- Deluxe 75: \$139.95, a \$10 MRC Discount off rate card of \$149.95
- Deluxe 100 Plus: \$184.95, a \$15 MRC Discount off rate card of \$199.95
- Deluxe 150: \$229.95, a \$20 MRC Discount off rate card of \$249.95

## Cross-Sell: Double and Triple Play Bundles (West Division)

### Cross-Sell – Add Business Voice to an existing Business Account - \$29.95 Voice Lines

#### For Existing Business Customers who do not currently have Business Voice

- \$10 MRC Discount off Full Featured Lines 1-3 for discounted rate of \$29.95 each. Lines 4+ \$24.95 per rate card.
  - Business Voice MRC Discount rolls to rate card at end of original term
- Minimum Double Play Required (Double Play can be: Internet and Voice or Voice and TV)
- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Internet (see chart on next page for re-contract guidance)

### Cross-Sell – Add Business TV to an existing Business Account

#### For Existing Business Customers who do not currently have Business TV

- Utilize Private View Video Plus Pricing or Public View Pricing
- Existing Services require re-contracting:
  - If Business Internet (see chart on next page for re-contract guidance)
  - If Business Voice: re-contract to Voice Plus pricing or \$29.95 BV if customer already has \$29.95 BV Lines

#### Legacy Business Internet Re-Contract Guidelines

Existing <u>Legacy</u> Business Internet	Existing MRC	Re-Contract To:
Starter	\$69.95/ \$59.95	Starter or higher at Rate Card or Promo
Premium	\$109.95/ \$99.95	Deluxe 50 at Rate Card Deluxe 75 or higher at Promo
Deluxe 50	\$199.95/ \$189.95	Deluxe 100+ at Rate Card
Deluxe 100 and Deluxe 100+	Not Eligible	

#### Xcelerate Business Internet Re-Contract Guidelines

Existing <u>Xcelerate</u> Business Internet	Existing MRC	Re-Contract To:
Starter	\$69.95/ \$59.95	Starter or higher at Rate Card or Promo
Deluxe 50	\$109.95/\$89.95	Deluxe 50 or higher at Rate Card or Promo
Deluxe 75	\$149.95/ \$109.95	Deluxe 75 or higher at Rate Card or Promo
Deluxe 100 +	\$199.95/ \$149.95	Deluxe 100+ or higher at Rate Card or Promo
Deluxe 150	\$249.95/ \$179.95	Deluxe 150 or higher at Rate Card or Promo

# Cross-Sell: Double and Triple Play Bundles (West Division)

## WORKBENCH CODES

### SELECT OFFER CODE

#### **Triple Play + \$29.95 BV**

West:TP\_Starter-\$10\_\$29.95BV2yr  
West:TP\_Starter-\$10\_\$29.95BV3yr  
West:TP\_D25-\$30\_\$29.95\_2yr  
West:TP\_D25-\$30\_\$29.95\_3yr  
West:TP/PRI\_D50-\$20\_\$29.95\_2yr  
West:TP/PRI\_D50-\$20\_\$29.95\_3yr  
West:TP\_D75-\$20\_\$29.95\_2yr.  
West:TP\_D75-\$20\_\$29.95\_3yr.  
West:TP\_D100+-\$25\_\$29.95\_2yr.  
West:TP\_D100+-\$25\_\$29.95\_3yr.  
West:TP\_D150-\$30\_\$29.95\_2yr.  
West:TP\_D150-\$30\_\$29.95\_3yr.

#### **Triple Play**

West:TP\_Starter-\$10\_2yr  
West:TP\_Starter-\$10\_3yr  
West:TP\_D25-\$30\_2yr  
West:TP\_D25-\$30\_3yr  
West:TP/PRI\_D50-\$20\_2yr  
West:TP/PRI\_D50-\$20\_3yr  
West:TP\_D75-\$20\_2yr.  
West:TP\_D75-\$20\_3yr.  
West:TP\_D100+-\$25\_2yr.  
West:TP\_D100+-\$25\_3yr.  
West:TP\_D150-\$30\_2yr.  
West:TP\_D150-\$30\_3yr.

#### **BI + BTV Double Play**

West:DP\_BID25-\$20\_TV2yr  
West:DP\_BID25-\$20\_TV3yr  
West:DP\_D50-\$10\_TV2yr.  
West:DP\_D50-\$10\_TV3yr.  
West:DP\_D75-\$10\_TV2yr.  
West:DP\_D75-\$10\_TV3yr.  
West:DP\_D100+-\$15\_TV2yr.  
West:DP\_D100+-\$15\_TV3yr.  
West:DP\_D150-\$20\_TV2yr.  
West:DP\_D150-\$20\_TV3yr.

#### **BI + BV Double Play**

West:DP\_Starter-\$10\_2yr  
West:DP\_Starter-\$10\_3yr  
West:DP\_D25-\$20\_\$29.95BV2yr  
West:DP\_D25-\$20\_\$29.95BV3yr  
West:DP\_D50-\$10\_BV2yr  
West:DP\_D50-\$10\_BV3yr  
West:DP\_D75-\$10\_BV2yr  
West:DP\_D75-\$10\_BV3yr  
West:DP\_D100+-\$15\_BV2yr  
West:DP\_D100+-\$15\_BV3yr  
West:DP\_D150-\$20\_BV2yr  
West:DP\_D150-\$20\_BV3yr

#### **Double Play + \$29.95 BV**

West:DP\_Starter-\$10\_\$29.95BV2yr  
West:DP\_Starter-\$10\_\$29.95BV3yr  
West:DP\_D50-\$10\_\$29.95BV2yr  
West:DP\_D50-\$10\_\$29.95BV3yr  
West:DP\_D75-\$10\_\$29.95BV2yr  
West:DP\_D75-\$10\_\$29.95BV3yr  
West:DP\_D100+-\$15\_\$29.95BV2yr  
West:DP\_D100+-\$15\_\$29.95BV3yr  
West:DP\_D150-\$20\_\$29.95BV2yr  
West:DP\_D150-\$20\_\$29.95BV3yr

### Cross-Sell Double and Triple Plays

**WORKBENCH PROMO CODE: CS\_2play/3play**

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

### Cross-Sell Double and Triple Plays + \$29.95 BV

**WORKBENCH PROMO CODE: CS\_2play/3play\_\$29.95BV**

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card end of original term. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

### Cross-Sell Double and Triple Plays

#### **Standard Install NRC Promo**

**WORKBENCH PROMO CODE: CS\_2play/3play\_WVI**

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. Existing Business Account must be up to date and in good standing. Standard Install Waived. Taxes, Usage, Fees & Equip extra. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

### Cross-Sell Double and Triple Plays + \$29.95 BV

#### **Standard Install NRC Promo**

**WORKBENCH PROMO CODE:**  
**CS\_2play/3play\_\$29.95BV\_WVI**

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card end of original term. Existing Business Account must be up to date and in good standing. Standard Install Waived. Taxes, Usage, Fees & Equip extra. Minimum 2yr term required. Taxes, Usage, Fees & Equipment Extra



# Cross-Sell: Double and Triple Play Bundles (Central Division)

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## OFFER DESCRIPTION:

Cross-Sell Bundles of Business Internet, Business Voice and Business TV. Adding a new Line of Business of Internet, Voice, or TV to an existing Business Account.

### **TIMING**

**LAUNCH DATE:** Revised 1/22/2015

**EXPIRATION DATE:** 8/21/2015

### **AVAILABILITY**

**DIVISION:** Central

**REGIONS:** All Regions

**SALES CHANNELS:** BAE, BSR, OBSR, OTM  
(Vendor), EAE, Partner, National, Retention

### **BUSINESS RULES**

- Minimum 2 Year Term required, but term length cannot be less than customers original contracted remaining term
- Cross-sell for adding Business Internet to an existing Business Account
- Cross-sell for adding Business Voice to an existing Business Account
- Cross-sell for adding Business TV to an existing Business Account
- Existing services require re-contracting at current services and speeds
- Can be Stacked with Standard Install Waiver
  - 2 year, double or triple play – reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are extra

### **Cross-Sell – Add BI to existing Business Account**

**For Existing Business Customers who do not currently have Business Internet**

- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Voice: re-contract to Voice Plus pricing or \$29.95 Voice if customer already has \$29.95 Voice Lines
- **Business Internet Double Play MRC Discounts** with Business Voice
  - Starter: \$10 MRC Discount off for discounted rate of \$59.95
  - Deluxe 25: \$20 MRC Discount off for discounted rate of \$79.95
  - Deluxe 50: \$10 MRC Discount off for discounted rate of \$99.95
  - Deluxe 75: \$10 MRC Discount off for discounted rate of \$139.95
  - Deluxe 100 Plus: \$20 MRC Discount off for discounted rate of \$179.95
  - Deluxe 150: \$20 MRC Discount off for discounted rate of \$229.95
- **Business Internet Triple Play MRC Discounts**  
(Internet D25, D50, D75, D100+ requires Private View Select TV/Public View Basic TV or higher  
Internet D150 required Private View Variety/Public View Basic or higher)
  - Starter: \$10 MRC Discount off for discounted rate of \$59.95
  - Deluxe 25: \$30 MRC Discount off for discounted rate of \$69.95
  - Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
  - Deluxe 75: \$20 MRC Discount off for discounted rate of \$129.95
  - Deluxe 100 Plus: \$30 MRC Discount off for discounted rate of \$169.95
  - Deluxe 150: \$40 MRC Discount off for discounted rate of \$209.95
- **Business Internet Double Play MRC Discounts with Business TV**
  - Deluxe 25: \$10 MRC Discount off for discounted rate of \$89.95
  - Deluxe 100 Plus: \$10 MRC Discount off for discounted rate of \$189.95

BI MRC Discounts Roll to rate card end of original term

## Cross-Sell: Double and Triple Play Bundles (Central Division)

### Cross-Sell – Add Business Voice to an existing Business Account - \$29.95 Voice Lines

#### For Existing Business Customers who do not currently have Business Voice

- \$10 MRC Discount off Full Featured Lines 1-3 for discounted rate of \$29.95 each. Lines 4+ \$24.95 per rate card.
  - Business Voice MRC Discount rolls to rate card at end of original term
- Minimum Double Play Required (Double Play can be: Internet and Voice or Voice and TV)
- Existing Services require re-contracting:
  - If Private View, Business TV can be re-contracted at Video Plus rate
  - If Business Internet (see chart on next page for re-contract guidance)

### Cross-Sell – Add Business TV to an existing Business Account

#### For Existing Business Customers who do not currently have Business TV

- Utilize Private View Video Plus Pricing or Public View Pricing
- Existing Services require re-contracting:
  - If Business Internet (see chart on next page for re-contract guidance)
  - If Business Voice: re-contract to Voice Plus pricing or \$29.95 BV if customer already has \$29.95 BV Lines

### Legacy Business Internet Re-Contract Guidelines

Existing <u>Legacy</u> Business Internet	Existing MRC	Re-Contract To:
Starter	\$69.95/ \$59.95	Starter or higher at Rate Card or Promo
Premium	\$109.95/ \$99.95	Deluxe 25 at Rate Card Deluxe 50 at Rate Card Deluxe 75 or higher at Promo
Deluxe 50	\$199.95/ \$189.95	Deluxe 100+ at Rate Card
Deluxe 100 and Deluxe 100+		Not Eligible

# Cross-Sell: Double and Triple Play Bundles (Central Division)

## WORKBENCH CODES – New Acquisition

When bundling with Double or Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

