

Cost Analysis of 1FB with Proposed Key Customer Discounts

FL	Tariff	Total	25%	TELRIC	TELRIC	TELRIC
RG	BLS Price	w/ SLC	Discount	Rate	Margin	% Margin
1	\$25.95	\$33.79	\$27.30	\$18.11	\$9.19	51%
2	\$26.95	\$34.79	\$28.05	\$18.11	\$9.94	55%
3	\$28.95	\$36.79	\$29.55	\$18.11	\$11.44	63%
4	\$29.95	\$37.79	\$30.30	\$18.11	\$12.19	67%
5	\$30.95	\$38.79	\$31.05	\$18.11	\$12.94	71%
6	\$32.95	\$40.79	\$32.55	\$18.11	\$14.44	80%
7	\$33.95	\$41.79	\$33.30	\$18.11	\$15.19	84%
8	\$34.95	\$42.79	\$34.05	\$18.11	\$15.94	88%
9	\$36.95	\$44.79	\$35.55	\$18.11	\$17.44	96%
10	\$36.95	\$44.79	\$35.55	\$18.11	\$17.44	96%
11	\$36.95	\$44.79	\$35.55	\$18.11	\$17.44	96%
12	\$36.05	\$43.89	\$34.88	\$18.11	\$16.77	93%

Note: Approximate Service Order Cost assuming use of the line Connection Charge costs and two lines is as follows:

Line Connection	First	\$55.56
	Add'l	\$11.82
	Total	\$67.38
	Per line	\$33.69
	Per month	\$0.94

6.13.04  
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USOC	Description	Qty	Revenue	RateType	USOC Rate	NRC	RecurringCost	Margin	
1L9FX	Foreign Exchange Mileage-Measured	29,041	\$90,565.52	Tariff	\$1.60	\$84.64	\$0.58	-298.5%	FEXC
1LHGV	Foreign Central Office mileage-Measured	3,259	\$24,475.85	Tariff	\$1.65	\$84.64	\$0.58	-292.0%	FEXC
1LHB4	Mileage-Foreign Exchange service, distance sensitive	437	\$1,769.85	Calc	\$4.05	\$84.64	\$23.66	-97.1%	Excluded
1SE6X	Pvt line-local channel tie line service, type 2110	180	\$2,609.20	Calc	\$14.50	\$344.40	\$14.06	-90.7%	EXTSERV
1SE6Q	Pvt line-local channel tie line service, type 2110	3,143	\$45,842.15	Calc	\$14.59	\$344.40	\$14.06	-90.2%	EXTSERV
1SE6Y	Pvt line-local channel tie line service, type 2110	93	\$1,379.40	Calc	\$14.83	\$344.40	\$14.06	-88.9%	EXTSERV
P1JAX	IntraLATA Private Line Service, Sub-Voice Grade Local Channel	131	\$2,149.90	Tariff	\$17.60	\$344.40	\$14.06	-74.2%	Excluded
P2JHX	IntraLATA Private Line Service, Voice Grade Local Channel	507	\$13,026.00	Tariff	\$26.00	\$389.76	\$27.62	-68.6%	Excluded
P2JUX	IntraLATA Private Line Service, Voice Grade Local Channel	188	\$4,836.00	Tariff	\$26.00	\$369.50	\$26.91	-65.7%	Excluded
P2JLX	IntraLATA Private Line Service, Voice Grade Local Channel	38	\$1,140.00	Tariff	\$30.00	\$462.64	\$26.98	-64.2%	Excluded
P2JCX	IntraLATA Private Line Service, Voice Grade Local Channel	46	\$1,748.00	Tariff	\$38.00	\$396.10	\$41.53	-57.9%	Excluded
P2JMX	IntraLATA Private Line Service, Voice Grade Local Channel	312	\$11,224.65	Tariff	\$39.00	\$398.06	\$41.45	-56.1%	Excluded
SL5	IntraLATA Private Line Service, Automatic ringdown signaling arrangement	144	\$1,377.40	Tariff	\$9.70	\$129.43	\$8.37	-56.0%	Excluded
P2JNX	IntraLATA Private Line Service, Voice Grade Local Channel	41	\$1,521.00	Tariff	\$39.00	\$396.10	\$41.45	-56.0%	Excluded
CENAA	Standard Features per Station Line, each	3,381	\$13,354.95	Tariff	\$3.95	\$19.45	\$3.92	-38.2%	CENTREX
SBLFX	Back-Up Line	2,741	\$38,240.02	Calc	\$13.95	\$0.00	\$16.39	-36.2%	BACKUPFL
S5DBD	Dual Tone Multifrequency pulsing option on DID	1,416	\$10,590.00	Tariff	\$7.50	\$0.00	\$8.60	-34.6%	Excluded
3LBBS	IntraLATA Private Line Service, Interoffice Channel, Voice Grade-Fixed	3,337	\$11,574.59	Tariff	\$30.00	\$231.27	\$23.94	-32.8%	Excluded
1RSD3	IntraLATA Private Line Service, SynchroNet Service, Digital Local Service	60	\$2,800.85	Tariff	\$49.35	\$419.26	\$37.77	-32.8%	Excluded
1RSD9	IntraLATA Private Line Service, SynchroNet Service, Digital Local Channel	38	\$1,692.25	Tariff	\$49.35	\$419.26	\$37.77	-32.8%	Excluded
SAU	IntraLATA Private Line Service-Type B signaling arrangement	191	\$1,026.00	Tariff	\$5.40	\$17.77	\$5.16	-31.1%	Excluded
1L9FX	Foreign Exchange Mileage-Fixed	29,041	\$90,565.52	Tariff	\$28.50	\$84.64	\$23.66	-19.6%	FEXC
1LHGV	Foreign Central Office mileage-Fixed	3,259	\$24,475.85	Tariff	\$28.50	\$84.64	\$23.66	-19.6%	FEXC
TM5	PBX Service, combination message rate trunk, additional	3,059	\$55,915.95	Calc	\$18.28	\$0.00	\$16.39	-16.4%	PBX
FP115	Broadband Exchange Line Customers Premise to Wire Center at 1.536 Mbps	362	\$50,569.31	Calc	\$139.69	\$442.64	\$108.78	-15.0%	Frame
1LDPZ	MegaLink Local Channel, First 1/2 Mile	347	\$31,915.32	Tariff	\$95.05	\$155.91	\$78.13	-14.3%	MLINK
M4LFA	Station Link Flat Rate	3,114	\$48,097.00	Calc	\$15.45	\$0.00	\$13.43	-13.7%	CENTREX
EXMOX	Main station line, distance sensitive	67	\$1,033.55	Calc	\$15.43	\$0.00	\$13.14	-11.9%	ESSX
M4LFH	Station Links Equipped with Caller ID Flat Rate	546	\$8,617.80	Calc	\$15.78	\$0.00	\$13.43	-11.9%	CENTREX
TM3	PBX Service, outward message rate trunk, additional	203	\$3,979.19	Calc	\$19.60	\$0.00	\$16.39	-10.3%	PBX
M1M52	5ESS Feature Group 2	205	\$1,603.00	Calc	\$7.82	\$0.00	\$6.36	-7.8%	MSERV
1PQWU	MegaLink/LightGate, analog trunk feature activation at central office	2,789	\$15,833.80	Calc	\$5.68	\$5.43	\$4.45	-7.7%	megalink

