

	A	B
1	Sprint RBOC Revenue Calcs	
2		Florida BellSouth
3	RBOC	
4		
5		
6	% of purchases	
7	Unlimited Product	
8	Basic Product	
9	Local Only Product	
10		
11	% of Customers taking 2nd Line	
12	% of Custs taking 2nd Line & Basic Taking VM	
13	% of Line 12 taking 2-5 mailboxes	
14	% of Line 12 taking 6-9 mailboxes	
15	Total % of Customers with VM (not in MRC)	
16		
17	Unlimited Product	
18	MOU for Unlimited Product	
19	Local MOU	
20	Intrastate MOU	
21	Interstate MOU	
22	International MOU	
23	Travel Card MOU	
24		
25		
26		
27	MRC	
28		
29	MRC 2nd Line	
30		
31	SLC	
32		
33	MRC Weighted Average 2nd Line	
34		
35	SLC Weighted Average 2nd Line	
36		
37	MRC on Voicemail Box for 2nd Line	
38		
39	MRC on Additional 2-5 Boxes	
40		
41	MRC on Additional 6-9 Boxes	
42		
43	Weighted Average MRC Revenue-VM	
44		
45	Weighted Average MRC Rev- 2+VM	
46		
47	Additional LD Revenue per MOU	
48	Intrastate	
49	Interstate	
50	International	
51	Travel Card	
52		
53	Total LD Revenue	
54	Intrastate	
55	Interstate	
56	International	
57	Travel Card	
58	Total LD Revenue	
59		
60	OSDA Revenue	
61	DA	
62	OS	
63	Voicemail	
64	Star Features	
65	Total OSDA-VM Revenue	
66		
67	Terminating Access Revenue	
68		
69	Other Revenue	
70		
71	Total Revenue for Unlimited Product	
72		
73		
74	Basic Offering	
75	MOU for Basic Product	
76	Local MOU	
77	Intrastate MOU	
78	Interstate MOU	

DOCUMENT NUMBER-DATE

11534 NOV 17 88

FPSC-COMMISSION CLERK

A		B
1	Sprint RBOC Revenue Calcs	
2		Florida BellSouth
3	RBOC	
4		
79	International MOU	
80	Travel Card MOU	
81	Total MOU	
82		
83	Local MOU included	
84	LD Intra/Interstate MOU included	
85		
86		
87	MRC	
88		
89	MRC 2nd Line	
90		
91	SLC	
92		
93	MRC Weighted Average 2nd Line	
94		
95	SLC Weighted Average 2nd Line	
96		
97	MRC for Voicemail Box	
98		
99	MRC on Additional 2-5 Boxes	
100		
101	MRC on Additional 6-9 Boxes	
102		
103	Weighted Average MRC Revenue-VM	
104		
105	Weighted Average MRC Rev- 2+VM	
106		
107	Additional LD Revenue per MOU	
108	Intrastate	
109	Interstate	
110	International	
111	Travel Card	
112		
113	Total LD Revenue	
114	Intrastate	
115	Interstate	
116	International	
117	Travel Card	
118	Total LD Revenue	
119		
120	OSDA Revenue	
121	DA	
122	OS	
123	Voicemail	
124	Star Features	
125	Total OSDA-VM Revenue	
126		
127	Terminating Access Revenue	
128		
129	Other Revenue	
130		
131	Total Revenue for Basic Product	
132		
133	Revenue Adjustment	
134		
135	Local Only	
136	MOU for Local Only Product	
137	Local MOU	
138	Intrastate MOU	
139	Interstate MOU	
140	International MOU	
141	Travel Card MOU	
142	Total MOU	
143		
144	Local MOU included	
145	LD Intra/Interstate MOU included	
146		
147		
148	MRC	
149		
150	SLC	
151		
152	Additional LD Revenue per MOU	

