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BELLSOUTH TELECOMMUNICATIONS, INC.
DIRECT TESTIMONY OF CARLOS GARCIA
BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION
DOCKET NO. 020119-TP & 020578-TP
OCTOBER 23, 2002

Q. PLEASE STATE YOUR NAME, YOUR BUSINESS ADDRESS, AND YOUR POSITION WITH BELLSOUTH TELECOMMUNICATIONS, INC. ("BELLSOUTH").

A. My name is Carlos Garcia. My business address is 600 N.W. 79th Avenue, Room 668, Miami, Florida. I am the Market Manager for Inbound Sales/Small Business Services in Florida. My responsibilities include analyzing the telecommunications market in Florida for current industry trends and competitor marketing efforts. I also am involved in customer care, and I offer support to BellSouth's business sales efforts.

Q. PLEASE SUMMARIZE YOUR BACKGROUND AND EXPERIENCE.

A. I earned a degree in marketing from Florida International University in 1982, and I earned an M.B.A. from Florida International University in 1996. My career with BellSouth began in 1980 in the Consumer Division, where I marketed residential telecommunications products and services. I moved to the Small Business organization in 1983, and I assumed my current position in 2000.

1 Q. HAVE YOU TESTIFIED PREVIOUSLY BEFORE ANY STATE PUBLIC
2 SERVICE COMMISSION?

3

4 A. NO.

5

6 Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY TODAY?

7

8 A. The purpose of my testimony is to: (1) identify the January Key Customer
9 offering; (2) identify the June Key Customer offering; and (3) describe the fierce
10 competition that BellSouth faces in the state of Florida, particularly in the wire
11 centers in which the January and June Key Customer Offerings are available. My
12 testimony is based on my experience over the last two years in my current
13 position, my experiences during visits and calls with customers, information
14 gathered during interaction with BellSouth's sales force, and information gathered
15 from periodicals, newspapers, websites and industry seminars.

16

17 Q. DO YOU HAVE ANY PRELIMINARY COMMENTS YOU WOULD LIKE TO
18 MAKE?

19

20 A. Yes. I do not understand why the issues identified in this docket are being
21 directed towards BellSouth's promotional offerings. BellSouth has been offering
22 promotional offerings (including promotional offerings similar to the January and
23 June Key Customer offerings) in Florida for several years. During that time,
24 ALECS have been consistently undercutting BellSouth's prices and winning a
25 substantial share of the small business customers that are served out of the wire

1 centers in which the January and June Key Customer offerings are available. As
2 the testimony of BellSouth witness John Ruscilli demonstrates, BellSouth has lost
3 a significant share of the small business customer market in these wire centers to
4 ALECs, even during the periods when BellSouth was offering these promotions.
5 Obviously, competition is alive and well in these wire centers, and any additional
6 restrictions on BellSouth's ability to compete will only harm the consumers by
7 depriving them of competitive offerings by BellSouth.

8

9 Q. WHAT IS THE JANUARY KEY CUSTOMER OFFERING?

10

11 A. The January Key Customer offering is a promotional offering that BellSouth filed
12 as Tariff No. T-020035. A copy of the tariff filing package, as approved by the
13 Commission, is attached to my testimony as Exhibit CG-1.

14 Q. WHAT IS THE JUNE KEY CUSTOMER OFFERING?

15

16 A. The June Key Customer offering is a promotional offering that BellSouth filed as
17 Tariff No. T-020595. A copy of the tariff filing package, as approved by the
18 Commission, is attached to my testimony as Exhibit CG-2.

19 Q PLEASE EXPLAIN WHY YOU SAY THAT COMPETITION IS ALIVE AND
20 WELL IN THE WIRE CENTERS IN WHICH THE JANUARY AND JUNE
21 KEY CUSTOMER OFFERINGS ARE AVAILABLE?

22

23 A. First, the fact that ALECs are fiercely competing for small business customers in
24 Florida is obvious from stories in newspapers, advertisements, television stations,
25 as well as advertising. A representative sample of advertisements, websites,

1 promotional materials, and news articles is attached to my testimony as Exhibit
2 CG-3.

3

4 Second, many ALECs offer or have offered promotions in Florida. To the extent
5 that ALECs have filed such promotions in their Florida tariffs, those promotions
6 are addressed in the direct testimony of BellSouth witness John Ruscilli.

7

8 Third, in the course of performing my job duties, I often encounter the sales and
9 marketing activities in which the ALECs are engaged in Florida. Frequently,
10 BellSouth sales personnel and I will review an offer that an ALEC is making (or
11 has made) to an existing (or former) BellSouth customer. These offers typically
12 undercut BellSouth's standard tariff prices by at least 20% to 30%, and they
13 typically involve customers that are served out of the "hot" wire centers. I also
14 routinely talk to customers who have stated that they are regularly contacted by
15 ALECs that tout the savings they can offer as compared to BellSouth's rates.

16

17 Finally, on occasion customers actually present us with copies of competitive
18 proposals that an ALECs has not designated as proprietary or with a copy of a
19 telecommunications bill they have received from an ALEC. I have attached some
20 of these offers and bills (which have been redacted in order to protect the privacy
21 of the customer) to my testimony as Exhibit CG-4.

22

23 Q. COULD YOU DESCRIBE SOME OF THE ADVERTISING AND MEDIA
24 MATERIALS THAT ARE INCLUDED IN EXHIBIT CG-3.

25

1 A. Yes. One of the documents in Exhibit CG-3 is an October 2, 2002 article in
2 which the Orlando Business Journal reports that “Florida Digital Network [is]
3 recognized for fast revenue growth.” Another is a September 9, 2002 article in
4 which the Miami Herald reports that “Florida Digital Network succeeds with local
5 focus.”

6
7 Another document is a flyer in which Mpower Communications, Corp.
8 (“Mpower”) touts “Up to 40% Savings over BellSouth for Local, Long Distance,
9 and High-Speed Internet Services.” Among other things, this flyer references
10 “FREE” Hunting/Rollover service.

11
12 Another document, entitled “Reference Quotes,” appears on Mpower letterhead,
13 and apparently it is a document Mpower sends to prospective customers. Among
14 other things, this document quotes existing Mpower customers as saying:

15
16 No more HIGH COST for BellSouth service. We have 4 locations in
17 South Florida and the FREE SOUTH FLORIDA CALLING ZONE is
18 great. I am not a big fan of BellSouth for their pricing has always been
19 ways (sic) out of line. I thank you Mpower Communications for allowing
20 business professionals like myself to SAVE. Our telecom expense has
21 been reduced over 50%, which equates to over \$1,500 in monthly savings.

22
23 An Mpower e-mail announces “a rate change to our South Florida Business
24 Customers, effective 4/8/02.” According to this e-mail, these customers can get
25 POTS lines from Mpower for \$33.00 month-to-month, for \$29.00 per month

1 under a 1-year term contract, for \$25.00 per month under a 2-year term contract;
2 and for \$24.00 per month under a 3-year term contract. These prices represent a
3 10-35% discount from BellSouth's monthly charges for a POTS line. These
4 customers also can get Mpower Centrex service for \$41.00 month-to-month; for
5 \$37.00 per month under a 1-year term contract; for \$34.00 per month under a 2-
6 year term contract; and for \$32.00 per month under a 3-year term contract. The e-
7 mail states:

8
9 Need more than just great rates to help close a sale with a Term
10 Agreement? YOU GOT IT! Mpower will now be offering Price
11 Protection Guarantees, as well as Service Guarantees with ALL signed
12 Term Agreements!

13
14
15 The second page of the e-mail provides that the Price Protection Guarantee does
16 not apply to promotions," which suggests that Mpower does, in fact, run
17 promotions in Florida. The second page of the e-mail also provides that the
18 Service Guarantee "does not apply to term agreements with **non-standard**
19 **pricing** or non-standard products, or **non-standard terms and conditions**
20 **(ICBs)**, or non-standard installations." (Emphasis added). This suggests that
21 Mpower offers non-standard pricing and/or non-standard terms and conditions in
22 Florida.

23
24 Another document is an advertising flyer for Energy Savers Telecom. It states
25 that for "\$26 monthly per line FLAT RATE," a customer gets "FREE unlimited

1 local calls (Zones 1, 2, & 3)” and “FREE unlimited local toll calls (LATA).”
2 With all the talk of “free” service, it is not surprising that the website referenced
3 on the flyer is “www.local4free.com.” The second page of the flyer represents
4 that a customer would pay Energy Savers Telecom \$32.12 for the same services
5 for which it would pay BellSouth \$72.30. This represents a discount of
6 approximately 56% off BellSouth’s prices for those services.

7
8 Exhibit CG-4 also includes copies of various pages that appeared on Supra
9 Telecommunications and Information Systems, Inc.’s (“Supra”) website as
10 recently as October 20, 2002. On these WebPages:

11
12 * Supra compares the \$34.95 it charges for its Executive Basic Line
13 (which includes “unlimited local long distance and free voice mail)
14 with the \$45.17 BellSouth rate for a business line. This represents
15 a discount of approximately 23% off the referenced BellSouth
16 price.

17
18 * Supra compares the \$42.95 it charges for Total Solutions Plus
19 offering (which includes “unlimited local long distances” and “30
20 convenient calling features and free voice mail”) to BellSouth’s
21 \$64 Complete Choice price. This represents a discount of
22 approximately 33% off the referenced BellSouth price.

23
24 * Supra compares the \$69.95 it charges for its Total Solution Plus –
25 2 Lines offering (which “offers your business all the convenient

1 features and services of the single-line plan on two telephone lines
2 for one low price”) to BellSouth’s \$103.00 Complete Choice – 2
3 Line price. This represents a discount of approximately 32% off
4 the referenced BellSouth price.

5
6 * Supra compares the \$99.95 it charges for its Total Solution Plus –
7 3 Lines offering (which “offers your business all the convenient
8 features and services of the single-line plan on two (sic) telephone
9 lines for one low price”) to BellSouth’s \$151.00 Complete Choice
10 – 3 Line price. This represents a discount of approximately 34%
11 off the referenced BellSouth price.

12
13 * Supra compares the \$129.95 it charges for its Total Solution Plus –
14 4 Lines offering (which touts “complete local service and
15 unlimited local long distance calling in your Expanded Calling
16 Area, as well as Free Voice Mail and up to 30 convenient calling
17 features, including Hunting/Rollover”) to BellSouth’s \$177.00
18 Complete Choice – 4 Line price. This represents a discount of
19 approximately 27% off the referenced BellSouth price.

20
21 * Supra compares its “free” local long distance service BellSouth’s
22 \$30.00 Area Plus rate.

23
24 Q. PLEASE DESCRIBE SOME OF THE COMPETITIVE PROPOSALS THAT
25 ARE INCLUDED IN EXHIBIT CG-4.

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A. One of the proposals addresses the Mpower Office velocity offering, which boasts “integration of broadband Internet connectivity and business class voice service” that provides a “comprehensive and flexible all-in-one solution.” Among the “features included with every Mpower Office Package” are hunting, Caller ID, call number delivery blocking, “Intra LATA wide calling,” Call Blocking, and Toll Restrictions. The proposal suggests that a customer must sign a 1-year or 2-year term contract.

Another IDS proposal compares IDS prices to BellSouth’s prices for various services at three of a customer’s locations. Even without taking into account any of IDS’ prices for toll services:

The IDS prices set forth in the “Product for Product” comparison represents a discount of: approximately 41% off BellSouth’s prices for the same services at the customer’s Miami location; approximately 25% off BellSouth’s prices for the same services at the customer’s Ft. Lauderdale location; and approximately 25% off BellSouth’s prices for the same services at the customer’s West Palm Beach location.

The IDS prices set forth in the “Integrated T-1 Comparison” represents a discount of: approximately 16% off BellSouth’s prices for the same services at the customer’s Miami location; approximately 25% off BellSouth’s prices for the same services at the customer’s Ft. Lauderdale

1 location; and approximately 25% off BellSouth's prices for the same
2 services at the customer's West Palm Beach location.

3
4 The IDS prices set forth in the "Voice & Data-T Comparison" comparison
5 represents a discount of: approximately 58% off BellSouth's prices for the
6 same services at the customer's Miami location; approximately 25% off
7 BellSouth's prices for the same services at the customer's Ft. Lauderdale
8 location; and approximately 25% off BellSouth's prices for the same
9 services at the customer's West Palm Beach location.

10
11 Another IDS proposal is a fax that offers a Plantation, Florida customer "30%
12 OFF Bell South's line charges and features," "3.9 Cents Per Minute Long
13 Distance," and "FREE" Tri-County Calling. The proposal touts "one extremely
14 low phone bill for all your services," and it unabashedly states that "[y]our calls
15 will be carried on the same reliable network as Bell South with the same
16 technicians to handle your service request. The only change you will notice is a
17 lower phone bill each and every month!"

18
19 Q. DO ANY OF THE ALEC BILLS THAT BELLSOUTH HAS RECEIVED FROM
20 CUSTOMERS SHOW THAT ALECS ARE UNDERCUTTING BELLSOUTH'S
21 PRICES FOR SIMILAR SERVICES?

22
23 A. Yes. For example, Intermedia Communications charged one customer in
24 Jacksonville \$20.40 for a POTS line. This represents a discount of approximately

1 45% off BellSouth's standard tariffed rate for the similar service in that area,
2 which is \$36.99

3

4 Similarly, Adelphia Business Solutions charged a Miami customer \$471.92 for
5 multiple lines with features. This represents a discount of approximately 23% off
6 BellSouth's standard tariffed rates for the same services in the same area, which is
7 \$617.17.

8

9 Likewise, Access Integrated Networks charged a Jacksonville customer \$46.48
10 for one POTS line with features. This represents a discount or approximately
11 32% off BellSouth's standard tariffed rates for the same services in the same area,
12 which is \$68.17.

13

14 Q. WHERE IS COMPETITION THE STRONGEST?

15

16 A. Competition is everywhere in Florida, but it is most fierce in the "hot wire
17 centers" in which the January and June Key Customer offerings are available.

18

19 Q. IN HIS PRE-FILED DIRECT TESTIMONY, BELLSOUTH WITNESS JOHN
20 RUSCILLI ADDRESSES THE CLUB BILLING, SLA, AND MOVE
21 PROVISIONS IN THE JUNE KEY CUSTOMER OFFERING. IN GENERAL,
22 WHAT LED TO THESE PROVISIONS APPEARING IN THAT OFFERING?

23

24 A. These provisions were included in the June Key Customer offering as a result of
25 requests from and discussions with BellSouth customers. Some customers raised

1 questions related to the application of Key Customers benefits to CLUB billing
2 and SLA arrangements, and some customers that either had or were planning to
3 move locations wanted to be sure that they could continue to keep their service
4 with BellSouth and receive these benefits they had bargained for. As a result of
5 this interaction with customers, BellSouth included the provisions Mr. Ruscilli
6 addresses in the June Key Customer offering.

7

8 Q. DOES THIS CONCLUDE YOUR TESTIMONY?

9

10 A. Yes.

11

12 467562

1634

BELLSOUTH

BellSouth Telecommunications, Inc.
Suite 1100
150 South Monroe Street
Tallahassee, FL 32301-1556

marshall.criser@bellsouth.com

Marshall M. Criser III
Vice President
Regulatory & External Affairs

850 224 7798
Fax 850 224 5073

January 15, 2002

Mr. Dan Hoppe, Director
Division of Regulatory Oversight
Attn: Tariff Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0850

Dear Mr Hoppe:

Pursuant to Florida Statute 364.051, we are filing herewith revisions to our General Subscriber Service Tariff. Following are the affected tariff pages:

General Subscriber Service Tariff
Section A2 - Thirteenth Revised Page 34.0.2

This promotion is an 18 or 36 month offering targeting BellSouth customers in specific Wire Centers. The promotion will begin January 31, 2002 and end June 25, 2002.

Program Eligibility

- Available to new, existing and former BellSouth business customers
- Monthly BST revenue for subscriber's location must be \$75 to \$3,000
- Subscriber's location must be served out of an eligible wire center.
- Subscriber must sign a 18 or 36 month agreement to receive the discounts

Promotion Elements

- Subscribers, who participate in the promotion and purchase new service during the promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks).
- Subscribers meeting the eligibility requirements will receive the base discount and may be eligible to receive the hunting discount based upon having BellSouth hunting service.
- Base discount: Specified % discount off subscriber's total billed revenue (TBR) from the GSST A and PLS B tariffs.

Monthly TBR	18 Month	36 Month
\$75 - \$3000	10%	25%
Hunting Discount	50%	100%

- Hunting discount: Subscribers that have hunting service are eligible to receive 50% or 100% off their monthly hunting charges in addition to the base discount depending on selected term.
- *Internet Offer: Customer may choose one of the following offers:

OFFICE COPY

Product	18 Month	36 Month
DSL	Waiver of fee 1 Month	Waiver of fee 2 Months
Web Hosting Site Builder Plans	Waiver of fee 3 months	Waiver of fee 3 months
Web Hosting Shared Web Hosting Basic Plan - Plan C	Waiver of fee 3 months	Waiver of fee 3 months
Dedicated Internet Access	\$30 off monthly credit on BellSouth Internet charges	\$40 off monthly credit on BellSouth Internet charges

*Waiver not good on existing service.

- Base customer discount is based on end-user monthly total billed BST charges
 - The total billed revenue consists of all total billed BST charges (recurring, non-recurring and usage) excluding the following unregulated charges:
 - BellSouth Internet Service charges
 - Cingular Wireless
 - taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.
- Participant must be a BST customer at the time of the discount to receive the discount. The discount will appear as a credit in the OC&C section of the subscriber's bill.
- In the event the subscriber terminates the contract; the subscriber must pay back all the discounts. This reimbursement for the base and hunting offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section.
- In addition to the reimbursement for the base and hunting discounts, the subscriber will also incur a charge for the waived non-recurring charges (line connection charges) and all other costs directly related to subscriber's premature termination.
- In addition, as provided in the Internet addendum, the customer must also pay back all discounts or credits related to Internet service option.
- Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in a Hot Wire Center and one location meets the revenue requirement.
- Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue may have all locations participate as long as it is billed under the same account and at least one location is located in a Hot Wire Center

Promotion Restrictions

- Customers with aggregate annual billing per state of BellSouth services exceeding \$36,000 are not eligible to participate in this tariffed promotion.
- Base and hunting discounts (for hunting service) apply only to BST total billed charges within a state, not across states.
- Customers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.
- Customers with Analog Private Line are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous local exchange services term contract program.
- Customers currently participating in SBS Small Business Promotion (Hunting Term Promo) may migrate to this promotion without incurring any termination liability from the other program specifications.
- BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

Wire Center Qualification

- The wire centers were chosen based upon total cumulative lines lost as well as the velocity of losses, based on a three month rolling average and market share.

Acknowledgment, date of receipt and authority number of this filing are requested. A duplicate letter of transmittal is attached for this purpose.

Your consideration and approval will be appreciated.

Yours very truly,

Marshall M. Criss *ms*

Regulatory Vice President
Attachments

EXECUTIVE SUMMARY

The purpose of these revisions is to allow BellSouth to offer business customers a Key Customer Promotion from January 31, 2002 to June 25, 2002. This promotion is an 18 or 36 month offering targeting BellSouth customers in specific Wire Centers.

Program Eligibility

- Available to new, existing and former BellSouth business customers
- Monthly BST revenue for subscriber's location must be \$75 to \$3,000
- Subscriber's location must be served out of an eligible wire center.
- Subscriber must sign a 18 or 36 month agreement to receive the discounts

Promotion Elements

- Subscribers, who participate in the promotion and purchase new service during the promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks).
- Subscribers meeting the eligibility requirements will receive the base discount and may be eligible to receive the hunting discount based upon having BellSouth hunting service.
- Base discount: Specified % discount off subscriber's total billed revenue (TBR) from the GSST A and PLS B tariffs.

Monthly TBR	18 Month	36 Month
\$75 - \$3000	10%	25%
Hunting Discount	50%	100%

- Hunting discount: Subscribers that have hunting service are eligible to receive 50% or 100% off their monthly hunting charges in addition to the base discount depending on selected term.
- *Internet Offer: Customer may choose one of the following offers:

Product	18 Month	36 Month
DSL	Waiver of fee 1 Month	Waiver of fee 2 Months
Web Hosting Site Builder Plans	Waiver of fee 3 months	Waiver of fee 3 months
Web Hosting Shared Web Hosting Basic Plan - Plan C	Waiver of fee 3 months	Waiver of fee 3 months
Dedicated Internet Access	\$30 off monthly credit on BellSouth Internet charges	\$40 off monthly credit on BellSouth Internet charges

*Waiver not good on existing service

- Base customer discount is based on end-user monthly total billed BST charges
 - The total billed revenue consists of all total billed BST charges (recurring, non-recurring and usage) excluding the following unregulated charges:
 - BellSouth Internet Service charges
 - Cingular Wireless
 - taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.
- Participant must be a BST customer at the time of the discount to receive the discount. The discount will appear as a credit in the OC&C section of the subscriber's bill.
- • In the event the subscriber terminates the contract; the subscriber must pay back all the discounts. This reimbursement for the base and hunting offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section.
- In addition to the reimbursement for the base and hunting discounts, the subscriber will also incur a charge for the waived non-recurring charges (line connection charges) and all other costs directly related to subscriber's premature termination.
- • In addition, as provided in the Internet addendum, the customer must also pay back all discounts or credits related to Internet service option.
- Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in a Hot Wire Center and one location meets the revenue requirement.
- Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue may have all locations participate as long as it is billed under the same account and at least one location is located in a Hot Wire Center

Promotion Restrictions

- Customers with aggregate annual billing per state of BellSouth services exceeding \$36,000 are not eligible to participate in this tariffed promotion.
- Base and hunting discounts (for hunting service) apply only to BST total billed charges within a state, not across states.
- Customers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.
- Customers with Analog Private Line are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous local exchange services term contract program.
- Customers currently participating in SBS Small Business Promotion (Hunting Term Promo) may migrate to this promotion without incurring any termination liability from the other program specifications.
- BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

Wire Center Qualification

The wire centers were chosen based upon total cumulative lines lost as well as the velocity of losses, based on a three month rolling average and market share.

PROPOSED TARIFF PAGES

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are *on file with the Commission*: (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority	
(DELETED)				(T)
(DELETED)				(D)
BelSouth's Service Territory ¹	2002 Key Customer Program -For business customers served from hot wire centers ² . -Customers with Analog Private Line service are not eligible for this promotion. -Customers with Volume and Term Contract Service Arrangements are not eligible to participate in this promotion.	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 18 months \$75 - \$3,000 10% Monthly TBR - 36 months \$75 - \$3,000 25% -50% discount will be given on Rotary Service for a contract period of 18 months. -100% discount will be given on Rotary Service for a contract period of 36 months. -Line Connection Charges will be waived during the promotion sign-up period.	01/31/02 to 06/25/02	(N)

Note 1: Customer may elect to participate only once during each promotion.