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EXMNX	Digital ESSX Service Wire Center Lines, up to 2 1/2 miles, per Line	2,517	\$16,757.40 Calc	\$6.66	\$0.00	\$5.40	-7.5%	ESSX
1D91X	FX Local Channel-Primary Channel	1,603	\$32,845.95 Tariff	\$21.15	\$0.00	\$16.39	-3.2%	FEXC
1LNO1	Interoffice channel mileage, fixed rate, 0-8 miles	23	\$1,304.09 Tariff	\$59.75	\$88.79	\$42.54	-0.5%	MLINK
1LNO2	Interoffice channel mileage, fixed rate, 9-25 miles	20	\$1,149.08 Tariff	\$59.75	\$88.79	\$42.54	-0.5%	MLINK
1RSD6	IntraLATA Private Line Service, SynchroNet Service, Digital Local Service	41	\$2,449.30 Tariff	\$69.10	\$504.95	\$37.77	0.1%	Excluded
DS1FN	ISDN Conference Drop Hold and Transfer	500	\$1,356.40 Calc	\$2.71	\$0.36	\$2.02	0.1%	
A6SBX	WatchAlert Service Business Line	2,488	\$22,392.00 Tariff	\$9.00	\$42.36	\$5.48	1.7%	
1RSD5	IntraLATA Private Line Service, SynchroNet Service, Digital Local Channel	327	\$19,944.47 Tariff	\$69.10	\$462.10	\$37.77	3.2%	Excluded
1MBCL	Business Message Rate Line	124	\$2,843.31 Calc	\$22.93	\$0.00	\$16.39	4.9%	
LQTEB	ISDN Threshold Pricing, Basic Rate DSL Access Arrangement, Business	212	\$11,660.00 Tariff	\$55.00	\$255.07	\$31.57	8.2%	
LQTTB	ISDN Threshold Pricing, Basic Rate DSL Access Arrangement, Business	3,242	\$178,290.20 Tariff	\$55.00	\$255.07	\$31.57	8.2%	
LTBLB	Individual Line ISDN Business - Low Volume Access/Digital Subscriber Line (	283	\$15,510.00 Tariff	\$55.00	\$255.07	\$31.57	8.2%	
FP164	KBPS	119	\$6,789.00 Calc	\$57.05	\$429.23	\$28.52	8.2%	
1MB	Business Message Rate Line	4,320	\$102,152.77 Calc	\$23.65	\$0.00	\$16.39	8.2%	
M1LFA	MultiServ Station Link Flat Rate each	649	\$21,858.00 Tariff	\$36.00	\$0.00	\$24.68	9.4%	
M1LFH	MultiServ Station Link Equipped with Caller ID Flat Rate each	114	\$3,960.00 Tariff	\$36.00	\$0.00	\$24.68	9.4%	
FCS	Flexible Call Forwarding	2,961	\$9,262.00 Tariff	\$5.00	\$0.00	\$3.32	13.0%	
FP156	KBPS	75	\$4,384.10 Calc	\$58.45	\$400.78	\$28.52	14.7%	
SP1AC	Area Connection - First	8	\$1,780.00 Tariff	\$235.00	\$653.30	\$131.85	19.9%	
TTT	Long distance trunks arranged for connection to company's toll switchboard	149	\$3,922.34 Calc	\$26.32	\$0.00	\$16.39	20.5%	
TTTxA	Long distance trunks connected to Telco toll switchboard or DDD network	120	\$3,207.23 Calc	\$26.73	\$0.00	\$16.39	22.3%	
TMC	PBX Service, combination message rate trunk, first	682	\$18,518.59 Calc	\$27.15	\$0.00	\$16.39	24.3%	
BUA	Business measured line	168	\$4,597.70 Calc	\$27.37	\$0.00	\$16.39	25.2%	
TMU	Message rate, PBX trunk, outdial, first	37	\$1,015.22 Calc	\$27.44	\$0.00	\$16.39	25.6%	
1FB	Business Line	493,173	\$14,950,810.66 Calc	\$30.32	\$0.00	\$18.11	25.6%	
1FBCL	Business Line	77,645	\$676,247.98 Calc	\$30.32	\$0.00	\$18.11	25.6%	
FRH25	Frame Relay Service, Customer Connection at 256 Kbps	75	\$13,295.73 Calc	\$177.28	\$417.57	\$96.63	25.6%	
SHK1N	Customer Channel Interface, Per Node, Per DS1	24	\$1,005.00 Calc	\$41.88	\$130.55	\$21.94	26.6%	
TTTxB	Long distance trunks connected to Telco toll switchboard, DDD or IDDD netwo	322	\$9,054.06 Calc	\$28.12	\$0.00	\$16.39	28.7%	
BCT2C	BellSouth Channelized Trunks, Combination/Two-Way Channel, Flat Rate, per	112	\$3,456.00 Calc	\$30.86	\$48.33	\$16.87	29.2%	
LQSQS	Private line local channel tie line service	88	\$1,253.30 Tariff	\$24.50	\$0.00	\$14.06	30.7%	
COMF9	Complete Choice for Business 9 line Package	621	\$211,761.00 Tariff	\$341.00	\$0.00	\$195.46	30.8%	
PR71V	Primary Rate ISDN Voice/Data Interface	433	\$158,560.00 Calc	\$366.19	\$470.32	\$199.64	31.0%	
1LD1E	Primary Rate ISDN Non-Distance Sensitive Mileage	438	\$55,940.00 Calc	\$127.72	\$157.51	\$68.95	32.6%	
COMF8	Complete Choice for Business 8 line Package	306	\$94,248.00 Tariff	\$308.00	\$0.00	\$174.13	32.7%	