	A	B
1	Sprint RBOC Revenue Calcs	
2		Florida
3	RBOC	BellSouth
4		
153	Intrastate	
154	Interstate	
155	International	
156	Travel Card	
157		
158	Total LD Revenue	
159	Intrastate	
160	Interstate	
161	International	
162	Travel Card	
163	Total LD Revenue	
164		
165	OSDA Revenue	
166	DA	
167	OS	
168	Star Features	
169	Total OSDA Revenue	
170		
171	Terminating Access Revenue	
172		
173	Other Revenue	
174		
175	Total Revenue for Local Only Product	
176		
177	Revenue Adjustment	
178	Blended MOU for Products	
179	Local MOU	
180	Intrastate MOU	
181	Interstate MOU	
182	International MOU	
183	Travel Card	
184	Total MOU	
185		
186		
187	Blended Gross Margin	
188	Blended Revenue	
189		
190	COGS	
191		
192	Gross Margin	
193		
194	Gross Margin %	
195		
196		
197	Unlimited Gross Margin	
198	Revenue	
199		
200	COGS	
201		
202	Gross Margin	
203		
204	Gross Margin %	
205		
206		
207	Basic Gross Margin	
208	Revenue	
209		
210	COGS	
211		
212	Gross Margin	
213		
214	Gross Margin %	
215		
216		
217		
218	Local Only Gross Margin	
219	Revenue	
220		
221	COGS	
222		
223	Gross Margin	
224		
225	Gross Margin %	

	A	B
1	Sprint RBOC Une-P Rates	
2		
3	RBOC	Florida BellSouth
4		
5	Fixed Monthly Charges	
6	Loop Cost	
7	Zone 1	
8	Zone 2	
9	Zone 3	
10	Zone 4	
11		
12	Port Cost	
13	Zone 1 (or Total)	
14	Zone 2	
15	Zone 3	
16	Zone 4	
17		
18	Features	
19		
20		
21	MOU charges	
22	Local Originating	
23	Zone 1	
24	Zone 2	
25	Zone 3	
26	Zone 4	
27		
28	Local Terminating	
29	Zone 1	
30	Zone 2	
31	Zone 3	
32	Zone 4	
33		
34	Other Switching and Transport	
35		
36		
37	DUF - Per MOU	
38		
39	Long Distance Network Charge - Service Assurance	
40		
41	100% Peak Traffic	
42	0% Peak Traffic	
43		
44		
45	% Peak traffic	
46	% off Peak Traffic	
47		
48	Terminating Access Interstate	
49	Terminating Access Intrastate	
50	Terminating Access International	
51	Travel Card Costs	
52		
53	Minutes of Use	
54	Local MOU (incl. IntraLATA)	
55	Intrastate LD MOU	
56	Interstate LD MOU	
57	International LD MOU	
58	Travel Card	
59	Total MOU	
60		
61	Terminating Local%	
62	Terminating LD%	
63		
64	Zone Allocation	
65	Zone 1	
66	Zone 2	
67	Zone 3	
68	Zone 4	
69		
70		
71		
72	% of total sales	
73	Weighting for Zone 3-5	
74	Include Zone 3 - 5?	
75		
76	2nd Line %	
77	Average COGS 2nd Line (Weighted Average)	
78	Calculated COGS per Line	
79	Average Loop Cost	
80	Switching Port	
81	Features	

	A	B
1	Sprint RBOC Une-P Rates	
2		Florida
3	RBOC	BellSouth
82	Total Fixed Charges	
83		
84	Calculated MOU Charges	
85	Local Originating	
86	Local Terminating	
87	Tandem and Transport	
88	DUF	
89	LD Network	
90	Terminating LD Access	
91	Travel Card	
92	Total MOU Charges	
93		
94	Other Charges - LNP	
95		
96	Total COGS	
97		
98	Average COGS-Blended Products (Including second	
99	Average Loop Cost	
100	New Avg Loop Cost	
101	Difference	
102		
103		
104	Calculated COGS per Line	
105	Average Loop Cost	
106	Switching Port	
107	Features	
108	Total Fixed Charges	
109		
110	Calculated MOU Charges	
111	Local Originating	
112	Local Terminating	
113	Tandem and Transport	
114	DUF	
115	LD Network	
116	Terminating LD Access	
117	Travel Card	
118	Total MOU Charges	
119		
120	Other Charges - LNP	
121		
122	Total COGS	
123		
124		
125		
126		
127		Florida
128	RBOC	BellSouth
129		
130		
131	COGS by Product	
132	Unlimited	
133	Calculated COGS per Line	
134	Average Loop Cost	
135	Switching Port	
136	Features	
137	Total Fixed Charges	
138		
139	Calculated MOU Charges	
140	Local Originating	
141	Local Terminating	
142	Tandem and Transport	
143	DUF	
144	LD Network	
145	Terminating LD Access	
146	Travel Card	
149	Other Charges - LNP	
150		
151	Total COGS	
152		
153		
154	Basic	
155	Calculated COGS per Line	
156	Average Loop Cost	
157	Switching Port	
158	Features	
159	Total Fixed Charges	
160		
161	Calculated MOU Charges	
162	Local Originating	

