BellSouth Telecommunications, Inc. 150 South Monroe Street Suite 400 Tallahassee, Florida 32301

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Marshall M. Criser III Vice-President Regulatory & External Affairs

(850) 224-7798 Fax (850) 224-5073

December 17, 2004

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 and Private Line Services Tariff:

| <u>General Subscriber Service Tariff</u> | | | | | |
|--|--|--|--|--|--|
| - Third Revised Page 35.5.16 | | | | | |
| - Second Revised Page 35.5.17 | | | | | |
| - First Revised Page 35.5.18 | | | | | |
| Services Tariff | | | | | |
| - Original Page 71.74 | | | | | |
| | | | | | |
| - Original Page 71.75 | | | | | |
| | | | | | |

The purpose of this filing is to provide for the BellSouth ^R Business Winning RewardsSM 2005 Special Promotion. The Promotion will begin January 3, 2005 and end June 30, 2005.

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

Your consideration and approval will be appreciated.

Yours very truly,

Regulatory Vice President Attachments

Florida Promotion Description

BellSouth^R Business Winning RewardsSM 2005

OVERVIEW OF PROMOTION

BellSouth plans to offer the following special promotion beginning January 3, 2005 and ending on June 30, 2005.

This special promotion will be available to new and existing BellSouth business customers who spend between \$900 to \$300,000 per year in eligible regulated services.

Program Eligibility

- Available to BellSouth business customers who bill between \$75 and \$25,000 in Total Monthly Billed Revenue (TBR), excluding those charges identified below* 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's monthly billed revenue must total \$75 or more in any given month to be eligible for this Promotion.
- Subscriber must sign a 12, 24 or 36 month term agreement.
- This Promotion may also be combined with the following Promotions:
 - BellSouth® PRI Advantage (allowed for 12-23 month term and 24-48 month term; 49-72 month term excluded)
 - BellSouth® 1st Quarter 2005 Centrex Promotion (allowed for Retention Only, a minimum 24 month agreement is required)
 - BellSouth® MegaLink Mileage Improvement Promotion

*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, 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).

Program Elements

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.

Monthly Rewards

During the term of the agreement, customer will receive a monthly reward (bill credit) equal to 5%, 10% or 15% of total billed BellSouth regulated charges for eligible General Subscriber Services and eligible Private Line Services (TBR).

Monthly rewards are as follows:

- 12 Month Term = 5% of eligible monthly TBR (monthly reward will be capped at \$1,250 per month) and 50% of hunting charges
- 24 Month Term = 10% of eligible monthly TBR (monthly reward will be capped at \$2,500 per month) and 75% of hunting charges

All BellSouth marks contained herein and as set forth in the trademarks and servicemarks section of this Tariff are owned by BellSouth Intellectual Property Corporation.

Florida Promotion Description

• 36 Month Term = 15% of eligible monthly TBR (monthly reward will be capped at \$3,750 per month) and 100% of hunting charges

New Service Rewards

Waiver of the 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. Qualifying services include: 1FBs, PBX Trunks, BellSouth® MegaLink® Service, BellSouth® Centrex, BellSouth® Primary Rate ISDN, BellSouth® Frame Relay Service, Hunting/Rotary services and Custom Calling features. A 12 month term agreement is required for BellSouth® Centrex, BellSouth® MegaLink® Service, BellSouth® Primary Rate ISDN and BellSouth® MegaLink® Service, BellSouth® Primary Rate ISDN and BellSouth® Frame Relay Service. Existing BellSouth® Business Winning Rewards (2004 Promotion) and BellSouth® Premium Rewards customers are eligible for these new service rewards only for qualifying services added during this promotional period. These customers are eligible to migrate to this Promotion if they have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater than the current term agreement.