Note 2: The list of hot wire centers that are eligible for this promotion is listed on Page 34.0.2.1. (N)

* Registered Service Mark of BellSouth Intellectual Property Corporation

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are *on file with the Commission*: (Cont'd)

Eligible Hot Wire Centers	Key Customer 2002		(T)
BCRT BOCA TEECA	HTCHNSON IS MAIN	MIAM W. DADE	(N)
BOCA RATON MAIN	JCBH-MAIN	MIAM W. MIAMI	(N)
BCRT SANDALFOOT	JCVL-ARLINGTON	MELBOURNE	(N)
BROOKSVILLE	JCVL-BEACHWOOD	MILTON RAVINE	(N)
BELLE GLADE MAIN	JCVL-FT CAROLINE	MNDR-LORETTO	(N)
BUNNEL	JCVL-LAKE FOREST	NDAD ARCH CREEK	(N)
BOYNTON BEACH MAIN	JCVL-INT'L AIRPORT	NDAD BRENTWOOD	(N)
COCOA BEACH	JCVL-NORMANDY	JCVL-CLAY STREET MOO	(N)
COCOA-MAIN	JCVL-OCEANWAY	NDAD GOLDEN GLADES	(N)
COCOA-MERRITT ISLAND	JCVL-RIVERSIDE	NDAD OLETA	(N)
DEBARY DELTONA	JCVL-SAN JOSE	NEW SMYRNA BCH	(N)
DEBARY MAIN	JCVL-SAN MARCO	ORLD-AZALEA PARK	(N)
DELAND	JCVL-SOUTHPOINT	ORLD-COLONIAL	(N)
DLBH KINGS POINT	JCVL-WESCONNETT	ORLD-MAGNOLIA	(N)
DELRAY BCH MAIN	JUPITER MAIN	ORLD-PINECASTLE	(N)
DEERFIELD BEACH MAIN	KEY WEST MAIN	ORLD-PINEHILLS	(N)
DYBH-MAIN	LAKE CITY	ORLD-SAND LAKE	(N)
DYBH-ORMND BCH	LAKE MARY	ORPK-MAIN	(N)
DYBH-PORT ORANGE	MIAM ALHAMBRA	ORPK-RIDGEWOOD	(N)
EGLL-INDN HBR BH	MIAM ALLAPATTAH	OVIEDO	(N)
EGLL-BOWE GDNS	MIAM AIRPORT	FERRINE MAIN	(N)
FT LAUD MAIN RELIEF	MIAM BAYSHORE	PANAMA CITY BEACH	(N)
FTLD CORAL RIDGE	MIAM BISCAYNE	PANAMA CITY MAIN	(N)
FTLD CYPRESS	MIAM BEACH	PMBH CORAL SPRINGS	(N)
FTLD JACARANDA	MIAM CANAL	PMBH FEDERAL	(N)
FTLD OAKLAND	MIAM DADELAND BLVD	PMBH MARGATE	(N)
FTLD PLANTATION	MIAM FLAGLER	PMBH TAMARAC	(N)
FTLD SAWGRASS	MIAM GRANDE	PNSC-BELMONT	(N)
FTLD SUNRISE	MIAM HIALEAH	PNSC-FERRY PASS	(N)
FTLD WESTON	MIAM INDIAN CREEK	PNSC WARRINGTON	(N)
FERNANDINA BCH	MIAM KEY BISCAYN	PONTE VEDRA BCH	(N)
FORT PIERCE MAIN	MIAM METRO	PALM COAST	(N)
GULF BREEZE	MIAM NORTH MIAMI	PALATKA	(N)
GSVL-MAIN	MIAM NORTHSIDE	PORT ST. LUCIE MAIN	(N)
GSVL-NORTHWEST	MIAM OPA LOCKA	PTSL SOUTH PTSL	(N)
HLWD HALLANDALE	MIAM PALMETTO	SANFORD-O-WS	(N)
HLWD PEMBROKE PINES	MIAM POINCIANA	STAG-MAIN	(N)
HLWD WEST HOLLYWOOD	MIAM RED ROAD	STUART MAIN	(N)
HOLLYWOOD MAIN	MIAM MIAMI SHORES	TITUSVILLE	(N)
HOMESTEAD MAIN	MIAM SILVER OAKS	VERO BEACH MAIN	(N)
		WPBH GARDENS	(N)
		WPBH GREENACRES	(N)
		WPBH HAVERHILL	(N)
		WPBH MAIN ANNEX	(N)
		WPBH LAKE WORTH	(N)
		WPBH RIVIERA BCH	(N)
		WPBH RYL PLM BCH	(N)
		WWSP-HIGHLAND	(N)
		WWSP-SPRING HILL	(N)

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by on file with the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory* -From Central Offices where Caller ID features are available. (DELETED)	Caller ID-Deluxe, Enhanced Caller ID-Enhanced-Caller ID with Call Management and Caller ID with Call Management and Call Forwarding	Nonrecurring charges and one month's recurring charges	1/23/01 —to 12/31/01	(U) (D)
(DELETED) BellSouth's Service Territory* (DELETED)	2001 Key Customer Program -For business customers served from wire centers in competitive situations. -Customers with Analog Private Line service are not eligible for this promotion. -Customers with Volume and Term Contract Service Arrangements are not eligible to participate in this promotion.	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 18 months \$1,000 - \$3,000 - 14% \$150 - \$999.99 - 10% \$100 - \$149.99 - 6% Monthly TBR - 36 months \$1,000 - \$3,000 - 18% \$150 - \$999.99 - 14% \$100 - \$149.99 - 10% -50% discount will be given on Rotary Line service for a contract period of 18 months. -75% discount will be given on Rotary Line service for a contract period of 36 months. -Line Connection Charges will be waived during the promotion sign-up period.	06/26/01 —to 06/25/02	(D) (H)(D)
BellSouth's Service Territory*	2002 Key Customer Program -For business customers served from hot wire centers. -Customers with Analog Private Line service are not eligible for this promotion. -Customers with Volume and Term Contract Service Arrangements are not eligible to participate in this promotion.	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 18 months \$75 - \$3,000 - 10% Monthly TBR - 36 months \$75 - \$3,000 - 25% -50% discount will be given on Rotary Service for a contract period of 18 months. -100% discount will be given on Rotary Service for a contract period of 36 months.	01/31/02 —to 06/25/02	(U)

* Registered Service Mark of BellSouth Intellectual Property Corporation

BELLSOUTH
TELECOMMUNICATIONS, INC.
FLORIDA
ISSUED: ~~June 11, 2001~~ January 15, 2002
BY: Joseph P. Lacher, President -FL
Miami, Florida

GENERAL SUBSCRIBER SERVICE TARIFF

~~Thirteenth Revised Page 34.0.2~~
~~Twelfth Revised Page 34.0.2~~
~~Eleventh Revised Page 34.0.2~~
January 31, 2002 EFFECTIVE: June 26, 2001

~~Line Connection Charges
will be waived during the
promotion sign-up period.~~

Note 1: Customer may elect to participate only once during each promotion.

Note 2: The list of hot wire centers that are eligible for this promotion is listed on Page 34.0.2.1

(N)

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by on file with the Commission: (Cont'd)

Eligible Hot Wire Centers	Key Customer 2002	
BCRT BOCA TRCA	HITCHSON IS MAIN	MIAM W. DADE
BOCA RATON MAIN	ICBH-MAIN	MIAM W. MIAMI
BCRT SANDALFOOT	ICVL-ARLINGTON	MELBOURNE
BROOKSVILLE	ICVL-BEACHWOOD	MILTON RAVINE
BELLE GLADE MAIN	ICVL-FT CAROLINE	MNDR-LORETTO
BUNNEL	ICVL-LAKE FOREST	NDAD ARCH CREEK
BOYNTON BEACH MAIN	ICVL-INTL AIRPORT	NDAD BRENTWOOD
COCOA BEACH	ICVL-NORMANDY	ICVL-CLAY STREET MOO
COCOA-MAIN	ICVL-OCEANWAY	NDAD GOLDEN GLADES
COCOA-MERRITT ISLAND	ICVL-RIVERSIDE	NDAD OLETA
DEBARY DELTONA	ICVL-SAN JOSE	NEW SMYRNA BCH
DEBARY MAIN	ICVL-SAN MARCO	ORLD-AZALEA PARK
DELAND	ICVL-SOUTHPOINT	ORLD-COLONIAL
DLBH KINGS POINT	ICVL-WESCONNETT	ORLD-MAGNOLIA
DELRAY BCH MAIN	JUPITER MAIN	ORLD-PINECASTLE
DEERFIELD BEACH MAIN	KEY WEST MAIN	ORLD-PINEHILLS
DYBH-MAIN	LAKE CITY	ORLD-SAND LAKE
DYBH-ORMND BCH	LAKE MARY	ORPK-MAIN
DYBH-PORT ORANGE	MIAM ALHAMBRA	ORPK-RIDGEWOOD
EGLL-INDN HBR BH	MIAM ALLAPATTAH	OYIEDO
EGLL-BOWE GDNS	MIAM AIRPORT	FERRINE MAIN
FT LAUD MAIN RELIEF	MIAM BAYSHORE	PANAMA CITY BEACH
FTLD CORAL RIDGE	MIAM BISCAYNE	PANAMA CITY MAIN
FTLD CYPRESS	MIAM BEACH	PMBH CORAL SPRINGS
FTLD JACARANDA	MIAM CANAL	PMBH FEDERAL
FTLD OAKLAND	MIAM DADELAND BLYD	PMBH MARGATE
FTLD PLANTATION	MIAM FLAGLER	PMBH TAMARAC
FTLD SAWGRASS	MIAM GRANDE	PNSC-BELMONT
FTLD SUNRISE	MIAM HIALEAH	PNSC-FERRY PASS
FTLD WESTON	MIAM INDIAN CREEK	PNSC-WARRINGTON
FERNANDINA BCH	MIAM KEY BISCAYN	PONTE VEDRA BCH
FORT PIERCE MAIN	MIAM METRO	PALM COAST
GULF BREEZE	MIAM NORTH MIAMI	PALATKA
GSVL-MAIN	MIAM NORTHSIDE	PORT ST. LUCIE MAIN
GSVL-NORTHWEST	MIAM OPA LOCKA	PTSL SOUTH PTSL
HLWD HALL ANDALE	MIAM PALMETTO	SANFORD-O-WS
HLWD PEMBROKE PINES	MIAM POINCIANA	STAG-MAIN
HLWD WEST HOLLYWOOD	MIAM RED ROAD	STUART MAIN
HOLLYWOOD MAIN	MIAM MIAMI SHORES	TITUSVILLE
HOMESTEAD MAIN	MIAM SILVER OAKS	VERO BEACH MAIN
		WPBH GARDENS
		WPBH GREENACRES
		WPBH HAYERHILL
		WPBH MAIN ANNEX
		WPBH LAKE WORTH
		WPBH RIVIERA BCH
		WPBH RYL PLM BCH
		WWSP-HIGHLAND
		WWSP-SPRING HILL

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BellSouth Telecommunications, Inc
 Suite 400
 150 South Monroe Street
 Tallahassee, FL 32301 1556

marshall.criser@bellsouth.com

Marshall M. Criser III
 Vice President
 Regulatory & External Affairs

850 224 7798
 Fax 850 224 5073

June 11, 2002

Mr. Walter D. Haeseleer, Director
 Division of Competitive Markets and Enforcement
 2540 Shumard Oak Boulevard
 Tallahassee, Florida 32399-0850

Dear Mr. D. Haeseleer,

Pursuant to Florida Statute 364.051, we are filing herewith revisions to our General Subscriber Service Tariff. Following are the affected tariff pages:

General Subscriber Service Tariff
 Section A2 - Original Page 34.0.2.2
 Original Page 34.0.2.3
 Original Page 34.0.2.4

This promotion is a 24 or 36-month offering targeting BellSouth customers in specific Wire Centers. The promotion will begin June 26, 2002 and end December 31, 2002.

Program Eligibility

- Available to new and existing BellSouth business customers subscribing to local exchange service.
- Monthly BST revenue for subscriber's location must be \$75 to \$3,000 (excluding hunting, analog private line, and ISDN PRI revenue) to receive the rewards.
- Subscriber's location must be located in specified wire centers.
- Subscriber must sign a 24 or 36-month term election agreement to receive the rewards.

Promotion Elements

- Subscribers who participate in the promotion and subscribe to new service during the promotional period, will receive a reward equal to the line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks).
- Base reward: Specified % of Subscriber's regulated total billed revenue (TBR) (charges to the customer) from the GSST A and PLS B tariffs.

Monthly TBR	24 Month	36 Month
\$75- \$3000	10%	20%
Hunting Reward	50%	100%

- The total billed charges consists of end-user monthly billed BellSouth regulated charges at qualifying locations excluding nonregulated charges, taxes, late payment charges, charges billed pursuant to federal or state access service tariffs, charges collected on behalf of municipalities (including, but not limited to services for 911 service and dual party relay services), and charges for services provided by other companies.
- Participant must be a BST customer at the time of the reward. The reward will appear as a credit in the OC&C section of the Subscriber's bill in a subsequent billing period usually within one or two billing cycles.
- Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in an eligible location and one location meets the revenue requirement.

- Should Subscriber's charges decrease below \$75, the Subscriber will not receive the reward until the Subscriber's monthly charges meet this minimum TBR amount (\$75).
- Should Subscriber's charges exceed the \$3,000 threshold, the Subscriber will only receive the maximum reward allowed under this Program for monthly charges up to \$3,000.
- In the event the Subscriber terminates the election agreement, the Subscriber must pay to BellSouth a termination charge as provided below for the number of months remaining on the agreed-upon term. In addition, the Subscriber shall reimburse all rewards for line connection charges. This termination charge will appear on the Subscriber's final bill as a charge in the OC&C section.

Monthly TBR at time of enrollment	Set charge to be multiplied by number of months remaining on term after disconnect
\$75 - \$149.99	\$25
\$150 - \$3,000	\$40

- Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue requirement may have all locations participate as long as it is billed under the same account and at least one location is located in a specified wire center.
- Once enrolled, if Subscriber moves to a location outside the specified wire center, the term election agreement will continue throughout the remaining term.
- Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.

Promotion Restrictions

- Subscribers with aggregate annual billing, per state of BellSouth services exceeding \$36,000 at the time of enrollment, are not eligible to participate in this tariffed promotion.
- Base and hunting rewards (for hunting service) apply only to BST regulated total billed charges within a state, not across states.
- Subscribers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.
- Analog Private Line or ISDN PRI services will not be included in qualifying revenue under this program or entitled to rewards for the related revenue.
- Subscribers currently participating under an existing BST SBS Small Business Promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the Subscriber has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the Subscriber agrees to another BST SBS Small Business local exchange term election agreement that provides for an equal or greater number of business access lines than their existing local exchange term election agreement. The new local exchange service term agreement will be based upon monthly business access line rates in effect at the time the new local exchange service term election agreement is effective.
- Payment of the termination charge does not release the Subscriber from other previous amounts owed to BST.
- BellSouth reserves the right to terminate this program at any time; provided, however, that Subscribers participating in the program will continue to receive this promotion for the remaining term of their term election agreement.

Florida
BellSouth
Page 3 of 3

Acknowledgment, date of receipt and authority number of this filing are requested. A duplicate letter of transmittal is attached for this purpose

Your consideration and approval will be appreciated.

Yours very truly,

Marshall M. Criser mcs

Regulatory Vice President
Attachments

Executive Summary

This promotion is a 24 or 36-month term offering available to new and existing BellSouth customers that are located in specified wire centers within those states. The Key Customer Program will offer rewards on the subscriber's bill. Subscribers must sign a 24 or 36-month agreement to participate in the program to receive the rewards specified. The Program will begin on June 26, 2002 and end on December 31, 2002.

Program Eligibility

- Available to new and existing BellSouth business customers subscribing to local exchange service.
- Monthly BST revenue for subscriber's location must be \$75 to \$3,000 (excluding hunting, analog private line, and ISDN PRI revenue) to receive the rewards.
- Subscriber's location must be located in specified wire centers.
- Subscriber must sign a 24 or 36-month term election agreement to receive the rewards.

Promotion Elements

- Subscribers who participate in the promotion and subscribe to new service during the promotional period, will receive a reward equal to the line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks).
- Base reward: Specified % of Subscriber's regulated total billed revenue (TBR) (charges to the customer) from the GSST A and PLS B tariffs.

Monthly TBR	24 Month	36 Month
\$75- \$3000	10%	20%
Hunting Reward	50%	100%

- The total billed charges consists of end-user monthly billed BellSouth regulated charges at qualifying locations excluding: nonregulated charges, taxes, late payment charges, charges billed pursuant to federal or state access service tariffs, charges collected on behalf of municipalities (including, but not limited to services for 911 service and dual party relay services), and charges for services provided by other companies.
- Participant must be a BST customer at the time of the reward. The reward will appear as a credit in the OC&C section of the Subscriber's bill in a subsequent billing period usually within one or two billing cycles.
- Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in an eligible location and one location meets the revenue requirement.
- Should Subscriber's charges decrease below \$75, the Subscriber will not receive the reward until the Subscriber's monthly charges meet this minimum TBR amount (\$75).
- Should Subscriber's charges exceed the \$3,000 threshold, the Subscriber will only receive the maximum reward allowed under this Program for monthly charges up to \$3,000.

- In the event the Subscriber terminates the election agreement, the Subscriber must pay to BellSouth a termination charge as provided below for the number of months remaining on the agreed upon term. In addition, the Subscriber shall reimburse all rewards for line connection charges. This termination charge will appear on the Subscriber's final bill as a charge in the OC&C section.

Monthly TBR at time of enrollment	Set charge to be multiplied by number of months remaining on term after disconnect
\$75 - \$149.99	\$25
\$150 - \$3,000	\$40

- Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue requirement may have all locations participate as long as it is billed under the same account and at least one location is located in a specified wire center.
- Once enrolled, if Subscriber moves to a location outside the specified wire center, the term election agreement will continue throughout the remaining term.
- Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.

Promotion Restrictions

- Subscribers with aggregate annual billing, per state of BellSouth services exceeding \$36,000 at the time of enrollment, are not eligible to participate in this tariffed promotion.
- Base and hunting rewards (for hunting service) apply only to BST regulated total billed charges within a state, not across states.
- Subscribers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.
- Analog Private Line or ISDN PRI services will not be included in qualifying revenue under this program or entitled to rewards for the related revenue.
- Subscribers currently participating under an existing BST SBS Small Business Promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the Subscriber has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the Subscriber agrees to another BST SBS Small Business local exchange term election agreement that provides for an equal or greater number of business access lines than their existing local exchange term election agreement. The new local exchange service term agreement will be based upon monthly business access line rates in effect at the time the new local exchange service term election agreement is effective.
- Payment of the termination charge does not release the Subscriber from other previous amounts owed to BST.
- BellSouth reserves the right to terminate this program at any time; provided, however, that Subscribers participating in the program will continue to receive this promotion for the remaining term of their term election agreement.

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are on file with the Commission (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority
BellSouth's Service Territory	2002 Key Customer Program		
	<u>Program Eligibility and Elements</u>		
	-Available to new and existing BellSouth business customers subscribing to local exchange service	-Customers who participate in this promotion and subscribe to new service during the promotional period, will receive a reward equal to the line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks)	06/26/02 to 12/31/02
	-Monthly BST revenue for subscriber's location must be \$75 to \$3,000 (excluding hunting, analog private line, and ISDN PRI revenue) to receive the rewards		
	-Subscriber's location must be located in specified wire centers ¹		
	-Subscriber must sign a 24 or 36-month term election agreement		
	-Participant must be a BST customer at the time of the reward. The reward will appear as a credit in the OC&C section of the Subscriber's bill in a subsequent billing period usually within one or two billing cycles.	<u>Reward</u> Monthly TBR - 24 months \$75 - \$3,000 10%	
	-Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in an eligible location and one location meets the revenue requirement	Monthly TBR - 36 months \$75 - \$3,000 20%	
	-Should Subscriber's charges decrease below \$75, the Subscriber will not receive the reward until the Subscriber's monthly charges meet this minimum TBR amount (\$75)	-50% Hunting Reward will be given on a contract period of 24 months.	
	-Should Subscriber's charges exceed the \$3,000 threshold, the Subscriber will only receive the maximum reward allowed under this Program for monthly charges up to \$3,000	-100% Hunting Reward will be given on a contract period of 36 months	
	-Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue requirement may have all locations participate as long as it is billed under the same account and at least one location is located in a specified wire center	The total billed charges consists of end-user monthly billed BellSouth regulated charges at qualifying locations excluding non-regulated charges, taxes, late payment charges, charges billed pursuant to federal or state access service tariffs, charges collected on behalf of municipalities (including, but not limited to services for 911 service and dual party relay services), and charges for services provided by other companies	
	-Once enrolled, if Subscriber moves to a location outside the specified wire center, the term election agreement will continue throughout the remaining term.		
	-Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program		

Note 1: The list of hot wire centers that are eligible for this promotion is listed on Page 34.0 2 4.