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COM29	Complete Choice for Business 9 line Package	30	\$10,380.00 Tariff	\$346.00	\$0.00	\$195.46	32.8%
COM28	Complete Choice for Business 8 line Package	24	\$7,512.00 Tariff	\$313.00	\$0.00	\$174.13	34.8%
COMF7	Complete Choice for Business 7 line Package	406	\$111,650.00 Tariff	\$275.00	\$0.00	\$152.80	35.0%
7FB	Business Line-Incoming Only	252	\$8,227.20 Calc	\$32.65	\$0.00	\$18.11	35.2%
LQ1AA	Basic Rate ISDN DSL Arrangement Optional Usage Plan A, Business	36	\$2,518.20 Tariff	\$69.95	\$255.07	\$33.51	35.4%
M9QCX	NAR Package Both Way Flat Rate	1,653	\$26,904.87 Calc	\$16.28	\$0.00	\$9.01	35.5%
OFB	Business line, outgoing	539	\$17,685.85 Calc	\$32.81	\$0.00	\$18.11	35.9%
COM27	Complete Choice for Business 7 line Package	40	\$11,200.00 Tariff	\$280.00	\$0.00	\$152.80	37.4%
COMF6	Complete Choice for Business 6 line Package	668	\$161,656.00 Tariff	\$242.00	\$0.00	\$131.48	38.0%
M2RED	Meet Me Conference Executive Conference per Conference Number	73	\$1,205.25 Tariff	\$15.50	\$0.00	\$8.40	38.4%
EQA	Network Access Register Flat Rate Service, 2-Way Operation, each (ESSX)	1,363	\$22,706.03 Calc	\$16.66	\$0.00	\$9.01	38.7%
BCTOC	BellSouth Channelized Trunks, Outward Only Channel, Flat Rate, per Channel	144	\$4,752.00 Calc	\$33.00	\$48.33	\$16.87	38.8%
COM26	Complete Choice for Business 6 line Package	77	\$19,019.00 Tariff	\$247.00	\$0.00	\$131.48	40.9%
SMV	Surrogate Client Number (Voice Messaging Identification Number)	794	\$1,977.00 Calc	\$2.49	\$0.00	\$1.31	42.6%
BD2	Business Line with Touch-Tone and BellSouth Business Plus Calling Plan 2	17,303	\$448,402.50 Tariff	\$35.10	\$0.00	\$18.11	45.4%
COM25	Complete Choice for Business 5 line Package	113	\$24,182.00 Tariff	\$214.00	\$0.00	\$110.15	45.7%
PR71U	Primary Rate ISDN Extended Reach Inward Data Final Route Interface	3	\$1,125.00 Calc	\$375.00	\$464.49	\$182.70	46.9%
RXR	Main station without set	85	\$3,024.30 Calc	\$35.58	\$0.00	\$18.11	47.3%
1LLBE	Mileage-extension line	2,595	\$2,975.05 Calc	\$1.15	\$0.00	\$0.58	48.2%
COMF5	Complete Choice for Business 5 line Package	912	\$198,816.00 Tariff	\$218.00	\$0.20	\$110.15	48.4%
PR71E	Primary Rate ISDN Inward Data Option Interface	24	\$8,915.00 Calc	\$371.46	\$470.32	\$178.00	49.2%
FRH10	Frame Relay Service, Customer Connection at 44.210 Mbps	3	\$8,250.00 Calc	\$2,750.00	\$742.08	\$1,363.53	49.8%
COMP2	Complete Choice for Business 2 Line Package	4,666	\$438,604.00 Tariff	\$94.00	\$0.00	\$46.17	52.7%
COM24	Complete Choice for Business 4 Line Package	579	\$105,287.00 Tariff	\$182.00	\$0.00	\$88.83	53.7%
BCTL1	BellSouth Channelized Trunks, 1.544 Mbps Access Line, per Access Line	15	\$2,184.00 Calc	\$145.60	\$259.03	\$66.34	53.8%
BUE	Business line, hunting, Telco equipment	246	\$9,153.66 Calc	\$37.21	\$0.00	\$18.11	54.1%
COMP3	Complete Choice for Business 3 Line Package	2,049	\$284,811.00 Tariff	\$139.00	\$0.00	\$67.50	54.4%
FRH12	Frame Relay Service, Customer Connection at 128 Kbps	146	\$13,363.60 Calc	\$91.53	\$418.54	\$36.64	55.6%
NSQ	Repeat Dialing (*66)	49,559	\$3,552.00 Tariff	\$1.50	\$0.00	\$0.71	58.5%
COM23	Complete Choice for Business, Business Plus Option 2, 3 Line Package	56	\$8,064.00 Tariff	\$144.00	\$0.00	\$67.50	60.0%
BD2CL	Business Line with Touch-Tone and BellSouth Business Plus Calling Plan 2	5,689	\$28,782.00 Tariff	\$35.10	\$0.00	\$16.39	60.6%
COM22	Complete Choice for Business, Business Plus Option 2, 2 Line Package	664	\$65,736.00 Tariff	\$99.00	\$0.00	\$46.17	60.8%
NDT	PBX Service, BellSouth CMRS Local Loop DID trunk termination	2,430	\$52,668.80 Tariff	\$21.80	\$17.32	\$9.82	61.6%
COM2H	Complete Choice for Business 3 Line Package	716	\$105,252.00 Tariff	\$147.00	\$0.00	\$67.50	63.3%

