

# BELLSOUTH

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**BellSouth Telecommunications, Inc.**

150 South Monroe Street  
Suite 400  
Tallahassee, Florida 32301

[jerry.hendrix@bellsouth.com](mailto:jerry.hendrix@bellsouth.com)

**Jerry D. Hendrix**

Vice President  
Regulatory & External Affairs

Phone: (850) 577-5550

Fax (850) 224-5073

December 16, 2005

Beth Salak, Director  
Competitive Markets and Enforcement  
Attn: Tariff Section  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850

Dear Ms. Salak:

Pursuant to Florida Statute 364.051, attached for filing with the Commission are the following pages of BellSouth's General Subscriber Service Tariff:

General Subscriber Service Tariff

- Section A2 - Sixth Revised Page 35.5.16
- Fourth Revised Page 35.5.17
- Third Revised Page 35.5.18

Private Line Services Tariff

- Section B2 - Third Revised Page 71.74
- Second Revised Page 71.75
- Second Revised Page 71.76

The purpose of this filing is to provide for the BellSouth Business Winning Rewards promotion. This Special Promotion will begin January 1, 2006 and end June 30, 2006.

Acknowledgment, date of receipt and authority number of this filing are requested.

Your consideration and approval will be appreciated.

Yours very truly,

Jerry D. Hendrix (mrs)

Regulatory Vice President

Attachments

## **Promotion Description**

### **BellSouth (R) Business Winning Rewards (SM)**

#### **Overview**

The BellSouth (R) Business Winning Rewards (SM) promotion is scheduled to begin on 01/01/2006 and end on 06/30/2006. BellSouth(R) Business Winning Rewards (BBWR) promotion offers existing and new customers rewards who meet specific eligibility requirements.

#### **Promotion Specifics**

This promotion will be available for new or existing BellSouth customers located in the BellSouth region in all States. The BBWR program offers a waiver of installation and monthly recurring charges and provides monthly rewards to business customers who meet specific eligibility requirements. This promotion will start on 1/1/06 through 6/30/06.

BBWR 2006 will be used to stem competitive line loss and drive growth of revenues in Large Business by making available special offers on the following services:

BellSouth(R) Long Distance  
BellSouth(R) Fast Access DSL  
BellSouth(R) Dedicated Internet Access (DIA)  
BellSouth(R) NetWork VPN Service  
Cingular(R) Wireless

This promotion will be available to new or existing customers who bill between \$900.00 through \$405,000. per year in eligible GSST and Private Line regulated revenue. The customer may choose from a 12, 24 or 36 month term contract that contains a monthly target amount of one of the following: \$75, \$250 or \$500;

If the customer maintains minimum targetted billing, they will be eligible for rewards that range from 5% to 15%. Customer will also be eligible for a 50, 75 or 100% waiver of Hunting TBR.

#### **Promotion Restrictions/Eligibility Requirements**

Customer Total Monthly Billed Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for regulated services, excluding those associated with hunting services, all 911 regulated and deregulated services, all Memory Call services, any CSA or Special Assembly, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, and charges collected on behalf of municipalities.

Program Elements:

Monthly Rewards will appear within one to two billing cycles after the term agreement has been signed and implemented unless specified otherwise in the following. Applicable taxes and fees will be based on the full retail price of all products and services that are billed. No taxes or fees will be added to the monthly reward amounts given under this Promotion.

During the term of the agreement the customer will receive rewards in accordance with one of the three options available below:

Option A: Monthly and Annual Rewards are as follows:

- 12-Month Term = 5% of monthly TBR (capped at \$1,687 per month) and Fifty- percent (50%) of Hunting charges;
- 24-Month Term = 8% of monthly TBR (capped at \$2,700 per month) and Seventy-five percent (75%) of Hunting charges;
- 36-Month Term = 10% of monthly TBR (capped at \$3,375 per month) and One-hundred percent (100%) of Hunting charges;
- Monthly Target of \$75. in monthly TBR for the term of the contract; if the monthly TBR falls

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below \$75., no reward will be applied that month;  
· New Service Rewards available(see below);

Option B: Monthly and Annual Rewards are as follows:

- 24-Month Term = 8% of monthly TBR (capped at \$2,700 per month) and Seventy-five percent (75%) of Hunting charges;
- 36-Month Term = 12%of monthly TBR(capped at \$4,050 per month) and One-hundred percent (100%) of Hunting charges;
- Monthly Target of \$250 in monthly TBR for the term of the contract; if the monthly TBR falls below \$250, no reward will be applied that month;
- New Service Rewards available (see below);
- Annual Bonus Reward available (see below);