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are on file with the Commission (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority
BellSouth's Service Territory	2002 Key Customer Program (Cont'd)		
	Promotion Restrictions		
	-Subscribers with aggregate annual billing, per state of BellSouth services exceeding \$36,000 at the time of enrollment, are not eligible to participate in this tariffed promotion	In the event the Subscriber terminates the election agreement, the Subscriber must pay to BellSouth a termination charge as provided below for the number of months remaining on the agreed upon term. In addition, the Subscriber shall reimburse all rewards for line connection charges. This termination charge will appear on the Subscriber's final bill as a charge in the OC&C section	06/26/02 to 12/31/02
	-Base and hunting rewards (for hunting service) apply only to BST regulated total billed charges within a state, not across states		
	-Subscribers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.		
	-Subscribers with Analog Private Line or ISDN PRI services will not be included in qualifying revenue under this program or entitled to rewards.	Monthly TBR (at time of enrollment)	
	-This promotion may not be used concurrently with any previous or existing BellSouth Business Programs.	\$75-\$149.99 \$25.00* \$150-\$3,000 \$40.00*	
	-Subscribers currently participating under an existing BST SBS Small Business local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the Subscriber has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the Subscriber agrees to another BST SBS Small Business local exchange term election agreement that provides for an equal or greater number of business access lines than their existing local exchange term election agreement. The new local exchange service term agreement will be based upon monthly business access line rates in effect at the time the new local exchange service term election agreement is effective	*Set charge to be multiplied by number of months remaining on term after disconnect	
	-Payment of the termination charge does not release the Subscriber from other previous amounts owed to BST		
	-BellSouth reserves the right to terminate this program at any time, provided, however, that Subscribers participating in the program will continue to receive this promotion for the remaining term of their term election agreement		

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are on file with the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority
BellSouth's Service Territory	<p><u>2002 Key Customer Program</u></p> <p><u>Program Eligibility and Elements</u> -Available to new and existing BellSouth business customers subscribing to local exchange service. -Monthly BST revenue for subscriber's location must be \$75 to \$3,000 (excluding hunting, analog private line, and ISDN PRI revenue) to receive the rewards. -Subscriber's location must be located in specified wire centers. -Subscriber must sign a 24 or 36-month term election agreement. -Participant must be a BST customer at the time of the reward. The reward will appear as a credit in the OC&C section of the Subscriber's bill in a subsequent billing period usually within one or two billing cycles. -Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in an eligible location and one location meets the revenue requirement. -Should Subscriber's charges decrease below \$75, the Subscriber will not receive the reward until the Subscriber's monthly charges meet this minimum TBR amount (\$75). -Should Subscriber's charges exceed the \$3,000 threshold, the Subscriber will only receive the maximum reward allowed under this Program for monthly charges up to \$3,000. -Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue requirement may have all locations participate as long as it is billed under the same account and at least one location is located in a specified wire center. -Once enrolled, if Subscriber moves to a location outside the specified wire center, the term election agreement will continue throughout the remaining term. -Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.</p>	<p>-Customers who participate in this promotion and subscribe to new service during the promotional period, will receive a reward equal to the line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks).</p> <p><u>Reward</u> Monthly TBR - 24 months \$75 - \$3,000 10% Monthly TBR - 36 months \$75 - \$3,000 20%</p> <p>-50% Hunting Reward will be given on a contract period of 24 months. -100% Hunting Reward will be given on a contract period of 36 months.</p> <p>The total billed charges consists of end-user monthly billed BellSouth regulated charges at qualifying locations excluding non-regulated charges, taxes, late payment charges, charges billed pursuant to federal or state access service tariffs, charges collected on behalf of municipalities (including, but not limited to services for 911 service and dual party relay services), and charges for services provided by other companies.</p>	<p>06/26/02 to 12/31/02</p>

Note 1: The list of hot wire centers that are eligible for this promotion is listed on Page 34.0.2.4.

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are on file with the Commission (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority
<u>BellSouth's Service Territory</u>	<u>2002 Key Customer Program (Cont'd)</u>		
	<u>Promotion Restrictions</u>	<u>In the event the Subscriber terminates the election agreement, the Subscriber must pay to BellSouth a termination charge as provided below for the number of months remaining on the agreed upon term. In addition, the Subscriber shall reimburse all rewards for line connection charges. This termination charge will appear on the Subscriber's final bill as a charge in the OC&C section.</u>	<u>06/26/02 to 12/31/02</u>
	<u>-Subscribers with aggregate annual billing, per state of BellSouth services exceeding \$36,000 at the time of enrollment, are not eligible to participate in this tariffed promotion.</u>		
	<u>-Base and hunting rewards (for hunting service) apply only to BST regulated total billed charges within a state, not across states.</u>		
	<u>-Subscribers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.</u>		
	<u>-Subscribers with Analog Private Line or ISDN PRI services will not be included in qualifying revenue under this program or entitled to rewards.</u>	<u>Monthly TBR (at time of enrollment)</u>	
	<u>-This promotion may not be used concurrently with any previous or existing BellSouth Business Programs.</u>	<u>\$75-\$149.99 \$25.00*</u>	
	<u>-Subscribers currently participating under an existing BST SBS Small Business Promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the Subscriber has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the Subscriber agrees to another BST SBS Small Business local exchange term election agreement that provides for an equal or greater number of business access lines than their existing local exchange term election agreement. The new local exchange service term agreement will be based upon monthly business access line rates in effect at the time the new local exchange service term election agreement is effective.</u>	<u>\$150-\$3,000 \$40.00*</u>	
	<u>-Payment of the termination charge does not release the Subscriber from other previous amounts owed to BST.</u>		
	<u>-BellSouth reserves the right to terminate this program at any time; provided, however, that Subscribers participating in the program will continue to receive this promotion for the remaining term of their term election agreement.</u>		
			<u>*Set charge to be multiplied by number of months remaining on term after disconnect</u>

ISSUED June 11, 2002

EFFECTIVE June 26, 2002

BY Joseph P. Lacher, President -FL
Miami, Florida

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

B. Eligible Hot Wire Centers - Key Customer 2002

Eligible Hot Wire Centers	Key Customer 2002	
BCRT BOCA TECA	HUTCHINSON IS MAIN	MIAM W DADE
BOCA RATON MAIN	ICBH-MAIN	MIAM W MIAMI
BCRT SANDALFOOT	ICVL-ARLINGTON	MELBOURNE
BROOKSVILLE	ICVL-BEACHWOOD	MNDR-LORETTO
BOYNTON BEACH MAIN	ICVL-FT CAROLINE	NDAD ARCH CREEK
COCOA BEACH	ICVL-LAKE FOREST	NDAD BRENTWOOD
COCOA-MAIN	ICVL-NORMANDY	ICVL-CLAY STREET MGO
COCOA-MERRITT ISLAND	ICVL-OCEANWAY	NDAD GOLDEN GLADES
DEBARY DELTONA	ICVL-RIVERSIDE	NDAD OLETA
DEBARY MAIN	ICVL-SAN JOSE	NEW SMYRNA BCH
DELAND	ICVL-SAN MARCO	ORLD-AZALEA PARK
DLBH KINGS POINT	ICVL-SOUTHPOINT	ORLD-COLONIAL
DELRAY BCH MAIN	ICVL-WESCONNETT	ORLD-MAGNOLIA
DEERFIELD BEACH MAIN	JUPITER MAIN	ORLD-PINECASTLE
DYBH-MAIN	KEY WEST MAIN	ORLD-PINEHILLS
DYBH-ORMND BCH	LAKE MARY	ORLD-SAND LAKE
DYBH-PORT ORANGE	MIAM ALHAMBRA	ORPK-MAIN
EGLL-INDN HBR BH	MIAM ALLAPATTAH	ORPK-RIDGEWOOD
EGLL-BOWE GDNS	MIAM AIRPORT	OVIEDO
FT LAUD MAIN RELIEF	MIAM BAYSHORE	PERRINE MAIN
FTLD CORAL RIDGE	MIAM BISCAYNE	PANAMA CITY BEACH
FTLD CYPRESS	MIAM BEACH	PANAMA CITY MAIN
FTLD JACARANDA	MIAM CANAL	PMBH CORAL SPRINGS
FTLD OAKLAND	MIAM DADELAND BLVD	PMBH FEDERAL
FTLD PLANTATION	MIAM FLAGLER	PMBH MARGATE
FTLD SAWGRASS	MIAM GRANDE	PMBH TAMARAC
FTLD SUNRISE	MIAM HIALEAH	PNSC-BELMONT
FTLD WESTON	MIAM INDIAN CREEK	PNSC-FERRY PASS
FERNANDINA BCH	MIAM METRO	PNSC WARRINGTON
FORT PIERCE MAIN	MIAM NORTH MIAMI	PONTE VEDRA BCH
GULF BREEZE	MIAM NORTHSIDE	PORT ST. LUCIE MAIN
GSVL-MAIN	MIAM OPA LOCKA	PTSL SOUTH PTSL
HLWD HALLANDALE	MIAM PALMETTO	SANFORD-O-WS
HLWD PEMBROKE PINES	MIAM POINCIANA	STAG-MAIN
HLWD WEST HOLLYWOOD	MIAM RED ROAD	STUART MAIN
HOLLYWOOD MAIN	MIAM MIAMI SHORES	TITUSVILLE
HOMESTEAD MAIN	MIAM SILVER OAKS	VERO BEACH MAIN
	MNDR - AVENUES	VRBH BEACHLAND
		WPBH GARDENS
		WPBH GREENACRES
		WPBH HAVERHILL
		WPBH MAIN ANNEX
		WPBH LAKE WORTH
		WPBH RIVIERA BCH
		WPBH RYL PLM BCH
		WWSP-HIGHLAND
		WWSP-SPRING HILL

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-----Original Message-----

From: Pavlik, Rudy [mailto:rpavlik@mpowercom.com]

Sent: Friday, August 23, 2002 1:50 PM

Subject: MPOWER

My name is Rudy Pavlik and I am the Sales Manager for Mpower Communications.

We are a local Exchange Carrier that competes with Bell South but with a 40%

+ savings which includes our High Speed Internet and Telephony Services.

Every call from Sebastian to Key West is included as local service. We supply services around the State of Florida and Nationwide, recently to the Lake Worth Police Department where we have gotten letters from the Chief

of Police commending our services.

I have attached a rate comparison sheet, please look and see the difference

we can make just by a simple switch. Let me put a proposal together and show

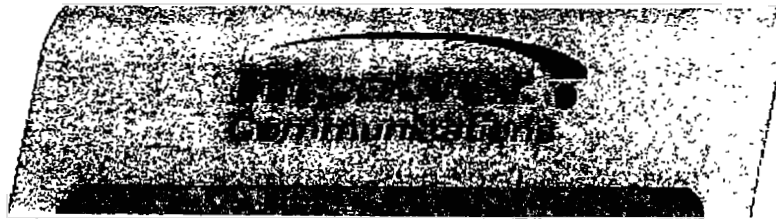
you the difference!!!!

PLEASE FORWARD THIS TO THE APPROPRIATE CONTACT.. THANK YOU
<<MPOWER CALLAT.doc>>

Rudy Pavlik

CG-3

Accounts Manager
Mpower Communications
561-687-8999 ext. 18008
rpavlik@mpowercom.com



1475 Centerpark BLVD. Suite 240, West Palm Beach, Fl 33401

**Up to 40 % Savings over Bell South For Local,
Long Distance, and High Speed Internet Service.**

Mpower

\$24.00
\$6.00
FREE
\$8.00
\$5.00
\$3.00

LINE CHARGE
VOICEMAIL
HUNTING/ROLLOVER
CALLER ID
CALL WAITING
CALL FORWARDING

BELLSOUTH

\$36.95
\$12.95
\$10.00 PER LINE
\$11.00
\$7.00
\$6.00

**MPOWER PROVIDES UNLIMITED FREE CALLING TO SOUTH
FLORIDA AREA CODES 305, 954, 754, 786, 772, 561
SEBASTIAN FLORIDA TO KEY WEST FREE!!!!
AND LONG DISTANCE RATES @ 3.9 CENTS PER MINUTE**

- 1. KEEP YOUR SAME TELEPHONE NUMBERS**
- 2. RATE IS GUARANTEED (NO PRICE INCREASE WITH TERM PLAN)**
- 3. SERVICE GUARANTEE**

**HIGH SPEED INTERNET + PHONE SERVICE
7 LINE AND UP T-1 @ 320K (UP TO 1024K)**

- FREE INTRA-LATA CALLING (KEY WEST TO SEBASTIAN FLORIDA)**
- FREE HUNT AND ROLLOVER**
- FREE CALLER ID**
- FREE CALL FORWARDING**
- BUSINESS MESSAGE CENTER**
- DEDICATED INTERNET ACCESS**
- INCLUDES 30 E-MAIL ACCOUNTS (username@mpowermail.com)**
- INCLUDES 1 STATIC IP ADDRESS**
- INCLUDES TERMINATING EQUIPMENT WITH BASIC ROUTER**
- INCLUDES 3 DIAL-UP INTERNET ACCESS ACCOUNTS**

STARTING AT \$459.80 PER MONTH (2 YEAR TERM NO INSTALLATION FEE)

CONTACT: RUDY PAVLIK @ 561-687-8999 EXT. 18008

May-21-2002 18:38:08 From:BELLSOUTH

704-733-1348

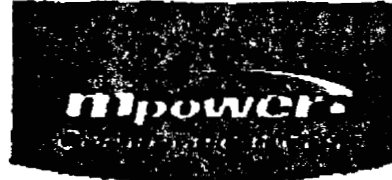
T-585 P.806/012 F-548

(2)

Mecham, Chip

Subject: Rate Change for South Florida Business Customers!
Importance: High

40



Rate Change for South Florida Business Customers!

Mpower Sales Team:

Mpower Communications is announcing a rate change to our South Florida Business Customers, effective 4/8/02.

In conjunction with this effort, new rates and term plans are being implemented in the South Florida market. The following rates and terms will be effective on 4/8/02 for Mpower's POTS and CENTRIX service.

Term	Mpower POTS	Mpower Centrix	Install Fee (per location)	Mpower
Domestic LD Rate				
Month-to-Month	\$33.00	\$41.00	\$250.00	\$0.07/min
1-year	\$29.00	\$37.00	\$125.00	\$0.050/min
(1)				
2-year	\$36.00	\$34.00	Waived	\$0.040/min
3-year	\$34.00	\$32.00	Waived	\$0.030/min

Term Agreements - Price Protection and Service Guarantee!

Need more than just great rates to help close a sale with a Term Agreement? YOU GOT IT! Mpower can now be offering Price Protection Guarantees as well as Service Guarantees with ALL signed Term Agreements!

Price Protection Guarantee

Mpower guarantees not to increase rates during the term of the customer commitment, excluding taxes and surcharges. If at any time during the term of the agreement, Mpower standard pricing decreases, the customer will be granted "price review" and the option of "early termination" of the current term agreement and execute a "new" term agreement with revised rates.*

Service Guarantee

If for any reason the Customer is not satisfied with Mpower service after installation, Mpower will allow the customer early termination and credit the initial installation charges to their last invoice.*

More reasons to choose Mpower!

Attached below is a PDF file that can be printed out and used to help inform prospects about Mpower Price Protection Guarantee and Service Guarantee.



More Reasons to Choose Mpower

Term Agreements

Price Protection Guarantee

Mpower Price Protection Guarantee

- Mpower guarantees not to increase rates during the term of the customer commitment, excluding taxes and surcharges. If at any time during the term of the agreement, Mpower standard pricing decreases, the customer will be granted "price review" and the option of "early termination" of the current term agreement and execute a "new" term agreement with revised rates.
- Standard pricing is defined as "Minimum Service Contract" rates
 - FOTS - month to month SDSL - 1 year; T-1 Integrated, T-1 Data and T-1 Trunks - 1 year
- Does not apply to promotions; Does not apply to service packages no longer offered; Does not apply to special pricing received via individual-case-basis or non-standard products.

Service Guarantee

Mpower 90 Day Service Guarantee

- If for any reason the Customer is not satisfied with Mpower service after installation, Mpower will allow the customer early termination and credit the initial installation charges to their last invoice.
- **Qualifications**
 - Customer must notify Mpower in writing their desire to exercise this option
 - Mpower will have 3 business days to correct any service dissatisfaction
- To receive credit for initial installation charges, Customer must provide Mpower a completed Mpower Service Guarantee Form not more than 30 days after Mpower services were disconnected.
- Mpower will credit the initial service installation charges (NIC) toward your last invoice.
- Mpower will not credit any charges for CPE.
- Does not apply to term agreements with non-standard pricing or non-standard products, or non-standard terms and conditions (UCB), or Non-Standard Installations.

www.mpower.com

1475 Centerpark BLVD, Suite 240, West Palm Beach, Fl 33401

**Up to 40 % Savings over Bell South For Local,
Long Distance, and High Speed Internet Service.**

Mpower

\$24.00
\$6.00
~~\$10.00~~
\$8.00
\$5.00
\$3.00

LINE CHARGE
VOICEMAIL
HUNTING/ROLLOVER
CALLER ID
CALL WAITING
CALL FORWARDING

BELLSOUTH

\$36.95
\$12.95
\$10.00 PER LINE
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\$6.00

**MPOWER PROVIDES UNLIMITED FREE CALLING TO SOUTH
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SEBASTIAN FLORIDA TO KEY WEST FREE!!!!
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1. KEEP YOUR SAME TELEPHONE NUMBERS
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3. SERVICE GUARANTEE

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- FREE INTRA-LATA CALLING (KEY WEST TO SEBASTIAN FLORIDA)
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- INCLUDES 30 E-MAIL ACCOUNTS (username@mpowermail.com)
- INCLUDES 1 STATIC IP ADDRESS
- INCLUDES TERMINATING EQUIPMENT WITH BASIC ROUTER
- INCLUDES 3 DIAL-UP INTERNET ACCESS ACCOUNTS

STARTING AT \$459.80 PER MONTH (2 YEAR TERM NO INSTALLATION FEE)

CONTACT: RUDY PAVLIK @ 561-687-8999 EXT. 18008

mPower Communications Corp.

1475 Centrepark Blvd.
Suite 240
West Palm Beach, FL 33401
phone: 561-687-8999
fax: 561-687-8990

Mark Friedlander X-18013
Cellular # 561-723-5883

mPower
Communications
www.mpowercom.com

Reference Quotes

"It is an understatement to say that I am just please with mPower Communications services. They have exceeded my expectations and provided my business with a solution that enhances my daily routine. For anyone that has DIAL, all I can say is the mPower INTERNET Fast Speed Access service is so much faster and more reliable. In addition, Mark Friedlander, my sales representative has always been available to answer any of my questions, and I am so glad I was referred to him."

John P. Costello
PAKMAIL
561-753-5599

"For anyone considering mPower, I was skeptical, thinking it was too good to be true. Well, mPower and Mr. Friedlander were true to their word. My business is a home based business and I have been able to increase my sales and profits. I have been able to increase my sales and profits by 50% which equates to over \$1,000 in monthly savings."

Scott Morowitz
European Paint and Body
561-687-8088

"We have 3 businesses all with mPower Communications. Telecommunication is our business lifeline. We are in the money business; loans/mortgages/investing. Excellent service is more important than GREAT pricing. To find a company like mPower Communications that can provide both is a pleasant surprise. An added bonus is having a salesperson that understands the importance of getting answers NOW. For anyone that needs to know, Mark has been the valuable asset and a pleasure to work with. He has been prompt in getting my questions answered, has been honest and professional in his representation of mPower."

Sheila Cuccia
Stockton, Turner & Lopez
561-333-7545 x 206

Mario the Baker - Mario 561- 798-4030; State Farm Ins. - Didi 561-333-6771; Blockbuster Video - Matt 561-818-3795



Business Services

Current Promotions My Account

AT&T Broadband Internet AT&T Digital Phone AT&T Cable Television Customer Service Check Availability Order Now

AT&T DISCOUNT

- Call me Packages
- Toll Calling
- Fax
- Text
- Web

AT&T Broadband Business Services lets you design the plan that works best for you. It's a simple, 3 step process:

1. Choose a package that meets your needs and price
2. Customize your package by choosing only those features you use
3. Save money as you add more features

To order call 1-888-824-8105

Pricing For Jacksonville Area Package

Features	Business Bonus Bundle	Business Bundle	Business Basic
To see details about a speed or feature, move your mouse over the ?	AT&T Long Distance All Features \$0 installation \$32.95 per month	AT&T Long Distance No Features \$ installation \$23.95 per month	No AT&T Long Distance No Features \$0 installation \$25.95 per month
Wire Maintenance ?	\$3.00 per month	\$3.00 per month	\$3.00 per month
FCC Line Charge - single line customer **tariffed ?	\$5.00	\$5.00	\$5.00
FCC Line Charge - multi-line customer **tariffed ?	\$7.84	\$7.84	\$7.84
Services ?			
Directory Services ?			
Simple White & Yellow Page Listing ?			
Additional DA Listing ?	\$1.50	\$1.50	\$1.50
DA - Call Completion ?	\$0.50	\$0.50	\$0.50


DA Caption or Single Line Indent	?		\$1.50 per textline/month	\$1.50 per textline/month	\$1.50 per textline/month
Directory Assistance Listing	?		\$1.20	\$1.20	\$1.20
DA - Outside Local and LATA/NPA Serving Area	?		\$1.99	\$1.99	\$1.99
DA Per Call Charge	?		\$0.40 /call with 1 free	\$0.40 /call with 1 free	\$0.40 /call with 1 free
Foreign Listing	?		\$1.50	\$1.50	\$1.50
Non-Listed	?		\$0.60 per month	\$0.60 per month	\$0.60 per month
Non-Published	?		\$1.45 per month	\$1.45 per month	\$1.45 per month
Non-Recurring Charges	?				
Directory Listing Change	?	\$19.00	\$19.00	\$19.00	\$19.00
Feature (add, change, remove)	?	\$19.00	\$19.00	\$19.00	\$19.00
Hunting Configuration Change	?	\$19.00	\$19.00	\$19.00	\$19.00
PIC Change	?	\$5.00	\$5.00	\$5.00	\$5.00
Service Activation	?	\$56.00	\$56.00	\$56.00	\$56.00
Telephone Number Change	?	\$19.00	\$19.00	\$19.00	\$19.00
Wiring & Jacks (add, move, change)	?	\$30.00	\$30.00	\$30.00	\$30.00
Optional Calling Plans	?				
AT&T IntraLata LD	?	\$0.07 /min	\$0.07 /min	\$0.07 /min	\$0.07 /min
Inter LATA, State LD	?	\$0.07 /min	\$0.07 /min	\$0.07 /min	\$0.07 /min
Service Call Charge per Hour	?				
Overtime R&M					

Mon-Sat 8 p.m.-8 a.m	?	\$175.00 /hr		\$175.00 /hr		\$175.00 /hr	
Premium Time > Sunday & National Holiday	?	\$230.00 /hr		\$230.00 /hr		\$230.00 /hr	
Repair & Maintenance Mon-Sat 8 a.m.-8 p.m	?	\$115.00 /hr		\$115.00 /hr		\$115.00 /hr	
Features	?		Included				
						\$4.00 for 1, \$6.50 for 2, \$9 for 3	\$4.00 for 1, \$6.50 for 2, \$9 for 3
Anonymous Call Rejection	?						
Call Forwarding - Remote Access	?						
Call Forwarding - Variable	?						
Caller ID (Name and Number)	?						
Caller ID Blocking Per Call	?						
Caller ID Blocking Per Line	?						
Caller ID with Call Waiting	?						
Call Return Per Call	?	\$0.50 /call - \$4.00 cap	\$4.50 cap	\$0.50 /call - \$4.00 cap	\$4.50 cap	\$0.50 /call - \$4.00 cap	\$4.50 cap
Call Return Per Line	?						
Custom Ring Service >>Call Selector<<	?						
Call Screening	?						
Call Trace Per Call	?	\$3.00 /call - \$6.00 cap		\$3.00 /call - \$6.00 cap		\$3.00 /call - \$6.00 cap	
Call Waiting	?						
Call Waiting - Long Distance Alert	?						
LD Alert	?						
Repeat Dialing (a.k.a. Continuous	?						