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ELX01	Package of 3 features, Group A	683	\$1,134.25 Calc	\$1.66	\$0.00	\$0.75	66.1%	
COMP1	Complete Choice for Business 1 Line Package	15,372	\$799,292.00 Tariff	\$52.00	\$0.00	\$23.25	67.7%	
WMCSQ	Outward WATS service, statewide	60	\$2,247.00 Calc	\$37.45	\$0.00	\$16.39	71.4%	
WSA1X	Open 800 Service Over an Access Line	73	\$2,733.85 Calc	\$37.45	\$0.00	\$16.39	71.4%	
MVP	Call Hold, Intercom, Call Pickup, User Transfer/Conferencing	197	\$1,182.00 Tariff	\$6.00	\$0.00	\$2.54	77.2%	
MVPAL	Prestige Service, Additional Line	355	\$2,130.00 Tariff	\$6.00	\$0.00	\$2.54	77.2%	
COMPH	Complete Choice for Business 3 Line package	7,047	\$1,000,603.00 Tariff	\$142.00	\$0.00	\$59.82	78.0%	
FRH15	Frame Relay Service, Customer Connection at 1.536 Mbps	140	\$46,307.45 Calc	\$330.77	\$482.82	\$131.22	78.8%	
FP144	Broadband Exchange Line, Fast Packet Option at 44.210 Mbps	3	\$3,575.00 Tariff	\$1,300.00	\$632.21	\$526.30	81.9%	
COM21	Complete Choice for Business, Business Plus Option 2, 1 Line Package	829	\$47,253.00 Tariff	\$57.00	\$0.00	\$23.25	83.9%	
PR7BL	Primary Rate ISDN Extended Reach Inward Data Fianl Route B-Channels	46	\$2,139.00 Calc	\$46.50	\$4.32	\$18.84	84.5%	
HBV	Anonymous Call Rejection	966	\$3,848.00 Calc	\$3.98	\$0.00	\$1.59	87.7%	
TFU	PBX Service, outgoing flat rate trunk	204	\$9,445.50 Calc	\$46.30	\$0.00	\$18.11	91.8%	
TFC	PBX Service, combination flat rate trunk	6,605	\$312,022.81 Calc	\$47.24	\$0.00	\$18.11	95.6%	
TFN	PBX Service, inward flat rate trunk	68	\$3,257.63 Calc	\$47.91	\$0.00	\$18.11	98.4%	
FX52B	Foreign Exchange business, measured, two-way	1,517	\$67,005.00 Calc	\$44.17	\$0.00	\$16.39	102.1%	
BC2	BellSouth Business Choice Package 2	847	\$41,460.65 Tariff	\$48.95	\$0.00	\$18.11	102.7%	
M1GNC	ISDN Interoffice Channel per DSL	33	\$3,734.00 Calc	\$113.15	\$95.91	\$40.26	104.2%	
1LDPA	MegaLink Local Channel, Each Additional 1/2 Mile	713	\$29,802.62 Calc	\$41.80	\$0.00	\$15.32	104.6%	
FX5CX	Foreign Exchange access, combination trunk, measured	88	\$3,960.00 Calc	\$45.00	\$0.00	\$16.39	105.9%	
TF5CX	Business, flat rate trunk w/meas. usage charge, (leaky PBX) comb.(FL only)	57	\$2,607.63 Calc	\$45.75	\$0.00	\$16.39	109.3%	
BCTS1	BellSouth Channelized Trunks, Service Interface, per Access Line	14	\$2,814.00 Calc	\$201.00	\$196.01	\$68.93	110.8%	
VUM48	MegaLink/LightGate (AKA BellSouth SPA Point to Point Network) CO channel1	4	\$1,300.00 Calc	\$325.00	\$225.46	\$111.12	113.7%	
1LPG5	Mileage-pvt line channel, voice grade	448	\$1,209.60 Calc	\$2.70	\$0.00	\$0.93	117.7%	
NRX3X	ESSX Intercom Charge, per flat rate main station	2,650	\$24,093.40 Calc	\$9.09	\$0.00	\$3.00	127.3%	
NQT	MegaLink Channel Service NAR, per flat rated line or trunk outgoing	215	\$3,628.55 Calc	\$16.88	\$0.00	\$5.46	131.9%	
TDD1X	PBX Service, DID inward trunk	1,863	\$87,970.43 Calc	\$47.22	\$0.00	\$15.22	132.7%	
EBY33	User Transfer/Conferencing and Call Hold	311	\$2,488.00 Calc	\$8.00	\$0.00	\$2.52	138.1%	
LQGFX	ISDN B Channel Threshold Voice/Data	6,701	\$104,167.51 Calc	\$15.55	\$0.00	\$4.88	139.0%	
NUM3X	ESSX Intercom charge, per message rate main station	104	\$1,002.00 Calc	\$9.63	\$0.00	\$3.00	140.8%	
LPRFX	Channels Activated B Channel Flat Rate Circuit Switched Voice/Data	650	\$10,440.50 Calc	\$16.06	\$3.57	\$4.88	144.8%	
VUM24	MegaLink/LightGate (AKA BellSouth SPA Point to Point Network) CO channel1	124	\$23,462.59 Calc	\$189.21	\$177.83	\$55.56	146.5%	
COM19	Complete Choice for Business 9 line Package	12	\$7,728.00 Tariff	\$644.00	\$0.00	\$195.46	147.1%	
COM18	Complete Choice for Business 8 line Package	6	\$3,450.00 Tariff	\$575.00	\$0.00	\$174.13	147.7%	
COM17	Complete Choice for Business 7 line Package	4	\$2,032.00 Tariff	\$508.00	\$0.00	\$152.80	149.3%	

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COM16	Complete Choice for Business 6 line Package	16	\$7,040.00 Tariff	\$440.00	\$0.00	\$131.48	151.0%
COM15	Complete Choice for Business 5 line Package	17	\$6,307.00 Tariff	\$371.00	\$0.00	\$110.15	152.6%
ELY2N	User Transfer and Conferencing	9,669	\$67,669.00 Calc	\$7.00	\$0.00	\$2.05	156.0%
COM14	Complete Choice for Business 4 Line Package	89	\$27,145.00 Tariff	\$305.00	\$0.00	\$88.63	157.5%
COM12	Complete Choice for Business, Business Plus Option 1, 2 Line Package	223	\$35,457.00 Tariff	\$159.00	\$0.00	\$46.17	158.3%
NSS	Call Return (*69)	76,419	\$64,583.00 Tariff	\$1.50	\$0.00	\$0.43	161.6%
COM1H	Complete Choice for Business 3 Line Package	173	\$41,001.00 Tariff	\$237.00	\$0.00	\$67.50	163.3%
BD1	Business Line with Touch-Tone and BellSouth Business Plus Calling Plan 1	5,478	\$287,648.75 Tariff	\$64.10	\$0.00	\$18.11	165.5%
EBY48	User Transfer/Conferencing, Call Pickup and Call Hold	341	\$3,069.00 Calc	\$9.00	\$0.00	\$2.54	165.7%
EBY32	User Transfer/Conferencing and Call Pickup	293	\$2,193.00 Calc	\$7.48	\$0.00	\$2.08	169.9%
SHK1C	Central Office Channel Interface, Per Customer Node, Per DS1	24	\$935.00 Calc	\$38.96	\$123.89	\$9.22	179.6%
COM11	Complete Choice for Business, Business Plus Option 1, 1 Line Package	862	\$74,994.00 Tariff	\$87.00	\$0.00	\$23.25	180.6%
BD1CL	Business Line with Touch-Tone and BellSouth Business Plus Calling Plan 1	2,010	\$19,422.30 Tariff	\$64.10	\$0.00	\$16.39	193.3%
FRH64	Frame Relay Service, Customer Connection at 64 Kbps	126	\$7,439.00 Calc	\$59.04	\$448.44	\$10.14	213.8%
FRH56	Frame Relay Service, Customer Connection at 56 Kbps	73	\$4,354.55 Calc	\$59.65	\$448.44	\$10.14	218.4%
BC1	BellSouth Business Choice Package 1	149	\$11,614.55 Tariff	\$77.95	\$0.00	\$18.11	222.8%
PR7BV	Primary Rate ISDN B-Channel for Use with Voice/Data Application	8,651	\$328,090.62 Tariff	\$41.25	\$4.29	\$9.10	238.7%
TDDCX	Direct-Inward-Dialing combination trunk	19	\$1,826.34 Calc	\$96.12	\$0.00	\$20.59	250.1%
NQM	MegaLink Channel Service NAR, per flat rated line or trunk both ways	2,088	\$34,814.45 Calc	\$16.67	\$0.00	\$3.29	280.1%
3LBCA	SynchroNet Interoffice Channel, each 9-25 Miles Fixed Monthly Rates	79	\$2,217.34 Calc	\$28.07	\$61.13	\$5.07	281.7%
3LBEA	SynchroNet Interoffice Channel, Over 25 Miles, Fixed	44	\$1,283.29 Calc	\$29.17	\$61.13	\$5.07	298.0%
FRH38	Frame Relay Service, Customer Connection at 384 Kbps	5	\$1,695.00 Calc	\$339.00	\$417.57	\$60.84	298.8%
3LBAA	SynchroNet Interoffice Channel, each 0-8 Miles Fixed Monthly Rates	74	\$2,181.25 Calc	\$29.48	\$61.13	\$5.07	302.5%
ESC	Three-Way Calling	35,530	\$45,023.00 Tariff	\$4.70	\$0.00	\$0.83	324.7%
LQ1BA	Basic Rate ISDN DSL Arrangement Optional Usage Plan B, Business	294	\$73,224.16 Tariff	\$249.95	\$255.07	\$41.88	330.7%
LQ1BC	Basic Rate ISDN DSL Arrangement Optional Usage Plan B, Business	12	\$2,999.40 Tariff	\$249.95	\$255.07	\$41.88	330.7%
ESCWT	Three-Way Calling with Transfer	37,855	\$17,066.00 Tariff	\$4.95	\$0.00	\$0.83	347.3%
PR7N3	Provisioning of more than 1 simultaneous call per TN in an ICE arrangement	257	\$1,986.40 Calc	\$7.73	\$3.74	\$1.21	370.5%
RCFVF	Remote Call Forwarding - Local	1,814	\$28,896.00 Tariff	\$16.00	\$0.54	\$2.07	479.0%
RCFVQ	Remote Call Forwarding	103	\$1,648.00 Tariff	\$16.00	\$0.54	\$2.07	479.0%
RCFVS	Remote Call Forwarding	609	\$9,712.00 Tariff	\$16.00	\$0.53	\$2.07	479.0%
NSY	Call Block (*60)	44,271	\$9,702.00 Tariff	\$1.50	\$0.00	\$0.19	492.1%
NST	Call Tracing (*57)	31,309	\$5,159.00 Tariff	\$2.00	\$0.00	\$0.23	552.2%
DRS	RingMaster 1 - One RingMaster Number with Distinctive Ringing	5,618	\$19,280.00 Tariff	\$4.00	\$0.00	\$0.36	733.3%