Option C: Monthly and Annual Rewards are as follows:

- 24-Month Term = 10% of monthly TBR(capped at \$3,375 per month) and Seventy-five percent (75%) of Hunting charges;
- 36-Month Term = 15% of monthly TBR(capped at \$5,062 per month) and 100% of Hunting charges;
- Monthly Target of \$500 in monthly TBR for the term of the contract; if the monthly TBR falls below \$500, no reward will be applied that month;
- New Service Rewards available (see below);
- Annual Bonus Reward available (see below);

#### New Service Rewards

Waiver of non-recurring installation charges and waiver of first month recurring charges for all new Qualifying Services ordered and installed during the term of the Agreement for customers under a 12, 24- or 36-month term agreement.

Qualifying Services are defined as: Business Lines, PBX trunks, BellSouth(R) MegaLink(R) Service, BellSouth(R) Centrex, BellSouth(R) Primary Rate ISDN, BellSouth(R) Frame Relay Service, BellSouth(R)CrisisLink(R), Hunting/Rotary services and Custom Calling features.

A minimum 12-month term agreement is required for BellSouth Centrex, BellSouth MegaLink Service, BellSouth Primary Rate ISDN and BellSouth Frame Relay Service.

A minimum 36-month CrisisLink term is required.

#### Annual Bonus Reward

An Annual Bonus Target will be established for new BBWR customers. The annual target for existing BellSouth customers will consist of 90% of eligible monthly billing at the time they sign the term agreement, multiplied by 12; New customers will provide an estimate of their annual eligible monthly billing at the time they sign the term agreement. Customers may earn up to 5% (dependent on term selected) of the Annual Bonus Target established when billing is met or exceeded. If the Customer does not meet the Annual Bonus Target, no Annual Bonus Reward will be paid. Rewards shall not exceed \$10,935 per year for a two (2) year term and \$18,225 per year for a three (3) year term. Rewards will be paid in Month 13 and 25 of a 24-term Agreement and Months 13,25 and 37 of a 36-month term Agreement. Revenues for BellSouth SMARTPath and other ineligible services are excluded from the Annual Bonus.

Customers who sign up for this program are also eligible for special sweeteners which include the following services:

BellSouth(R) Long Distance Services  
provided by BellSouth(R)Long Distance,Inc.  
BellSouth(R) Fast Access(R)Business DSL Service(DSL)  
BellSouth(R) Dedicated Internet Access (DIA)  
BellSouth(R) Network VPN Service

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BellSouth(R) Cingular Wireless

The above services will require a separate contract and are optional.

Winning Rewards may also be combined with the following promotions:

BellSouth(R) PRI Advantage

BellSouth(R) Centrex 1T Promotion

BellSouth(R) Megalink Mileage Promotion

BellSouth(R) Smart Start Promotion

PRI Advantage and BBWR allowed for the following terms:

12-23 months and 24-48 months; 49-72 month term is excluded.

Centrex 1T Promotion allowed for Retention ONLY, a minimum 24-month agreement is required; available until April 30, 2006.

Megalink Mileage and BBWR allowed for the following terms:

a minimum 24-month term agreement is required.

BellSouth Smart Start Promotion will be available until June 30,2006;

One promotion per customer and location;

This offer excludes certain products identified below:

Excluded Services from qualifying revenue: Hunting, BellSouth(R)SMARTPath(R) Service, BIS T1, all 911 Regulated or Deregulated products & surcharges; certain non-recurring Centrex, Frame Relay and Megalink charges; non state tariffed charges, other fees, taxes, late payment charges, charges billed pursuant to federal or state access service, any FCC Related charges will not be included in qualifying revenue under this program or entitled to rewards for the related revenues. BellSouth Complete Choice for Business package customers are not eligible to receive the hunting reward.

Subscribers participating in a Product level CSA, with the exception of a Contract Service Arrangement for Installation Waiver Only and Contract Service Arrangement for IntraLata toll pricing), SSA, Volume and Term, Key Customer, Simple Savings, Simple Solutions, CCFB Term Agreement, Welcoming Rewards, BellSouth Select and Custom Advantage contract are NOT eligible to participate.

This BellSouth Business Winning Rewards 2006 Subscriber Agreement may not be altered, modified or amended. Customer understands that their signature on the BBWR term agreement constitutes the Customer's enrollment in the BellSouth Business 1Q promotion under this term election and the applicable tariffs; the signatory must have authority to commit their company to the term election agreement. in any respect; any Subscriber changes have no effect.