Redial)							
Repeat Dialing Per Call	?	\$0.75 /call - \$5.00 cap	\$4.50 cap	\$0.75 /call - \$5.00 cap	\$4.50 cap	\$0.75 /call - \$5.00 cap	\$4.50 cap
Selective Call Forwarding	?						
Speed Dial 30	?						
Speed Dial 8	?						
Three Way Calling	?						
Voice Messaging	?						
Basic	?		\$10.95 per month		\$10.95 per month		\$10.95 per month
Deluxe	?		\$14.95 per month		\$14.95 per month		\$14.95 per month
Toll Restriction	?						
0 + 7 Digit Long Distance	?						
00+	?						
00-	?						
01+	?						
011+	?						
1 + 10 Digit Long Distance	?						
1 + 7 Digit Long Distance	?						
1010XXX	?						
Local Operator Services	?						
Busy Line Interrupt	?		\$1.65		\$1.65		\$1.65
Busy Line Verification	?		\$1.25		\$1.25		\$1.25
Bill to 3rd Party	?		\$1.50		\$1.50		\$1.50
Customer Dialed Calling Card Station	?		\$0.50		\$0.50		\$0.50
Extended Referral at Disconnect	?		\$2.00		\$2.00		\$2.00
Operation Station	?		\$1.25		\$1.25		\$1.25

Person - to - Person	?	\$3.00	\$3.00	\$3.00
Call Blocking	?			
Toll Restriction - Bill to 3rd Party and Collect	?	FREE	FREE	FREE
Toll Restriction - Bill to Collect	?	FREE	FREE	FREE
Toll Restriction - Prohibit Bill to 3rd Party	?	FREE	FREE	FREE
Hunting	?			
Integrated w/Voice Messaging	?	\$2.00	\$2.00	\$2.00
Simple - No Voice Messaging	?			
International Calling	?			
AT&T International Value Plan	?	\$2.00 per month/account	\$2.00 per month/account	\$2.00 per month/account

Pricing For Jacksonville Area Package

Features		Reserve Line
To see details about a speed or feature, move your mouse over the 		\$0 installation \$12.95 per month
Wire Maintenance	?	\$3.00 per month
FCC Line Charge - single line customer **tariffed	?	\$5.00
FCC Line Charge - multi-line customer **tariffed	?	\$7.84
Services	?	
Directory Services	?	
Simple White & Yellow Page Listing	?	
Additional DA Listing	?	\$1.50
DA - Call		

Completion	?	\$0.50
DA Caption or Single Line Indent	?	\$1.50 per textline/month
Directory Assistance Listing	?	\$1.20
DA - Outside Local and LATA/NPA Serving Area	?	\$1.99
DA Per Call Charge	?	\$0.40 /call with 1 free
Foreign Calling	?	\$1.50
Non-Listed	?	\$0.60 per month
Non-Published	?	\$1.45 per month
Non-Recurring Charges	?	
Directory Listing Change	?	\$19.00
Feature (add, change, remove)	?	\$19.00
Hunting Configuration Change	?	\$19.00
PIC Change	?	\$5.00
Service Activation	?	\$56.00
Telephone Number Change	?	\$19.00
Wiring & Jacks (add, move, change)	?	\$30.00
Optional Calling Plans	?	
AT&T IntraLata LD	?	\$0.07 /min
Inter LATA, State LD	?	\$0.07 /min
Service Call Charge per Hour	?	

Overtime R&M Mon-Sat 8 p.m.-8 a.m	?	\$175.00 /hr
Premium Time > Sunday & National Holiday	?	\$230.00 /hr
Repair & Maintenance Mon-Sat 8 a.m.-8 p.m	?	\$115.00 /hr
Features	?	Unavailable
Anonymous Call Rejection	?	Unavailable
Call Forwarding - Remote Access	?	Unavailable
Call Forwarding - Variable	?	Unavailable
Caller ID (Name and Number)	?	Unavailable
Caller ID Blocking Per Call	?	Unavailable
Caller ID Blocking Per Line	?	Unavailable
Caller ID with Call Waiting	?	Unavailable
Call Return Per Call	?	Unavailable
Call Return Per Line	?	Unavailable
Custom Ring Service >> Call Selector<<	?	Unavailable
Call Screening	?	Unavailable
Call Trace Per Call	?	Unavailable
Call Waiting	?	Unavailable
Call Waiting - Long Distance Alert	?	Unavailable
LD Alert	?	Unavailable
Repeat Dialing (a.k.a. Continuous Redial)	?	Unavailable
Repeat Dialing Per	?	Unavailable

Call		
Selective Call Forwarding	?	Unavailable
Speed Dial 30	?	Unavailable
Speed Dial 8	?	Unavailable
Three Way Calling	?	Unavailable
Voice Messaging	?	Unavailable
Basic	?	Unavailable
Deluxe	?	Unavailable
Toll Restriction	?	
0 + 7 Digit Long Distance	?	
00+	?	
00-	?	
01+	?	
011+	?	
1 + 10 Digit Long Distance	?	
1 + 7 Digit Long Distance	?	
1010XXX	?	
Local Operator Services	?	
Busy Line Interrupt	?	\$1.65
Busy Line Verification	?	\$1.25
Bill to 3rd Party	?	\$1.50
Customer Dialed Calling Card Station	?	\$0.50
Extended Referral at Disconnect	?	\$2.00
Operation Station	?	\$1.25
Person - to - Person	?	\$3.00
Call Blocking	?	
Toll Restriction -		

Bill to 3rd Party and Collect	?	FREE
Toll Restriction - Bill to Collect	?	FREE
Toll Restriction - Prohibit Bill to 3rd Party	?	FREE
Hunting	?	
Integrated w/Voice Messaging	?	\$2.00
Simple - No Voice Messaging	?	
International Calling	?	Unavailable
AT&T International Value Plan	?	Unavailable

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Pan City Bch 32407 234-1567

Vertical Land
7950 Front Beach Rd
Pan City Bch 32407 233-4788

Village Interiors
7811 Pynasse City Beach Pkwy
Pan City Bch 32407 234-0654

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Emerald Coast Trading Co
2816 W 11th St 32401 234-8525

Fashion Corner
758 W 23rd St 32405 289-3312

RACHELS LIGHTING & HOME ACCESSORIES INC
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See Interior Decorators & Designers

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See Foreign Marketing Consultants & Publishers

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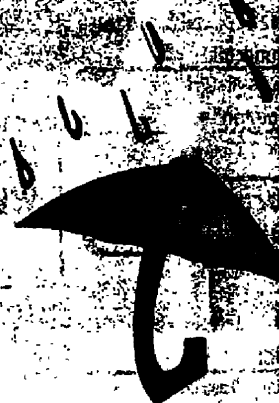
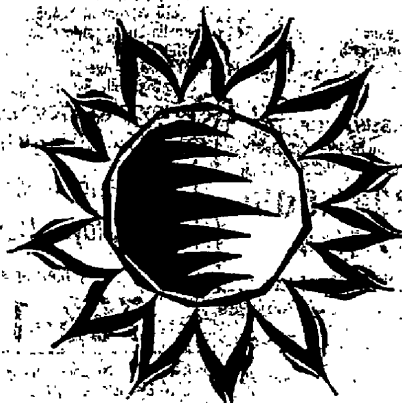
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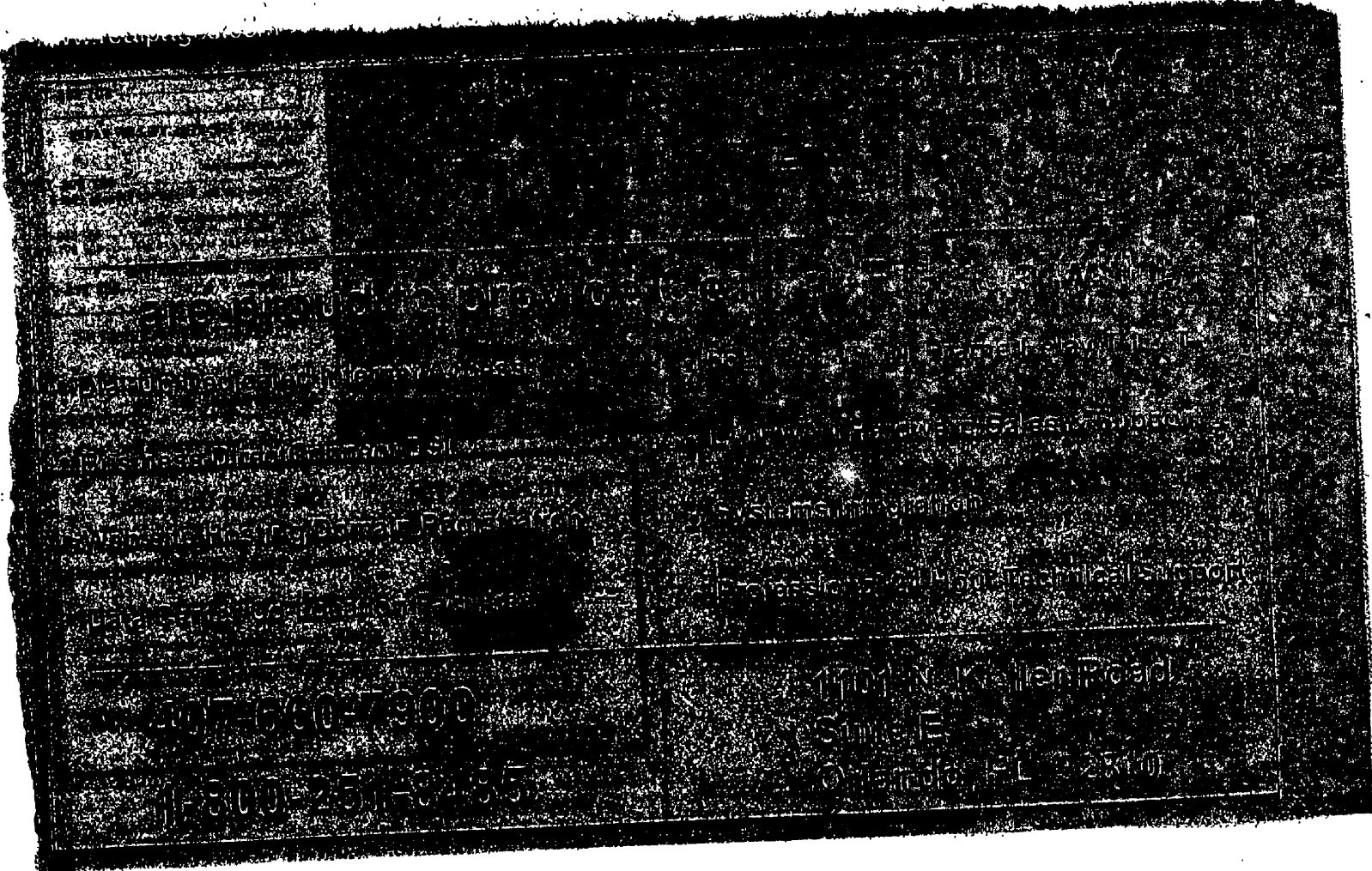
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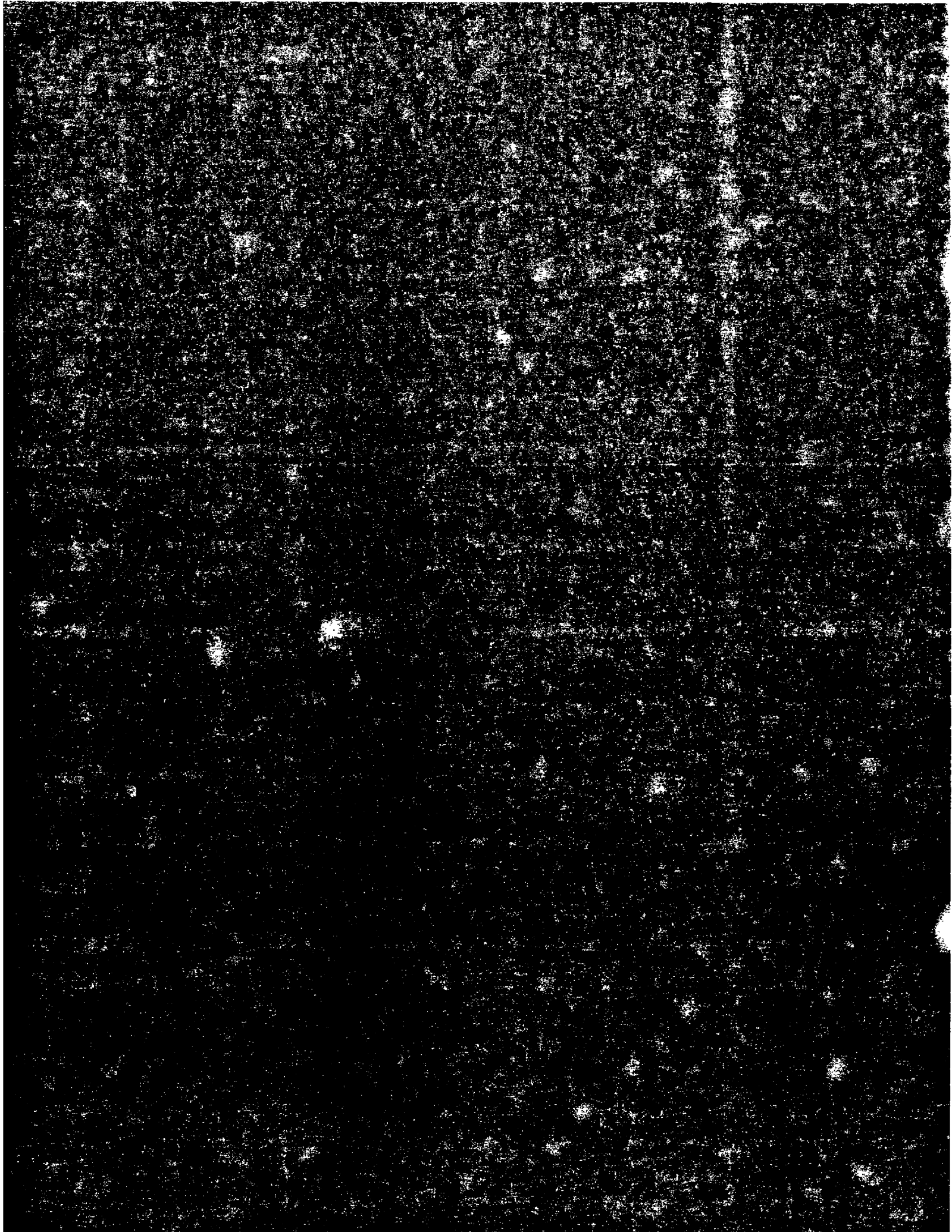


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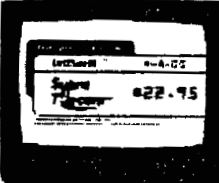
Can New Company Really Cut Phone Bill In Half?

Provider Uses BellSouth Facilities Without BellSouth's Overhead

Posted: 10:41 a.m. EST November 2, 2001

JACKSONVILLE -- A new local telephone provider is making a big splash in the Northeast Florida area, offering to cut phone bills in half.

The company -- Supra Telecom -- is running ads on television and running full page ads in the newspaper showing its rates in comparison to the area's longtime provider, BellSouth.



Only recently have people had a choice of which local telephone company to use, and Supra Telecom is the first to aggressively market in the area.



Brenda Martin (pictured, left) recently switched her phone service from BellSouth to Supra Telecom and was surprised by the savings.

"We cut back on cable and on a lot of bills, and you can't normally cut back one bill and save \$50 a month," the mother of three told Heather Van Nest.

Her BellSouth bill averaged \$75 per month. Her Supra Telcom bill was \$30.86.

So how can they offer these rates? BellSouth is now required by the federal government to share its phone lines with competitors at cost.

Supra Telcom can even use BellSouth's facilities and repair technicians without BellSouth's overhead.

"Supra is here to stay," company president Kay Ramos (pictured, right) said. "We've been in business since 1983, which is about 18 years ago, and we've been growing in leaps and bounds."



But the company has had growing pains. Channel 4 found almost 400 complaints filed with Florida regulators since January 2000. These complaints were about improper billing, delayed connection and the practice called slamming -- changing providers

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practice called slamming -- changing providers without permission or through misleading marketing.

The Better Business Bureau in South Florida is monitoring Supra Telecom because it receives a large number of complaints: 19 in a three-month period.

Supra's president said the problems resulted from people flooded their call center when about the savings.

"We were not too prepared to take those calls," Ramos said. "We had to deal with that s expanding our call center."

Supra Telecom also created a Web site where customers can switch service online. Customers type in a phone number, pick the plan, and the company promises a seamless transition seven to 10 days.

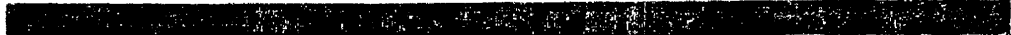
What does BellSouth think about the competition?

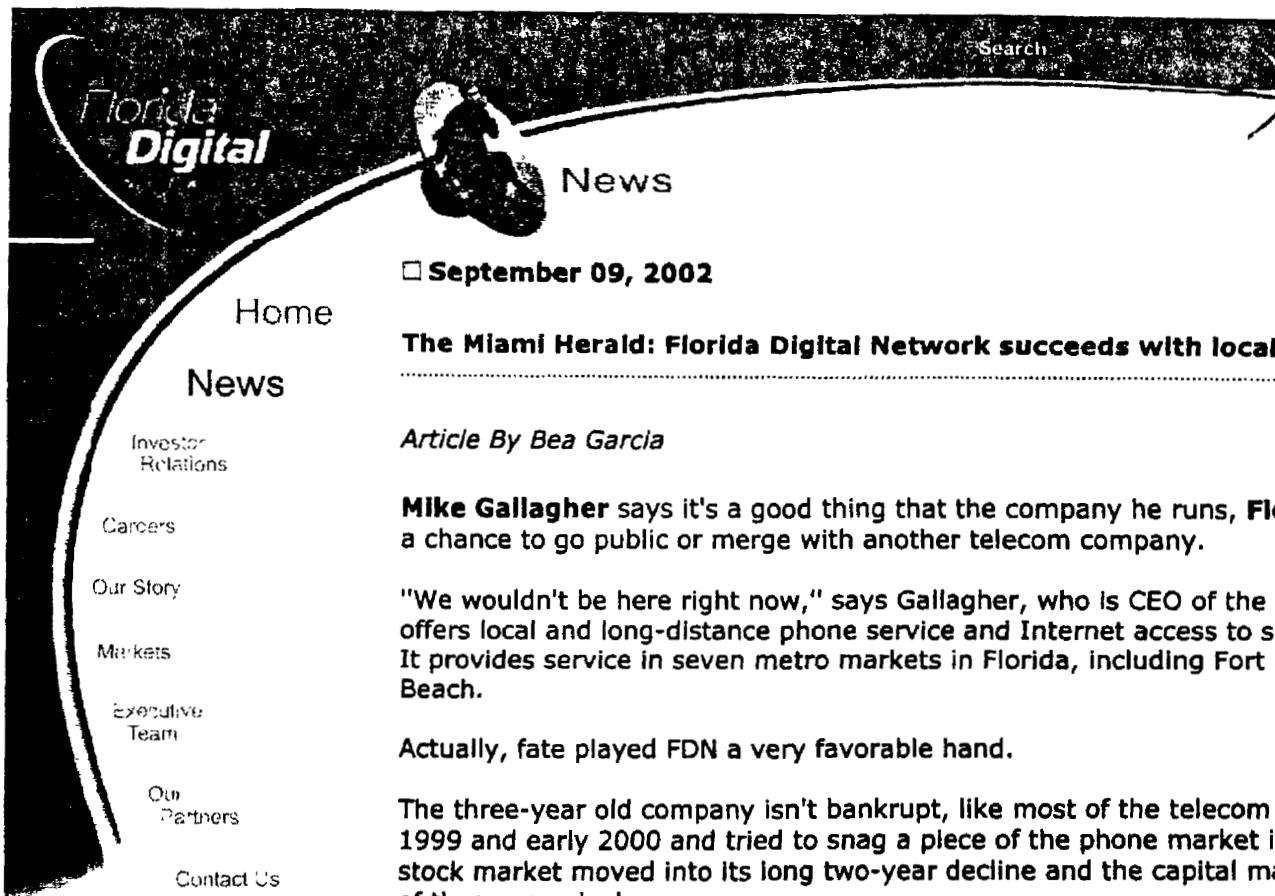
"You should look at more than just cost when you're looking at providing your telephone service," BellSouth spokesman Randy LeFevre said. "Look at the reliability, look at the service after the fact and look at who's been around for a long time."

Only BellSouth customers can switch to Supra Telecom because it uses the existing phone numbers. Customers keep the same phone number and don't need to sign a contract or pay a fee.

If you're not satisfied with Supra Telecom and want to switch back to BellSouth, there is a fee for home service; \$20 for businesses.

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September 09, 2002

The Miami Herald: Florida Digital Network succeeds with local f

Article By *Bea Garcia*

Mike Gallagher says it's a good thing that the company he runs, **Flo** a chance to go public or merge with another telecom company.

"We wouldn't be here right now," says Gallagher, who is CEO of the **O** offers local and long-distance phone service and Internet access to sm It provides service in seven metro markets in Florida, including Fort L Beach.

Actually, fate played FDN a very favorable hand.

The three-year old company isn't bankrupt, like most of the telecom s 1999 and early 2000 and tried to snag a piece of the phone market in stock market moved into its long two-year decline and the capital ma of these new rivals.

Because FDN has had a focused business plan -- market only in Florid worked on growing slowly, the firm managed to tap venture capitalist

Better yet, FDN was able to arrange \$35 million in new venture financ to pay off its bank debt and have cash left over for future acquisitions

"We're now debt-free and profitable," Gallagher says. More telling -- and perhaps more distressing -- is how desperate bank telecom sector.

FDN had an \$80 million line of credit. The company had tapped \$60 m

Gallagher had told the banks that FDN would need to draw down to th company's credit line in order to break even. Otherwise, without furth firm would be bankruptcy.

Gallagher contends that bankers today, reluctant to extend any more eager to avoid future problems, are willing to take any exit offered fro books. A few cents on the dollar is better than bankruptcy.