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NSD	Caller ID Number Delivery	862	\$5,544.00 Calc	\$6 43	\$0 00	\$0 55	776.8%
NQP	MegaLink Channel Service NAR, per flat rated line or trunk, incoming	544	\$9,089.93 Calc	\$16 71	\$0 00	\$1.35	828.3%
DRS1X	RingMaster II - First RingMaster Number with Distinctive Ringing	643	\$1,908.00 Tariff	\$6.00	\$0 00	\$0.37	1116.2%
MWW	Message Waiting - Stutter Dialtone	46,668	\$17,537.25 Calc	\$0.38	\$0 00	\$0.02	1325.0%
1LNOC	Interoffice channel mileage, each airline mile, over 25 miles	359	\$6,516.15 Calc	\$18 15	\$0 00	\$0.93	1363.7%
2UN64	IntraLATA Private Line Service, SynchroNet Service, Node Channel Terminati	44	\$1,079.40 Calc	\$24.53	\$27.84	\$1.11	1487.8%
2UN56	IntraLATA Private Line Service, SynchroNet Service, Node Channel Terminati	326	\$8,103.34 Calc	\$24.86	\$27.84	\$1.11	1510.1%
1LNOB	Interoffice channel mileage, each airline mile, 9-25 miles	289	\$6,923.10 Calc	\$23.96	\$0 00	\$0.93	1832.3%
DS1FG	Additional Call Appearance of the Primary Directory Number	1,458	\$2,302.50 Calc	\$1 58	\$0 18	\$0.06	1865.7%
1LNOA	Interoffice channel mileage, each airline mile, 0-8 miles	120	\$2,944.73 Calc	\$24.54	\$0 00	\$0.93	1879.0%
3LBBS	IntraLATA Private Line Service, Interoffice Channel, Voice Grade-Measured	3,337	\$11,574.59 Tariff	\$1 65	\$0 00	\$0.06	1962.5%
NXMCR	Caller ID Name and Number Delivery with Anonymous Call Rejection	56,763	\$153,901.00 Tariff	\$7.50	\$0 00	\$0.23	2335.1%
SRG	Selective Class of Call Screening	2,285	\$3,818.10 Calc	\$1 67	\$0 00	\$0.05	2406.4%
NXECR	Enhanced Caller ID with Anonymous Call Rejection	18,984	\$45,577.00 Tariff	\$17.00	\$0 00	\$0.49	2494.6%
PR7CN	Calling Name Delivery Feature, per Primary Rate Interface	13	\$1,300.00 Calc	\$100.00	\$5.88	\$2.42	2992.4%
NXMMN	Caller ID Name and Number Delivery	2,300	\$7,766.00 Tariff	\$7.50	\$0 00	\$0 17	3140.2%
ESL	8 Code Speed Calling	9,670	\$5,315.00 Tariff	\$2.00	\$0 00	\$0.04	3650.0%
ESF	30 Code Speed Calling	20,856	\$3,354.08 Tariff	\$3 00	\$0 00	\$0.05	4400.0%
CREX1	Custom Toll Restriction	7,268	\$36,335.50 Calc	\$5.00	\$0 00	\$0.07	5256.5%
ESM	Call Forwarding	42,426	\$138,454.16 Calc	\$3 26	\$0 00	\$0.04	6012.5%
CREXA	Custom Toll Restriction plus expanded local calling	6,595	\$32,986.00 Calc	\$5.00	\$0 00	\$0 06	6152.1%
RCA	Remote Call Forwarding-Additional Capacity	3,235	\$51,712.00 Tariff	\$16.00	\$0 00	\$0 19	6215.8%
PR7BD	Primary Rate ISDN B-Channel for Inward Data Option	474	\$11,953.19 Calc	\$25.22	\$4 29	\$0 29	6381.3%
HTG	Hunting/Rollover Service	305,516	\$2,485,854.83 Calc	\$8.14	\$0 00	\$0.09	6663.3%
HTGMS	Hunting/rotary service message rate	4,652	\$44,332.09 Calc	\$9.53	\$0 00	\$0.09	7841.7%
3LBFA	SynchroNet Interoffice Channel, each Mile or Fraction Thereof	1,597	\$4,030.66 Calc	\$2.52	\$0 00	\$0.02	9364.6%
3LBDA	SynchroNet Interoffice Channel, each Mile or Fraction Thereof	1,104	\$2,786.79 Calc	\$2.52	\$0 00	\$0.02	9366.1%
3LBBA	SynchroNet Interoffice Channel, each Mile or Fraction Thereof	424	\$1,075.77 Calc	\$2.54	\$0 00	\$0.02	9414.5%
EATPA	Call Forwarding	1,860	\$10,224.50 Calc	\$5.50	\$0 00	\$0.04	10206.9%
E4C	Call Forwarding Variable-Outside, per line	311	\$1,842.60 Calc	\$5.92	\$0 00	\$0.04	11000.0%
DAVT2	Courtesy Complete	284	\$2,840.00 Tariff	\$10.00	\$0 00	\$0 06	12400.0%
GCZ	Remote Activation of Call Forwarding	41,554	\$99,340.00 Tariff	\$5.20	\$0 00	\$0.03	12900.0%
GCJRC	Call Forwarding Don't Answer Ring Control	52,398	\$106,675.50 Calc	\$2.04	\$0 00	\$0 01	15169.3%
GCE	Call Forwarding Busy Line	48,323	\$102,773.50 Calc	\$2.13	\$0 00	\$0 01	15875.0%