Growth Awards

Customers on a 24 or 36 month term agreement are eligible for a Growth Award that is equivalent to the increase in new qualifying services ordered, installed and remaining in service as outlined below:

- 24 Month Term this award is calculated after the 12th month is completed. The award is the amount equal to one month of all new qualifying services monthly recurring charges that have been installed since the enrollment date and measured in Month 12. The award will be applied to one account number within 30 to 60 days of completion of the 12 month review. Maximum of one Growth Award for a 24-month term agreement. The Growth Award will not exceed \$25,000.
- 36 Month Term these awards are calculated after the 12th and 24th months of the term agreement have been completed. The first award is calculated after the 12th month is completed. The award is the amount equal to one month of all new qualifying services monthly recurring charges that have been installed since the enrollment date and measured in Month 12. The award will be applied to one account number within 30 to 60 days of completion of the 12 month review. In addition to the first award, the customer is eligible for a second award. This award is calculated after the 24th month is completed. The award is the amount equal to one month of all new qualifying services monthly recurring charges that have been installed since the enrollment date and measured in Month 24. The award will be applied to one account number within 30 to 60 days of completion of the 24 month review. Maximum of two Growth Awards for a 36-month contract. The total of both Growth Awards will not exceed \$25,000.

The Growth Award will appear as a bill credit in the OC&C section of the bill assigned to one customer designated BellSouth® Business Winning Rewards account number.

All BellSouth marks contained herein and as set forth in the trademarks and servicemarks section of this Tariff are owned by BellSouth Intellectual Property Corporation.

Florida Promotion Description

Special Sweeteners

Customers who sign up for this program are also eligible for special sweeteners on the following optional services (these services may require a separate contract): BellSouth® Long Distance Services provided by BellSouth® Long Distance, Inc. BellSouth® Fast Access® Business DSL Service BellSouth® Dedicated Internet Access (DIA)

Termination Charges

Should Customer terminate 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 (except in Tennessee whereby should Customer terminate the tariff term plan without cause prior to the expiration of the term plan, Customer shall pay a termination charge as specified in BellSouth tariffs). These charges will appear on the Customer's final bill as a charge in the OC&C section. Termination charges pursuant to the tariff or any other agreement.

Program Restrictions

- One Promotion per customer
- Subscribers participating in Key Customer, Simple Savings, Simple Solutions, BellSouth® Business Rewards Plus, Welcoming Rewards, Complete Choice for Business, Contract Service Arrangements, Special Assembly, Volume and Term Agreements, BellSouth Select Program or Custom Advantage are not eligible for this promotion. Additionally, customers subscribing to BellSouth® Smart Path service, BellSouth Integrated Services (BIS) or any 911 service offering are excluded from this Promotion.

All BellSouth marks contained herein and as set forth in the trademarks and servicemarks section of this Tariff are owned by BellSouth Intellectual Property Corporation.

BELLSOUTH TELECOMMUNICATIONS, INC. FLORIDA ISSUED: June 16, 2004 December 17, 2004 BY: Joseph P. Lacher, President -FL

Miami, Florida

EFFECTIVE: July 1, 2004 January 3, 2005

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)