**Double Play (with BTv)**  
 Cen:DP\_BID25-\$10\_TV2yr  
 Cen:DP\_BID25-\$10\_TV3yr  
 Cen:VideoDP\_BID100+-\$10\_2yr  
 Cen:VideoDP\_BID100+-\$10\_3yr  
**Double Play (with Voice)**  
 Cen:DP\_BID25-\$20\_BV2yr  
 Cen:DP\_BID25-\$20\_BV3yr  
 Cen:DP\_BID50-\$10\_2yr  
 Cen:DP\_BID50-\$10\_3yr  
 Cen:DP\_BID75-\$10\_2yr  
 Cen:DP\_BID75-\$10\_3yr  
 Cen:VoiceDP\_BID100+-\$20\_2yr  
 Cen:VoiceDP\_BID100+-\$20\_3yr  
 Cen:DP\_D150-\$20\_2yr  
 Cen:DP\_D150-\$20\_3yr  
**Triple Play**  
 Cen:TP\_BID25-\$30\_2yr  
 Cen:TP\_BID25-\$30\_3yr  
 Cen:TP\_BID50-\$20\_2yr  
 Cen:TP\_BID50-\$20\_3yr  
 Cen:TP\_BID75-\$20\_2yr  
 Cen:TP\_BID75-\$20\_3yr  
 Cen:TP\_BID100+-\$30\_2yr  
 Cen:TP\_BID100+-\$30\_3yr  
 Cen:TP\_D150-\$40\_2yr  
 Cen:TP\_D150-\$40\_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

**Double Play (with Voice)**  
 Cen:DP\_D25-\$20\_\$29.95BV2yr  
 Cen:DP\_D25-\$20\_\$29.95BV3yr  
 Cen:DP\_D50-\$10\_\$29.95BV2yr  
 Cen:DP\_D50-\$10\_\$29.95BV3yr  
 Cen:DP\_D75-\$10\_\$29.95BV2yr  
 Cen:DP\_D75-\$10\_\$29.95BV3yr  
 Cen:DP\_D100+-\$20\_\$29.95BV2yr  
 Cen:DP\_D100+-\$20\_\$29.95BV3yr  
 Cen:DP\_D150-\$20\_\$29.95BV2yr  
 Cen:DP\_D150-\$20\_\$29.95BV3yr  
**Triple Play**  
 Cen:TP\_D25-\$30\_\$29.95BV2yr  
 Cen:TP\_D25-\$30\_\$29.95BV3yr  
 Cen:TP\_D50-\$20\_\$29.95BV2yr  
 Cen:TP\_D50-\$20\_\$29.95BV3yr  
 Cen:TP\_D75-\$20\_\$29.95BV2yr  
 Cen:TP\_D75-\$20\_\$29.95BV3yr  
 Cen:TP\_D100+-\$30\_\$29.95BV2yr  
 Cen:TP\_D100+-\$30\_\$29.95BV3yr  
 Cen:TP\_D150-\$40\_\$29.95BV2yr  
 Cen:TP\_D150-\$40\_\$29.95BV3yr

#### Cross-Sell Double and Triple Plays WORKBENCH PROMO CODE: CS\_2play/3play

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

#### Cross-Sell Double and Triple Plays Standard Install NRC Promo WORKBENCH PROMO CODE: CS\_2play/3play\_WVI23

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. Existing Business Account must be up to date and in good standing. If 2 or 3play of BI, BV or BTv: 2yr Std install \$49 or if 3yr Std install waived. 2 or 3 year term required. Taxes, Usage, Fees and Equipment Extra.

#### Cross-Sell Double and Triple Plays + \$29.95 BV WORKBENCH PROMO CODE: CS\_2play/3play\_\$29.95BV

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card end of original term. Existing Business Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage, Fees and Equipment Extra.

#### Cross-Sell Double and Triple Plays + \$29.95 BV Standard Install NRC Promo WORKBENCH PROMO CODE: CS\_2play/3play\_\$29.95BV\_WVI23

**PROMO DESCRIPTION:** Cross-Sell double and triple play bundles with Business Internet, Business TV or Business Voice. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for discounted rate of \$29.95 each. BV MRC Discount rolls to rate card end of original term. Existing Business Account must be up to date and in good standing. If 2 or 3play of BI, BV or BTv: 2yr Std install \$49 or if 3yr Std install waived. 2 or 3 year term required. Taxes, Usage, Fees and Equipment Extra.

# Business Trunk PRI + Business Internet Bundles (Central Division ONLY)

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Bundle package of Business Trunk PRI and Business Internet Deluxe 50 or higher. Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289. Minimum 2 Year Term required.

## TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **Central**

REGIONS: All Regions

SALES CHANNELS: BAE2, Sr. BAE, EAE,  
Partner, Retention, Account Managers

## BUSINESS RULES

- Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289
- Minimum 2 Year Term required  
(3 Year term if stack of Back Pocket Offers)
- New Customers ONLY
- Business Internet Deluxe 50 or higher required
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

## Multi PRI Pricing

# Channels	BI Tier	1 <sup>st</sup> PRI	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 50	\$389	\$289
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 50	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		

## Front Pocket Stack Options

- Internet Xcelerate MRC Discounts (D50 or higher)
  - Central and West Follow Triple Play pricing
- \$29.95 Business Voice Lines (\$10 MRC Discount off Voice Full Featured Lines 1-3)
  - Voice MRC Discounts Roll to Rate Card at end of original term

## Back Pocket Stack Options

- Standard Installation Waiver, compensable revenue adjustments August apply.
  - 2 year, double or triple play – reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC
  - Expedited orders Excluded

# Business Trunk PRI + Business Internet Bundles (Central Division ONLY)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

Cen:TP\_BID50-\$20\_2yr  
Cen:TP\_BID50-\$20\_3yr  
Cen:TP\_BID75-\$20\_2yr  
Cen:TP\_BID75-\$20\_3yr

Cen:TP\_BID100+-\$30\_2yr  
Cen:TP\_BID100+-\$30\_3yr  
Cen:TP\_D150-\$40\_2yr  
Cen:TP\_D150-\$40\_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

Cen:TP\_D50-\$20\_\$29.95BV2yr  
Cen:TP\_D50-\$20\_\$29.95BV3yr  
Cen:TP\_D75-\$20\_\$29.95BV2yr  
Cen:TP\_D75-\$20\_\$29.95BV3yr

Cen:TP\_D100+-\$30\_\$29.95BV2yr  
Cen:TP\_D100+-\$30\_\$29.95BV3yr  
Cen:TP\_D150-\$40\_\$29.95BV2yr  
Cen:TP\_D150-\$40\_\$29.95BV3yr

**1 Full PRI + Business Internet**  
**WORKBENCH PROMO CODE: 1FullPRI\_Data**

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

**1 Full PRI + Business Internet**  
**Standard Install Waived**  
**WORKBENCH PROMO CODE: 1FullPRI\_Data\_WVI**

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

**2 Full PRI + Business Internet**  
**WORKBENCH PROMO CODE: 2FullPRI\_Data**

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

**2 Full PRI + Business Internet**  
**Standard Install Waived**  
**WORKBENCH PROMO CODE: 2FullPRI\_Data\_WVI**

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

**1 Full PRI + BI + \$29.95 BV**  
**WORKBENCH PROMO CODE: 1FullPRI\_Data\_BV\$29**

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

**1 Full PRI + BI + \$29.95 BV**  
**Standard Install Waived**  
**WORKBENCH PROMO CODE: 1FullPRI\_DataBV\$29WVI**

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

**2 Full PRI + BI + \$29.95 BV**  
**WORKBENCH PROMO CODE: 2FullPRI\_Data\_BV\$29**

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher Required. MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

**2 Full PRI + BI + \$29.95 BV**  
**Standard Install Waived**  
**WORKBENCH PROMO CODE: 2FullPRI\_DataBV\$29WVI**

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI + BUSINESS INTERNET BUNDLES

## (Northeast Division ONLY)

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Bundle package of Business Trunk PRI and Business Internet Deluxe 50 or Higher. Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289. Minimum 2 Year Term Required.

### TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

### AVAILABILITY

DIVISION: **Northeast**

REGIONS: All

SALES CHANNELS: BAE2, Sr. BAE, EAE, Partner, Retention, Account Managers

### BUSINESS RULES

- Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289
- Minimum 2 year term required
- (3 Year term if stack of Back Pocket Offers)
- New Customers ONLY
- **Business Internet Deluxe 50 or higher required**
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

### Front Pocket Stack Options

- Internet Xcelerate MRC Discounts
  - Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
    - MRC Discount roll to rate card in month 25 regardless of 24 or 36 month term agreement
  - Deluxe 75: \$40 MRC Discount off for discounted rate of \$109.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
  - Deluxe 100 Plus: \$50 MRC Discount off for discounted rate of \$149.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
  - Deluxe 150: \$70 MRC Discount off for discounted rate of \$179.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card
- \$29.95 Business Voice Lines (\$10 MRC Discount off Voice Full Featured Lines 1-3)
  - Voice MRC Discounts Roll to Rate Card at end of original term

### Back Pocket Stack Options

- Standard Installation Waiver, compensable revenue adjustments August apply
  - **Expedited orders Excluded**

### Multi PRI Pricing

# Channels	BI Tier	1 <sup>st</sup> PRI	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 50	\$389	\$289
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 50	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		



# BUSINESS TRUNK PRI + BUSINESS INTERNET BUNDLES

## (Northeast Division ONLY)

### WORKBENCH OFFER/ PROMO CODES

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

#### SELECT OFFER CODE

##### BI Xcelerate MRC Discounts

NED:D50-\$20\_2yr  
NED:D50-\$20\_3yr  
NED:D75-\$40\_2yr  
NED:D75-\$40\_3yr

NED:D100+-\$50\_2yr  
NED:D100+-\$50\_3yr  
NED:D150-\$70\_2yr  
NED:D150-\$70\_3yr

##### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

NED:D50-\$20\_\$29.95\_2yr  
NED:D50-\$20\_\$29.95\_3yr  
NED:D75-\$40\_\$29.95\_2yr  
NED:D75-\$40\_\$29.95\_3yr

NED:D100+-\$50\_\$29.95\_2yr  
NED:D100+-\$50\_\$29.95\_3yr  
NED:D150-\$70\_\$29.95\_2yr  
NED:D150-\$70\_\$29.95\_3yr

#### 1 Full PRI + Business Internet

WORKBENCH PROMO CODE: 1FullPRI\_Data

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + Business Internet

Standard Install Waived

WORKBENCH PROMO CODE: 1FullPRI\_Data\_WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + Business Internet

WORKBENCH PROMO CODE: 2FullPRI\_Data

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + Business Internet

Standard Install Waived

WORKBENCH PROMO CODE: 2FullPRI\_Data\_WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV

WORKBENCH PROMO CODE: 1FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV

Standard Install Waived

WORKBENCH PROMO CODE: 1FullPRI\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV

WORKBENCH PROMO CODE: 2FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or Higher Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV

Standard Install Waived

WORKBENCH PROMO CODE: 2FullPRI\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

# Business Trunk PRI + Business Internet Bundles (West Division ONLY)

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Bundle package of Business Trunk PRI and Business Internet Deluxe 50 or higher. Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289. Minimum 2 Year Term required.

## TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: All Divisions

REGIONS: All Regions

SALES CHANNELS: BAE2, Sr. BAE, EAE,  
Partner, Retention, Account Managers

## BUSINESS RULES

- Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289
- Minimum 2 Year Term required  
(3 Year term if stack of Back Pocket Offers)
- New Customers ONLY
- Business Internet Deluxe 50 or higher required
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Available to Account Managers and Retention for Renewals
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

## Front Pocket Stack Options

- Internet Xcelerate MRC Discounts (D50 or higher)
  - Central and West Follow Triple Play pricing
- \$29.95 Business Voice Lines (\$10 MRC Discount off BV Full Featured Lines 1-3)
  - BV MRC Discounts Roll to Rate Card at end of original term

## Back Pocket Stack Options

### Standard Installation Waiver

- Min 2 Year Term and Double or Triple Play

## Multi PRI Pricing

# Channels	BI Tier	1 <sup>st</sup> PRI	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 50	\$389	\$289
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 50	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		

# Business Trunk PRI + Business Internet Bundles (West Division ONLY)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

West:TP_D50-\$20_2yr	West:TP_D100+-\$25_2yr
West:TP_D50-\$20_3yr	West:TP_D100+-\$25_3yr
West:TP_D75-\$20_2yr	West:TP_D150-\$30_2yr
West:TP_D75-\$20_3yr	West:TP_D150-\$30_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

West:TP_D50-\$20_\$29.95_2yr	West:TP_D100+-\$25_\$29.95_2yr
West:TP_D50-\$20_\$29.95_3yr	West:TP_D100+-\$25_\$29.95_3yr
West:TP_D75-\$20_\$29.95_2yr	West:TP_D150-\$30_\$29.95_2yr
West:TP_D75-\$20_\$29.95_3yr	West:TP_D150-\$30_\$29.95_3yr

#### 1 Full PRI + Business Internet

WORKBENCH PROMO CODE: 1FullPRI\_Data

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + Business Internet

Standard Install Waived

WORKBENCH PROMO CODE: 1FullPRI\_Data\_WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + Business Internet

WORKBENCH PROMO CODE: 2FullPRI\_Data

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + Business Internet

Standard Install Waived

WORKBENCH PROMO CODE: 2FullPRI\_Data\_WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Deluxe 50 Business Internet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV

WORKBENCH PROMO CODE: 1FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV

Standard Install Waived

WORKBENCH PROMO CODE: 1FullPRI\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV

WORKBENCH PROMO CODE: 2FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher Required. MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV

Standard Install Waived

WORKBENCH PROMO CODE: 2FullPRI\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

# Business Trunk PRI Back Pocket Offer: Additional \$100 OFF 1<sup>ST</sup> Full PRI with D100+, D150

(Central and West Divisions ONLY)

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Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Business Internet D100+, D150. Minimum 2 Year Term required.

## TIMING

LAUNCH DATE: 2/22/2014  
EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: Central and West  
REGIONS: All Regions  
SALES CHANNELS: BAE2, Sr. BAE, EAE, Partner, Retention, Account Managers

## BUSINESS RULES

- Additional \$100 MRC Discount off 1<sup>st</sup> Full PRI, making a total of \$200 off the 1<sup>st</sup> Full PRI with D100+ and D150
- Minimum 2 Year Term required (3 Year term if stacked with Install Waiver)
- New Customers ONLY
- Business Internet Deluxe 100+ or Deluxe 150 Required
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments August Apply
- E-rate eligible prospects and customers excluded

## CENTRAL STACK OPTIONS

### Front Pocket

- Internet Xcelerate MRC Discounts (D100+ or higher)
  - Central and West Use Triple Play Pricing
- \$29.95 Business Voice Lines (\$10 MRC Discount off Voice Full Featured Lines 1-3)
  - Voice MRC Discounts Roll to Rate Card at end of original term

### Back Pocket

- Standard Installation Waiver, compensable revenue adjustments August apply
  - Expedited orders Excluded

Multi PRI Pricing + \$100 BPO			
# Channels	BI Tier	1 <sup>st</sup> PRI + BPO	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 100+	\$289	\$289
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 100+	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 150		

# Business Trunk PRI Back Pocket Offer: Additional \$100 OFF 1<sup>ST</sup> Full PRI with D100+, D150 (Central)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

Cen:TP\_BID100+-\$30\_2yr  
Cen:TP\_BID100+-\$30\_3yr  
Cen:TP\_D150-\$40\_2yr  
Cen:TP\_D150-\$40\_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

Cen:TP\_D100+-\$30\_\$29.95BV2yr  
Cen:TP\_D100+-\$30\_\$29.95BV3yr  
Cen:TP\_D150-\$40\_\$29.95BV2yr  
Cen:TP\_D150-\$40\_\$29.95BV3yr

#### 1 Full PRI + BI + \$100 BPO

WORKBENCH PROMO CODE: C/W.1FullPRIBP\_Data

PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$100 BPO

Standard Install Waived

WORKBENCH PROMO CODE: C/W.1FullPRIBP\_Data\_WVI

PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$100 BPO

WORKBENCH PROMO CODE: C/W.2FullPRIBP\_Data

PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$100 BPO

Standard Install Waived

WORKBENCH PROMO CODE: C/W.2FullPRIBP\_Data\_WVI

PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV + \$100 BPO

WORKBENCH PROMO CODE: C/W.1FullPRIBP\_Data\_BV\$29

PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV

Standard Install Waived

WORKBENCH PROMO CODE: C/W.1FullPRIBP\_DataBV\$29WVI

PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV + \$100 BPO

WORKBENCH PROMO CODE: C/W.2FullPRIBP\_Data\_BV\$29

PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV + \$100 BPO

Standard Install Waived

WORKBENCH PROMO CODE: C/W.2FullPRIBP\_DataBV\$29WVI

PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

# Business Trunk PRI Back Pocket Offer: Additional \$100 OFF 1<sup>ST</sup> Full PRI with D100+, D150 (West Division ONLY)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

BI Xcelerate MRC Discounts	BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines
West:TP_D100+-\$25_2yr West:TP_D100+-\$25_3yr West:TP_D150-\$30_2yr West:TP_D150-\$30_3yr	West:TP_D100+-\$25_\$29.95_2yr West:TP_D100+-\$25_\$29.95_3yr West:TP_D150-\$30_\$29.95_2yr West:TP_D150-\$30_\$29.95_3yr

<p><b>1 Full PRI + BI + \$100 BPO</b> WORKBENCH PROMO CODE: C/W.1FullPRIBP_Data</p> <p>PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>	<p><b>1 Full PRI + BI + \$100 BPO</b> Standard Install Waived WORKBENCH PROMO CODE: C/W.1FullPRIBP_Data_WVI</p> <p>PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.</p>
<p><b>2 Full PRI + BI + \$100 BPO</b> WORKBENCH PROMO CODE: C/W.2FullPRIBP_Data</p> <p>PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>	<p><b>2 Full PRI + BI + \$100 BPO</b> Standard Install Waived WORKBENCH PROMO CODE: C/W.2FullPRIBP_Data_WVI</p> <p>PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.</p>
<p><b>1 Full PRI + BI + \$29.95 BV + \$100 BPO</b> WORKBENCH PROMO CODE: C/W.1FullPRIBP_Data_BV\$29</p> <p>PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>	<p><b>1 Full PRI + BI + \$29.95 BV</b> Standard Install Waived WORKBENCH PROMO CODE: C/W.1FullPRIBP_DataBV\$29WVI</p> <p>PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.</p>
<p><b>2 Full PRI + BI + \$29.95 BV + \$100 BPO</b> WORKBENCH PROMO CODE: C/W.2FullPRIBP_Data_BV\$29</p> <p>PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>	<p><b>2 Full PRI + BI + \$29.95 BV + \$100 BPO</b> Standard Install Waived WORKBENCH PROMO CODE: C/W.2FullPRIBP_DataBV\$29WVI</p> <p>PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.</p>



# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF

1<sup>ST</sup> Full PRI with D100+, D150

(Northeast Division ONLY)

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Additional \$50 MRC Discount off 1st Full PRI, making a total of \$150 off the 1st Full PRI with Business Internet D100+ or D150. Minimum 2 Year Term Required.

## TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **Northeast**

REGIONS: All

SALES CHANNELS: BAE2, Sr. BAE, EAE,  
Partner, Retention, Account Managers

## Multi PRI Pricing + \$50 BPO

# Channels	BI Tier	1 <sup>st</sup> PRI + BPO	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 100+	\$339	\$289
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 100+	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 150		

## BUSINESS RULES

- Additional \$50 MRC Discount off 1<sup>st</sup> Full PRI, making a total of \$150 off the 1<sup>st</sup> Full PRI with D100+ and D150
- Minimum 2 year term required (3 Year term if stacked with Install Waiver)
- New Customers ONLY
- **Business Internet Deluxe 100+ or Deluxe 150 Required**
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments August Apply
- E-rate eligible prospects and customers excluded

## **Front Pocket Stack Options**

- Internet Xcelerate MRC Discounts
  - Deluxe 100 Plus: \$50 MRC Discount off for discounted rate of \$149.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
  - Deluxe 150: \$70 MRC Discount off for discounted rate of \$179.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card
- \$29.95 Business Voice Lines (\$10 MRC Discount off Voice Full Featured Lines 1-3)
  - Voice MRC Discounts Roll to Rate Card at end of original term

## **Back Pocket Stack Options**

- **Standard Installation Waiver**
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**
  - **Expedited orders Excluded**

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF 1<sup>ST</sup> Full PRI with D100+, D150 (Northeast Division ONLY)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

NED:D100+-\$50\_2yr  
NED:D100+-\$50\_3yr  
NED:D150-\$70\_2yr  
NED:D150-\$70\_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

NED:D100+-\$50\_29.95\_2yr  
NED:D100+-\$50\_29.95\_3yr  
NED:D150-\$70\_29.9\_2yr  
NED:D150-\$70\_29.95\_3yr

#### 1 Full PRI + BI + \$50 BPO

WORKBENCH PROMO CODE: NED.1FullPRI BP-\$50\_Data

PROMO DESCRIPTION: \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$50 BPO

Standard Install Waived

WORKBENCH PROMO CODE: NED.1FullPRI BP-\$50\_Data\_WVI

PROMO DESCRIPTION: \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$50 BPO

WORKBENCH PROMO CODE: NED.2FullPRI BP-\$50\_Data

PROMO DESCRIPTION: \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$50 BPO

Standard Install Waived

WORKBENCH PROMO CODE: NED.2FullPRI BP-\$50\_Data\_WVI

PROMO DESCRIPTION: \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE: NED.1FullPRI BP-\$50DataBV\$29

PROMO DESCRIPTION: \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV + \$50 BPO

Standard Install Waived

WORKBENCH PROMO CODE: NED1FullPRI BP-\$50Data\$29WVI

PROMO DESCRIPTION: \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE: NED.2FullPRI BP-\$50DataBV\$29

PROMO DESCRIPTION: \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV + \$50 BPO

Standard Install Waived

WORKBENCH PROMO CODE: NED2FullPRI BP-\$50Data\$29WVI

PROMO DESCRIPTION: \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

# Business Trunk PRI Standalone

## \$100 off 1<sup>st</sup> Full PRI Back Pocket Offer

### (Central and West Divisions ONLY)

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**\$100 MRC Discount off the 1<sup>st</sup> Full PRI, additional PRI at Rate Card.**

#### **TIMING**

**LAUNCH DATE:** 2/22/2014

**EXPIRATION DATE:** 8/21/2015

#### **AVAILABILITY**

**DIVISION:** Central and West

**REGIONS:** All Regions

**SALES CHANNELS:** BAE2, Sr. BAE, EAE, Partner, Retention, Account Managers

#### **Multi PRI Pricing**

# Channels	1 <sup>st</sup> PRI	1 <sup>st</sup> PRI with \$100 BPO	2 <sup>nd</sup> PRI
<b>Full PRI</b> (23 Channels)	<b>\$489</b> (Rate Card)	<b>\$389</b>	<b>\$489</b> (Rate Card)
<b>Fractional PRI</b> (6 Channels)	<b>\$349</b> (Rate Card)	<b>\$349</b> (Rate Card)	<b>\$349</b> (Rate Card)

#### **BUSINESS RULES**

- **\$100 MRC Discount off the 1<sup>st</sup> Full PRI. Additional PRI can be added at rate card**
- **Minimum 2 Year Term required**
- **Business Trunk PRI MRC Discounts roll to rate card at end of original term**
- **Compensable Revenue Adjustments August Apply**
- **Taxes, Usage, Fees and Equipment are extra**
- **E-rate eligible prospects and customers excluded**

## **WORKBENCH PROMO CODES**

**1 Full Business Trunk PRI + \$100 BPO**  
**WORKBENCH PROMO CODE:** 1FullPRI\_BPO

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Additional PRI can be added at rate card. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI STANDALONE

## \$50 off 1<sup>st</sup> Full PRI Back Pocket Offer

### (Northeast Division ONLY)

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\$50 MRC Discount off the 1<sup>st</sup> Full PRI, additional PRI at Rate Card.