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GCJ	Call Forwarding Don't Answer	45,443	\$121,785.25 Calc	\$2.68	\$0.00	\$0.01	20000.0%	
ESX	Call Waiting	37,940	\$157,682.00 Calc	\$4.16	\$0.00	\$0.01	31070.8%	
E9GPA	Call Forwarding Don't Answer	2,364	\$11,820.00 Calc	\$5.00	\$0.00	\$0.01	37400.0%	
E6HPA	Call Waiting	452	\$3,164.00 Calc	\$7.00	\$0.00	\$0.01	52400.0%	

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BACKUPFL

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FL-BACKUP Line		Qty	Unit Rate	Rate	Unit Cost	R Cost	NR Cost	Calculated Margin
SBLFX	Back-Up Line	1	\$13.95	\$13.95	\$16.39	\$16.39	\$0.00	
	Usage	118.71	0.05	\$5.94	0.002607	\$0.31	\$0.00	
	Subscriber Line Charge	1	\$7.84	\$7.84	\$0.00	\$0.00	\$0.00	
				<b>\$27.73</b>		<b>\$16.70</b>	<b>\$0.00</b>	<b>36.26%</b>

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PBXFL

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FL-PBX Service		Qty	Unit Rate	Rate	Unit Cost	R Cost	NR Cost	Calculated Margin
TM3	PBX Service, outward message rate trunk, additional Usage	1	\$19.60	\$19.60	\$16.39	\$16.39	\$0.00	
				\$4.61		\$0.51		
	Subscriber Line Charge	1	\$7.84	\$7.84	\$0.00	\$0.00	\$0.00	
				<b>\$32.05</b>		<b>\$16.90</b>	<b>\$0.00</b>	<b>53.84%</b>
FL-PBX Service		Qty	Unit Rate	Rate	Unit Cost	Cost	NR Cost	Calculated Margin
TM5	PBX Service, combination message rate trunk, additional Usage	1	\$18.28	\$18.28	\$16.39	\$16.39	\$0.00	
				\$4.61		\$0.51		
	Subscriber Line Charge	1	\$7.84	\$7.84	\$0.00	\$0.00	\$0.00	
				<b>\$30.73</b>		<b>\$16.90</b>	<b>\$0.00</b>	<b>47.98%</b>
FL-PBX Service DID		Qty	Unit Rate	Rate	Unit Cost	Cost	NR Cost	Calculated Margin
TDD1X	PBX Service, DID inward trunk	1	\$47.22	\$47.22	\$15.22	\$15.22	\$0.00	
S5DBD	Dual Tone Multifrequency pulsing option on DID	1	\$7.50	\$7.50	\$8.60	\$8.60	\$0.00	
	Subscriber Line Charge	1	\$7.84	\$7.84	\$0.00	\$0.00	\$0.00	
				<b>\$62.56</b>		<b>\$23.82</b>		<b>105.21%</b>

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CENTREXFL

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FL-CENTREX Average System		Qty	Unit Rate	Rate	Unit Cost	R Cost	NR Cost	NR Cost	Calculated Margin
M1ACC	Customized Common Equipment	1	\$31.22	\$31.22	\$0.00	\$0.00	\$375.61	\$375.61	
CENAA	Standard Features per Station Line, each	14	\$3.95	\$55.30	\$3.92	\$54.88	\$19.50	\$273.00	
M4LFA	Station Link Flat Rate	14	\$15.45	\$216.30	\$13.43	\$188.02	\$0.00	\$0.00	
M9QCX	NAR Package Both Way Flat Rate	7	\$16.28	\$113.96	\$9.01	\$63.07	\$0.00	\$0.00	
HTG	Hunting/Rollover Service	7	\$0.00	\$0.00	\$0.09	\$0.63	\$0.00	\$0.00	
PGSA7	Panty charge-network access register	7	\$7.84	\$54.88	\$0.00	\$0.00	\$0.00	\$0.00	
				<b>\$471.66</b>		<b>\$306.60</b>	<b>\$395.11</b>	<b>\$648.61</b>	<b>13.98%</b>
FL-CENTREX Average System		Qty	Unit Rate	Rate	Unit Cost	R Cost	Unit NR Cost	NR Cost	Calculated Margin
M1ACC	Customized Common Equipment	1	\$31.22	\$31.22	\$0.00	\$0.00	\$375.61	\$375.61	
CENAA	Standard Features per Station Line, each	14	\$3.95	\$55.30	\$3.92	\$54.88	\$19.50	\$273.00	
M4LFH	Station Link Flat Rate	14	\$15.45	\$216.30	\$13.43	\$188.02	\$0.00	\$0.00	
M9QCX	NAR Package Both Way Flat Rate	7	\$16.28	\$113.96	\$9.01	\$63.07	\$0.00	\$0.00	
HTG	Hunting/Rollover Service	7	\$0.00	\$0.00	\$0.09	\$0.63	\$0.00	\$0.00	
PGSA7	Panty charge-network access register	7	\$7.84	\$54.88	\$0.00	\$0.00	\$0.00	\$0.00	
				<b>\$471.66</b>		<b>\$306.60</b>	<b>\$395.11</b>	<b>\$648.61</b>	<b>13.98%</b>

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FEXCFL

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FL-Foreign Exchange								
Average System								
	USOC	Qty	Unit Rate	Revenue	Unit Cost	R Cost	NR Cost	Calculated Margin
	FX5CX	1	\$45.00	\$ 45.00	\$16.39	\$ 16.39	\$ -	
	1D91X	1	\$21.15	\$ 21.15	\$16.39	\$ 16.39	\$ -	
	1L9FX-Fixed	1	\$28.50	\$ 28.50	\$23.66	\$ 23.66	\$ 84.64	1 Fixed per Channel Estimate
	1L9FX-Measured	17	\$1.60	\$ 27.20	\$0.58	\$ 9.86	\$ -	Remaining Qty ratio to Fixed
	Subscriber Line Charge	1	\$7.84	\$ 7.84	\$0.00	\$ -	\$ -	
<b>Total</b>				<b>\$ 129.69</b>		<b>\$ 66.30</b>	<b>\$ 84.64</b>	<b>46.12%</b>
	USOC	Qty	Unit Rate	Revenue	Unit Cost	R Cost	NR Cost	Calculated Margin
	1FB	1	\$30.32	\$ 30.32	\$18.11	\$ 18.11	\$ -	
	1LHGV-Fixed	1	\$28.50	\$ 28.50	\$23.66	\$ 23.66	\$ 84.64	1 Fixed per Channel Estimate
	1LHGV-Measured	3	\$1.65	\$ 4.95	\$0.58	\$ 1.74	\$ -	Remaining Qty ratio to Fixed
	Subscriber Line Charge	1	\$7.84	\$ 7.84	\$0.00	\$ -	\$ -	
<b>Total</b>				<b>\$ 71.61</b>		<b>\$ 43.51</b>	<b>\$ 84.64</b>	<b>22.54%</b>