Contract must be signed within the promotional time period; Depending on the Subscribers billing cycle, rewards should appear within 1 to 2 billing cycles after contract has been signed and implemented.

#### Termination Charges

Should Customer terminate the Agreement without cause or all services with BellSouth covered by this Promotion prior to the expiration of the selected term, Customer must reimburse BellSouth for all rewards received prior to the date of such termination. These charges will appear on the Customer's final bill as a charge in the OC&C section. Payment of this charge does not release the customer from other previous amounts owed to BST. Termination charges incurred under this Promotion are in addition to any applicable termination charges pursuant to the tariff or any other agreement.

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Tenn. customers only:

Customer and BellSouth acknowledge and agree that to the extent the services covered under this Agreement constitute a "bundle or combination of products or services" under Tennessee Senate Bill 182/House Bill 593, effective June 1, 2005, all references to "BellSouth's General Subscriber Services Tariff," "BellSouth tariffs," "BellSouth's lawfully filed tariffs" or any other reference to BellSouth's tariffs on file with the Tennessee Regulatory Authority shall be deemed references to agreed contract terms and conditions identical to those set forth in the applicable tariff(s) for the services included within the Subscriber's bundle or combination, as such tariffs existed on May 31, 2005, and which are on file with the TRA. Such tariffs are incorporated herein by reference as if included fully herein and can be reviewed at <http://www.bellsouth.com>. To the extent there exist any discrepancies or inconsistencies between the terms set forth in the body of this Agreement and those incorporated by reference, the terms set forth in the body of this Agreement shall govern.

Customers currently participating under an existing BellSouth Small Business Promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the Customer has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the Customer agrees to another BellSouth Local exchange term election agreement that provides for an equal or greater amount of revenue under the new term agreement.

Customers currently participating under an existing BellSouth Business Winning Rewards and BellSouth Business Premium Rewards Promotion may migrate to this promotion without incurring any termination liability from the existing program if the Customer has six (6) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the Customer agrees to an equal or greater term and amount of revenue under the new term agreement.

Customers exceeding four-hundred five-thousand dollars \$405,000 in eligible billed Total regulated revenue per year, at the time of enrollment, are not eligible to participate in this promotion.

Customer locations outside the BellSouth Nine-State are not eligible for this promotion.



FLORIDA  
ISSUED: December 16, 2005  
BY: Marshall M. Criser III, President -FL  
Miami, Florida