#### TIMING

LAUNCH DATE: 2/22/2014  
EXPIRATION DATE: 8/21/2015

#### AVAILABILITY

DIVISION: **Northeast**  
REGIONS: All Regions  
SALES CHANNELS: BAE2, Sr. BAE, EAE,  
Partner, Retention, Account Managers

Multi PRI Pricing			
# Channels	1 <sup>st</sup> PRI	1 <sup>st</sup> PRI with \$50 BPO	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	\$489 (Rate Card)	\$439	\$489 (Rate Card)
Fractional PRI (6 Channels)	\$349 (Rate Card)	\$349 (Rate Card)	\$349 (Rate Card)

#### BUSINESS RULES

- \$50 MRC Discount off the 1<sup>st</sup> Full PRI. Additional PRI can be added at rate card
- Minimum 2 year term required (3 Year term if stack of Back Pocket Offers)
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Compensable Revenue Adjustments August Apply
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded
- New Customers ONLY

## WORKBENCH PROMO CODES

**1 Full Business Trunk PRI + \$50 BPO**  
WORKBENCH PROMO CODE: 1FullPRI\_BPO-\$50

PROMO DESCRIPTION: \$50 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$439. Additional PRI can be added at rate card. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

# Business Trunk PRI Back Pocket Offer: 1 Month PRI MRC waived with Business Internet D100+ or D150 Bundles (Central and West Divisions ONLY)

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1 Month of PRI MRC waived when bundled with Business Internet Deluxe 50 or higher. Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289. Business Internet D100+ or D150 Required. Minimum 2 Year Term required.

## TIMING

LAUNCH DATE: 2/22/2014  
EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: Central and West  
REGIONS: All Regions  
SALES CHANNELS: BAE2, Sr. BAE, EAE, Partner, Retention, Account Managers

Multi PRI Pricing			
# Channels	BI Tier	1 <sup>st</sup> PRI	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 100+	\$389	\$289
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 100+	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 150		

## BUSINESS RULES

- 1 Month of Business Trunk PRI MRC Waived when bundled with Business Internet D100+ or D150
- Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289
- Minimum 2 Year Term required (3 Year term if stacked with Install Waiver)
- New Customers ONLY
- Business Internet Deluxe 100+ or D150 required
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments August Apply
- E-rate eligible prospects and customers excluded

## STACK OPTIONS

### Front Pocket

- Internet Xcelerate MRC Discounts (D100+ or higher)
  - Central and West use Triple Play Pricing
- \$29.95 Business Voice Lines (\$10 MRC Discount off BV Full Featured Lines 1-3)
  - BV MRC Discounts Roll to Rate Card at end of original term

### Back Pocket

- Standard Installation Waiver, compensable revenue adjustments August apply
  - Expedited orders Excluded

# Business Trunk PRI Back Pocket Offer: 1 Month PRI MRC waived with Business Internet D100+ or D150 Bundles (Central)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

Cen:TP\_BID100+-\$30\_2yr  
Cen:TP\_BID100+-\$30\_3yr  
Cen:TP\_D150-\$40\_2yr  
Cen:TP\_D150-\$40\_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

Cen:TP\_D100+-\$30\_\$29.95BV2yr  
Cen:TP\_D100+-\$30\_\$29.95BV3yr  
Cen:TP\_D150-\$40\_\$29.95BV2yr  
Cen:TP\_D150-\$40\_\$29.95BV3yr

#### 1 Full PRI + Business Internet + 1 Month Free PRI WORKBENCH PROMO CODE: 1FullPRI\_1mfr\_Data

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1<sup>st</sup> or 2<sup>nd</sup> month bill. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + Business Internet + 1 Month Free PRI Standard Install Waived WORKBENCH PROMO CODE: 1FullPRI\_1mfr\_Data\_WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Standard Install Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + Business Internet + 1 Month Free PRI WORKBENCH PROMO CODE: 2FullPRI\_1mfr\_Data

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1<sup>st</sup> or 2<sup>nd</sup> month bill. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + Business Internet + 1 Month Free PRI Standard Install Waived WORKBENCH PROMO CODE: 2FullPRI\_1mfr\_Data\_WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Standard Install Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV + 1 Month Free WORKBENCH PROMO CODE: 1FullPRI\_1mfr\_Data\_BV\$29

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI/BV MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra

#### 1 Full PRI + BI + \$29.95 BV + 1 Month Free Standard Install Waived WORKBENCH PROMO CODE: 1FullPRI\_1mfr\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI/BV MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Standard Install Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra

#### 2 Full PRI + BI + \$29.95 BV + 1 Month Free WORKBENCH PROMO CODE: 2FullPRI\_1mfr\_Data\_BV\$29

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI/BV MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra

#### 2 Full PRI + BI + \$29.95 BV + 1 Month Free Standard Install Waived WORKBENCH PROMO CODE: 2FullPRI\_1mfr\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI/BV MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Standard Install Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra



# Business Trunk PRI Back Pocket Offer: 1 Month PRI MRC waived with Business Internet D100+ or D150 Bundles (West)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

West:TP\_D100+-\$25\_2yr  
West:TP\_D100+-\$25\_3yr  
West:TP\_D150-\$30\_2yr  
West:TP\_D150-\$30\_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

West:TP\_D100+-\$25\_\$29.95\_2yr  
West:TP\_D100+-\$25\_\$29.95\_3yr  
West:TP\_D150-\$30\_\$29.95\_2yr  
West:TP\_D150-\$30\_\$29.95\_3yr

#### 1 Full PRI + Business Internet + 1 Month Free PRI WORKBENCH PROMO CODE: 1FullPRI\_1mfr\_Data

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1<sup>st</sup> or 2<sup>nd</sup> month bill. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + Business Internet + 1 Month Free PRI Standard Install Waived WORKBENCH PROMO CODE: 1FullPRI\_1mfr\_Data\_WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Standard Install Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + Business Internet + 1 Month Free PRI WORKBENCH PROMO CODE: 2FullPRI\_1mfr\_Data

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1<sup>st</sup> or 2<sup>nd</sup> month bill. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + Business Internet + 1 Month Free PRI Standard Install Waived WORKBENCH PROMO CODE: 2FullPRI\_1mfr\_Data\_WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Standard Install Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV + 1 Month Free WORKBENCH PROMO CODE: 1FullPRI\_1mfr\_Data\_BV\$29

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI/BV MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra

#### 1 Full PRI + BI + \$29.95 BV + 1 Month Free Standard Install Waived WORKBENCH PROMO CODE: 1FullPRI\_1mfr\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI/BV MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Standard Install Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra

#### 2 Full PRI + BI + \$29.95 BV + 1 Month Free WORKBENCH PROMO CODE: 2FullPRI\_1mfr\_Data\_BV\$29

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI/BV MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra

#### 2 Full PRI + BI + \$29.95 BV + 1 Month Free Standard Install Waived WORKBENCH PROMO CODE: 2FullPRI\_1mfr\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. 1 month PRI MRC Waived. Deluxe 100+ Business Internet or higher required. PRI/BV MRC Discount rolls to rate card at end of original term. MRC Waiver will show on 1st or 2nd month bill. Standard Install Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra

# Cross-Sell: Business Trunk PRI + Business Internet Bundles (Central Division ONLY)

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Cross-Sell to add Business Trunk PRI to an existing Business Account. Business Internet Deluxe 50 or higher required. Minimum 2 Year Term required.

## TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **Central**

REGIONS: All Regions

SALES CHANNELS: BAE2, Sr. BAE, EAE,  
Partner, Retention, Account Managers

## Multi PRI Pricing

# Channels	BI Tier	1st PRI	2nd PRI
Full PRI (23 Channels)	Deluxe 50	\$389	\$289
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 50	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		

## BUSINESS RULES

- Minimum 2 Year Term required (3 Year term if stack of Back Pocket Offers)
- Cross-Sell to add BCT PRI to an existing Business Account
- **Business Internet Deluxe 50 or higher required**
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Existing account must be up to date and in good standing
- Existing service require re-contracting at current rates
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

## Front Pocket Stack Options

- Internet Xcelerate MRC Discounts, D50 or higher
- \$29.95 Business Voice Lines (\$10 MRC Discount off Voice Full Featured Lines 1-3)
  - Voice MRC Discounts Roll to Rate Card at end of original term

## Back Pocket Stack Options

- Standard Installation Waiver, compensable revenue adjustments August apply
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**
  - **Expedited orders Excluded**

# Cross-Sell: Business Trunk PRI + Business Internet Bundles (Central Division ONLY)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

Cen:TP_BID50-\$20_2yr	Cen:TP_BID100+-\$30_2yr
Cen:TP_BID50-\$20_3yr	Cen:TP_BID100+-\$30_3yr
Cen:TP_BID75-\$20_2yr	Cen:TP_D150-\$40_2yr
Cen:TP_BID75-\$20_3yr	Cen:TP_D150-\$40_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

Cen:TP_D50-\$20_\$29.95BV2yr	Cen:TP_D100+-\$30_\$29.95BV2yr
Cen:TP_D50-\$20_\$29.95BV3yr	Cen:TP_D100+-\$30_\$29.95BV3yr
Cen:TP_D75-\$20_\$29.95BV2yr	Cen:TP_D150-\$40_\$29.95BV2yr
Cen:TP_D75-\$20_\$29.95BV3yr	Cen:TP_D150-\$40_\$29.95BV3yr

#### 1 Full Business Trunk PRI + Business Internet WORKBENCH PROMO CODE: Cs1FullPRI\_Data

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full Business Trunk PRI + Business Internet Standard Install Waived WORKBENCH PROMO CODE: Cs1FullPRI\_Data\_WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full Business Trunk PRI + Business Internet WORKBENCH PROMO CODE: Cs2FullPRI\_Data

**PROMO DESCRIPTION:** \$300 MRC Discount off 2 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full Business Trunk PRI + Business Internet Standard Install Waived WORKBENCH PROMO CODE: Cs2FullPRI\_Data\_WVI

**PROMO DESCRIPTION:** \$300 MRC Discount off 2 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full Business Trunk PRI + BI + \$29.95 BV WORKBENCH PROMO CODE: Cs1FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Existing account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full Business Trunk PRI + BI + \$29.95 BV Standard Install Waived WORKBENCH PROMO CODE: Cs1FullPRIDataBV\$29WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Existing account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full Business Trunk PRI + BI + \$29.95 BV WORKBENCH PROMO CODE: Cs2FullPRI\_BI\_BV\$29

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher Required. PRI/BV MRC Discount rolls to rate card at end of original term. Existing account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full Business Trunk PRI + BI + \$29.95 BV Standard Install Waived WORKBENCH PROMO CODE: Cs2FullPRIBIBV\$29WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Existing account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

# Cross-Sell

## Business Trunk PRI + Business Internet Bundles

### (West Division ONLY)

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Cross-Sell to add Business Trunk PRI to an existing Business Account. Cross-Sell promos can be used in Upsell scenarios. Business Internet Deluxe 50 or higher required. Minimum 2 Year Term required.