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ESSEXFL

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FL-ESSX Average System		Qty	Unit Rate	Rate	Unit Cost	R Cost	NR Cost	Calculated Margin
NRX3X	ESSX Intercom Charge, per flat rate main station	20	\$9.09	\$181.80	\$3.00	\$60.00	\$0.00	
EXMNX	Digital ESSX Service, Wire Center Lines, up to 2 1/2 miles, per Line	20	\$6.66	\$133.20	\$5.40	\$108.00	\$0.00	
ELX01	Package of 3 features, Group A	5	\$1.66	\$8.30	\$0.75	\$3.75	\$0.00	
EATPA	Call Forwarding	13	\$5.50	\$71.50	\$0.04	\$0.52	\$0.00	
EQA	Network Access Register Flat Rate Service, 2-Way Operation, each (ESSX)	10	\$16.66	\$166.60	\$9.01	\$90.10	\$0.00	
HTG	Hunting/Rollover Service	10	\$0.00	\$0.00	\$0.09	\$0.90	\$0.00	
PGSA7	Parity charge-network access register installed after 7/83	10	\$7.84	\$78.40	\$0.00	\$0.00	\$0.00	
				<b>\$639.80</b>		<b>\$263.27</b>	<b>\$0.00</b>	<b>89.71%</b>
Loop weighting								
			Pct	Miles	Weighting			
EXMNX	Digital ESSX Service, Wire Center Lines, up to 2 1/2 miles, per Line	2,517	97.41%	2.50	2.43525			
EXMOX	Main station line, distance sensitive	67	2.59%	5.00	0.129643963			
	Total	2,584.00		Weighted	2.564893963			
					2.5 Mile			
FL-ESSX Average System		Qty	Unit Rate	Rate	Unit Cost	R Cost	NR Cost	Calculated Margin
NRX3X	ESSX Intercom Charge, per flat rate main station	20	\$9.09	\$181.80	\$3.00	\$60.00	\$0.00	
EXMOX	Main station line, distance sensitive	20	\$15.43	\$308.60	\$13.14	\$262.80	\$0.00	
ELX01	Package of 3 features, Group A	5	\$1.66	\$8.30	\$0.75	\$3.75	\$0.00	
EATPA	Call Forwarding	13	\$5.50	\$71.50	\$0.04	\$0.52	\$0.00	
EQA	Network Access Register Flat Rate Service, 2-Way Operation, each (ESSX)	10	\$16.66	\$166.60	\$9.01	\$90.10	\$0.00	
HTG	Hunting/Rollover Service	10	\$0.00	\$0.00	\$0.09	\$0.90	\$0.00	
PGSA7	Parity charge-network access register installed after 7/83	10	\$7.84	\$78.40	\$0.00	\$0.00	\$0.00	
				<b>\$815.20</b>		<b>\$418.07</b>	<b>\$0.00</b>	<b>50.93%</b>

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FL-MULTISERV								
FL-MULTISERV Average System		Qty	Unit Rate	Revenue	Unit Cost	R Cost	NR Cost	Calculated Margin
M1ACC	Customized common Equipment	1	\$0.00	\$0.00	\$0.00	\$0.00	\$186.00	
M1M52	5ESS Feature Group 2	18	\$7.82	\$140.76	\$6.36	\$114.48	\$0.00	
M1LFA	MultiServu Station Link Flat Rate each	18	\$36.00	\$648.00	\$24.68	\$444.24	\$0.00	
9ZR	FCC Charge for Network Access	18	\$7.84	\$141.12	\$0.00	\$0.00	\$0.00	
				<b>\$929.88</b>		<b>\$558.72</b>	<b>\$186.00</b>	<b>30.21%</b>
FL-MULTISERV Plus Average System		Qty	Unit Rate	Revenue	Unit Cost	R Cost	NR Cost	Calculated Margin
M1ACC	Customized common Equipment	1	\$0.00	\$0.00	\$0.00	\$0.00	\$186.00	
M1M52	5ESS Feature Group 2	18	\$7.82	\$140.76	\$6.36	\$114.48	\$0.00	
M4LFA	Station Link Flat Rate	18	\$15.45	\$278.10	\$13.43	\$241.74	\$0.00	
M9QCX	NAR Package Both Way Flat Rate	8	\$16.28	\$130.24	\$9.01	\$72.08	\$0.00	
HTG	Hunting/Rollover Service	8	\$0.00	\$0.00	\$0.09	\$0.72	\$0.00	
9ZR	FCC Charge for Network Access	18	\$7.84	\$141.12	\$0.00	\$0.00	\$0.00	
				<b>\$690.22</b>		<b>\$429.02</b>	<b>\$186.00</b>	<b>27.68%</b>

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EXTSERVFL

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FL-Extension Service								
Typical System								
	USOC	Qty	Unit Rate	Revenue	Unit Cost	R Cost	NR Cost	Calculated Margin
	1SE6X/1SE6Q/1SE6Y	1	\$14.83	\$ 14.83	\$14.06	\$ 14.06	\$ 344.40	
	1FB	2	\$30.32	\$ 60.64	\$18.11	\$ 36.22	\$ -	
	9ZR	2	\$7.84	\$ 15.68	\$0.00	\$ -	\$ -	
<b>Total</b>				<b>\$ 91.15</b>		<b>\$ 50.28</b>	<b>\$ 344.40</b>	<b>24.73%</b>
1FB and 9ZR represents an existing line that would be required before adding an extension service.								
1FB/9ZR quantity based on the state average of 1FBs per Tie Code with this service.								

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FRAME SERVICE

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FL-Frame Service								
USOC	Description	Qty	RateType	R Rate	R Cost	NR Cost	Margin	
FRH12	Frame Relay Service, Customer Connection at 128 Kbps	1	Calc	\$91.53	\$36.64	\$418.54		
FP115	Broadband Exchange Line Customers Premise to Wire Center at 1 536 Mbps	1	Calc	<u>\$139.69</u>	<u>\$108.78</u>	<u>\$442.64</u>		
				\$231.22	\$145.42	\$861.18	2.80%	