Because of this reluctance to lend, FDN had to tap existing investors f **Ventures Partners** in Boston and **Richard Kolsby**, an active telecom of **Intermedia Communications**.

Tampa-based Intermedia, one of the earliest start-ups to rival BellSou was purchased by WorldCom in September 2000 for \$3 billion in stock

controlling stake in Digex, which was then one of the largest Web-hos

With the \$35 million capital infusion, FDN wiped out its \$60 million de
it can use for acquisitions and future growth.

Do the math. These banks got way less than 100 cents on the dollar t
this company wasn't failing or under regulatory investigation like othe

Now that FDN has some cash in its pocket, the goal is to pick up some
telecom companies as they are auctioned off in bankruptcy court.



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□ **October 02, 2002**

Florida Digital Network recognized for fast revenue growth

With 2001-2002 revenue growth exceeding 100 percent, Florida Digital fastest growing privately owned companies in Central Florida, according Orlando Business Journal.

Orlando, FL, October 1, 2002 – Florida Digital Network has been ch Journal’s “Fast Track Five,” ranking the Orlando-based telecom carrier fastest-growing, privately owned companies.

“This is further evidence of the strength of our organization,” said Flor “Our sales force and our customer service representatives every day w for our customers. The result is that we see our revenue growing just business plan.”

As reported in the Orlando Business Journal, Florida Digital’s revenue from \$20 million in 2000 for a growth rate of 111 percent. That placed “Fast Track Five,” part of the paper’s annual “Golden 100” ranking of owned companies. Mr. Gallagher has said previously that Florida Digit revenues to exceed \$70 million.

Florida Digital Network is a full-service Integrated Communications Pr suite of telecom services, including local telephone service, long-dista services. FDN is a facilities-based carrier, providing service with its ow gear, which it installs in the central offices of incumbent carriers.

Florida Digital launched service in Orlando in April 1999; in Fort Laude Jacksonville in June of the same year. In each of those markets, Florid telephone switching gear, providing the underlying engineering found offers service.

In addition to its original three markets, Florida Digital now serves Mi Treasure Coast cities of Vero Beach, Stuart and Fort Pierce; the Tamp St. Petersburg, Clearwater and surrounding neighborhoods; the Space and Titusville and numerous First Coast communities lying outside Jac Beach and St. Augustine.

The company’s exclusive focus on serving Florida business customers many cases – offers the only facilities-based alternative in many of th to Florida Digital’s unique proprietary back-office management system serve its telecom and Internet-service customers than the competition

Buoyed by a \$35 million infusion of capital in July 2002, Florida Digita debt, making it one of the few telecom companies in the world that ca

“In a few short years, we’ve become a very strong competitive alterna

"In a few short years, we've become a very strong competitive alterna business owners," Gallagher said. "And our track record indicates that stronger."



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□ **October 08, 2002**

Florida Digital Network achieves 100,000 voice and data lines

Focusing exclusively on sales and service in Florida – the fourth largest the 3½-year-old Florida Digital Network continues to surpass sales milestones offering competitive technology – buttressed by aggressive pricing and gives customers a better deal than what’s offered by incumbent carriers

Orlando, FL, October 8, 2002 – Florida Digital Network announced that it has achieved 100,000 voice and Internet lines throughout the state of Florida. Digital has achieved this significant sales milestone in just 3½ years with its company’s 350-member workforce and strict adherence to the company’s

“Given where we stand today – and the fact that many of the telecom carriers that were here years ago are now out of business – I think this stands out as one of the stories in American business,” Gallagher said. “Not only have we surpassed high expectations that we’ve set for ourselves.”

According to FDN’s technical support department, the 100,000th line was installed at Appraisal Corp. in south Tampa. Owner John Sanders said he chose FDN because the company offers state-of-the-art telecom service with a local

“It’s nice knowing that my local phone company really is a local phone service provider lives in my own back yard, so to speak.”

Florida Digital Network is a full-service Integrated Communications Provider of telecom services, including local telephone service, long-distance services. FDN is a facilities-based carrier, providing service with its own gear, which it installs in the central offices of incumbent carriers.

With 100,000 lines in service throughout the state, Florida Digital has increasingly demonstrated the unique benefits of its Florida-focused service. Gallagher said, many Florida Digital customers already are enjoying the Sundial™ long-distance service. With Sundial™, Florida Digital customers pay only a penny a minute in long-distance charge. As long as they are “on-net” using only Florida Digital’s network – meaning their signals do not go to other carriers – they won’t incur any extra charges.

“SunDial™ is just one of the many advantages we can offer because of our local presence,” Gallagher said. “The biggest is that our customers know that whenever they are dealing with someone who’s practically in their back yard, not in some other state. For telecom consumers – using a local company really makes a difference.”

Florida Digital launched service in Orlando in April 1999; in Fort Lauderdale and Jacksonville in June of the same year. In each of those markets, Florida Digital installed telephone switching gear, providing the underlying engineering foundation for the service.

offers service. From those beginnings, Florida Digital has steadily expanded its markets than any other alternative telephone carrier in the state.

In addition to its original three markets, Florida Digital now serves Mid-Florida Treasure Coast cities of Vero Beach, Stuart and Fort Pierce; the Tampa Bay area including St. Petersburg, Clearwater and surrounding neighborhoods; the Space Coast including Titusville and numerous First Coast communities lying outside Jacksonville Beach and St. Augustine.

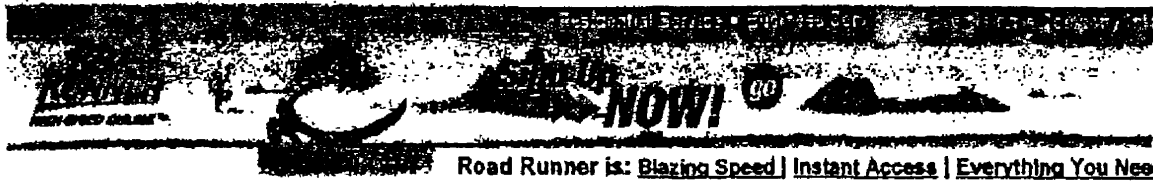
The company's exclusive focus on serving Florida business customers in many cases – offers the only alternative to incumbent carriers in many markets thanks to Florida Digital's unique proprietary back-office management system that nimbly serve its telecom and Internet-service customers than the competition.

Further – buoyed by a \$35 million infusion of capital in July 2002, along with the elimination of outstanding bank debt – Florida Digital is readying additional expansion. Specific announcements will be made as Florida Digital moves the rest of the state.

"We've come a long way in a short amount of time," Gallagher said. "We have many milestones ahead of us."



[Products and Services](#) | [About Us](#) | [Manage Your Account](#)
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August 23, 2002

Business Service

Products and Services

Business Service

Broadband Solutions for Business

Road Runner Business Class, the nation's number one commercial cable broadband provider, serves businesses that need high-speed Internet connectivity to increase efficiencies for their owners and employees. Road Runner Business Class enhances business communication through trusted, easy and robust cable broadband solutions encompass the most advanced Internet technologies such as: Tiered High-Speed Ac Web Hosting, E-mail Solutions, Static IP, Domain Name Services and Managed Sec

Road Runner Business Class was specifically developed by Time Warner Cable for commercial customers in vertical markets such as medical, financial, travel, advertisi architectural, real estate and all other commercial organizations. A service of Time W Cable, Road Runner Business Class' tailored solutions provide a strategic tool for bu to improve performance, productivity and overall profitability... All from a company yo and trust.

For more information or to begin experiencing Road Runner Business Class today, g here or call 1-866-RRBIZ4U (772-4948).



A B&K



Road Runner is: Blazing Speed | Instant Access | Everything You Need

August 23, 2002

Business Service

Products and Services

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Broadband Solutions for Business

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For more information or to begin experiencing Road Runner Business Class today, g here or call 1-866-RRBIZAU (772-4948).



▲ Bx



Electronics

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- Shop For Internet Services
- Learn About Internet Services
- DSL
- Cable
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Add to Cart
Compare
Compare Now



DirecWay offered through DirecTV. High-Speed Satellite Internet Service Data-Only 99/99 Plan
Brand/Model: HNS 1800

Please check your local store.

No Activation Kit Required

Not Available For Online Purchase

Check Your Local Store Monthly

Fee: \$99.99

-DIRECWAY 2-Way Broadband Data-Only Service
-99/99 Plan includes \$99.99 Initial Start-up cost and \$99.99 monthly cost for the first 12 months (\$59.99 Monthly fee and \$40 Program cost to cover equipment costs). At the end of 12 months monthly cost returns to \$59.99 (or the then current monthly cost).
-One year contract required
-Credit Approval required for DIRECWAY eligibility. Sales Associate MUST Call 866-774-6580 to qualify customer for credit prior to sale.

[Save time and money - try in-store Express Pickup! [Click to learn.](#)]

If our store price is lower on the day you pick up your purchase, we will automatically adjust your purchase price to match the lower price. We cannot ship items outside of the USA due to manufacturer agreements.

Electronics

Electronics

Games

Movies

Music

[Click to Change](#)

Availability Legend

- Not in Stock
- In Stock at Location
- Cannot Direct Ship

Sort Search Results By:

AOL DirecPC High Speed Satellite Service (Unlimited Access AOL Plan Required)
 Brand/Model AOL AOL00A211

1 yr

**No Activation
 KK Required**
Not Available For On-line Purchase
Check Your Local Store
Monthly Fee:
\$54.95

Unlike your Internet service, time marches on. AOL High Speed Satellite service can't slow time, but with DirecPC Satellite technology, upload speeds up to 56.6Kbps and download speeds up to 400Kbps, it can download Web pages and files in a flash. This plan has 7 email accounts, instant messaging, nationwide dial-up and FREE customer support 7 days/week. For existing AOL members, this price includes your monthly unlimited access dial-up fee of \$23.90. Taxes & regulatory charges may apply.

Product Index

Specials

Shop For Internet Services

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History



Electronics

Electronics Games Movies Music

Product Index

Broadband

Shop For Internet Services

Learn About Internet Services

sics
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net Websites
A
ssery

monthly
Fee:
\$54.95

[Save time and money - try in-store Express Pickup! [Click to learn.](#)]

Add to Compare

Compare Now



AT&T Broadband Internet Cable Modem Service
Brand/Model ATB 758

1 Please check your local store.

Broadband AT&T Broadband Internet Kit

\$0.01

Not Available For Online Purchase

Check Your Local Store
Monthly

**Fee:
\$54.95**

\$50 credit-\$10/mo for 5 mos of HSD service
Digital Cable Cust. get \$10 off broadband fee
~~\$10 rebate with cable modem purchase!~~
~~\$80 rebate with activation!~~

- Modem purchased separately
- Up to 300Kbps Upstream & 1500Kbps Downstream
- New and current cable customers only
- Basic Installation - see details for additional charges
- No contract required

DSL - Why Get DSL?

Pricing

Step By Step

AVAILABILITY

Satellite DSL

Residential DSL

Order Status

FAQ

Affiliates

QWEST DSL PRICING

DIRECTV DSL PRICING

DIRECTV DSL PRICING

DSL Pricing



DIRECTV DSL™ is the leading provider of residential DSL services. For a limited time only, DIRECTV DSL™ is offering a Special Promotion that includes:

- \$29.99/mo for 3 months! Then only \$49.99 after that with annual commitment.
- **WAIVED** Activation FEE!
- **INCLUDES** Use of DIRECTV DSL™ Gateway (DSL modem)
- **INCLUDES** Unlimited Surfing!
- **INCLUDES** 24 Hour Tech Support!
- **INCLUDES** 5 Email Accounts!

Special Offer Residential DSL



Special Offer Business DSL

Welcome to the Premier One-Stop DSL Service Provider on the Internet... We bring you a suite of DSL service solutions from America's leading DSL service providers. Our DSL providers are all names that you have come to know and trust with being leaders in the high speed Internet and DSL business.

Order DSL.net

DSL... A Faster...More Enjoyable Internet...



Qwest
Preferred Business DSL Provider

DSL
Preferred Residential DSL Provider

NEW EDGE **COVAD** **DIRECWAY.** **Earthlink**



ENTER

Special Offer

Broadband

System Requirements

FAQ

Broadband Tour



Surf Faster
with MSN® Broadband

Plans start at **\$39.95***
no setup costs

Get It Today!



> MSN Broadband—Now Available Nationwide! Plans starting at \$39.95*

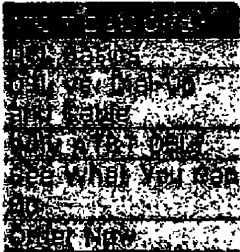
Get it today

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AT&T Consumer Home

Visit Jupiter.
Introducing AT&T DSL Service
New York and Texas



With AT&T DSL Service, you can visit Jupiter, watch the latest movie trailers, and swap family photos and videos in seconds, not minutes. We go beyond ordinary DSL to bring you a better online experience. And best of all, if you're not satisfied with the speed and reliability of AT&T DSL, you can cancel at any time with no penalty.*

Get the power of AT&T DSL

\$39⁹⁵
month

GUARANTEED

AT&T DSL info in
easy-to-print format



Order Today!
call 1 800 800-0274 and place your order.

http://resourcecenter.msn.com/v/720x300_evergreen.htm



**Choose an Internet plan
that fits your lifestyle**

Broadband

**No
Activation
Kit Required**

Satellite service can't slow time, but with DirecPC Satellite technology, upload speeds up to 56.6Kbps and download

Mpower
Communications

Mpower Web Hosting Service

Mpower Shared Web Hosting Service
The power to choose a package designed especially for your business.

Define your online presence with Mpower's Web Hosting solutions.

Choose the Web Hosting features that matter most to your business now and in the future.

Web Space	40 MB	70 MB	100 MB
File Transfer	5 GB	5 GB	10 GB
E-mail	10	20	20
Domains Allowed	Included	Included	Included
Site Stats	Included	Included	Included
IP Extensions	Included	Included	Included
SSL	Included	Included	Included
PHP	Included	Included	Included
MYSQL	No	Included	Included
User Server	No	100 Addresses	200 Addresses
Search	No	No	Included/Extra
SSL	No	Optional	Optional

Mpower Shared Web Hosting Features — Tools to strengthen your online presence.

Customer Control Panel
Mpower offers a web-based interface giving you access directly into your Web and e-mail accounts. Change settings, create usernames for staff members, setup password protected subdirectories, add and delete custom e-mail addresses for employees all directly through the site.

FrontPage Extensions
FrontPage Extensions allow users to utilize Microsoft Front Page 98 & 2000 to create their Web site. This provides webmasters with a quick and easy way to load or update their pages with a development tool. All of our packages support the use of Microsoft FrontPage.

Backup/Restore Files
Do your own site backups! Download and secure web content directly onto your machine, or direct files to another host, such as a staff member's computer.

Large disk space allowances
Small Business — 40MB, enough to store more than 1,200 average web pages

Commercial — 70MB, enough to store more than 2,100 average web pages

eCommerce — 100MB, enough to store more than 3,000 average web pages (average page size 30 KB)

Large monthly data transfer allowances

Small Business — 3GB, enough to serve more than 99,000 page hits per month

Commercial — 6GB, enough to serve more than 198,000 page hits per month

eCommerce — 10GB, enough to serve more than 330,000 page hits per month (average page size 30 KB)

E-mail Accounts included

Small Business — 10 POP3 addresses included

Commercial — 20 POP3 addresses included

eCommerce — 20 POP3 addresses included

eCommerce capabilities
Included with the eCommerce plan is Miva Merchant Storefront or Shopping Cart providing unlimited products & categories, the capability for real-time credit card processing, store creation and setup wizards. The shopping cart also has the ability to create up-sell products based on basket contents, related products, QuickBooks export, E-mail notification of orders, SSL integration for ordering and reporting, database driven, modular architecture, and API-based add-in modules.

Mailing List Manager

Maintain staff and authorized customer mailing lists for easy mail distribution. Mpower's Commercial & e-Commerce Web hosting plan provides this service at no additional charge.

www.mpower.com.com

Exhibit 1

mpower
Communications

John Gonzalez
205-798-7277

\$665.95
10 lines

MpowerOffice Velocity

Simplify your operations and trim your business communications bill

High-Speed Internet Service and Business Class Local and Long Distance Service on One Bill!

MpowerOffice Velocity has been designed to meet your business communication needs today and in the future as your business grows! Velocity's integration of broadband internet connectivity and business class voice services provides a comprehensive and flexible all-in-one solution.

- Choose the number of phone lines you need!
- Choose the internet access speed you need!
- Choose the calling features and packages you need!

MpowerOffice Velocity Package

Basic Package Includes:

- Local service: 9 to 18 business voice lines
- Internet Access: 3 tiers of speed to choose from
 - 512Kbps
 - **768Kbps**
 - 1Mbps
- Long Distance: Optional — flat rate (interstate and intrastate per minute rates)

Business Consulting

Our professionally trained Account Managers will review your specific business objectives and issues to help you decide on the best MpowerOffice Velocity package for your needs.

Features Included with Every MpowerOffice Package!

Local Calling Features	
Manding	
Caller ID	
Call Number Delivery Blocking (Caller ID Block)	
Local LATA wide calling	
Call Blocking (500, 3 rd Party, Collect, etc.)	
Toll Restrictions	
Internet Features	
E-Mail	
30 e-mail accounts (user@mc.mpowercom.net)	
or 10 Domained e-mail accounts	
Newsgroups	
1 Domain Name System (DNS)	
4 Usable static IP addresses	
40 MB — Web Hosting Space (Shared)	
9 Dial-up Internet Access Accounts	

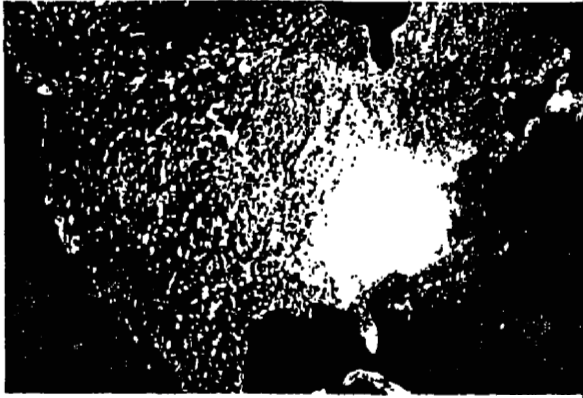
10 VOICE

A La Carte Feature Options — Choose from any of the features below to enhance your MpowerOffice Accelerator Package!

Local Calling Features	
Call Forwarding	
Call Forward (user specified)	
Call Forward Busy	
Call Forward No Answer	
Call Forward Group Busy	
Call Forward Group No Answer	
Remote Access to Call Forwarding	
3-Way Calling	
Repeat Calling	
Call Waiting / Connect Call Waiting	
Return Call	
Speed Call	
Internet Features	
Domain Mail Option (10 addresses)	
Additional E-mail Addresses	
Domain Name Hosting	
10 MB Additional Storage Space	
30 MB Additional Storage Space	
Business Class Features	
Standard Voice Mail Box	
Enhanced Voice Mail Box	
Pager Notification	
Escape to Operator	
Business Message Center	
Grant-only Bar	

Our Experience

And where it's gotten us.



US LEC is an integrated telecommunications company, founded on extensive experience. Every member of our management team has an impressive background in the telecom industry. Our dynamic environment attracts top talent in every discipline, from engineering to sales and marketing.

Where has it gotten us? Our telecom savvy and "smart build" approach have enabled us to expand quickly. Since opening our first switch in Charlotte, North Carolina, we have expanded into major cities throughout the Eastern United States.

What our customers are saying about US LEC

"The easiest phone company to do business with..."

"Their pricing is the best out there."

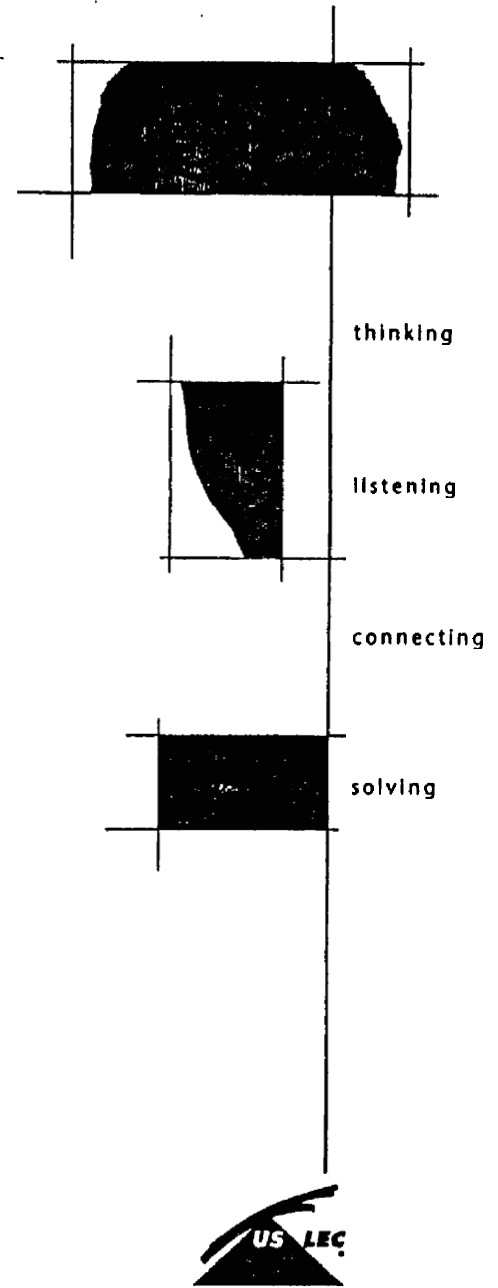
"Call once and it's taken care of."

"Finally, a phone company that's focused on us."



US LEC Corp.
A publicly traded company
(Nasdaq: CLEC)
800.588.7280
www.uslec.com

Local Long Distance Internet Data



Local Long Distance Internet Data

Customer Care.....

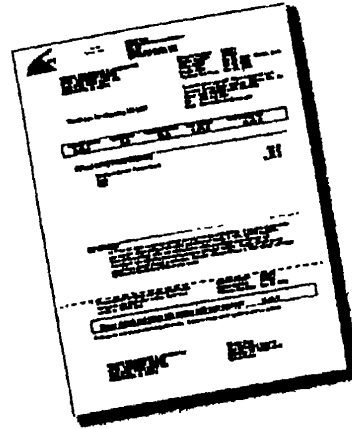
The connection starts with you.



When you call US LEC, you get problem solving, not a sales pitch. Whether your business needs local, long distance, data or Internet, we'll find the most efficient, cost-effective way to build your service. Sure you want to save money, but you also want service that fits now and as you grow. We'll work with you every step of the way, and even give you a Service Guarantee. Best of all, we're nearby. You call, we're there.