#### TIMING

LAUNCH DATE: 2/22/2014  
 EXPIRATION DATE: 8/21/2015

#### AVAILABILITY

**DIVISION:** All Divisions  
**REGIONS:** All Regions  
**SALES CHANNELS:** BAE2, Sr. BAE, EAE, Partner, Retention, Account Managers

Multi PRI Pricing			
# Channels	BI Tier	1st PRI	2nd PRI
Full PRI (23 Channels)	Deluxe 50	\$389	\$289
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 50	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		

#### BUSINESS RULES

- Minimum 2 Year Term required (3 Year term if stack of Back Pocket Offers)
- Cross-Sell to add BCT PRI to an existing Business Account
- **Business Internet Deluxe 50 or higher required**
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Existing account must be up to date and in good standing
- Existing service require re-contracting at current rates
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

#### **Front Pocket Stack Options**

- Internet Xcelerate MRC Discounts, D50 or higher
- \$29.95 Business Voice Lines (\$10 MRC Discount off Voice Full Featured Lines 1-3)
  - Voice MRC Discounts Roll to Rate Card at end of original term

#### **Back Pocket Stack Options**

- Standard Installation Waiver, compensable revenue adjustments August apply
  - **minimum purchase of 2 SMB products and minimum 2 year term**
  - Expedited orders Excluded

# Cross-Sell

## Business Trunk PRI + Business Internet Bundles

### (West Division ONLY)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

West:TP\_D50-\$20\_2yr  
West:TP\_D50-\$20\_3yr  
West:TP\_D75-\$20\_2yr  
West:TP\_D75-\$20\_3yr

West:TP\_D100+-\$25\_2yr  
West:TP\_D100+-\$25\_3yr  
West:TP\_D150-\$30\_2yr  
West:TP\_D150-\$30\_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

West:TP\_D50-\$20\_29.95\_2yr  
West:TP\_D50-\$20\_29.95\_3yr  
West:TP\_D75-\$20\_29.95\_2yr  
West:TP\_D75-\$20\_29.95\_3yr

West:TP\_D100+-\$25\_29.95\_2yr  
West:TP\_D100+-\$25\_29.95\_3yr  
West:TP\_D150-\$30\_29.95\_2yr  
West:TP\_D150-\$30\_29.95\_3yr

#### 1 Full Business Trunk PRI + Business Internet WORKBENCH PROMO CODE: Cs1FullPRI\_Data

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full Business Trunk PRI + Business Internet Standard Install Waived WORKBENCH PROMO CODE: Cs1FullPRI\_Data\_WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full Business Trunk PRI + Business Internet WORKBENCH PROMO CODE: Cs2FullPRI\_Data

**PROMO DESCRIPTION:** \$300 MRC Discount off 2 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full Business Trunk PRI + Business Internet Standard Install Waived WORKBENCH PROMO CODE: Cs2FullPRI\_Data\_WVI

**PROMO DESCRIPTION:** \$300 MRC Discount off 2 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full Business Trunk PRI + BI + \$29.95 BV WORKBENCH PROMO CODE: Cs1FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Existing account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full Business Trunk PRI + BI + \$29.95 BV Standard Install Waived WORKBENCH PROMO CODE: Cs1FullPRIDataBV\$29WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Existing account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full Business Trunk PRI + BI + \$29.95 BV WORKBENCH PROMO CODE: Cs2FullPRI\_BI\_BV\$29

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher Required. PRI/BV MRC Discount rolls to rate card at end of original term. Existing account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full Business Trunk PRI + BI + \$29.95 BV Standard Install Waived WORKBENCH PROMO CODE: Cs2FullPRIBIBV\$29WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Existing account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

# CROSS-SELL: BUSINESS TRUNK PRI + BUSINESS INTERNET BUNDLES

## (Northeast Division ONLY)

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**Cross-Sell to add Business Trunk PRI to an existing Business Account. Business Internet Deluxe 50 or Higher required. Minimum 2 Year Term Required.**

### TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

### AVAILABILITY

DIVISION: **Northeast**

REGIONS: All

SALES CHANNELS: BAE2, Sr. BAE, EAE, Partner, Retention, Account Managers

### BUSINESS RULES

- Minimum 2 year term required
  - (3 Year term if stack of Back Pocket Offers)
- Cross-Sell to add BCT PRI to an existing Business Account
- **Business Internet Deluxe 50 or higher required**
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Existing account must be up to date and in good standing
- Existing service require re-contracting at current rates
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

### Front Pocket Stack Options

- Internet Xcelerate MRC Discounts
  - Deluxe 50: \$20 MRC Discount off for discounted rate of \$89.95
    - MRC Discount roll to rate card in month 25 regardless of 24 or 36 month term agreement
  - Deluxe 75: \$40 MRC Discount off for discounted rate of \$109.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$20 off. In month 37, discount rolls to full rate card
  - Deluxe 100 Plus: \$50 MRC Discount off for discounted rate of \$149.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
  - Deluxe 150: \$70 MRC Discount off for discounted rate of \$179.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card
- \$29.95 Business Voice Lines (\$10 MRC Discount off BV Full Featured Lines 1-3)
  - BV MRC Discounts Roll to Rate Card at end of original term

### Back Pocket Stack Options

- **Standard Installation Waiver**
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**
  - **Expedited orders Excluded**

### Multi PRI Pricing

# Channels	BI Tier	1 <sup>st</sup> PRI	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 50	\$389	\$289
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 50	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 75		
	Deluxe 100+		
	Deluxe 150		



# CROSS-SELL: BUSINESS TRUNK PRI + BUSINESS INTERNET BUNDLES (Northeast Division ONLY)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

BI Xcelerate MRC Discounts		BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines	
NED:D50-\$20_2yr NED:D50-\$20_3yr NED:D75-\$40_2yr NED:D75-\$40_3yr	NED:D100+-\$50_2yr NED:D100+-\$50_3yr NED:D150-\$70_2yr NED:D150-\$70_3yr	NED:D50-\$20_\$29.95_2yr NED:D50-\$20_\$29.95_3yr NED:D75-\$40_\$29.95_2yr NED:D75-\$40_\$29.95_3yr	NED:D100+-\$50_\$29.95_2yr NED:D100+-\$50_\$29.95_3yr NED:D150-\$70_\$29.95_2yr NED:D150-\$70_\$29.95_3yr
<b>1 Full Business Trunk PRI + Business Internet</b> <b>WORKBENCH PROMO CODE: Cs1FullPRI_Data</b>  <b>PROMO DESCRIPTION:</b> \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.		<b>1 Full Business Trunk PRI + Business Internet</b> <b>Standard Install Waived</b> <b>WORKBENCH PROMO CODE: Cs1FullPRI_Data_WVI</b>  <b>PROMO DESCRIPTION:</b> \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Existing Account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.	
<b>2 Full Business Trunk PRI + Business Internet</b> <b>WORKBENCH PROMO CODE: Cs2FullPRI_Data</b>  <b>PROMO DESCRIPTION:</b> \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.		<b>2 Full Business Trunk PRI + Business Internet</b> <b>Standard Install Waived</b> <b>WORKBENCH PROMO CODE: Cs2FullPRI_Data_WVI</b>  <b>PROMO DESCRIPTION:</b> \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Deluxe 50 Business Internet or higher required. Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Existing Account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.	
<b>1 Full Business Trunk PRI + BI + \$29.95 BV</b> <b>WORKBENCH PROMO CODE: Cs1FullPRI_Data_BV\$29</b>  <b>PROMO DESCRIPTION:</b> \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Existing account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.		<b>1 Full Business Trunk PRI + BI + \$29.95 BV</b> <b>Standard Install Waived</b> <b>WORKBENCH PROMO CODE: Cs1FullPRIDataBV\$29WVI</b>  <b>PROMO DESCRIPTION:</b> \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Existing account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.	
<b>2 Full Business Trunk PRI + BI + \$29.95 BV</b> <b>WORKBENCH PROMO CODE: Cs2FullPRI_BI_BV\$29</b>  <b>PROMO DESCRIPTION:</b> \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or Higher Required. PRI/BV MRC Discount rolls to rate card at end of original term. Existing account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.		<b>2 Full Business Trunk PRI + BI + \$29.95 BV</b> <b>Standard Install Waived</b> <b>WORKBENCH PROMO CODE: Cs2FullPRIBIBV\$29WVI</b>  <b>PROMO DESCRIPTION:</b> \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 50 Business Internet or higher required. Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Existing account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.	

# Cross-Sell: Business Trunk PRI Back Pocket Offer

## Additional \$100 OFF 1<sup>ST</sup> Full PRI with D100+ or D150

### (Central and West Divisions ONLY)

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Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Business Internet D100+ or D150. Minimum 2 Year Term required.

#### TIMING

LAUNCH DATE: 2/22/2014  
EXPIRATION DATE: 8/21/2015

#### AVAILABILITY

DIVISION: Central and West  
REGIONS: All Regions  
SALES CHANNELS: BAE2, Sr. BAE, EAE,  
Partner, Retention, Account Managers

Multi PRI Pricing + \$100 BPO			
# Channels	BI Tier	1 <sup>st</sup> PRI + BPO	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 100+	\$289	\$289
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 100+	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 150		

#### BUSINESS RULES

- Additional \$100 MRC Discount off 1<sup>st</sup> Full PRI, making a total of \$200 off the 1<sup>st</sup> Full PRI with D100+ or D150
- Minimum 2 Year Term required (3 Year term if stacked with Install Waiver)
- New Customers ONLY
- **Business Internet Deluxe 100+ or Deluxe 150 Required**
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Existing account must be up to date and in good standing
- Existing service require re-contracting at current rates
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments August Apply
- E-rate eligible prospects and customers excluded

#### STACK OPTIONS

##### Front Pocket

- Internet Xcelerate MRC Discounts (D100+ or higher)
  - Central and West use Triple Play pricing
- \$29.95 Business Voice Lines (\$10 MRC Discount off BV Full Featured Lines 1-3)
  - Voice MRC Discounts Roll to Rate Card at end of original term

##### Back Pocket

- Standard Installation Waiver, compensable revenue adjustments August apply
  - Expedited orders Excluded

# Cross-Sell: Business Trunk PRI Back Pocket Offer

## Additional \$100 OFF 1<sup>ST</sup> Full PRI with D100+ or D150 (Central)

### WORKBENCH OFFER/ PROMO CODES

When bundling with Triple-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.	
<b>SELECT OFFER CODE</b>	
<b>BI Xcelerate MRC Discounts</b>	<b>BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines</b>
Cen:TP_BID100+-\$30_2yr Cen:TP_BID100+-\$30_3yr Cen:TP_D150-\$40_2yr Cen:TP_D150-\$40_3yr	Cen:TP_D100+-\$30_\$29.95BV2yr Cen:TP_D100+-\$30_\$29.95BV3yr Cen:TP_D150-\$40_\$29.95BV2yr Cen:TP_D150-\$40_\$29.95BV3yr
<b>1 Full PRI + BI + \$100 BPO</b> <b>WORKBENCH PROMO CODE: Cs1FullPRIBP_Data</b>  <b>PROMO DESCRIPTION:</b> \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Business Internet or higher Required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.	<b>1 Full PRI + BI + \$100 BPO</b> <b>Standard Install Waived</b> <b>WORKBENCH PROMO CODE: Cs1FullPRIBP_Data_BP_WVI</b>  <b>PROMO DESCRIPTION:</b> \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.
<b>2 Full PRI + BI + \$100 BPO</b> <b>WORKBENCH PROMO CODE: Cs2FullPRIBP_Data</b>  <b>PROMO DESCRIPTION:</b> \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.	<b>2 Full PRI + BI + \$100 BPO</b> <b>Standard Install Waived</b> <b>WORKBENCH PROMO CODE: Cs2FullPRIBP_Data_WVI</b>  <b>PROMO DESCRIPTION:</b> \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.
<b>1 Full PRI + BI + \$29.95 BV + \$100 BPO</b> <b>WORKBENCH PROMO CODE: Cs1FullPRIBP_Data_BV\$29</b>  <b>PROMO DESCRIPTION:</b> \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.	<b>1 Full PRI + BI + \$29.95 BV</b> <b>Standard Install Waived</b> <b>WORKBENCH PROMO CODE: Cs1FullPRIBP_DataBV\$29WVI</b>  <b>PROMO DESCRIPTION:</b> \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.
<b>2 Full PRI + BI + \$29.95 BV + \$100 BPO</b> <b>WORKBENCH PROMO CODE: Cs2FullPRIBP_Data_BV\$29</b>  <b>PROMO DESCRIPTION:</b> \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.	<b>2 Full PRI + BI + \$29.95 BV + \$100 BPO</b> <b>Standard Install Waived</b> <b>WORKBENCH PROMO CODE: Cs2FullPRIBP_DataBV\$29WVI</b>  <b>PROMO DESCRIPTION:</b> \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