EFFECTIVE: January 1, 2006

## 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	BellSouth Business Winning Rewards (Cont'd)	<u>Option C:</u> Rewards are as follows: · 24-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at \$3,375 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = fifteen percent (15%) of monthly TBR (capped at \$5,062 per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of five hundred dollars (\$500) in monthly TBR for the term of the contract; if the monthly TBR falls below five hundred dollars (\$500), no reward will be applied that month; · New Service Rewards available (see following); · Annual Bonus Reward available (see following).	(C) (C)
-- From Central Office where services are available	--Subscribers must sign a 12, 24 or 36- month term agreement in order to participate in this promotion.  --This promotion is available for resale.  -- One (1) promotion per customer and location.  --Customer locations outside the BellSouth Nine State Region are not eligible for this promotion.  --Qualifying Services are: 1FB's, PBX trunks, Centrex, MegaLink, Primary Rate ISDN, Frame Relay, CrisisLink, Hunting/Rotary and Custom Calling features. A minimum 12-month term agreement is required for Centrex, MegaLink, Primary Rate ISDN and Frame Relay. A minimum 36-month term agreement is required for CrisisLink with a 24 or 36-month BBWR term agreement.  -- Excluded Services from eligible revenue: Hunting, SMARTPath Service, BellSouth Integrated Solutions (BIS), all 911 regulated or deregulated products & surcharges; non state tariffed charges, other fees, taxes, late payment charges, charges billed pursuant to federal or state access service, any FCC related charges will not be included in qualifying revenue under this program or entitled to rewards for the related revenues.		(C)
	--BellSouth Complete Choice for Business package customers are not eligible to receive the hunting reward.  --BBWR may be combined with the following promotions: -BellSouth PRI Advantage (PRI Advantage and BBWR allowed for the following terms: 12 to 23-month term and 24 to 48-month term; 49 to 72-month term is excluded) -BellSouth <i>IT</i> Centrex Promotion (Centrex <i>IT</i> Promotion and BBWR allowed for Retention ONLY, a minimum 24-month term is required; is available until <b>04/30/06</b> ) -BellSouth MegaLink Mileage Promotion -BellSouth Smart Start Promotion (will be available until 06/30/06)	<u>--New Service Rewards</u> Waiver of non-recurring installation charges and waiver of first month recurring charges for all new Qualifying Services ordered and installed during the term of the agreement for customers under a 12, 24, or 36-month term agreement. Qualifying Services are defined as: 1FB's, PBX trunks, MegaLink, Centrex, Primary Rate ISDN, Frame Relay, CrisisLink, Hunting/Rotary and Custom Calling features. A minimum 12-month term agreement is required for Centrex, MegaLink, Primary Rate ISDN and Frame Relay. A minimum 36-month CrisisLink term is required with a 24 or 36-month BBWR term agreement  <u>--Annual Bonus Reward</u> An Annual Bonus Target will be established for new BBWR customers. The annual target for existing BellSouth customers will consist of ninety percent (90%) of eligible monthly billing at the time they sign the term agreement, multiplied by twelve (12); New customers will provide an estimate of their annual eligible monthly billing at the time they sign the term agreement. Customers may earn up to five percent (5%), dependent on term selected, of the Annual Bonus Target established when billing is met or exceeded. If the Customer does not meet the Annual Bonus Target, no Annual Bonus Reward will be paid. Rewards shall not exceed ten thousand nine hundred thirty five dollars (\$10,935) per year for a two (2) year term and eighteen thousand two hundred and twenty five dollars (\$18,225) per year for a three (3) year term. Rewards will be paid in month thirteen (13) and twenty-five (25) of a 24-term agreement and months thirteen (13), twenty-five (25) and thirty-seven (37) of a 36-month term agreement. <b>Revenues for BellSouth SMARTPath and other ineligible services are excluded from the Annual Bonus.</b>	(N) (C) (C)
	--Subscribers participating in a product level CSA (with the exception of a CSA for Installation Waiver Only and CSA for IntraLATA toll pricing), SSA, Volume and Term agreements, Key Customer, Simple Savings, Simple Solutions, CCFB Term Agreement, Welcoming Rewards, BellSouth Select and Custom Advantage contract are NOT eligible to participate.		(N)

FLORIDA  
ISSUED: December 16, 2005  
BY: Marshall M. Criser III, President -FL  
Miami, Florida

EFFECTIVE: January 1, 2006

## 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	BellSouth Business Winning Rewards (Cont'd)	--Customers who sign up for this promotion are also eligible for special sweeteners which include the following services:	(C)
-- From Central Office where services are available	--The BellSouth Business Winning Rewards 2006 Subscriber Agreement may not be altered, modified or amended. Customer understands that their signature on the BBWR term agreement constitutes the customer's enrollment in the BBWR promotion under this term election and the applicable tariffs; the signatory must have authority to commit their company to the term election agreement; any Subscriber changes have no effect.	-BellSouth Long Distance Services provided by BellSouth Long Distance, Inc. -BellSouth Fast Access Business DSL Service (DSL) -BellSouth Dedicated Internet Access (DIA)	(C)
	--Contract must be signed within the promotional time period; Depending on the subscriber's billing cycle, rewards should appear within one (1) to two (2) billing cycles after contract has been signed and implemented.	-BellSouth NetWork VPN Service -BellSouth Cingular Wireless The above services will require a separate contract and are optional.	(N) (N)
	-- Should the customer terminate the agreement without cause or all services with BellSouth covered by this promotion prior to the expiration of the selected term, the customer must reimburse BellSouth for all rewards received prior to the date of such termination. These charges will appear on the customer's final bill as a charge in the OC&C section. Payment of this charge does not release the customer from other previous amounts owed to BellSouth. Termination charges incurred under this promotion are in addition to any applicable termination charges pursuant to the Tariff or any other agreement.		
	--Customers currently participating under an existing BellSouth Small Business promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the customer has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the customer agrees to another BellSouth local exchange term election agreement that provides for an equal or greater term and amount of revenue under the new term agreement.		
	--Customers currently participating under an existing BellSouth Business Winning Rewards and BellSouth Business Premium Rewards Promotion may migrate to this promotion without incurring any termination liability from the existing program if the customer has six (6) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the customer agrees to an equal or greater term and amount of revenue under the new term agreement.		(C)



FLORIDA  
ISSUED: December 16, 2005  
BY: Marshall M. Criser III, President -FL  
Miami, Florida