Services.....

Voice, data and Internet designed around you.



US LEC offers a full suite of services, and often they can be bundled on a single T1 facility. You get a single point of contact—and a single bill.

We develop and deliver innovative services for diverse applications, at very competitive prices. Our customers represent many kinds of businesses, from ISPs, technology companies and professional firms to hotels and auto dealerships. Specialized solutions can be created for your business needs.

Technology.....

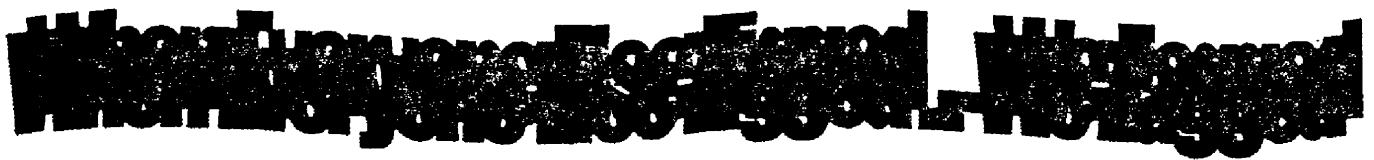
The savvy behind our service.



Unlike providers who are merely resellers of phone services, US LEC owns its own switches and operates its own network. Take a tour through the US LEC facilities in any of the markets we serve. We'll help you understand the technology, so you can feel confident in your choices.

At US LEC, we make our products reliable before we make them available. And the result is one of the highest customer retention rates in the industry.

US LEC



US LEC has done things differently from the start. It's good to be different, to stand out in a crowd.

“Our Mission Statement is; To be the preferred provider of Telecommunications services.....with a team of highly qualified employees who are totally committed to our customers and the success of our company.”

Please check our website at WWW.USLEC.COM

“Providing Voice and Data”

And contact me with any questions:

**Rhonda Puotinen
rpuotinen@uslec.com
305-779-6614**

Guess Who is Still Zagging.....



US LEC's goal is to be the preferred provider of integrated voice, data and Internet telecommunications services that exceed customers' expectations.

US LEC currently provides telecommunications services to more than 6000 mid-to-large-sized, T1-based, on-net customers in over 70 markets throughout the southeastern and mid-Atlantic United States.

US LEC provides reliable local and long distance services including:

- Toll Free Service
(800/888/877/866/855)
- Local Toll Free Service
- Long Distance Only T-1 Service
- Directory Listings
- 911, Directory Assistance & Operator Services
- Long Distance Invoice Reports

US LEC offers data and Internet solutions including:

- Frame Relay
- Digital Private Line
- Dedicated Internet
- Web Hosting

US LEC's sales professionals can tailor solutions for customers through:

- Calling Cards
- AIN Account Codes
- ADVANTAGE Long Distance
- ADVANTAGE T - **US LEC's** Flat Rate Integrated T-1

US LEC is committed to providing the best possible customer care service through:

- Face-to-face meetings with a team of local, experienced professionals
- A personal representative
- Cost-effective solutions
- Creative service and support programs
- Experienced management
- A Network Operations Center (NOC) providing 24 X 7 customer service support and network monitoring
- One monthly bill for all **US LEC** services





US LEC is committed to building the most technologically advanced network possible. US LEC's network of 26 digital switching centers consists of Lucent SESS® AnyMedia™ digital switches, Lucent CBX500 ATM data switches, Juniper M20™ Internet Gateway routers and an Alcatel MegaHub® 600ES.

US LEC's SESS switches use Lucent's long distance platform software and Intelligent Network technology. This gives US LEC:

- a platform for future advanced toll features
- the ability to configure any of its SESS switches to function as long distance hubs and local voice centers
- more resiliency, redundancy and survivability
- increased capacity and reliability
- the ability to deliver an even higher quality of service

US LEC's CBX500 ATM switching backbone provides strong quality of service controls for optimum service levels by:

- integrating voice and data solutions on high bandwidth networks that are redundant and resilient
- using a series of interlocking high capacity rings assuring the availability of multiple routes for traffic in and out of each switch location
- providing data products such as digital private line, high speed dedicated Internet access, and frame relay

US LEC's Internet Gateways using M20™ routers from Juniper Networks® Inc. improve US LEC's carrier-grade data network by:

- expanding the product offerings
- increasing the speed of our customers' Internet connections
- improving reliability and efficiency of the network

US LEC's MegaHub platform in Charlotte is a high capacity, universal switching platform using a distributed architecture that offers:

- reliability
- enhanced capacity
- flexibility
- trunk capacity

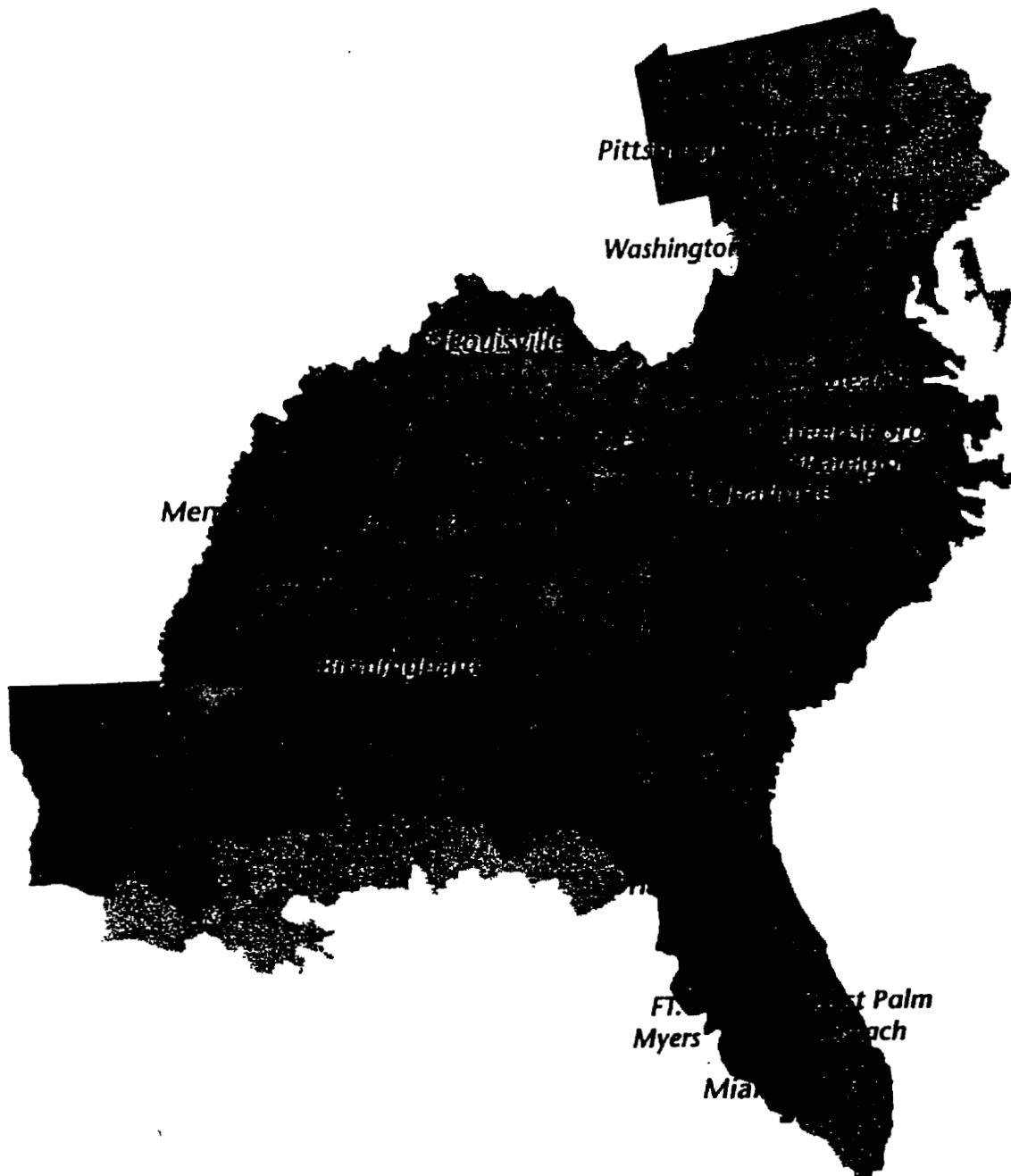


Locations.....



US LEC's network of 26 digital switching centers consists of:

- Lucent 5ESS® AnyMedia™ digital switches
- Lucent CBX500 ATM data switches
- Juniper M20™ Internet Gateway routers
- an Alcatel MegaHub® 600ES





Sampling of the customers US LEC is proud to serve:

Automotive Dealerships

- Craig Zinn Dealership - Miami, FL
- Crest Cadillac - Nashville, TN
- Crown Ford - Nashville, TN
- Franklin Pontiac GMC - Nashville, TN
- Gossett Motors - Memphis, TN
- Grayson Automobiles - Knoxville, TN
- Jerry Hamm Chevrolet - Jacksonville, FL
- LaPointe Honda and Mitsubishi - Charlotte, NC
- Page Auto - Richmond, VA
- Scott Clark Toyota City - Charlotte, NC

Educational Institutions

- ECPI - Regional
- Emory University - Atlanta, GA
- McDonogh School - Baltimore, MD
- North Carolina State University
- University of Memphis
- University of North Carolina
- University of Richmond
- University of Tennessee
- Virginia Tech

Financial Institutions

- Baltimore Washington Financial Advisors, Inc. - MD
- Foodtrader.com - Miami, FL
- Optimum Mortgage - Charleston, SC
- The Jacksonville Bank - FL
- The Pfefferkorn Company - Winston Salem, NC

General Business

- Appalachian Network Services - Philadelphia, PA
- AV Imports - Baltimore, MD
- Baltimore Steel Erectors - MD
- Barber Martin Advertising - Richmond, VA
- Ben Craig Center - Charlotte, NC
- Caldwell Travel - Nashville, TN
- Chattanooga Telephone - TN
- Chattanooga Area Convention & Visitors Bureau - TN
- Floyd Sewell Insurance Agency - Jacksonville, FL
- Harmon Pro North America - Nashville, TN
- Helpmenow.com - Miami, FL
- Inter-Tel - West Palm Beach, FL

General Business - cont'd

- Knoxville Executive Suites - TN
- Knoxville News-Sentinel - TN
- Lifestyle Family Fitness Center - Tampa, FL
- McIntosh Law Firm - Charlotte, NC
- Miami Office Systems - FL
- Moore, Ingram, Johnson & Steele - Atlanta, GA
- MRA Inc. - Baltimore, MD
- Nylstar - Greensboro, NC
- Prudential Carolinas - NC
- Seminole Electric Corporation - Tampa, FL
- Service Merchandise - Nashville, TN
- Shared Office Services - Birmingham, AL
- Shea Homes - Charlotte, NC
- Signal, Voice & Data - Chattanooga, TN
- Sneed Companies - Memphis, TN
- Softplay, L.L.C. - Charlotte, NC
- Tennessee Smokies - Knoxville, TN
- Tire Distributors Inc. - Baltimore, MD
- Tropic Fasteners - Orlando, FL

Health Care

- American Home Patient - Nashville, TN
- American Red Cross - Miami, FL
- Asthma, Immunology & Allergy Assoc. - Chattanooga, TN
- Care First Blue Cross & Blue Shield - Baltimore, MD
- Epworth Village - Miami, FL
- Health Care Management Resource - Nashville, TN
- Helen Ellis Memorial Hospital - Tampa, FL
- Heritage Medical - Nashville, TN
- Palmed - Miami, FL
- St. Mary's Hospital - Knoxville, TN

Hospitality

- Best Western - Miami, FL
- Clarion Hotel - Chattanooga, TN
- Doubletree Guest Suites - Nashville, TN
- Holiday Inn - Nashville, TN
- La Quinta - Regional
- Omni Hotel - Jacksonville, FL
- Omni Hotel - Newport News, VA
- Sheraton Imperial Hotel - Raleigh, NC
- SREE Hospitality Group - Charlotte, NC





TOTAL SOLUTION PLUS™, 1 LINE

\$42.95

Compare with BellSouth® Area Plus® with Complete Choice®*

\$64.00

[Order Now](#)

Keep your existing number(s)* No conversion fees* No disruption in service* Free Voice Mail.* Free Local Long Distance.* Same network you have always relied upon.

The Total Solution Plus® One Line Plan is the full-service answer to your business telephone needs. Included in the plan is a phone line with unlimited local telephone service. In addition, you also receive unlimited local long distance calls (Area Plus) in your Expanded Calling Area, Free Voice Mail and up to 30 convenient calling features to help your business run more smoothly--and all for one low flat monthly rate.

Here's what it can do for you:

- Expand Your Market — With Total Solution Plus, you can increase your potential customer base without having to incur any inflated charges.
- Up to 30 Convenient Calling Features.
- Flexibility — Individually designed plans means you can design the calling features to fit the needs of your business. Great Value.
- One Flat Rate — You don't have to worry about additional charges each month.

Learn more about some of our most popular convenient calling features

Try our Total Solution Plus Plan today and save up to 30% or more compared to your BellSouth® Area Plus® with Complete Choice® monthly phone bill.

Share the joy with your business associates!

Note: Prices do not include applicable taxes.

**BellSouth® offer does not include Free MemoryCall.*

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http://www.supratelecom.com/products/business/tsp_bs.htm

8/21/2002



PRODUCTS & SERVICES ONLINE CUSTOMER CARE CUSTOMER SUPPORT SWITCH TO SUPRA EMPLOY/RENT ABOUT SUPRA

PRODUCTS & SERVICES - BUSINESS



Supra Telecom Basic Business Line - 1 Line \$34.95

SUPRASM EXECUTIVE BASIC LINE is an affordable and reliable answer to your business telephone needs, with unlimited local telephone service, unlimited local long distance and free voice mail.

Compare With **BellSouth[®]** \$45.47

Total Solution PlusSM for business - 1 Line \$42.95

Total Solution PlusSM is our best value, with local telephone service, unlimited local long distance, 30 convenient calling features and free voice mail.

Compare With **BellSouth[®]** Complete Choice[®] \$64.00

Total Solution PlusSM for business - 2 Lines \$69.95

Total Solution PlusSM for Business - 2 Lines offers your business all the convenient features and services of the single-line plan on two telephone lines for one low price.

Compare with **BellSouth[®] Complete Choice[®] - 2 lines** \$103.00

Total Solution PlusSM for business - 3 Lines \$99.95

Total Solution PlusSM for Business - 3 Lines offers your business all the convenient features and services of the single-line plan on two telephone lines for one low price.

Compare with **BellSouth[®] Complete Choice[®] - 3 lines** \$151.00

Supra ExecutiveCentSM Long Distance Plan 54/75/min

Supra ExecutiveCentSM Long Distance Plan... Your simple and affordable business solution. Expand your boundaries and be assured that your business will enjoy the best rates on National and International calls.

Other Products and Services

- ▶ **Total Solution PlusSM - 4 Lines**
- ▶ **Internet Service**
- ▶ **Calling Features**

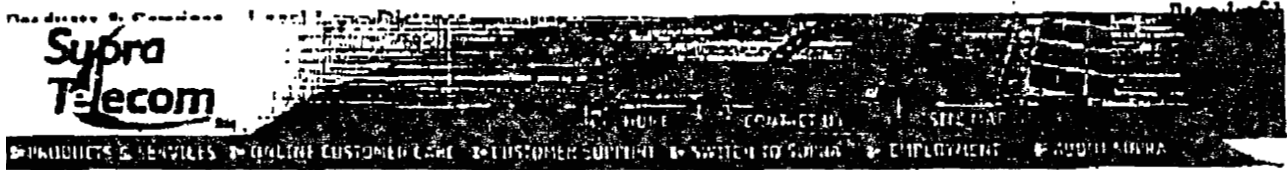
- ▶ **Inside Wire Maintenance**
- ▶ **Online Customer Care**

Note: BellSouth[®] prices identified herein are subject to change and may not include applicable taxes and surcharges.

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 Local Notices and Privacy Statements

Exhibit IV



LOCAL LONG DISTANCE

Free*

Compare with BellSouth® Area Plus® **

\$30.00

[Order Now](#)

Supra TelecomSM is delighted to offer customers the ability to connect with friends and family and the rest of the community for a minimal cost. But we want to go one better!

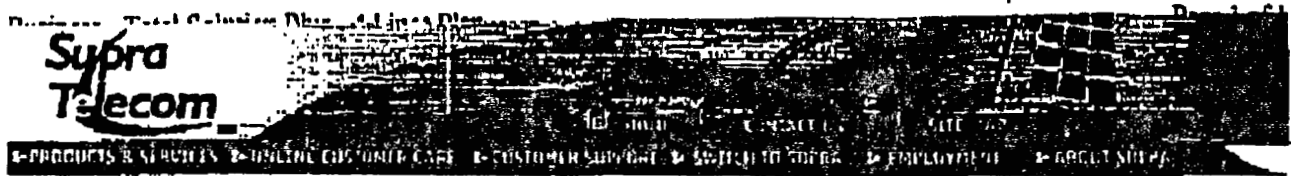
Subscribers to Supra Telecom's Total Solution PlusSM plan get local long distance calls in their expanded calling area for FREE! The Unlimited Local Long Distance service is an IntraLATA calling package that lets customers call almost everywhere in Dade, Broward, Monroe or even Palm Beach County at no additional cost (as part of the Total Solution PlusSM plan).

Talk as long as you want, any time of the day or night, to your family, friends and community -- all FREE!

*This product is included at no extra charge when you purchase Total Solution PlusSM

Note: BellSouth® prices identified herein are subject to change and may not include applicable taxes and surcharges.

Exhibit 4



TOTAL SOLUTION PLUS™ 4 LINES

\$129.95

Compare with BellSouth® Area Plus® with Complete Choice® (4 Lines)*

\$177.00

[Order Now](#)

Keep your existing number(s) • No conversion fees • No disruption in service • Free Voice Mail • Free Local Long Distance • Same network you have always relied upon.

You need the most you can get out of your telephone service—your business has four or more lines and you use them! Why pay more than you have to for quality business telephone service? The Total Solution PlusSM Plan (4 lines) is just what you need to maintain that telephone presence while cutting telephone costs. Get complete local service and unlimited local long distance calling in your Expanded Calling Area, as well as Free Voice Mail and up to 30 convenient calling features, including Hunting/Redial. You can even configure each line to best suit the style and needs of your business. Best of all it's available for one affordable, monthly rate!

Here's what it can do for you:

- **Expand Your Market** — With Total Solution PlusSM Plan (4 lines), you can increase your potential customer base without having to incur any inflated charges.
- **Up to 30 Convenient Calling Features**.
- **Flexibility** — Individually designed plans means you can design the calling features to fit the needs of your business. Great Value.
- **One Flat Rate** — You don't have to worry about additional charges each month.

Learn more about some of our most popular convenient calling features

Try our Total Solution PlusSM Plan (4 lines) today and save up to 30% or more compared to your BellSouth® Area Plus® with Complete Choice® (4 lines) monthly phone bill.

Share this offer with your business associates!

*Note: BellSouth® prices identified herein are subject to change and may not include applicable taxes and surcharges.

*BellSouth® offer does not include Free Memory Calls.

Exhibit 4

FREE

UNLIMITED LOCAL & LOCAL TOLL CALLING FOR YOUR BUSINESS

\$26

monthly per line
FLAT RATE

Free calling from Key West to Sebastian
Covering area codes 305-561-788-954+

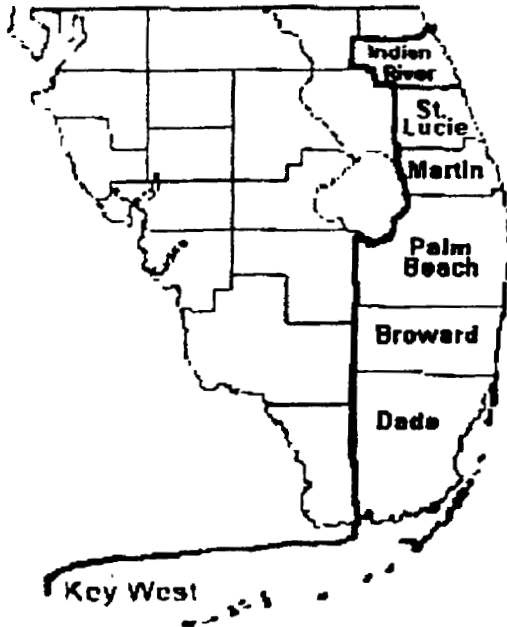
FREE unlimited local calls (Zones 1, 2, & 3)

YES

FREE unlimited local toll calls (LATA)
Customer Service 24 hours/7days
Month to month agreement

Number changes - keep your numbers
Change in service - same lines
Hidden fees or surcharges

NO



South East Florida Areas

RISK-FREE

100% Satisfaction Guarantee

CALL TODAY!

Ph: 800-664-2436
Fx: 888-600-9739

Steve Sommer
Regional Director

Ft. Lauderdale
Florida

www.local4free.com

ENERGY SAVING TELECOM
LOCAL TO GLOBAL - VOICE TO DATA

ENERGY SAVERS TELECOM

Local to Global — Voice to Data



Business Comparison

Local Service			Bell South
Local Toll	1st Min	2nd Min	150 3-Min calls= \$ 33.00
Calls	.10	.06	
Business Line			\$ 31.46
Subscriber Line Charge			\$ 7.84
Total			\$ 72.30

EST
Free
\$ 26.00
\$ 6.12
\$ 32.12

Annual Savings \$ 482.16

Long Distance	Areas	EST
Direct 1+ Dialing	SE Florida	Free
6 Second Billing	305-581-788-954	
Same Rates - 24/7	Florida	7.9¢ per minute
NO Monthly Fees	Nationwide	5.5¢ per minute
NO Minimum Usage	800 Numbers	Same Rates

Agents needed



Agents needed

Antigua 0.3833	Bolivia 0.4034	Costa Rica 0.1678	Haiti 0.3918	Panama 0.2944
Argentina 0.1624	Brazil 0.2054	Dom.Rep. 0.1413	Honduras 0.5806	Paraguay 0.3871
Bahamas 0.1880	Cayman IL 0.2109	Ecuador 0.2779	Jamaica 0.3474	Peru 0.2417
Barbados 0.3198	Chile 0.0770	El Salvador 0.2372	Martinique 0.2743	Uruguay 0.3232
Belize 0.5223	Columbia 0.1690	Guatemala 0.3309	Nicaragua 0.3900	Venezuela 0.3029

Steve Sommer * Regional Director * Ft.Lauderdale * Florida

Please provide additional information via: **NAME:** _____

Ph: _____ FX: _____ Email: _____

PH: (800) 664-2436 FX: (888) 600-9739 www.local4free.com Email: info@local4free.com

ENERGY SAVERS TELECOM

Local to Global — Voice to Data



Customers

Name	Locations	Lines	Account Name	Locations	Lines
Century 21	86	1402	Select Personnel	24	185
Remax Real Estate	38	810	Fantastic Sams	48	121
All State Insurance	79	490	Jack in the Box	24	85
State Farm	98	596	Round Table Pizza	31	159
Farmers Insurance	68	340	Seven Eleven	44	103
Goodyear Tire	47	350	Subway	41	162
AAMCO	23	97	Dominos	45	168
Midas	28	175	Taco Bell	55	150
Valvoline	37	88	Mail Boxes etc.	27	101
Union 76	55	285	Postal Annex	39	130

References

Provided from existing customers upon request.
They are available by industry type as well as area.