# Cross-Sell: Business Trunk PRI Back Pocket Offer

## Additional \$100 OFF 1<sup>ST</sup> Full PRI with D100+ or D150 (West)

### WORKBENCH OFFER/ PROMO CODES

When bundling with Triple Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

#### SELECT OFFER CODE

##### BI Xcelerate MRC Discounts

West:TP\_D100+-\$25\_2yr  
West:TP\_D100+-\$25\_3yr  
West:TP\_D150-\$30\_2yr  
West:TP\_D150-\$30\_3yr

##### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

West:TP\_D100+-\$25\_\$29.95\_2yr  
West:TP\_D100+-\$25\_\$29.95\_3yr  
West:TP\_D150-\$30\_\$29.95\_2yr  
West:TP\_D150-\$30\_\$29.95\_3yr

#### 1 Full PRI + BI + \$100 BPO

WORKBENCH PROMO CODE: Cs1FullPRI BP\_Data

**PROMO DESCRIPTION:** \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$100 BPO

Standard Install Waived

WORKBENCH PROMO CODE: Cs1FullPRI BP\_Data\_BP\_WVI

**PROMO DESCRIPTION:** \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$100 BPO

WORKBENCH PROMO CODE: Cs2FullPRI BP\_Data

**PROMO DESCRIPTION:** \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$100 BPO

Standard Install Waived

WORKBENCH PROMO CODE: Cs2FullPRI BP\_Data\_WVI

**PROMO DESCRIPTION:** \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV + \$100 BPO

WORKBENCH PROMO CODE: Cs1FullPRI BP\_Data\_BV\$29

**PROMO DESCRIPTION:** \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV

Standard Install Waived

WORKBENCH PROMO CODE: Cs1FullPRI BP\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV + \$100 BPO

WORKBENCH PROMO CODE: Cs2FullPRI BP\_Data\_BV\$29

**PROMO DESCRIPTION:** \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV + \$100 BPO

Standard Install Waived

WORKBENCH PROMO CODE: Cs2FullPRI BP\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.

# CROSS-SELL: BUSINESS TRUNK PRI BACK POCKET OFFER

Additional \$50 OFF 1<sup>ST</sup> Full PRI with D100+ or D150  
(Northeast Division ONLY)

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Additional \$50 MRC Discount off 1st Full PRI, making a total of \$150 off the 1st Full PRI with Business Internet D100+ or D150. Minimum 2 Year Term Required.

## TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **Northeast**

REGIONS: All

SALES CHANNELS: BAE2, Sr. BAE, EAE,  
Partner, Retention, Account Managers

## Multi PRI Pricing + \$50 BPO

# Channels	BI Tier	1 <sup>st</sup> PRI + BPO	2 <sup>nd</sup> PRI
Full PRI (23 Channels)	Deluxe 100+	\$339	\$289
	Deluxe 150		
Fractional PRI (6 Channels)	Deluxe 100+	\$349 (Rate Card)	\$349 (Rate Card)
	Deluxe 150		

## BUSINESS RULES

- Additional \$50 MRC Discount off 1<sup>st</sup> Full PRI, making a total of \$150 off the 1<sup>st</sup> Full PRI with D100+ or D150
- Minimum 2 year term required (3 Year term if stacked with Install Waiver)
- **Business Internet Deluxe 100+ or Deluxe 150 Required**
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Existing account must be up to date and in good standing
- Existing service require re-contracting at current rates
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments August Apply
- E-rate eligible prospects and customers excluded

## Front Pocket Stack Options

- Internet Xcelerate MRC Discounts
  - Deluxe 100 Plus: \$50 MRC Discount off for discounted rate of \$149.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$30 off. In month 37, discount rolls to full rate card
  - Deluxe 150: \$70 MRC Discount off for discounted rate of \$179.95
    - If 2yr term, in month 25 rolls to full rate card
    - If 3yr term, in month 25 discount rolls to \$50 off. In month 37, discount rolls to full rate card
- \$29.95 Business Voice Lines (\$10 MRC Discount off BV Full Featured Lines 1-3)
  - BV MRC Discounts Roll to Rate Card at end of original term

## Back Pocket Stack Options

- **Standard Installation Waiver**
  - **2 year, double or triple play – reduced Standard Install NRC of \$49**
  - **3 year, double or triple play – Waived Standard Install NRC**
  - **Expedited orders Excluded**



# CROSS-SELL: BUSINESS TRUNK PRI BACK POCKET OFFER

Additional \$50 OFF 1<sup>ST</sup> Full PRI with D100+ or D150

(Northeast Division ONLY)

## WORKBENCH OFFER/ PROMO CODES

When bundling with Multi-Play Discounts on Business Internet, utilize the appropriate "Offer" code and then select the appropriate "Promo" Code.

### SELECT OFFER CODE

#### BI Xcelerate MRC Discounts

NED:D100+-\$50\_2yr  
NED:D100+-\$50\_3yr  
NED:D150-\$70\_2yr  
NED:D150-\$70\_3yr

#### BI Xcelerate MRC Discounts + \$29.95 Business Voice Lines

NED:D100+-\$50\_29.95\_2yr  
NED:D100+-\$50\_29.95\_3yr  
NED:D150-\$70\_29.95\_2yr  
NED:D150-\$70\_29.95\_3yr

#### 1 Full PRI + BI + \$50 BPO

WORKBENCH PROMO CODE: Cs1FullPRI BP-\$50\_Data

**PROMO DESCRIPTION:** \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$50 BPO

Standard Install Waived

WORKBENCH PROMO CODE: Cs1FullPRI BP-\$50\_Data\_WVI

**PROMO DESCRIPTION:** \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$50 BPO

WORKBENCH PROMO CODE: Cs2FullPRI BP-\$50\_Data

**PROMO DESCRIPTION:** \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$50 BPO

Standard Install Waived

WORKBENCH PROMO CODE: Cs2FullPRI BP-\$50\_Data\_WVI

**PROMO DESCRIPTION:** \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE: Cs1FullPRI BP-\$50\_Data\_BV\$29

**PROMO DESCRIPTION:** \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI + \$29.95 BV + \$50 BPO

Standard Install Waived

WORKBENCH PROMO CODE: Cs1FullPRI BP-\$50\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE: Cs2FullPRI BP-\$50\_Data\_BV\$29

**PROMO DESCRIPTION:** \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI + \$29.95 BV + \$50 BPO

Standard Install Waived

WORKBENCH PROMO CODE: Cs2FullPRI BP-\$50\_DataBV\$29WVI

**PROMO DESCRIPTION:** \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or higher required. PRI MRC Discount rolls to rate card at end of original term. Existing Account must be up to date and in good standing. Standard Install Waived, expedite orders excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.



# BUSINESS TRUNK PRI + ETHERNET BUNDLES

## (All Divisions)

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Bundle package of Business Trunk PRI and Ethernet. Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off each 2<sup>nd</sup> – 8<sup>th</sup> Full PRI for rate of \$289 each. Minimum 2 Year Term Required.

### TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

### AVAILABILITY

DIVISION: All Divisions

REGIONS: All Regions

SALES CHANNELS: EAE, Partner, Retention, Account Managers

Multi PRI Pricing			
# Channels	BI Tier	1 <sup>st</sup> PRI	2 - 8 PRI
Full PRI (23 Channels)	Ethernet	\$389	\$289
Fractional PRI (6 Channels)	Ethernet	\$349 (Rate Card)	\$349 (Rate Card)

### BUSINESS RULES

- Multi-PRI pricing of \$100 off 1st PRI for rate of \$389 and \$200 off each 2nd – 8th Full PRI for rate of \$289 each.
- Minimum 2 year term required (3 Year term if stack of Back Pocket Offers)
- New Customers, Existing Customers (Cross-Sell), Upsell
- Business Ethernet Required
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Available to Account Managers and Retention for Renewals
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

### Front Pocket Stack Options

- \$29.95 Business Voice Lines (\$10 MRC Discount off BV Full Featured Lines 1-3)
  - BV MRC Discounts Roll to Rate Card at end of original term

### Back Pocket Stack Options

- Standard Installation Waiver, compensable revenue adjustments August apply
  - Expedited orders Excluded

# BUSINESS TRUNK PRI + ETHERNET BUNDLES

## (All Divisions)

### PROMO CODES: PRI + ETHERNET

**1 Full PRI + Business Internet/ Ethernet**  
**WORKBENCH PROMO CODE: ENT1FullPRI\_Data**

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**1 Full PRI + Business Internet/ Ethernet**  
**Standard Install Waived**  
**WORKBENCH PROMO CODE: ENT1FullPRI\_Data\_WVI**

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**2 Full PRI + Business Internet/ Ethernet**  
**WORKBENCH PROMO CODE: ENT2FullPRI\_Data**

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**2 Full PRI + Business Internet/ Ethernet**  
**Standard Install Waived**  
**WORKBENCH PROMO CODE: ENT2FullPRI\_Data\_WVI**

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**3 Full PRI + Ethernet**  
**WORKBENCH PROMO CODE: ENT3FullPRI\_Data**

**PROMO DESCRIPTION:** \$500 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$967. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**3 Full PRI + Ethernet**  
**Standard Install Waived**  
**WORKBENCH PROMO CODE: ENT3FullPRI\_Data\_WVI**

**PROMO DESCRIPTION:** \$500 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$967. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**4 Full PRI + Ethernet**  
**WORKBENCH PROMO CODE: ENT4FullPRI\_Data**

**PROMO DESCRIPTION:** \$700 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1256. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**4 Full PRI + Ethernet**  
**Standard Install Waived**  
**WORKBENCH PROMO CODE: ENT4FullPRI\_Data\_WVI**

**PROMO DESCRIPTION:** \$700 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1256. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI + ETHERNET BUNDLES

## (All Divisions)

### PROMO CODES: PRI + ETHERNET

#### 5 Full PRI + Ethernet

WORKBENCH PROMO CODE: [ENT5FullPRI\\_Data](#)

**PROMO DESCRIPTION:** \$900 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1545. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 5 Full PRI + Ethernet

**Standard Install Waived**

WORKBENCH PROMO CODE: [ENT5FullPRI\\_Data\\_WVI](#)

**PROMO DESCRIPTION:** \$900 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1545. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 6 Full PRI + Ethernet

WORKBENCH PROMO CODE: [ENT6FullPRI\\_Data](#)

**PROMO DESCRIPTION:** \$1100 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1834. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 6 Full PRI + Ethernet

**Standard Install Waived**

WORKBENCH PROMO CODE: [ENT6FullPRI\\_Data\\_WVI](#)

**PROMO DESCRIPTION:** \$1100 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1834. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 7 Full PRI + Ethernet

WORKBENCH PROMO CODE: [ENT7FullPRI\\_Data](#)

**PROMO DESCRIPTION:** \$1300 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2123. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 7 Full PRI + Ethernet

**Standard Install Waived**

WORKBENCH PROMO CODE: [ENT7FullPRI\\_Data\\_WVI](#)

**PROMO DESCRIPTION:** \$1300 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2123. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 8 Full PRI + Ethernet

WORKBENCH PROMO CODE: [ENT8FullPRI\\_Data](#)

**PROMO DESCRIPTION:** \$1500 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2412. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 8 Full PRI + Ethernet

**Standard Install Waived**

WORKBENCH PROMO CODE: [ENT8FullPRI\\_Data\\_WVI](#)

**PROMO DESCRIPTION:** \$1500 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2412. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI + ETHERNET BUNDLES

## (All Divisions)

### PROMO CODES: PRI + ETHERNET + \$29.95 BV LINES

#### 1 Full PRI + BI / Ethernet + \$29.95 BV

WORKBENCH PROMO CODE: ENT1FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 1 Full PRI + BI / Ethernet + \$29.95 BV