EFFECTIVE: January 1, 2006

## B2. REGULATIONS

### B2.7 Special Promotions (Cont'd)

#### B2.7.2 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	BellSouth Business Winning Rewards (Cont'd)	<u>Option C:</u> Rewards are as follows:	(C)
-- From Central Office where services are available	--Subscribers must sign a 12, 24 or 36- month term agreement in order to participate in this promotion.	· 24-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at \$3,375 per month) and seventy-five percent (75%) of Hunting charges;	(C)
	--This promotion is available for resale.	· 36-Month Term Monthly Reward = fifteen percent (15%) of monthly TBR (capped at \$5,062 per month) and one hundred percent (100%) of Hunting charges;	(C)
	-- One (1) promotion per customer and location.	· Monthly Commit of five hundred dollars (\$500) in monthly TBR for the term of the contract; if the monthly TBR falls below five hundred dollars (\$500), no reward will be applied that month;	(N)
	--Customer locations outside the BellSouth Nine State Region are not eligible for this promotion.	· New Service Rewards available (see following);	
	--Qualifying Services are: 1FB's, PBX trunks, Centrex, MegaLink, Primary Rate ISDN, Frame Relay, CrisisLink, Hunting/Rotary and Custom Calling features. A minimum 12-month term agreement is required for Centrex, MegaLink, Primary Rate ISDN and Frame Relay. A minimum 36-month term agreement is required for CrisisLink with a 24 or 36-month BBWR term agreement.	· Annual Bonus Reward available (see following).	
	-- Excluded Services from eligible revenue: Hunting, SMARTPath Service, BellSouth Integrated Solutions (BIS), all 911 regulated or deregulated products & surcharges; non state tariffed charges, other fees, taxes, late payment charges, charges billed pursuant to federal or state access service, any FCC related charges will not be included in qualifying revenue under this program or entitled to rewards for the related revenues.	-- <u>New Service Rewards</u> Waiver of non-recurring installation charges and waiver of first month recurring charges for all new Qualifying Services ordered and installed during the term of the agreement for customers under a 12, 24, or 36-month term agreement. Qualifying Services are defined as: 1FB's, PBX trunks, MegaLink, Centrex, Primary Rate ISDN, Frame Relay, CrisisLink, Hunting/Rotary and Custom Calling features. A minimum 12-month term agreement is required for Centrex, MegaLink, Primary Rate ISDN and Frame Relay. A minimum 36-month CrisisLink term is required with a 24 or 36-month BBWR term agreement.	(C)
	--BellSouth Complete Choice for Business package customers are not eligible to receive the hunting reward.	-- <u>Annual Bonus Reward</u> An Annual Bonus Target will be established for new BBWR customers. The annual target for existing BellSouth customers will consist of ninety percent (90%) of eligible monthly billing at the time they sign the term agreement, multiplied by twelve (12); New customers will provide an estimate of their annual eligible monthly billing at the time they sign the term agreement. Customers may earn up to five percent (5%), dependent on term selected, of the Annual Bonus Target established when billing is met or exceeded. If the Customer does not meet the Annual Bonus Target, no Annual Bonus Reward will be paid. Rewards shall not exceed nine thousand dollars (\$10,935) per year for a two (2) year term and fifteen thousand dollars (\$18,225) per year for a three (3) year term. Rewards will be paid in month thirteen (13) and twenty-five (25) of a 24-term agreement and months thirteen (13), twenty-five (25) and thirty-seven (37) of a 36-month term agreement. <b>Revenues for BellSouth SMARTPath and other ineligible services are excluded from the Annual Bonus.</b>	(C)
	--BBWR may be combined with the following promotions: -BellSouth PRI Advantage (PRI Advantage and BBWR allowed for the following terms: 12 to 23-month term and 24 to 48-month term; 49 to 72-month term is excluded) -BellSouth <i>IT</i> Centrex Promotion (Centrex <i>IT</i> Promotion and BBWR allowed for Retention ONLY, a minimum 24-month term is required; is available until <b>04/30/06</b> ) -BellSouth MegaLink Mileage Promotion -BellSouth Smart Start Promotion (will be available until 06/30/06)		(C)
	--Subscribers participating in a product level CSA (with the exception of a CSA for Installation Waiver Only and CSA for IntraLATA toll pricing), SSA, Volume and Term agreements, Key Customer, Simple Savings, Simple Solutions, CCFB Term Agreement, Welcoming Rewards, BellSouth Select and Custom Advantage contract are NOT eligible to participate.		(N)