Who Is EST?

Energy Savers Telecom **EST** is a full service telecom broker dedicated to serving its customers interests. **EST** obtains the best rates while utilizing major carriers with a full spectrum of services to meet the needs of its customers from local to global and voice to data since 1996.

The EST Guarantee

1. EST will bring you lower rates as they become available.
2. If you are offered a rate that is lower, EST will match that rate, and send you a check for the difference in the previous month.

100% Satisfaction Guaranteed (Risk Free).

Steve Sommer * Regional Director * Ft. Lauderdale * Florida

PH: (800) 664-2436 FX: (888) 600-9739 www.local4free.com Email: info@local4free.com

Service Locations

	<u>Reprints</u>	<u>Long Dist.</u>	<u>Misc. Chgs</u>	<u>Taxes</u>	<u>Total</u>
	72.48	12.35	2.16	8.14	95.13
	37.98	1.68	1.08	3.18	43.91
	46.48	4.30	47.53	7.90	106.20
Total	<u>\$156.94</u>	<u>\$18.32</u>	<u>\$50.77</u>	<u>\$19.21</u>	<u>\$245.24</u>
Grand Total	<u>\$156.94</u>	<u>\$18.32</u>	<u>\$50.77</u>	<u>\$19.21</u>	<u>\$245.24</u>

REDACTED

Billing End Date: 08/14/2002

Total Directory Assistance & Usage

\$1.08

Service Taxes and Surcharges:-

Item	Amount
27 Federal Excise Tax	\$0.80
27 Puc Fee	0.04
27 Local Telecommunication Tax	1.63
27 Telecom Relay Systems Surcharges	0.08
27 Local 911 Tax	0.50
27 Federal Universal High Cost Fund	0.12
Total Taxes	\$3.18

Recurring Charges:-

Product	Qty	Charge	Amount
1 Business Line Flat Rate-(08/15-09/14)	1	24.00	\$24.00
2 Call Forwarding Busy Line-(08/15-09/14)	1	1.00	1.00
3 Call Forwarding No Answer-(08/15-09/14)	1	1.00	1.00
4 FCC Local Network Charge-(08/15-09/14)	1	7.94	7.94
7 FCC Local Number Portability-(08/15-09/14)	1	0.35	0.35
6 Fed Universal Service Charge, multi-line-(08/15-09/14)	1	0.48	0.48
7 Hunting/Forward Service-(08/15-09/14)	1	7.59	7.59
8 Loop charge-(08/15-09/14)	1	0.08	0.00
9 National Long Distance Network Fee-(08/15-09/14)	1	4.31	4.31
20 Transfer Malware-(08/15-09/14)	1	0.00	0.00
Total Recurring			\$46.48

Usage and/or Related Products:-

Product	Qty	Charge	Amount
27 FCC Local Network Charge-(07/15-08/14)	1	7.98	7.98
27 Call Forwarding Busy Line-(07/15-08/14)	1	1.02	1.02
27 Call Forwarding No Answer-(07/15-08/14)	1	1.02	1.02
27 Hunting/Forward Service-(07/15-08/14)	1	7.64	7.64
27 FCC Local Number Portability-(07/15-08/14)	1	0.36	0.36

27 Business Line Flat Rate-(07/15-08/14)

1 24.00 24.00

Total New/Change Charges

\$42.49

Long Distance Charges:-

See Page 6 for call detail

\$4.30

Alloc. Minut.:-

Date	Time	Charge	Charge
07/19/2002	00:40 am	Call Return (*69)	\$0.90
07/19/2002	00:29 am	Directory Assistance	0.36
08/01/2002	01:31 pm	Call Return (*69)	0.90
08/06/2002	02:00 pm	Call Return (*69)	0.90
08/13/2002	11:54 am	Directory Assistance	0.36
08/13/2002	11:55 am	Directory Assistance	0.36
08/13/2002	01:38 pm	Directory Assistance	0.36
08/14/2002	04:54 pm	Call Return (*69)	0.90

Total Directory Assistance & Usage

\$5.04

Service Taxes and Surcharges:-

Item	Amount
27 Federal Excise Tax	\$2.27
27 Puc Fee	0.11
27 Local Telecommunication Tax	4.62
27 Telecom Relay Systems Surcharges	0.08
27 Local 911 Tax	0.50
27 Federal Universal High Cost Fund	0.31
Total Taxes	\$7.90

Billing End Date: 08/14/2002

Payments

1 08/05/2002 Payment - Check No.039854

\$238.77

Recurring Charges:-

Product	Qty	Charge	Amount
1 Business Line Flat Rate-(08/15-09/14)	1	24.00	\$24.00
2 30 Cdn Speed Calling-(08/15-09/14)	1	1.00	1.00
3 Call Block (*60)-(08/15-09/14)	1	1.00	1.00
4 Call Forward Var w/ remote activation-(08/15-09/14)	1	1.00	1.00
5 Call Forwarding No Answer-(08/15-09/14)	1	1.00	1.00
6 Call Return (*69)-(08/15-09/14)	1	1.00	1.00
7 Call Selector (*61)-(08/15-09/14)	1	1.00	1.00
8 Call Tracing (*57)-(08/15-09/14)	1	1.00	1.00
9 FCC Local Network Charge-(08/15-09/14)	1	7.84	7.84
10 FCC Local Number Portability-(08/15-09/14)	1	0.35	0.35
11 Fed Universal Service Charge, multi-line-(08/15-09/14)	1	0.48	0.48
12 Flaming/rollover Service-(08/15-09/14)	1	7.50	7.50
13 MemoryCall Voice Mail Flat Rate-(08/15-09/14)	1	12.95	12.95
14 Manage Waiting - Star9 Dial Tone-(08/15-09/14)	1	0.75	0.75
15 National Long Distance Network Fee-(08/15-09/14)	1	4.31	4.31
16 Preferred Call Forwarding-(08/15-09/14)	1	1.00	1.00
17 Repeat Dialing (*66)-(08/15-09/14)	1	1.00	1.00
18 Star98 Voice Mail per line-(08/15-09/14)	1	1.80	1.80
19 Three-Way Calling, non-packaged-(08/15-09/14)	1	1.50	3.30

Total Recurring

\$72.48

Long Distance Charges:-

See Page 6 for call detail.

\$12.35

Misc. Charges:-

Date	Time	Description	Charge
07/15/2002	12:27 pm	Directory Assistance	\$0.36
07/30/2002	11:09 am	Directory Assistance	0.36
07/19/2002	10:32 am	Directory Assistance	0.36
07/22/2002	09:43 am	Directory Assistance	0.36

21 08/02/2002 01:27 pm Directory Assistance
22 08/07/2002 02:21 pm Directory Assistance

0.36

0.36

Total Directory Assistance & Usage

\$2.16

Service Taxes and Surcharges:-

Rate	Amount
23 Federal Excise Tax	\$2.16
24 PUC Fee	0.11
25 Local Telecommunication Tax	4.40
26 Telecom Relay Systems Surcharge	0.08
27 Local 911 Tax	0.50
28 Federal Universal High Cost Fund	0.90
Total Taxes	\$8.14

Recurring Charges:-

Product	Qty	Charge	Amount
1 Business Line Flat Rate-(08/15-09/14)	1	24.00	\$24.00
2 Call Forwarding No Answer-(08/15-09/14)	1	1.00	1.00
3 Call Forward Var w/ remote activation-(08/15-09/14)	1	7.84	7.84
4 FCC Local Network Charge-(08/15-09/14)	1	0.35	0.35
5 FCC Local Number Portability-(08/15-09/14)	1	0.48	0.48
6 Fed Universal Service Charge, multi-line-(08/15-09/14)	1	4.31	4.31

Total Recurring

\$37.98

Long Distance Charges:-

See Page 6 for call detail.

\$1.68

Misc. Charges:-

Date	Time	Description	Charge
07/15/2002	09:28 pm	Directory Assistance	\$0.36
07/15/2002	09:25 pm	Directory Assistance	0.36
07/25/2002	09:51 pm	Directory Assistance	0.36

Payments

1	10/15/2002 Payment - Check No.3431		\$48.74
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Recurring Charges:

Rate	Qtr	Charge	Annual
1	Complete Choice Plan-(10/15-11/14)	30.00	\$30.00
2	Call Block (*66)-(10/15-11/14)	0	0.00
3	Call Forwarding-(10/15-11/14)	0	0.00
4	Call Return (*69)-(10/15-11/14)	0	0.00
5	Call Tracing (*57)-(10/15-11/14)	0	0.00
6	Call Waiting-(10/15-11/14)	0	0.00
7	Caller ID Deluxe-(10/15-11/14)	0	0.00
8	FCC Interstate Network Charge-(10/15-11/14)	5.00	5.00
9	FCC Local Number Portability-(10/15-11/14)	0.35	0.35
10	Federal Universal Service Charge, 1st	0.55	0.55
11	Repeat Dialing (*66)-(10/15-11/14)	0	0.00
12	Three-Way Calling, non-packaged-(10/15-11/14)	0	0.00
13	Vertical Services 88-(10/15-11/14)	0.00	0.00

Total Recurring	\$36.90
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Long Distance Charges:

See Page 4 for call detail.	\$18.51
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Service Fees and Surcharges:

Fee	Annual
14 Federal Excise Tax	\$1.22
15 Pac. Fee	0.06
16 Local Telecommunication Tax	2.64
17 State Excise Tax	0.96
18 Telecare Relay Systems Surcharge	0.08
19 Local 911 Tax	0.50
20 Federal Universal High Cost Fund	0.77
Total Taxes	\$6.22



ACCOUNT NAME	ACCT NUMBER	SERVICE THRU	DUE DATE	PAGE
		7/18/02	8/18/02	38

MANAGEMENT REPORTS

CALL I.D. SUMMARY	CALLS	MINUTES	AMOUNT
00003782220031 00000000			
10-00	25	4.17	1.70
11-00		17.00	4.25
12-00		6.00	1.50
13-00	25	91.10	6.00
14-00		24.28	2.75
15-00		1.10	.25
16-00	20	12.00	1.50
17-00		1.00	.25
18-00	11	28.28	4.00
19-00	14	28.00	4.00
20-00	3	9.00	1.00
21-00		2.10	.50
22-00	2	18.00	2.00
23-00		1.00	.25
24-00	15	27.00	3.00
25-00		1.00	.25
26-00	2	17.00	2.00
27-00		1.00	.25
28-00	2	17.00	2.00
29-00		1.00	.25
30-00	2	17.00	2.00
31-00		1.00	.25
32-00	2	17.00	2.00
33-00		1.00	.25
34-00	2	17.00	2.00
35-00		1.00	.25
36-00	2	17.00	2.00
37-00		1.00	.25
38-00	2	17.00	2.00
39-00		1.00	.25
40-00	2	17.00	2.00
41-00		1.00	.25
42-00	2	17.00	2.00
43-00		1.00	.25
44-00	2	17.00	2.00
45-00		1.00	.25
46-00	2	17.00	2.00
47-00		1.00	.25
48-00	2	17.00	2.00
49-00		1.00	.25
50-00	2	17.00	2.00
51-00		1.00	.25
52-00	2	17.00	2.00
53-00		1.00	.25
54-00	2	17.00	2.00
55-00		1.00	.25
56-00	2	17.00	2.00
57-00		1.00	.25
58-00	2	17.00	2.00
59-00		1.00	.25
60-00	2	17.00	2.00
61-00		1.00	.25
62-00	2	17.00	2.00
63-00		1.00	.25
64-00	2	17.00	2.00
65-00		1.00	.25
66-00	2	17.00	2.00
67-00		1.00	.25
68-00	2	17.00	2.00
69-00		1.00	.25
70-00	2	17.00	2.00
71-00		1.00	.25
72-00	2	17.00	2.00
73-00		1.00	.25
74-00	2	17.00	2.00
75-00		1.00	.25
76-00	2	17.00	2.00
77-00		1.00	.25
78-00	2	17.00	2.00
79-00		1.00	.25
80-00	2	17.00	2.00
81-00		1.00	.25
82-00	2	17.00	2.00
83-00		1.00	.25
84-00	2	17.00	2.00
85-00		1.00	.25
86-00	2	17.00	2.00
87-00		1.00	.25
88-00	2	17.00	2.00
89-00		1.00	.25
90-00	2	17.00	2.00
91-00		1.00	.25
92-00	2	17.00	2.00
93-00		1.00	.25
94-00	2	17.00	2.00
95-00		1.00	.25
96-00	2	17.00	2.00
97-00		1.00	.25
98-00	2	17.00	2.00
99-00		1.00	.25
00-00	2	17.00	2.00
CUSTOMER TOTAL FOR SEMINI WAREHOUSE INC	2572	6647.8	787.28

8.74
83.40
113.72
196.5

26.05

151.17
787.28

PRODUCT SUMMARY:	AMOUNT	MINUTES	VOLUME DISCOUNTS	CHRGES/ CREDITS	NET AMOUNT
Unlimited Single T - Canad	401.25	5248.70			401.25
Unlimited Single T - Canad	1.25	10.10			1.25
Unlimited Single T - Canad	4.75	7.00			4.75
Unlimited Single T - Canad	2.00	10.00			2.00
Unlimited Single T - Canad	28.00	837.40			28.00
Unlimited Single T - Canad	28.00	837.40			28.00
Unlimited Single T - Canad	1.40	1.40			1.40
Unlimited Single T - Canad	787.48	8547.50	.50CR	.00	786.98

23.14

DETAIL LISTING OF DISCOUNTS, CHARGES, AND CREDITS	AMOUNT
Local Line Charge	244.80
Local Line Feature	38.97
1-800 MONTHLY CHARGE	10.00
GRAND TOTAL	317.74



ACCOUNT NAME	ACCT NUMBER	SERVICE THRU	DUE DATE	PAGE
		7/18/02	8/18/02	80

MANAGEMENT REPORTS

	CALLS	MINUTES	AMOUNT
CALL SUMMARY ***			
INTRA-LATA	843	2178.4	158.78
INTRA-STATE	1098	3031.8	278.18
INTRA-STATE		19.1	1.20
INTERNATIONAL	302	837.0	298.20
TRAVEL/CALLING CARD		10.0	4.78
DIRECTORY ASST.			.00
OTHER CARRIERS			.00
TOTAL	2273	5905.2	707.92
TOLL FREE CALLS			
INTRA-LATA	114	224.4	18.02
INTRA-STATE	128	118.1	8.80
INTRA-STATE	148	298.4	33.10
CANADA	4	1.4	.88
INTERNATIONAL	0	.0	.00
TOTAL	292	637.3	68.92
GRAND TOTAL	2565	6540.5	788.74

RECURRING/NONRECURRING CHARGES	QUANTITY	AMOUNT
Local Number Portability	1.00	20.40
Call Forward - Universal	1.00	2.97
Directory Number Hunting	1.00	28.80
Business Line Charge(8-50 lines)	1.00	244.80
TOTAL CHARGES		277.47

ITEM	ITEM CHARGE INFORMATION	FROM DATE	TO DATE	QTY	AMOUNT
	UNIFIED VOICE				
	Local Number Portability	7/18/02	8/18/02	1.00	20.40
	Business Line Charge(8-50 lines)	7/18/02	8/18/02	1.00	244.80
	TOTAL				265.20
	UNIFIED VOICE				
	Local Number Portability	7/18/02	8/18/02	1.00	20.40
	Business Line Charge(8-50 lines)	7/18/02	8/18/02	1.00	244.80
	TOTAL				265.20
	UNIFIED VOICE				
	Local Number Portability	7/18/02	8/18/02	1.00	20.40
	Directory Number Hunting	7/18/02	8/18/02	1.00	28.80
	Business Line Charge(8-50 lines)	7/18/02	8/18/02	1.00	244.80
	TOTAL				298.80
	UNIFIED VOICE				
	Local Number Portability	7/18/02	8/18/02	1.00	20.40



ACCOUNT NAME	ACCT NUMBER	SERVICE THRU	DUE DATE	PAGE
		7/18/02	8/18/02	2

MANAGEMENT REPORTS

TAXES/FEES/SURCHARGES DETAIL

Federal Taxes, Fees And Surcharges

Description	Billed Lines	Tax Rate	Amount
UNIV SRV FUND SURCH		.09900	50.48
TEL RELAY SRV SURCH		.00073	.44
FEDERAL EXCISE TAX		.03000	34.37
Federal Total:			85.48

State Taxes, Fees And Surcharges

State	Description	Billed Lines	Tax Rate	Amount
FL	FL STATE COM SVC TAX	B 18	.09170	99.48
FL	ST TEL RELAY SRV SUR		.12000	2.18
State Total:			101.82	

Local Taxes, Fees And Surcharges

Community, State	Description	Billed Lines	Tax Rate	Amount
DUVAL FL	COUNTY 911 TAX	B 18	.44000	7.92
JACKSONVILLE, FL	FL LOCAL COM SVC TAX		.05820	83.13
Local Total:			71.05	
Report Total:			258.15	

BILL DATE 04/20/02

VOA Miami

BILLING DETAIL

Current Account Activity		
Balance From Previous Month		1,142.72
Payment 04/15/02		571.38
	OUTSTANDING BALANCE	571.38
Current Basic Telephone Service - See Page 3		701.74
	Current Amount Due	701.74
	TOTAL AMOUNT DUE	1,273.10

Detail of Current Basic Telephone Service

Service for Period: 04/20/02 - 05/19/02		Rate	Amount
Description	Quantity		
Basic Voicemail	1	7.50	7.50
Call Forward Busy Line	2	3.25	6.50
Call Forward Don't Answer	2	3.25	6.50
Basic Voicemail Pkg.	1	7.50	7.50
Federal Line Charge	18	7.84	101.92
Business Line FR	9	28.00	252.00
Business Line FR	4	22.50	90.00
	TOTAL SERVICE		471.92

Detail of Other Charges and Credits

Description	NOTATION	MTN	WORK ORDER	Amount
Labor Charge	082702 - 032702		MIAMS0002211	75.00
Business Line FR	03/27 TO 04/19			17.24
Federal Line Charge	03/27 TO 04/19			6.01
Business Line FR	03/27 TO 04/19			17.24
Federal Line Charge	03/27 TO 04/19			6.01
	TOTAL OCC'S			-121.50

TOTAL SERVICE CHARGES

OTHER CHARGES AND CREDITS

Federal Tax 3.00%	17.80
State Communications Services Tax	54.42
Local Communications Services Tax	34.54
Florida Telecom. Relay - TRS	1.56
	701.74

Total Basic Telephone Charges

08/20/02
10028370

PAGE 7
1002837010

LONG DISTANCE SUMMARY OF USAGE BY TYPE AND RATE PERIOD

SERVICE: LD TYPE 165

SUMMARY OF INTRALATA USAGE BY RATE PERIOD:

RATE PERIOD	TOTAL CALLS	TOTAL MINUTES	TOTAL AMOUNT
DAY	12	88.70	5.87
INTRALATA TOTAL	12	88.70	5.87

10

SUMMARY OF INTRASTATE USAGE BY RATE PERIOD:

RATE PERIOD	TOTAL CALLS	TOTAL MINUTES	TOTAL AMOUNT
DAY	186	444.40	44.44
NIGHT	7	18.38	1.83
INTRASTATE TOTAL	193	462.78	46.27

10.2

SUMMARY OF INTERSTATE USAGE BY RATE PERIOD:

RATE PERIOD	TOTAL CALLS	TOTAL MINUTES	TOTAL AMOUNT
DAY	34	188.30	8.48
INTERSTATE TOTAL	34	188.30	8.48
DOMESTIC USAGE TOTAL	227	651.08	54.75

.05

SUMMARY OF DOMESTIC USAGE BY RATE PERIOD / BAND:

RATE PERIOD	BAND	TOTAL CALLS	TOTAL MINUTES	TOTAL AMOUNT
DAY		244	513.46	58.88
		244	513.46	58.88

LONG DISTANCE SUMMARY OF USAGE BY TYPE AND RATE PERIOD

SERVICE: LD TYPE 1A2

VOA Miami

RATE PERIOD	TOTAL CALLS	TOTAL MINUTES	TOTAL AMOUNT
NIGHT	7	19.30	1.93
	7	19.30	1.93

DOMESTIC USAGE TOTAL / BAND:

BAND	TOTAL CALLS	TOTAL MINUTES	TOTAL AMOUNT
1	251	632.70	58.83
	251	632.70	58.83

AVERAGE CALL DURATION: 2.53

SUMMARY OF OTHER USAGE BY TYPE:

USAGE TYPE	TOTAL CALLS	TOTAL MINUTES	TOTAL AMOUNT
DARABA	1	1.00	.12
MOR-U.S. CARIBBEAN	2	11.70	8.60
OTHER USAGE TOTAL	3	12.70	8.72
	3	12.70	8.72
SERVICE TOTAL	254	645.70	66.55

LONG DISTANCE TRAFFIC MANAGEMENT SUMMARY: ALL PRODUCTS

PRODUCT	TOTAL CALLS	TOTAL MINUTES	TOTAL AMOUNT
LD TYPE 1A2	251	632.70	58.83
INTERNATIONAL	3	12.70	8.72

9.3
7.5



**THE RIGHT
TO CHOOSE
THE POWER
TO SAVE!**

IDS Telcom offers the best choice for your company's local and long distance needs, with No Contract or Commitments. Receive just one extremely low phone bill for all your services. Your calls will be carried on the same reliable network as Bell South with the same technicians to handle your service request. The only change you will notice is a lower phone bill each and every month!

100% SATISFACTION GUARANTEED

- > IDS Telcom covers all switching fees
- > All your services will remain the same
- > Keep all your same numbers
- > Receive just one bill for all your services
- > Great Domestic & International rates

The following is a comparison of your most recent Bell South monthly fees, features and savings IDS Telcom provides.