**Standard Install Waived**

WORKBENCH PROMO CODE: ENT1FullPRI\_Data\_BV\$29WVI

**PROMO DESCRIPTION:** \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI / Ethernet + \$29.95 BV

WORKBENCH PROMO CODE: ENT2FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 2 Full PRI + BI / Ethernet + \$29.95 BV

**Standard Install Waived**

WORKBENCH PROMO CODE: ENT2FullPRI\_Data\_BV\$29WVI

**PROMO DESCRIPTION:** \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 3 Full PRI + Ethernet + \$29.95 BV

WORKBENCH PROMO CODE: ENT3FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$500 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$967. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 3 Full PRI + Ethernet + \$29.95 BV

**Standard Install Waived**

WORKBENCH PROMO CODE: ENT3FullPRI\_Data\_BV\$29\_WVI

**PROMO DESCRIPTION:** \$500 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$967. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 4 Full PRI + Ethernet + \$29.95 BV

WORKBENCH PROMO CODE: ENT4FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$700 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1256. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 4 Full PRI + Ethernet + \$29.95 BV

**Standard Install Waived**

WORKBENCH PROMO CODE: ENT4FullPRI\_Data\_BV\$29\_WVI

**PROMO DESCRIPTION:** \$700 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1256. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI + ETHERNET BUNDLES

## (All Divisions)

### PROMO CODES: PRI + ETHERNET + \$29.95 BV LINES

#### 5 Full PRI + Ethernet + \$29.95 BV

WORKBENCH PROMO CODE: ENT5FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$900 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1545. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 5 Full PRI + Ethernet + \$29.95 BV

**Standard Install Waived**

WORKBENCH PROMO CODE: ENT5FullPRI\_Data\_BV\$29\_WVI

**PROMO DESCRIPTION:** \$900 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1545. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 6 Full PRI + Ethernet + \$29.95 BV

WORKBENCH PROMO CODE: ENT6FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$1100 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1834. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 6 Full PRI + Ethernet + \$29.95 BV

**Standard Install Waived**

WORKBENCH PROMO CODE: ENT6FullPRI\_Data\_BV\$29\_WVI

**PROMO DESCRIPTION:** \$1100 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1834. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 7 Full PRI + Ethernet + \$29.95 BV

WORKBENCH PROMO CODE: ENT7FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$1300 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2123. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 7 Full PRI + Ethernet + \$29.95 BV

**Standard Install Waived**

WORKBENCH PROMO CODE: ENT7FullPRI\_Data\_BV\$29\_WVI

**PROMO DESCRIPTION:** \$1300 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2123. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 8 Full PRI + Ethernet + \$29.95 BV

WORKBENCH PROMO CODE: ENT8FullPRI\_Data\_BV\$29

**PROMO DESCRIPTION:** \$1500 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2412. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

#### 8 Full PRI + Ethernet + \$29.95 BV

**Standard Install Waived**

WORKBENCH PROMO CODE: ENT8FullPRI\_Data\_BV\$29\_WVI

**PROMO DESCRIPTION:** \$1500 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2412. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$100 OFF 1<sup>ST</sup>

Full PRI with Ethernet

(Central and West Divisions ONLY)

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Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Business Ethernet. Minimum 2 Year Term Required.

## TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **Central and West**

REGIONS: All Regions

SALES CHANNELS: EAE, Partner, Retention,  
Account Managers

## Multi PRI Pricing + \$100 BPO

# Channels	BI Tier	1 <sup>st</sup> PRI (BPO)	2 - 8 PRI
Full PRI (23 Channels)	Ethernet	\$289	\$289
Fractional PRI (6 Channels)	Ethernet	\$349 (Rate Card)	\$349 (Rate Card)

## BUSINESS RULES

- Additional \$100 MRC Discount off 1<sup>st</sup> Full PRI, making a total of \$200 off the 1<sup>st</sup> Full PRI with Ethernet.
- Minimum 2 year term required (3 Year term if stacked with Install Waiver)
- New Customer, Existing Customers (Cross-Sell)
- Business Ethernet Required
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Available to Account Managers and Retention for Renewals
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments August Apply
- E-rate eligible prospects and customers excluded

## Front Pocket Stack Options

- \$29.95 Business Voice Lines (\$10 MRC Discount off BV Full Featured Lines 1-3)
  - BV MRC Discounts Roll to Rate Card at end of original term

## Back Pocket Stack Options

- Standard Installation Waiver, compensable revenue adjustments August apply
  - Expedited orders Excluded



# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$100 OFF 1<sup>ST</sup> Full PRI with Ethernet (Central and West Divisions ONLY)

## PROMO CODES: PRI + ETHERNET + \$100 BPO

### 1 Full PRI + BI / Ethernet + \$100 BPO

WORKBENCH PROMO CODE: C/W.ENT1FullPRIBP\_Eth

**PROMO DESCRIPTION:** \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 1 Full PRI + BI / Ethernet + \$100 BPO

Standard Install Waived

3 Year Term Required

WORKBENCH PROMO CODE: C/W.ENT1FullPRIBP\_Eth\_WVI

**PROMO DESCRIPTION:** \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 2 Full PRI + BI / Ethernet + \$100 BPO

WORKBENCH PROMO CODE: C/W.ENT2FullPRIBP\_Eth

**PROMO DESCRIPTION:** \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 2 Full PRI + BI / Ethernet + \$100 BPO

Standard Install Waived

3 Year Term Required

WORKBENCH PROMO CODE: C/W.ENT2FullPRIBP\_Eth\_WVI

**PROMO DESCRIPTION:** \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 3 Full PRI + Ethernet + \$100 BPO

WORKBENCH PROMO CODE: C/W.ENT3FullPRIBP\_Eth

**PROMO DESCRIPTION:** \$600 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$867. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 3 Full PRI + Ethernet + \$100 BPO

Standard Install Waived

3 Year Term Required

WORKBENCH PROMO CODE: C/W.ENT3FullPRIBP\_Eth\_WVI

**PROMO DESCRIPTION:** \$600 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$867. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 4 Full PRI + Ethernet + \$100 BPO

WORKBENCH PROMO CODE: C/W.ENT4FullPRIBP\_Eth

**PROMO DESCRIPTION:** \$800 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1156. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 4 Full PRI + Ethernet + \$100 BPO

Standard Install Waived

3 Year Term Required

WORKBENCH PROMO CODE: C/W.ENT4FullPRIBP\_Eth\_WVI

**PROMO DESCRIPTION:** \$800 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1156. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$100 OFF 1<sup>ST</sup> Full PRI with Ethernet (Central and West Divisions ONLY)

## PROMO CODES: PRI + ETHERNET + \$100 BPO

### 5 Full PRI + Ethernet + \$100 BPO

WORKBENCH PROMO CODE: C/W.ENT5FullPRIBP\_Eth\_WVI

PROMO DESCRIPTION: \$1000 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1445. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 5 Full PRI + Ethernet + \$100 BPO

Standard Install Waived

3 Year Term Required

WORKBENCH PROMO CODE: C/W.ENT5FullPRIBP\_Eth\_WVI

PROMO DESCRIPTION: \$1000 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1445. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 6 Full PRI + Ethernet + \$100 BPO

WORKBENCH PROMO CODE: C/W.ENT6FullPRIBP\_Eth

PROMO DESCRIPTION: \$1200 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1734. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 6 Full PRI + Ethernet + \$100 BPO

Standard Install Waived

3 Year Term Required

WORKBENCH PROMO CODE: C/W.ENT6FullPRIBP\_Eth\_WVI

PROMO DESCRIPTION: \$1200 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1734. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 7 Full PRI + Ethernet + \$100 BPO

WORKBENCH PROMO CODE: C/W.ENT7FullPRIBP\_Eth

PROMO DESCRIPTION: \$1400 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2023. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 7 Full PRI + Ethernet + \$100 BPO

Standard Install Waived

3 Year Term Required

WORKBENCH PROMO CODE: C/W.ENT7FullPRIBP\_Eth\_WVI

PROMO DESCRIPTION: \$1400 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2023. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 8 Full PRI + Ethernet + \$100 BPO

WORKBENCH PROMO CODE: C/W.ENT8FullPRIBP\_Eth

PROMO DESCRIPTION: \$1600 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2312. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 8 Full PRI + Ethernet + \$100 BPO

Standard Install Waived

3 Year Term Required

WORKBENCH PROMO CODE: C/W.ENT8FullPRIBP\_Eth\_WVI

PROMO DESCRIPTION: \$1600 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2312. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$100 OFF 1<sup>ST</sup> Full PRI with Ethernet (Central and West Divisions ONLY)

## PROMO CODES: PRI + ETHERNET + \$29.95 BV + \$100 BPO

**1 Full PRI + BI / Ethernet + \$29.95 BV + \$100 BPO**  
WORKBENCH PROMO CODE: C/W.ENT1FullPRIBP\_Eth\_BV\$29

**PROMO DESCRIPTION:** \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**1 Full PRI + BI / Ethernet + \$29.95 BV**  
**Standard Install Waived**  
**3 Year Term Required**  
WORKBENCH PROMO CODE:  
C/W.ENT1FullPRIBP\_EthBV\$29WVI

**PROMO DESCRIPTION:** \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

**2 Full PRI + BI / Ethernet + \$29.95 BV + \$100 BPO**  
WORKBENCH PROMO CODE: C/W.ENT2FullPRIBP\_Eth\_BV\$29

**PROMO DESCRIPTION:** \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**2 Full PRI + BI / Ethernet + \$29.95 BV + \$100 BPO**  
**Standard Install Waived**  
**3 Year Term Required**  
WORKBENCH PROMO CODE:  
C/W.ENT2FullPRIBP\_EthBV\$29WVI

**PROMO DESCRIPTION:** \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

**3 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
WORKBENCH PROMO CODE: C/W.ENT3FullPRIBP\_Eth\_BV\$29

**PROMO DESCRIPTION:** \$600 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$867. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**3 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
**Standard Install Waived**  
**3 Year Term Required**  
WORKBENCH PROMO CODE:  
C/W.ENT3FullPRIBP\_Eth\_BV\$29WVI

**PROMO DESCRIPTION:** \$600 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$867. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

**4 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
WORKBENCH PROMO CODE: C/W.ENT4FullPRIBP\_Eth\_BV\$29

**PROMO DESCRIPTION:** \$800 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1156. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**4 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
**Standard Install Waived**  
**3 Year Term Required**  
WORKBENCH PROMO CODE:  
C/W.ENT4FullPRIBP\_Eth\_BV\$29WVI

**PROMO DESCRIPTION:** \$800 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1156. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$100 OFF 1<sup>ST</sup> Full PRI with Ethernet (Central and West Divisions ONLY)

## PROMO CODES: PRI + ETHERNET + \$29.95 BV + \$100 BPO

**5 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
WORKBENCH PROMO CODE: C/W.ENT5FullPRIBP\_Eth\_BV\$29

**PROMO DESCRIPTION:** \$1000 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1445. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**5 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
Standard Install Waived  
**3 Year Term Required**

WORKBENCH PROMO CODE:  
C/W.ENT5FullPRIBP\_Eth\_BV\$29WVI

**PROMO DESCRIPTION:** \$1000 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1445. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

**6 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
WORKBENCH PROMO CODE: C/W.ENT6FullPRIBP\_Eth\_BV\$29

**PROMO DESCRIPTION:** \$1200 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1734. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**6 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
Standard Install Waived  
**3 Year Term Required**

WORKBENCH PROMO CODE:  
C/W.ENT6FullPRIBP\_Eth\_BV\$29WVI

**PROMO DESCRIPTION:** \$1200 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1734. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

**7 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
WORKBENCH PROMO CODE: C/W.ENT7FullPRIBP\_Eth\_BV\$29

**PROMO DESCRIPTION:** \$1400 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2023. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**7 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
Standard Install Waived  
**3 Year Term Required**

WORKBENCH PROMO CODE:  
C/W.ENT7FullPRIBP\_Eth\_BV\$29WVI

**PROMO DESCRIPTION:** \$1400 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2023. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

**8 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
WORKBENCH PROMO CODE: C/W.ENT8FullPRIBP\_Eth\_BV\$29

**PROMO DESCRIPTION:** \$1600 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2312. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

**8 Full PRI + Ethernet + \$29.95 BV + \$100 BPO**  
Standard Install Waived  
**3 Year Term Required**

WORKBENCH PROMO CODE:  
C/W.ENT8FullPRIBP\_Eth\_BV\$29WVI

**PROMO DESCRIPTION:** \$1600 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2312. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Business Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF 1<sup>ST</sup> Full PRI with Ethernet (Northeast Division ONLY)

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Additional \$50 MRC Discount off 1st Full PRI, making a total of \$150 off the 1st Full PRI with Business Internet D100+, D150 or Ethernet. Minimum 2 Year Term Required.