BELLSOUTH  
TELECOMMUNICATIONS, INC.  
~~35.5.16~~

GENERAL SUBSCRIBER SERVICE TARIFF

~~Fifth~~ Sixth Revised Page 35.5.16  
~~Cancels Fifth Revised Page 35.5.16~~ ~~Cancels Fourth Revised Page~~

FLORIDA

ISSUED: ~~September 16, 2005~~ December 16, 2005

EFFECTIVE: ~~October 1, 2005~~ January 1, 2006

BY: Marshall M. Criser III, President -FL  
Miami, Florida



BELLSOUTH  
TELECOMMUNICATIONS, INC.  
FLORIDA

GENERAL SUBSCRIBER SERVICE TARIFF

~~Third-Fourth~~ Revised Page 35.5.17  
Cancels ~~Second-Third~~ Revised Page 35.5.17

ISSUED: ~~June 16, 2005~~ December 16, 2005

EFFECTIVE: ~~July 1, 2005~~ January 1, 2006

BY: Marshall M. Criser III, President -FL  
Miami, Florida

Simple Solutions, CCFB Term Agreement, Welcoming term agreement. Revenues for BellSouth SMARTPath and  
Rewards, BellSouth Select and Custom Advantage other ineligible services are excluded from the Annual  
contract are NOT eligible to participate. Bonus.

## 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	<del>(DELETED)</del> BellSouth Business Winning Rewards <del>3Q2005</del> (Cont'd)		(D)
-- From Central Office where services are available	--The BellSouth Business Winning Rewards <del>2005</del> <u>2006</u> Subscriber Agreement may not be altered, modified or amended. Customer understands that their signature on the BBWR term agreement constitutes the customer's enrollment in the BBWR <del>3Q2005</del> promotion under this term election and the applicable tariffs; the signatory must have authority to commit their company to the term election agreement; any Subscriber changes have no effect.	--Customers who sign up for this promotion are also eligible for special sweeteners which include the following services: -BellSouth Long Distance Services provided by BellSouth Long Distance, Inc. -BellSouth Fast Access Business DSL Service (DSL) -BellSouth Dedicated Internet Access (DIA) <del>-BellSouth NetWork VPN Service</del> <del>-BellSouth Cingular Wireless</del>	(N) (C) (N) (C) (N) (N) (N) (N)
	--Contract must be signed within the promotional time period; Depending on the subscriber's billing cycle, rewards should appear within one (1) to two (2) billing cycles after contract has been signed and implemented.	The above services will require a separate contract and are optional.	(N)
	-- Should the customer terminate the agreement without cause or all services with BellSouth covered by this promotion prior to the expiration of the selected term, the customer must reimburse BellSouth for all rewards received prior to the date of such termination. These charges will appear on the customer's final bill as a charge in the OC&C section. Payment of this charge does not release the customer from other previous amounts owed to BellSouth. Termination charges incurred under this promotion are in addition to any applicable termination charges pursuant to the Tariff or any other agreement.		(N)
	--Customers currently participating under an existing BellSouth Small Business promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the customer has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the customer agrees to another BellSouth local exchange term election agreement that provides for an equal or greater term and amount of revenue under the new term agreement.		(N)
	--Customers currently participating under an existing <del>2004</del> BellSouth Business Winning Rewards and BellSouth Business Premium Rewards Promotion may migrate to this promotion without incurring any termination liability from the existing program if the customer has six (6) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the customer agrees to an equal or greater term and amount of revenue under the new term agreement.		(N) (C)