Type of Service	BellSouth	IDS Telcom	Monthly Savings
1 Complete Choice 6 Line Package	\$452.00	\$181.50	\$270.50
1 Memory Call Voicemail Service	\$12.95	\$10.36	\$2.59
Federal Universal Service Charge	\$2.94	\$2.94	\$0.00
FCC Local Number Portability	\$2.10	\$2.10	\$0.00
FCC Charge for Network Access	\$47.04	\$47.04	\$0.00
TRI-COUNTY CALLING	.10 cents 1 st min/ .06 cents each add'l min.	FREE	UNLIMITED
Total Monthly Savings	\$517.03	\$243.94	\$273.09

The same taxes will apply no matter the carrier you use.

**30 % OFF Bell South's line charges and features
3.9 Cents Per Minute Long Distance**

THE POWER TO CHOOSE THE RIGHT TO SAVE!

IDS TELCOM covers all conversion costs, and ensures a responsive, customer friendly transition. In order to take advantage of the above mentioned savings contact your account manager immediately! Respond via e- fax @ (954) 978-9975, so that we may implement your savings for the upcoming billing cycles! If you should have any additional questions feel free to contact me anytime at (954) 738-3306.



Mpower POTS & SDSL Proposal

Date: June 26, 2002

CLIENT:

Business Line	QTY	BELLSOUTH			MPOWER		
		COST	MONTHLY	YEARLY	COST	MONTHLY	YEARLY
Business Line	8	\$37.88	\$340.92	\$4,091.04	\$24.00	\$216.00	\$2,592.00
Hunting	8	\$10.00	\$80.00	\$960.00	n/c	n/c	n/c
FCC Charges	8	\$7.84	\$70.56	\$846.72	\$7.84	\$70.56	\$846.72
Voicemail	1	\$9.00	\$9.00	\$108.00	\$8.00	\$8.00	\$72.00
TOTAL COST			\$500.48	\$6,005.76		\$292.56	\$3,678.72

* This savings does not include the savings achieved from calls made in the following area codes: 305, 786, 954 and 561 that are FREE with MPower

	BELLSOUTH			MPOWER			% SAVINGS
	RATE	MONTHLY	YEARLY	RATE	MONTHLY	YEARLY	
Interstate	\$0.13			\$0.039			70%
Intrastate	\$0.16			\$0.039			76%
Intra-Inte	\$0.16			Free			100%
800 Number				\$0.070			
International							
Surcharges:							
One Savings for small Business plan		\$4.95					
International Calling plan		\$3.95					
Carrier Access Charge		22.58					
Total Surcharges:		\$31.48					100%

Note: Mpower pricing reflects 3-year contractual figures for long distance and line charges



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 PASSPORT PUBLICATION
 NO. 863 P003/004
 PAGE 02

PREPARED BY MARK FRIEDLANDER 581-723-5883				BELLSOUTH		Mpower		SAVINGS		
	QUANTITY	BELLSOUTH	Mpower	MONTHLY	YEARLY	MONTHLY	YEARLY	MONTHLY	YEARLY	
CALL FWDG BUSY LINE	1	\$4.75	\$0.00	\$4.75	\$57.00	\$0.00	\$0.00	\$4.75	\$57.00	
CALL FWDG DONT ANSWER	4	\$4.75	\$0.00	\$18.00	\$228.00	\$0.00	\$0.00	\$19.00	\$228.00	
ANONYMOUS CALL REJECTION	1	\$4.00	\$0.00	\$4.00	\$48.00	\$0.00	\$0.00	\$4.00	\$48.00	
HUNTING/ROLLOVER	4	\$10.00	\$0.00	\$40.00	\$480.00	\$0.00	\$0.00	\$40.00	\$480.00	
BUSINESS LINES	10	\$36.95	\$28.00	\$369.50	\$4,434.00	\$260.00	\$3,120.00	\$109.50	\$1,314.00	
MESSAGE WAITING - STUTTER	1	\$0.75	\$0.00	\$0.75	\$9.00	\$0.00	\$0.00	\$0.75	\$9.00	
CALL RETURN	1	\$6.50	\$5.00	\$6.50	\$78.00	\$5.00	\$60.00	\$1.50	\$18.00	
VOICEMAIL	1	\$7.95	\$6.00	\$7.95	\$95.40	\$6.00	\$72.00	\$1.95	\$23.40	
MPOWER provides FREE CALLS Sebastian to the Keys				1	???	\$0.00	???	???	???	???
					???	FREE	???	???	???	
					\$5,429.40		\$3,262.00	\$181.45	\$2,177.40	
								40.1% Savings		
				CURRENT		Mpower		SAVINGS		
				CURRENT CARRIER		Mpower		SAVINGS		
				MONTHLY	YEARLY	MONTHLY	YEARLY	MONTHLY	YEARLY	
PICC CHARGES \$4.31 PER LINE	10	\$43.10	\$0.00	\$43.10	\$517.20	\$0.00	\$0.00	\$43.10	\$517.20	
					\$517.20		\$0.00			
								100% Savings		
BELLSOUTH CHARGES										
LONG DISTANCE CARRIERS										
AN INTEREXCHANGE CHARGE=PICC										
Mpower TOTAL YEARLY SAVINGS								\$2,694.60		
Mpower SAVINGS PERCENTAGE								43%		
DOES NOT INCLUDE TAXES OR OTHER REGULATED CHARGES.										
ADDITIONAL SAVINGS ON LONG DISTANCE WILL BE PROVIDED UPON REVIEW OF CALLING										

Mobile Charge
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LOCAL & LONG DISTANCE COST ANALYSIS



Ric Brehmer
 Direct: 954.450.3900
 Miami: 305.612.4229
 Fax: 954.450.6584

MIAMI Location	No. of Lines	BellSouth Charge	Current Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
Business Flat-Rate Multiline	4	\$ 36.95	\$ 147.80	\$ 25.17	\$ 100.68	\$ 47.12
9 - Line Complete Choice	2	\$ 359.00	\$ 718.00	\$ 255.75	\$ 511.50	\$ 206.50
FCC Network Access Chg.	22	\$ 7.84	\$ 172.48	\$ -	\$ -	\$ 172.48
MIAMI Location	TOTAL LOCAL MONTHLY SAVINGS					\$ 226.10
	TOTAL LOCAL YEARLY SAVINGS					\$ 2,713.20

Fort Lauderdale Location	Line	BellSouth Charge	Current Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
9 - Line Complete Choice	1	\$ 359.00	\$ 359.00	\$ 255.75	\$ 255.75	\$ 103.25
Business Flat-Rate Multiline	4	\$ 36.95	\$ 147.80	\$ 25.17	\$ 100.68	\$ 47.12
FCC Network Access Chg.	13	\$ 7.84	\$ 101.92	\$ 7.84	\$ 101.92	\$ -
Fort Lauderdale Location	TOTAL LOCAL MONTHLY SAVINGS					\$ 151.39
	TOTAL LOCAL YEARLY SAVINGS					\$ 1,816.68

West Palm Beach Location	No. of Lines	BellSouth Charge	Current Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
Business Flat-Rate Multiline	5	\$ 36.95	\$ 184.75	\$ 25.17	\$ 125.85	\$ 58.90
Remote Call Forwarding	3	\$ 10.00	\$ 30.00	\$ 8.00	\$ 24.00	\$ 6.00
Hunting Rollover	1	\$ 10.00	\$ 10.00	\$ 8.00	\$ 8.00	\$ 2.00
FCC Network Access Chg.	5	\$ 7.84	\$ 39.20	\$ 7.84	\$ 39.20	\$ -
West Palm Beach Location	TOTAL LOCAL MONTHLY SAVINGS					\$ 66.90
	TOTAL LOCAL YEARLY SAVINGS					\$ 802.80

TOTAL LOCAL MONTHLY SAVINGS FOR ALL LOCATIONS						\$ 444.39
TOTAL LOCAL YEARLY SAVINGS FOR ALL LOCATIONS						\$ 5,332.68

* Same taxes apply no matter what carrier you use

Estimated Average Minutes of Usage with Current Long Distance Carrier - Long Distance Provider Unknown						
Estimated Usage/All 3 Bus. Locations	Minutes	Wide Area	Per Min.	Estimated 250 minutes per location, totaling equal to 750 minutes of phone usage per month. If you are a local area with intrastate usage, use the appropriate state rate.		
Intralata (Local)	750.00	\$ 60.00	\$ 0.080			
In-State	750.00	\$ 75.00	\$ 0.100			
State to State	750.00	\$ 75.00	\$ 0.100			
TOTAL		\$ 210.00				
Estimated Usage/Location	Total	Month to Month	Year Term	2 Year Term		
INTERSTATE	750.00	\$ 0.049 \$ 36.75	\$ 0.045 \$ 33.75	\$ 0.039	\$ 29.25	
INTRASTATE	750.00	\$ 0.049 \$ 36.75	\$ 0.045 \$ 33.75	\$ 0.039	\$ 29.25	
INTRALATA (Local)	750.00	\$ 0.049 \$ 36.75	\$ 0.029 \$ 21.75	Free	\$ -	
IDS Long Distance Charges:		\$ 110.25		\$ 67.50	\$ 58.50	
Current Long Distance Charges:		\$ 210.00		\$ 210.00	\$ 210.00	
Estimated Long Distance Usage:		Mo. to Mo.		Dist. Fee	Dist. Fee	
TOTAL MONTHLY LONG DISTANCE SAVINGS:		\$ 99.75		\$ 142.50	\$ 151.50	
TOTAL YEARLY LONG DISTANCE SAVINGS:		\$ 1,197.00		\$ 1,710.00	\$ 1,818.00	
TOTAL YEARLY SAVINGS (Local and Long Distance)		\$ 8,917.44		\$ 9,430.44	\$ 9,468.24	

Extended Savings over a 5-Year Period with IDS Telcom

	Month - Month	One Year	Five Years
2 - Years Savings with IDS Telcom	\$ 17,834.88	\$ 18,869.88	\$ 36,704.76
3 - Years Savings with IDS Telcom	\$ 26,752.32	\$ 28,299.32	\$ 55,051.64
4 - Years Savings with IDS Telcom	\$ 35,669.76	\$ 37,172.76	\$ 72,842.52
5 - Years Savings with IDS Telcom	\$ 44,587.20	\$ 47,152.20	\$ 91,739.40



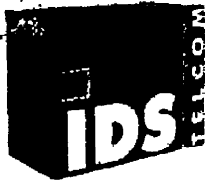
Ric Brehmer

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LOCAL & LONG DISTANCE COST ANALYSIS



Integrated T-1 Comparison

Ric Brehmer
 Direct: 954.450.3900
 Miami: 305.612.4229
 Fax: 954.450.6584

MIAMI Location	No. of Lines	BellSouth Charge	Current Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
Business Flat-Rate Multiline	4	\$ 36.95	\$ 147.80	\$ -	\$ -	\$ 147.80
9 - Line Complete Choice	2	\$ 359.00	\$ 718.00	\$ -	\$ -	\$ 718.00
ADSL Virtual Circuit	1	\$ 85.00	\$ 85.00	\$ -	\$ -	\$ 85.00
Integrated T-1 3-year term	1	\$ -	\$ -	\$ 899.00	\$ 899.00	\$ (899.00)
FCC Network Access Chg.	5	\$ -	\$ -	\$ 7.84	\$ 39.20	\$ (39.20)
FCC Network Access Chg.	22	\$ 7.84	\$ 172.48	\$ -	\$ -	\$ 172.48
MIAMI Location		TOTAL LOCAL MONTHLY SAVINGS				\$ 168.00
		TOTAL LOCAL YEARLY SAVINGS				\$ 2,016.00

Fort Lauderdale Location	No. of Lines	BellSouth Charge	Current Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
9 - Line Complete Choice	1	\$ 359.00	\$ 359.00	\$ 255.75	\$ 255.75	\$ 103.25
Business Flat-Rate Multiline	4	\$ 36.95	\$ 147.80	\$ 25.17	\$ 100.68	\$ 47.12
FCC Network Access Chg.	13	\$ 7.84	\$ 101.92	\$ 7.84	\$ 101.92	\$ -
Fort Lauderdale Location		TOTAL LOCAL MONTHLY SAVINGS				\$ 150.37
		TOTAL LOCAL YEARLY SAVINGS				\$ 1,804.44

West Palm Beach Location	No. of Lines	BellSouth Charge	Current Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
Business Flat-Rate Multiline	5	\$ 36.95	\$ 184.75	\$ 25.17	\$ 125.85	\$ 58.90
Remote Call Forwarding	3	\$ 10.00	\$ 30.00	\$ 8.00	\$ 24.00	\$ 6.00
Hunting Rollover	1	\$ 10.00	\$ 10.00	\$ 8.00	\$ 8.00	\$ 2.00
FCC Network Access Chg.	5	\$ 7.84	\$ 39.20	\$ 7.84	\$ 39.20	\$ -
West Palm Beach Location		TOTAL LOCAL MONTHLY SAVINGS				\$ 66.90
		TOTAL LOCAL YEARLY SAVINGS				\$ 802.80
TOTAL LOCAL MONTHLY SAVINGS FOR ALL LOCATIONS						\$ 385.27
TOTAL LOCAL YEARLY SAVINGS FOR ALL LOCATIONS						\$ 4,623.24

* Same taxes apply no matter what carrier you use

Estimated Average Minutes of Usage with Current Long Distance Carrier / Long Distance Provider (Monthly)					
Estimated Usage (All BellSouth Locations)	Minutes	Total Amount	Per Min.	Estimated 250 minutes of free (no) minutes equal to 125 minutes of phone usage per day to each local area with all state and state to state long distance charges.	
Intrastate (Local)	750.00	\$ 60.00	\$ 0.080		
In State	750.00	\$ 75.00	\$ 0.100		
State to State	750.00	\$ 75.00	\$ 0.100		
TOTAL	2,250.00	\$ 210.00			
Estimated Usage 3-Locations		1 Year Term		2 Year Term	3 Year Term
INTERSTATE	750.00	\$ 0.039	\$ 29.25	\$ 0.035	\$ 26.25
INTRASTATE	750.00	\$ 0.039	\$ 29.25	\$ 0.035	\$ 26.25
INTRALATA (Local)	750.00	\$ 0.010	\$ 7.50	Free	Free
IDS Long Distance Charges		\$ 66.00		\$ 52.50	\$ 39.00
Current Long Distance Charges		\$ 210.00		\$ 210.00	\$ 210.00
Estimated Long Distance Usage		One Year		Two Year	Three Year
TOTAL MONTHLY LONG DISTANCE SAVINGS		\$ 144.00		\$ 157.50	\$ 166.50
TOTAL YEARLY LONG DISTANCE SAVINGS		\$ 1,728.00		\$ 1,890.00	\$ 1,998.00
TOTAL YEARLY SAVINGS (Less 10% Opex)		\$ 6,556.20		\$ 6,718.20	\$ 6,826.20

Extended Savings over a 5-Year Period with IDS Telcom			
	Month - Month	One Year	Five Year
2 - Years Savings with IDS Telcom	\$ 13,112.40	\$ 13,436.40	\$ 13,652.40
3 - Years Savings with IDS Telcom	\$ 19,668.60	\$ 20,157.60	\$ 20,280.00
4 - Years Savings with IDS Telcom	\$ 26,224.80	\$ 26,878.60	\$ 27,306.00
5 - Years Savings with IDS Telcom	\$ 32,781.00	\$ 33,591.00	\$ 34,458.00

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LOCAL & LONG DISTANCE COST ANALYSIS



Local & Long Distance Comparison

Ric Brehmer
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 Fax: 954.450.6584

MIAMI Location	No. Lines	Bell South Charge	Current Carrier Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
VOICE T-1 3-year term	1	\$ 1,500.00	\$ 1,500.00	\$ 650.00	\$ 650.00	\$ 850.00
DATA T-1 3-year term	1	\$ 1,750.00	\$ 1,750.00	\$ 699.00	\$ 699.00	\$ 1,051.00
FCC Network Access Chg.	5	\$ 7.84	\$ 39.20	\$ 7.84	\$ 39.20	\$ -
MIAMI Location		TOTAL LOCAL MONTHLY SAVINGS				\$ 1,901.00
		TOTAL LOCAL YEARLY SAVINGS				\$ 22,812.00

Fort Lauderdale Location	No. Lines	Bell South Charge	Current Carrier Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
9 - Line Complete Choice	1	\$ 359.00	\$ 359.00	\$ 255.75	\$ 255.75	\$ 103.25
Business Flat-Rate Multiline	4	\$ 36.95	\$ 147.80	\$ 25.17	\$ 100.68	\$ 47.12
FCC Network Access Chg.	13	\$ 7.84	\$ 101.92	\$ 7.84	\$ 101.92	\$ -
Fort Lauderdale Location		TOTAL LOCAL MONTHLY SAVINGS				\$ 150.37
		TOTAL LOCAL YEARLY SAVINGS				\$ 1,804.44

West Palm Beach Location	No. Lines	Bell South Charge	Current Carrier Amount	IDS Unit Charge	IDS Amount	Total Monthly Savings
Business Flat-Rate Multiline	5	\$ 36.95	\$ 184.75	\$ 25.17	\$ 125.85	\$ 58.90
Remote Call Forwarding	3	\$ 10.00	\$ 30.00	\$ 8.00	\$ 24.00	\$ 6.00
Hunting Rollover	1	\$ 10.00	\$ 10.00	\$ 8.00	\$ 8.00	\$ 2.00
FCC Network Access Chg.	5	\$ 7.84	\$ 39.20	\$ 7.84	\$ 39.20	\$ -
West Palm Beach Location		TOTAL LOCAL MONTHLY SAVINGS				\$ 66.90
		TOTAL LOCAL YEARLY SAVINGS				\$ 802.66

TOTAL LOCAL MONTHLY SAVINGS FOR ALL LOCATIONS						\$ 2,100.27
TOTAL LOCAL YEARLY SAVINGS FOR ALL LOCATIONS						\$ 25,418.22

Estimated Average Minutes of Usage with Current Long Distance Carrier - Long Distance Provider (Monthly)	Minutes	Total Amount	Per Min.	Estimated 250 minute spend (about 25 minutes each for 12 months of long distance use) for each local area with in state usage and state to state usage fees.
Estimated Usage ALL 3-Location				
Intralata (Local)	750.00	\$ 60.00	\$ 0.080	
In-State	750.00	\$ 75.00	\$ 0.100	
State to State	750.00	\$ 75.00	\$ 0.100	
TOTAL		\$ 210.00		

Estimated Usage 3-Location	Total	1 Year Term w/ IDS	2 Year Term w/ IDS	3 Year Term w/ IDS
INTERSTATE	750.00	\$ 0.039 \$ 29.25	\$ 0.035 \$ 26.25	\$ 0.029
INTRASTATE	750.00	\$ 0.039 \$ 29.25	\$ 0.035 \$ 26.25	\$ 0.029
INTRALATA (Local)	750.00	\$ 0.010 \$ 7.50	Free	Free

IDS Long Distance Charges	\$ 66.00	\$ 52.50	\$ 52.50
Current Long Distance Charges	\$ 210.00	\$ 210.00	\$ 210.00
Estimated Long Distance Usage - One Year		\$ 15.450	\$ 15.450
TOTAL MONTHLY LONG DISTANCE SAVINGS	\$ 144.00	\$ 159.00	\$ 159.00
TOTAL YEARLY LONG DISTANCE SAVINGS	\$ 1,728.00	\$ 1,890.00	\$ 1,890.00
TOTAL YEARLY SAVINGS	\$ 27,147.24	\$ 27,309.24	\$ 27,309.24

Extended Savings over a 5-Year Period with IDS Telcom	Month - Month	One Year	Two Year
2 - Years Savings with IDS Telcom	\$ 54,294.48	\$ 54,294.48	\$ 54,294.48
3 - Years Savings with IDS Telcom	\$ 81,441.72	\$ 81,441.72	\$ 81,441.72
4 - Years Savings with IDS Telcom	\$ 108,588.96	\$ 108,588.96	\$ 108,588.96
5 - Years Savings with IDS Telcom	\$ 135,736.20	\$ 135,736.20	\$ 135,736.20

Customers will have ALL Features available on ALL lines at No Additional charge.
 PBX should have a T-1 card in order for ALL features and lines to work. If not sure customer must check with their phone vendor.

Mpower
Communications

\$665.95
10 lines

MpowerOffice Velocity

Simplify your operations and trim your business communications bill

High-Speed Internet Service and Business Class Local and Long Distance Service on One Bill!

MpowerOffice Velocity has been designed to meet your business communication needs today and in the future as your business grows! Velocity's integration of broadband Internet connectivity and business class voice services provides a comprehensive and flexible all-in-one solution.

- Choose the number of phone lines you need!
- Choose the Internet access speed you need!
- Choose the calling features and packages you need!

Features Included with Every MpowerOffice Package!

Unlimited Calling
Number
Caller ID
Call Number Delivery (Caller ID based)
Inter LATA wide calling
Call Forwarding (Call Forward, Collect, etc.)
Toll Restrictions
Internet Service
E-Mail
20 e-mail accounts (personal & mpower@domain)
or 10 Domain e-mail accounts
Newsletters
1 Domain Name (shared DNS)
4 Usable static IP Addresses
40 MB - Web Hosting Space (Shared)
8 On-line Internet Access Accounts

A La Carte Feature Options - Choose from any of the features below to enhance your MpowerOffice Accelerator Package!

Unlimited Calling
Call Forwarding
Call Forward (per or extended)
Call Forward Busy
Call Forward No Answer
Call Forward Group Busy
Call Forward Group No Answer
Remote Access to Call Forwarding
3-Way Calling
Repeat Calling
Call Waiting / Connect Call Waiting
Return Call
Speed Call
Unlimited Calling
Download Mail Option (10 Addresses)
Additional E-mail Addresses
Personal Name Hosting
25 MB Additional Storage Space
25 MB Additional Storage Space
Download Mail Option (10 Addresses)
Standard Voice Mail Box
Enhanced Voice Mail Box
Paper Mailbox
Escape to Operator
Business Message Center
Greenway 947

MpowerOffice Security Package

- Basic Package Includes:**
- Local service: 8 to 16 business voice lines
 - Internet Access: 3 tiers of speed to choose from
 - 512Kbps
 - 768Kbps
 - 1Mbps
 - Long Distance: Optional - flat rate (interstate and intrastate per minute rates)

Business Consulting

Our professionally trained Account Managers will review your specific business objectives and issues to help you decide on the best MpowerOffice Velocity package for your needs.

10 VOICES