	A	B
1	Sprint RBOC Une-P Rates	
2		Florida
3	RBOC	BellSouth
163	Local Terminating	
164	Tandem and Transport	
165	DUF	
166	LD Network - Svc Assurance	
167	Terminating LD Access	
170		
171	Other Charges - LNP	
172		
173	Total COGS	
174		
175	Local Only	
176	Calculated COGS per Line	
177	Average Loop Cost	
178	Switching Port	
179	Features	
180	Total Fixed Charges	
181		
182	Calculated MOU Charges	
183	Local Originating	
184	Local Terminating	
185	Tandem and Transport	
186	DUF	
187	LD Network - Svc Assurance	
188	Terminating LD Access	
189	Travel Card	
190	Total MOU Charges	
191		
192	Other Charges - LNP	
193		
194	Total COGS	
195		
196		
197		
198		
199		
200	CLV by Product	
201	Unlimited	
202	ARPU	
203	COGS	
204	Gross Margin	
205	Recurring Exp (less Term Access)	
206	Recurring Margin	
207	Non Recurring Exp	
208	CLV - Unlimited	
209		
210		
211	250 BOT	
212	ARPU	
213	COGS	
214	Gross Margin	
215	Recurring Exp (less Term Access)	
216	Recurring Margin	
217	Non Recurring Exp	
218	CLV - 250 BOT	
219		
220		
221	Local Only	
222	ARPU	
223	COGS	
224	Gross Margin	
225	Recurring Exp (less Term Access)	
226	intraLATA	
227	interLATA	
228		
229		
230	Calculated amount	
231	Difference	
232		
233		
234		
235	Non Recurring Charges	
236	Migration	
237	New Service (no truck roll)	
238		
239		
240	Migration only Cost allocation	
241		
242	Unlimited COGS	

	A	B
1	Sprint RBOC Une-P Rates	
2		Florida
3	RBOC	BellSouth
243	Zone 1 Cust COGS	Florida
244	Calculated COGS per Line	BellSouth
245	Average Loop Cost	
246	Switching Port	
247	Features	
248	Total Fixed Charges	
249		
250	Calculated MOU Charges	
251	Local Originating	
252	Local Terminating	
253	Tandem and Transport	
254	DUF	
255	LD Network - Svc Assurance	
256	Terminating LD Access	
257	Travel Card	
258	Total MOU Charges	
259		
260	Total COGS	
261		
262	Zone 2 Cust COGS	
263	Calculated COGS per Line	
264	Average Loop Cost	
265	Switching Port	
266	Features	
267	Total Fixed Charges	
268		
269	Calculated MOU Charges	
270	Local Originating	
271	Local Terminating	
272	Tandem and Transport	
273	DUF	
274	LD Network - Svc Assurance	
275	Terminating LD Access	
276	Travel Card	
277	Total MOU Charges	
278		
279	Total COGS	
280		
281	Zone 3 Cust COGS	
282	Calculated COGS per Line	
283	Average Loop Cost	
284	Switching Port	
285	Features	
286	Total Fixed Charges	
287		
288	Calculated MOU Charges	
289	Local Originating	
290	Local Terminating	
291	Tandem and Transport	
292	DUF	
293	LD Network - Svc Assurance	
294	Terminating LD Access	
295	Travel Card	
296	Total MOU Charges	
297		
298	Total COGS	
299		
300		
301	Average ARPU	
302		
303	Gross Margin % by Zone	
304	Zone 1	
305	Zone 2	
306	Zone 3	
307		
308	Gross Margin by Zone	
309	Zone 1	
310	Zone 2	
311	Zone 3	
312		
313	Average Other Recurring Costs	
314	Terminating Access Revenue	
315		
316	Contribution Margin by Zone	
317	Zone 1	
318	Zone 2	
319	Zone 3	
320		