FLORIDA

ISSUED: ~~September 16, 2005~~ December 16, 2005

EFFECTIVE: ~~October 1, 2005~~ January 1, 2006

BY: Marshall M. Criser III, President -FL  
Miami, Florida

## B2. REGULATIONS

### B2.7 Special Promotions (Cont'd)

#### B2.7.2 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	BellSouth Business Winning Rewards <del>3Q2005</del>	--Monthly Rewards will appear within one (1) to two (2) billing cycles after the term agreement has been signed and implemented unless specified otherwise in the following. Applicable taxes and fees will be based on the full retail price of all products and services that are billed. No taxes or fees will be added to the monthly reward amounts given under this promotion.	<del>07/01/05</del> <u>01/01/06</u>	(C)
-- From Central Office where services are available	--BellSouth plans the following promotion that will begin <del>July 1, 2005</del> <u>January 1, 2006</u> and end on <del>December 30, 2005</del> <u>June 30, 2006</u> . This promotion offers subscribers Monthly Rewards, New Service Rewards and Annual Bonus Rewards as defined herein.		to <del>12/31/05</del> <u>06/30/06</u>	(C)
	--BellSouth Business Winning Rewards (BBWR) promotion offers a waiver of certain installation and monthly recurring charges and provides monthly rewards to business customers who meet specific eligibility requirements.	--During the term of the agreement the customer will receive rewards in accordance with one (1) of the following three (3) options:		
	--This promotion will be available to new or existing BellSouth customers who spend between nine hundred dollars (\$900) to <del>three hundred thousand</del> <u>four hundred and five thousand</u> dollars ( <del>\$300,000</del> <u>405,000</u> ) per year in eligible regulated revenue. The customer may choose from a 12, 24 or 36-month term agreement that has a monthly Customer Total Monthly Billed Revenue (TBR) commit of one of the following: seventy-five dollars (\$75), two hundred and fifty dollars (\$250), or five hundred dollars (\$500). If customer maintains monthly TBR commit amount, they will be eligible for rewards that range from five percent (5%) to fifteen percent (15%), depending on the term selected.	<u>Option A:</u> Rewards are as follows: · 12-Month Term Monthly Reward = five percent (5%) of monthly TBR (capped at <del>\$1,250</del> <u>1,687</u> per month) and fifty percent (50%) of Hunting charges; · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at <del>\$2,000</del> <u>2,700</u> per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at <del>\$2,500</del> <u>3,375</u> per month) and one hundred percent (100%) of Hunting charges;		(C) (C)
	--Customers exceeding <del>three hundred thousand</del> <u>four hundred and five thousand</u> -dollars ( <del>\$300,000</del> <u>405,000</u> ) in eligible billed total regulated revenue per year, at the time of enrollment, are not eligible to participate in this promotion.	· Monthly Commit of seventy-five dollars (\$75) in monthly TBR for the term of the contract; if the monthly TBR falls below seventy-five dollars (\$75), no reward will be applied that month; · New Service Rewards available (see following).		(C)
	--This promotion is available to new and existing BellSouth business customers who meet all the eligibility requirements defined in this promotion description and who bill between seventy-five dollars (\$75) and <del>twenty five</del> <u>thirty three thousand seven hundred and fifty</u> dollars ( <del>\$25,000</del> <u>33,750</u> ) in monthly TBR excluding charges identified following for BellSouth regulated services and as identified on the list of Billed Telephone Numbers on the Enrollment Form for services provided in the nine state BellSouth region. Customer Total Monthly Billed Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for regulated services, excluding those associated with hunting services, all 911 regulated services, BellSouth Integrated Solutions (BIS), SMARTPath, any other BellSouth program or promotion or CSA, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, and charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service).	<u>Option B:</u> Rewards are as follows: · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at <del>\$2,000</del> <u>2,700</u> per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = twelve percent (12%) of monthly TBR (capped at <del>\$3,000</del> <u>4,050</u> per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of two hundred and fifty dollars (\$250) in monthly TBR for the term of the contract; if the monthly TBR falls below two hundred and fifty dollars (\$250), no reward will be applied that month; · New Service Rewards available (see following); · Annual Bonus Reward available (see following).		(C) (C) (C)

BELLSOUTH  
TELECOMMUNICATIONS, INC.  
FLORIDA

PRIVATE LINE SERVICES TARIFF

~~Second-Third~~ Revised Page 71.74  
Cancels ~~First-Second~~ Revised Page 71.74

ISSUED: ~~September 16, 2005~~ December 16, 2005

EFFECTIVE: ~~October 1, 2005~~ January 1, 2006

BY: Marshall M. Criser III, President -FL  
Miami, Florida

FLORIDA  
ISSUED: ~~June 16, 2005~~ December 16, 2005  
BY: Marshall M. Criser III, President -FL  
Miami, Florida