## TIMING

LAUNCH DATE: 2/22/2014  
EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **Northeast**  
REGIONS: All Regions  
SALES CHANNELS: BAE2, Sr. BAE, EAE, Partner, Retention, Account Managers

Multi PRI Pricing + \$50 BPO			
# Channels	BI Tier	1 <sup>st</sup> PRI (BPO)	2 - 8 PRI
Full PRI (23 Channels)	Ethernet	\$339	\$289
Fractional PRI (6 Channels)	Ethernet	\$349 (Rate Card)	\$349 (Rate Card)

## BUSINESS RULES

- Additional \$50 MRC Discount off 1<sup>st</sup> Full PRI, making a total of \$150 off the 1<sup>st</sup> Full PRI
- Minimum 2 year term required (3 Year term if stacked with Install Waiver)
- New Customer, Existing Customers (Cross-Sell)
- Business Ethernet Required
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Available to Account Managers and Retention for Renewals
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments August Apply
- E-rate eligible prospects and customers excluded

### Front Pocket Stack Options

- \$29.95 Business Voice Lines (\$10 MRC Discount off BV Full Featured Lines 1-3)
  - BV MRC Discounts Roll to Rate Card at end of original term

### Back Pocket Stack Options

- Standard Installation Waiver
  - 2 year, double or triple play – reduced Standard Install NRC of \$49
  - 3 year, double or triple play – Waived Standard Install NRC
  - Expedited orders Excluded

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF 1<sup>ST</sup> Full PRI with Ethernet (Northeast Division ONLY)

## PROMO CODES: PRI + ETHERNET + \$50 BPO

### 1 Full PRI + BI / Ethernet + \$50 BPO

WORKBENCH PROMO CODE: NED.ENT1FullPRI BP-\$50\_Eth

**PROMO DESCRIPTION:** \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 1 Full PRI + BI / Ethernet + \$50 BPO

Standard Install Waived

3 year Term Required

WORKBENCH PROMO CODE: NED.ENT1FullPRI BP-\$50\_EthWVI

**PROMO DESCRIPTION:** \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 2 Full PRI + BI / Ethernet + \$50 BPO

WORKBENCH PROMO CODE: NED.ENT2FullPRI BP-\$50\_Eth

**PROMO DESCRIPTION:** \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 2 Full PRI + BI / Ethernet + \$50 BPO

Standard Install Waived

3 year Term Required

WORKBENCH PROMO CODE: NED.ENT2FullPRI BP-\$50\_EthWVI

**PROMO DESCRIPTION:** \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 3 Full PRI + Ethernet + \$50 BPO

WORKBENCH PROMO CODE: NED.ENT3FullPRI BP-\$50\_Eth

**PROMO DESCRIPTION:** \$550 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$917. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 3 Full PRI + Ethernet + \$50 BPO

Standard Install Waived

3 year Term Required

WORKBENCH PROMO CODE: NED.ENT3FullPRI BP-\$50\_EthWVI

**PROMO DESCRIPTION:** \$550 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$917. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 4 Full PRI + Ethernet + \$50 BPO

WORKBENCH PROMO CODE: NED.ENT4FullPRI BP-\$50\_Eth

**PROMO DESCRIPTION:** \$750 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1206. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 4 Full PRI + Ethernet + \$50 BPO

Standard Install Waived

3 year Term Required

WORKBENCH PROMO CODE: NED.ENT4FullPRI BP-\$50\_EthWVI

**PROMO DESCRIPTION:** \$750 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1206. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.



# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF 1<sup>ST</sup> Full PRI with Ethernet (Northeast Division ONLY)

## PROMO CODES: PRI + ETHERNET + \$29.95 BV + \$50 BPO

### 5 Full PRI + Ethernet + \$50 BPO

WORKBENCH PROMO CODE: NED.ENT5FullPRI BP-\$50\_Eth

**PROMO DESCRIPTION:** \$950 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1495. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 5 Full PRI + Ethernet + \$50 BPO

Standard Install Waived

3 year Term Required

WORKBENCH PROMO CODE: NED.ENT5FullPRI BP-\$50\_EthWVI

**PROMO DESCRIPTION:** \$950 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1495. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 6 Full PRI + Ethernet + \$50 BPO

WORKBENCH PROMO CODE: NED.ENT6FullPRI BP-\$50\_Eth

**PROMO DESCRIPTION:** \$1150 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1784. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 6 Full PRI + Ethernet + \$50 BPO

Standard Install Waived

3 year Term Required

WORKBENCH PROMO CODE: NED.ENT6FullPRI BP-\$50\_EthWVI

**PROMO DESCRIPTION:** \$1150 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1784. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 7 Full PRI + Ethernet + \$50 BPO

WORKBENCH PROMO CODE: NED.ENT7FullPRI BP-\$50\_Eth

**PROMO DESCRIPTION:** \$1350 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2073. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 7 Full PRI + Ethernet + \$50 BPO

Standard Install Waived

3 year Term Required

WORKBENCH PROMO CODE: NED.ENT7FullPRI BP-\$50\_EthWVI

**PROMO DESCRIPTION:** \$1350 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2073. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 8 Full PRI + Ethernet + \$50 BPO

WORKBENCH PROMO CODE: NED.ENT8FullPRI BP-\$50\_Eth

**PROMO DESCRIPTION:** \$1550 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2362. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 8 Full PRI + Ethernet + \$50 BPO

Standard Install Waived

3 year Term Required

WORKBENCH PROMO CODE: NED.ENT8FullPRI BP-\$50\_EthWVI

**PROMO DESCRIPTION:** \$1550 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2362. Business Ethernet Required. PRI MRC Discount rolls to rate card at end of original term. Standard Install Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF 1<sup>ST</sup> Full PRI with Ethernet (Northeast Division ONLY)

## PROMO CODES: PRI + ETHERNET + \$29.95 BV + \$50 BPO

### 1 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE:  
NED.ENT1FullPRI BP-\$50Eth\$29

**PROMO DESCRIPTION:** \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. PRI/ BV MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 1 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

Standard Install Waived  
WORKBENCH PROMO CODE:  
NEDENT1FullPRI BP-\$50Eth\$29WVI

**PROMO DESCRIPTION:** \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. PRI/BV MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 2 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE:  
NED.ENT2FullPRI BP-\$50Eth\$29

**PROMO DESCRIPTION:** \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 2 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

Standard Install Waived  
WORKBENCH PROMO CODE:  
NEDENT2FullPRI BP-\$50Eth\$29WVI

**PROMO DESCRIPTION:** \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 3 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE:  
NED.ENT3FullPRI BP-\$50Eth\$29

**PROMO DESCRIPTION:** \$550 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$917. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 3 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

Standard Install Waived  
WORKBENCH PROMO CODE:  
NEDENT3FullPRI BP-\$50Eth\$29WVI

**PROMO DESCRIPTION:** \$550 total MRC Discount off 3 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$917. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 4 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE:  
NED.ENT4FullPRI BP-\$50Eth\$29

**PROMO DESCRIPTION:** \$750 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1206. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 4 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

Standard Install Waived  
WORKBENCH PROMO CODE:  
NEDENT4FullPRI BP-\$50Eth\$29WVI

**PROMO DESCRIPTION:** \$750 total MRC Discount off 4 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1206. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

# BUSINESS TRUNK PRI BACK POCKET OFFER: Additional \$50 OFF 1<sup>ST</sup> Full PRI with Ethernet (Northeast Division ONLY)

## PROMO CODES: PRI + ETHERNET + \$29.95 BV + \$50 BPO

### 5 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE:  
NED.ENT5FullPRI BP-\$50Eth\$29

**PROMO DESCRIPTION:** \$950 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1495. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 5 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

Standard Install Waived  
WORKBENCH PROMO CODE:  
NEDENT5FullPRI BP-\$50Eth\$29WVI

**PROMO DESCRIPTION:** \$950 total MRC Discount off 5 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1495. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 6 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE:  
NED.ENT6FullPRI BP-\$50Eth\$29

**PROMO DESCRIPTION:** \$1150 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1784. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 6 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

Standard Install Waived  
WORKBENCH PROMO CODE:  
NEDENT6FullPRI BP-\$50Eth\$29WVI

**PROMO DESCRIPTION:** \$1150 total MRC Discount off 6 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$1784. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 7 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE:  
NED.ENT7FullPRI BP-\$50Eth\$29

**PROMO DESCRIPTION:** \$1350 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2073. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 7 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

Standard Install Waived  
WORKBENCH PROMO CODE:  
NEDENT7FullPRI BP-\$50Eth\$29WVI

**PROMO DESCRIPTION:** \$1350 total MRC Discount off 7 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2073. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

### 8 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

WORKBENCH PROMO CODE:  
NED.ENT8FullPRI BP-\$50Eth\$29

**PROMO DESCRIPTION:** \$1550 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2362. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Minimum 2 year term required. Taxes, Usage Fees and Equip Extra.

### 8 Full PRI + BI / Ethernet + \$29.95 BV + \$50 BPO

Standard Install Waived  
WORKBENCH PROMO CODE:  
NEDENT8FullPRI BP-\$50Eth\$29WVI

**PROMO DESCRIPTION:** \$1550 total MRC Discount off 8 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$2362. \$10 MRC Discount off Business Voice Full Featured Lines 1-3 for rate of \$29.95 ea. Deluxe 100+ Business Internet or Higher or Ethernet Required. MRC Discount rolls to rate card at end of original term. Standard Installation Waived, Expedited Orders Excluded. 3 year term required. Taxes, Usage Fees and Equip Extra.

# ENTERPRISE CHANNEL: ETHERNET WITH \$29.95 BUSINESS VOICE LINES (All Divisions)

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## OFFER DESCRIPTION:

Enterprise Channel: Ethernet and \$10 MRC Discount on Business Voice Full Featured lines 1-3 for discounted rate of \$29.95ea.

- Can be stacked with standard installation waiver

## NEW ACQUISITION BUSINESS RULES

- Minimum 2 year term required
- Full featured Voice Lines 1-3 only are discounted; Lines 4+ at rate card of \$24.95 each
- MRC Discount Rolls to Rate Card at end of Original Term
- E-rate eligible prospects and customers excluded

## Stacked with Standard Installation Waiver

- Minimum 2 year term required

## TIMING

LAUNCH DATE: 12/22/2012

EXPIRATION DATE: 8/21/2015

## AVAILABILITY

DIVISION: **All**

REGIONS: **All**

SALES CHANNELS: EAE, Partner, Retention, Account Managers

## WORKBENCH PROMO CODES

PROMO CODE: [ENT29.95BV](#)

### PROMO DESCRIPTION:

Business Class Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Ethernet data service required. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.

**With Standard Installation Waiver**

PROMO CODE: [ENT29.95BV\\_WVI](#)

### PROMO DESCRIPTION:

Business Class Voice Full Featured Lines 1-3, \$10 MRC Discount for discounted MRC of \$29.95 each. Lines 4+ at rate card price of \$24.95 each. Ethernet data service required. Standard Installation Waived. Minimum 2 yr term required. BV MRC discount rolls to rate card at end of original term. Taxes, Usage, Fees, CPE are extra.