	A	B
1	Sprint RBOC Une-P Rates	
2		Florida
3	RBOC	BellSouth
321	Average Acquisition Cost	
322		
323	Payback in months	
324	Zone 1	
325	Zone 2	
326	Zone 3	
327		
328	CLV by Zone	
329	Zone 1	
330	Zone 2	
331	Zone 3	
332		
333		
334		
335		
336		
337		
338		
339	Intrastate Access Revenue Calc	
340	Jan to June 2003	
341	July to June 2004	
342	July 2004 on	
343		
344	Zone Allocation	
345	Zone 1	
346	Zone 2	
347	Zone 3	
348	Zone 4	
349		
350		
351		
352	Zone allocation without Zone 3 - 5	
353	Zone 1	
354	Zone 2	
355		
356		
357		
358	Positive value in Zones 3-5	
359	Include Zone 3 - 5?	

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
1	Customer Metrics																						
3	Dec-02	Jan-03	Feb-03	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	
4	Adds																						
5	Florida																						
6																							
7	Dec-02	Jan-03	Feb-03	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	
8	Churn %																						
9	Florida																						
10	Dec-02	Jan-03	Feb-03	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	
11	Churn Customers																						
12	Florida																						
13																							
14	Dec-02	Jan-03	Feb-03	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	
15	EOP																						
16	Florida																						
17																							
18	Dec-02	Jan-03	Feb-03	Mar-03	Apr-03	May-03	Jun-03	Jul-03	Aug-03	Sep-03	Oct-03	Nov-03	Dec-03	Jan-04	Feb-04	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	
19	Average																						
20	Florida																						

	A	X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN	AO	AP	AQ	AR							
1	Customer Metrics																												
3		Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06							
4	Adds																												
5	Florida																												
6																													
7		Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06							
8	Churn %																												
9	Florida																												
10		Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06							
11	Churn Customers																												
12	Florida																												
13																													
14		Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06							
15	EOP																												
16	Florida																												
17																													
18		Oct-04	Nov-04	Dec-04	Jan-05	Feb-05	Mar-05	Apr-05	May-05	Jun-05	Jul-05	Aug-05	Sep-05	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06							
19	Average																												
20	Florida																												

	A	AS	AT	AU	AV	AW	AX	AY	AZ	BA	BB	BC	BD	BE	BF	BG	BH	BI	BJ	BK	BL
1	Customer Metrics																				
3		Jul-06	Aug-06	Sep-06	Oct-06	Nov-06	Dec-06	Jan-07	Feb-07	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	2003	
4	Adds																				
5	Florida																				
6																					
7		Jul-06	Aug-06	Sep-06	Oct-06	Nov-06	Dec-06	Jan-07	Feb-07	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	2003	
8	Churn %																				
9	Florida																				
10		Jul-06	Aug-06	Sep-06	Oct-06	Nov-06	Dec-06	Jan-07	Feb-07	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	2003	
11	Churn Customers																				
12	Florida																				
13																					
14		Jul-06	Aug-06	Sep-06	Oct-06	Nov-06	Dec-06	Jan-07	Feb-07	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	2003	
15	EOP																				
16	Florida																				
17																					
18		Jul-06	Aug-06	Sep-06	Oct-06	Nov-06	Dec-06	Jan-07	Feb-07	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	2003	
19	Average																				
20	Florida																				

	A	BM	BN	BO	BP	BQ	BR
1	Customer Metrics						
3				Total 2003 -			Total 2003
4	2004	2005	2005	2006	2007		- 2007
5	Adds						
6	Florida						
7				Total 2003 -			Total 2003
8	2004	2005	2005	2006	2007		- 2007
9	Churn %						
10	Florida						
11				Total 2003 -			Total 2003
12	2004	2005	2005	2006	2007		- 2007
13	Churn Customers						
14	Florida						
15				Total 2003 -			Total 2003
16	2004	2005	2005	2006	2007		- 2007
17	EOP						
18	Florida						
19				Total 2003 -			Total 2003
20	2004	2005	2005	2006	2007		- 2007
19	Average						
20	Florida						