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MLINK

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Florida MegaLink® Service Typical Arrangement (uses 24-48 Mo. rates)												
0.75 Rate Factor												
USOC	Quantity	Description	Non-Recurring Cost	Non-Recurring Charge	Recurring Cost	Recurring Rate	Element Rec. Contrib.	Total Rec. Cost	Total Int'l. Cost	Total Revenue	Total Contribution	Estimated Margin
(A)	(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
1	1LDRF	2	L.C. 1st Half Mile	\$188.81	\$300.00	\$78.13	\$99.00	\$18.00	\$186.26	\$311.87	\$896.16	\$427.92
2	1LDRH	6	L.C. Add'l Half Mile	\$0.00	\$0.00	\$15.92	\$43.00	\$27.68	\$91.92	\$0.00	\$288.00	\$166.08
3	1LNDZ	1	IOC, Fixed	\$88.79	\$100.00	\$42.84	\$59.78	\$17.21	\$42.84	\$88.79	\$189.78	\$28.42
4	1LND8	18	IOC, Per Mile	\$0.00	\$0.00	\$0.92	\$22.38	\$21.42	\$13.86	\$0.00	\$335.25	\$201.30
5	1MCLSE	1	Res Est Charge (per ord)	\$424.30	\$876.00	\$0.00	\$0.00	\$0.00	\$0.00	\$424.30	\$876.00	\$150.70
6	1MCLPV	2	Phon. Vial (per LC)	\$13.45	\$40.00	\$0.00	\$0.00	\$0.00	\$0.00	\$26.90	\$80.00	\$53.10
7	<b>First Month Grand Total</b>											
8	<b>Add'l Month Grand Total</b>											
9	<b>Monthly recurring margin for a typical FL ML arrangement, without typical IOC is</b>											
10	<b>40.03%</b>											
11	(Total Rec Rate Factor) x (Total Rec Cost) / Total Rec Cost											
12	<b>197.5442%</b>											
13	(Total Rec Rate Factor) x (Total Rec Cost) / Total Rec Cost											
14	<b>35.4189%</b>											
15	Monthly recurring margin for a typical FL ML arrangement, without typical IOC is											
16	<b>35.4189%</b>											
Florida MegaLink® Channel Service Typical Arrangement (uses 24-48 Mo. rates)												
USOC	Quantity	Description	Non-Recurring Cost	Non-Recurring Charge	Recurring Cost	Recurring Rate	Element Rec. Contrib.	Total Rec. Cost	Total Int'l. Cost	Total Revenue	Total Contribution	Estimated Margin
(A)	(A)	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)	(J)	(K)
22	1LDRF	1	L.C. 1st Half Mile	\$188.81	\$300.00	\$78.13	\$99.00	\$18.00	\$186.26	\$311.87	\$448.05	\$211.87
23	1LDRH	3	L.C. Add'l Half Mile	\$0.00	\$0.00	\$15.92	\$43.00	\$27.68	\$49.96	\$0.00	\$129.05	\$83.04
24	1LNDZ	1	IOC, Fixed	\$88.79	\$100.00	\$42.84	\$59.78	\$17.21	\$42.84	\$88.79	\$189.78	\$28.42
25	1LND8	18	IOC, Per Mile	\$0.00	\$0.00	\$0.92	\$22.38	\$21.42	\$13.86	\$0.00	\$335.25	\$201.30
26	1MCLSE	1	Res Est Charge (per ord)	\$424.30	\$876.00	\$0.00	\$0.00	\$0.00	\$0.00	\$424.30	\$876.00	\$150.70
27	1MCLPV	1	Phon. Vial (per LC)	\$13.45	\$40.00	\$0.00	\$0.00	\$0.00	\$0.00	\$13.45	\$40.00	\$26.55
28	1MCLQ	1	Basic System Capacity	\$177.83	\$300.00	\$99.56	\$199.00	\$133.44	\$99.56	\$177.83	\$539.00	\$305.61
29	1PQW1	1	Feature Activation, First	\$5.43	\$7.00	\$4.45	\$5.00	\$0.88	\$4.45	\$5.43	\$12.00	\$2.12
30	1PQW2	20	Feature Activation, Add'l	\$0.25	\$4.00	\$4.45	\$5.00	\$0.55	\$89.00	\$195.00	\$205.00	\$26.08
31	<b>First Month Grand Total</b>											
32	<b>Add'l Month Grand Total</b>											
33	<b>Monthly recurring margin for a typical FL ML CS arrangement, without typical IOC is</b>											
34	<b>42.269%</b>											
35	(Total Rec Rate Factor) x (Total Rec Cost) / Total Rec Cost											
36	<b>197.769%</b>											
37	(Total Rec Rate Factor) x (Total Rec Cost) / Total Rec Cost											
38	<b>47.976%</b>											
39	Monthly margin for a typical FL ML CS arrangement, without typical IOC or IOC is											
40	<b>47.976%</b>											

FLUsage

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Local								
State	Measured Service Description	Rev/MOU	MOU/Line	Cost/MOU	Calculated Margin			
FL	Standard Measured	0.029994	114.91	0.002607	762.8884%			
FL	Leaky PBX Measured	0.023338	332.92	0.002607	572.6122%			
FL	Shared Tenant Measured	0.028421	0.35	0.002607	717.6352%			
FL	Standard Message Rate	0.023638	194.98	0.002607	580.0345%			
FL	Leaky PBX Message Rate	0.046951	287.62	0.002607	1250.7192%			
FL	FX	0.067819	297.96	0.002607	1851.0644%			
FL	Back-Up Line - Flat	0.05	118.71	0.002607	1338.4350%			
FL	Megalink ISDN	0.003665	1621.59	0.002607	5.4373%			
FL	Business Plus Option 1	0.001406	1335.45	0.002607	-59.5512%			
FL	Business Plus Option 2	0.08	67.06	0.002607	2201.4960%			
FL	Business Plus Backup Opt 1	0.05	95	0.002607	1338.4350%			
FL	Business Plus Backup Opt 2	0.050328	188.92	0.002607	1347.8711%			
FL	ISDN Threshold All States	0.003442	3550.83	0.002607	-0.9781%			
FL	ISDN BRI Res All Opts & Bus Opt A	0.05	75.8	0.002607	1338.4350%			
Business Plus Option 1								
		Qty	Rate	Unit Cost	Revenue	NR Cost	Cost	Calculated Margin
BD1	BellSouth Business Plus Calling Plan 1	1	\$64.10	\$18.11	\$64.10	\$0.00	\$18.11	
	Business Plus Option 1	1335.45	0.001406	0.002607	\$1.88	\$0.00	\$3.48	
					<b>\$65.98</b>	<b>\$0.00</b>	<b>\$21.59</b>	<b>129.1790%</b>
ISDN Threshold All States								
		Qty	Rate	Unit Cost	Revenue	NR Cost	Cost	Calculated Margin
LQTTB	ISDN Threshold Pricing, Basic Rate DSL							
	Access Arrangement	1	\$55.00	\$31.57	\$55.00	\$255.07	\$31.57	
LQGFY	ISDN B Channel Threshold Voice/Data	2	\$15.55	\$4.88	\$31.10	\$0.00	\$9.76	
	ISDN Threshold All States	3550.83	0.003442	0.002607	\$12.22	\$0.00	\$9.26	
					<b>\$98.32</b>	<b>\$255.07</b>	<b>\$50.59</b>	<b>31.7654%</b>
Toll								
		Rev/MOU		Cost/MOU	Calculated Margin			
	Florida	\$0.199		0.009029	1550.5710%			

Private/Proprietary: No disclosure outside BellSouth except by written agreement.