EFFECTIVE: July 1, 2005 January 1, 2006

## B2. REGULATIONS

### B2.7 Special Promotions (Cont'd)

#### B2.7.2 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 <del>(DELETED)</del>		(D)
Territory	BellSouth Business Winning Rewards <del>3Q2005</del> (Cont'd)	(N) (C)
-- From Central Office where services are available	--Subscribers must sign a 12, 24 or 36- month term agreement in order to participate in this promotion.	(N)
	--This promotion is available for resale.	(N)
	-- One (1) promotion per customer and location.	(N)
	--Customer locations outside the BellSouth Nine State Region are not eligible for this promotion.	(N)
	--Qualifying Services are: 1FB's, PBX trunks, Centrex, MegaLink, Primary Rate ISDN, Frame Relay, CrisisLink, Hunting/Rotary and Custom Calling features. A minimum 12-month term agreement is required for Centrex, MegaLink, Primary Rate ISDN and Frame Relay. A minimum 36-month term agreement is required for CrisisLink with a 24 or 36-month BBWR term agreement.	(N)
	-- Excluded Services from eligible revenue: Hunting, SMARTPath Service, BellSouth Integrated Solutions (BIS), all 911 regulated or deregulated products & surcharges; non state tariffed charges, other fees, taxes, late payment charges, charges billed pursuant to federal or state access service, any FCC related charges will not be included in qualifying revenue under this program or entitled to rewards for the related revenues.	(N)
	--BellSouth Complete Choice for Business package customers are not eligible to receive the hunting reward.	(N)
	--BBWR may be combined with the following promotions:	(N) (C)
	-BellSouth PRI Advantage (PRI Advantage and BBWR allowed for the following terms: 12 to 23-month term and 24 to 48-month term; 49 to 72-month term is excluded)	(N)
	-BellSouth <del>21T</del> Centrex Promotion (Centrex <del>21T</del> Promotion and BBWR allowed for Retention ONLY, a minimum 24-month term is required; is available until <del>08/31/05</del> 06/30/06)	(C) (N)
	-BellSouth MegaLink Mileage Promotion	(N)
	-BellSouth Smart Start Promotion (will be available until 06/30/06)	(N)
	--Subscribers participating in a product level CSA (with the exception of a CSA for Installation Waiver Only and CSA for IntraLATA toll pricing), SSA, Volume and Term agreements, Key Customer, Simple Savings,	(N)
	<b>Option C:</b> Rewards are as follows: · 24-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at <del>\$2,500</del> 3,375 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = fifteen percent (15%) of monthly TBR (capped at <del>\$3,750</del> 5,062 per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of five hundred dollars (\$500) in monthly TBR for the term of the contract; if the monthly TBR falls below five hundred dollars (\$500), no reward will be applied that month; · New Service Rewards available (see following); · Annual Bonus Reward available (see following).	(N) (C)
	<b>--New Service Rewards</b> Waiver of non-recurring installation charges and waiver of first month recurring charges for all new Qualifying Services ordered and installed during the term of the agreement for customers under a 12, 24, or 36-month term agreement. Qualifying Services are defined as: 1FB's, PBX trunks, MegaLink, Centrex, Primary Rate ISDN, Frame Relay, CrisisLink, Hunting/Rotary and Custom Calling features. A minimum 12-month term agreement is required for Centrex, MegaLink, Primary Rate ISDN and Frame Relay. A minimum 36-month CrisisLink term is required with a 24 or 36-month BBWR term agreement. <del>Customers currently participating under an existing 2004 BellSouth Business Winning Rewards and BellSouth Business Premium Rewards Promotion are eligible for the New Service Rewards ordered and installed during the promotional time period.</del>	(N) (C)
	<b>--Annual Bonus Reward</b> An Annual Bonus Target will be established for new BBWR customers. The annual target for existing BellSouth customers will consist of ninety percent (90%) of eligible monthly billing at the time they sign the term agreement, multiplied by twelve (12); New customers will provide an estimate of their annual eligible monthly billing at the time they sign the term agreement. Customers may earn up to five percent (5%), dependent on term selected, of the Annual Bonus Target established when billing is met or exceeded. If the Customer does not meet the Annual Bonus Target, no Annual Bonus Reward will be paid. Rewards shall not exceed nine thousand dollars ( <del>\$9,000</del> 10,935) per year for a two (2) year term and fifteen thousand dollars ( <del>\$15,000</del> 18,225) per year for a three (3) year term. Rewards will be paid in month thirteen (13) and twenty-five (25) of a 24-term agreement and months thirteen (13), twenty-five (25) and thirty-seven (37) of a 36-month term agreement. <u>Revenues for BellSouth</u>	(N) (C)

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PRIVATE LINE SERVICES TARIFF

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BY: Marshall M. Criser III, President -FL  
Miami, Florida

Simple Solutions, CCFB Term Agreement, Welcoming Rewards, BellSouth Select and Custom Advantage contract are NOT eligible to participate.

SMARTPath and other ineligible services are excluded from the Annual Bonus.