| 110 1010 | | | Period | |
|-----------------------|--|---|-----------|--|
| Area of Promotion | Service | Charges Waived | Authority | |
| | BellSouth Business Winning Rewards 2005 | Installation charges and one-month recurring charges | 07/01/04 | (C) (<u>N)</u> |
| Territory | | are applicable only to qualifying services purchased at the | 01/03/05 | |
| From Central | BellSouth plans the following promotion that will | time of execution of the promotional agreement by the | to | (C) |
| Office where | begin July 1, 2004-January 3, 2005 and end on | Subscriber. Waiver of installation charges is applicable | 12/31/04 | |
| services are availabl | e December 31, 2004 June 30, 2005. This promotion | only to qualifying services ordered during the promotion | 06/30/05 | |
| | offers subscribers a waiver of installation charges and a | period by customers who have twelve (12) months or | | |
| | waiver of or discount on monthly recurring charges as | more remaining on their promotional term agreement at | | |
| | defined herein. Services included in this promotion | the time of the order. | | |
| | are: 1FB, PBX Trunks, BellSouth Centrex service, | | | |
| | BellSouth MegaLink service, BellSouth Primary Rate | Subscribers who purchase these select products/services | | |
| | ISDN service, BellSouth Frame Relay service, | 1FB, PBX Trunks, BellSouth Centrex service, BellSouth | | |
| | Hunting, Custom Calling Features. | MegaLinkservice, BellSouth Primary Rate ISDN service, | | |
| | | BellSouth Frame Relay service, Hunting, or Custom | | |
| | This promotion is available to new and existing | Calling Features by signing a twelve (12) month, twenty- | | (C) |
| | business customers who meet all the eligibility | four (24) month or thirty-six (36) month or greater | | |
| | requirements defined in this promotion description-and | | | |
| | spend between nine hundred (\$900) dollars and three | During the term of the agreement, the customer will | | |
| | hundred thousand (\$300,000) dollars per year for | receive a monthly reward (bill credit) equal to the | | |
| | eligible regulated services. who bill between seventy- | appropriate percentage of the total billed charges for | | |
| | five dollars (\$75) and twenty-five thousand dollars (\$25,000) in total monthly billed revenue excluding | eligible regulated services as follows: Twelve (12) month contract term length will receive: | | <u>(C)</u> |
| | charges identified following. Customer Total | Installation charges (as defined in Section A4 of this | | |
| | Monthly Billed Revenue (TBR) consists of all | Installation charges (as defined in Section A4 of this Tariff) will be waived | | |
| | BellSouth charges (recurring, non-recurring and | One (1) month recurring charges for select products | | |
| | usage) for regulated services, excluding those | (listed herein) will be waived | | |
| | associated with hunting services, all 911 regulated | A-five (5%) percent (5%) of eligible TBR monthly | | <u>(C)</u> |
| | services, any other BellSouth program or promotion | reward, not to exceed one thousand, two hundred | | <u></u> |
| | or CSA, taxes, late payment charges, charges billed | and fifty $(\$1,250)$ dollars $(\$1,250)$ monthly | | |
| | pursuant to Federal or State Access Service Tariffs, | Fifty (50%) percent (50%) monthly reward off | | <u>(C)</u> |
| | and charges collected on behalf of municipalities | Hunting | | |
| | (including, but not limited to surcharges for 911 | Twenty-four (24) month contract-term-length will | | <u>(M) (C)</u> |
| | service and dual party relay service). Customer's | receive: | | |
| | monthly billed revenue must total seventy-five dollars | Installation charges (as defined in Section A4 of this | | |
| | (\$75) or more in any given month to be eligible for | Tariff) will be waived | | |
| | this Promotion. | One (1) month recurring charges for select products | | |
| | | (listed herein) will be waived | | |
| | Subscribers must sign a <u>12, 24 or 36 month</u> term | A ten (10%) percent (10%) of eligible TBR monthly | | <u>(M) (C)</u> |
| | agreement between July 1, 2004 and December 31, | reward, not to exceed two thousand, five hundred | | |
| | 2004 in order to participate in this promotion. | (\$2,500) dollars $($2,500)$ monthly | | |
| | Following this promotion window, Subscribers are not | Seventy-five (75%) percent (75%) monthly reward | | <u>(M) (C)</u> |
| | allowed to enroll in this promotion or receive | off Hunting | | |
| | promotion rewards. This promotion is available for | Thirty-six (36) month contract term length will receive: | | <u>(M) (C)</u> |
| | resale. for the duration of this enrollment period. | Installation charges (as defined in Section A4 of this | | |
| | Promotion rewards will arread as a credit in the | Tariff) will be waived | | |
| | Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's | One (1) month recurring charges for select products (listed <i>herein</i>) will be waived | | |
| | Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one | A fifteen (15%) percent (15%) of eligible TBR | | <u>(M) (C)</u> |
| | (1) to two (2) billing cycles. | monthly reward, not to exceed three thousand, seven | | <u>,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,</u> |
| | (1) to two (2) onning cycles. | hundred and fifty (\$3,750) dollars (\$3,750) monthly | | |
| | | One hundred (100%) percent (100%) monthly | | <u>(M) (C)</u> |
| | | requerd off Hunting | | · · · · · · · · · · · · · · · · · · · |

reward-off Hunting

BELLSOUTH TELECOMMUNICATIONS, INC. FLORIDA ISSUED: June 16, 2004 December 17, 2004 BY: Joseph P. Lacher, President -FL Miami, Florida

EFFECTIVE: July 1, 2004 January 3, 2005

| New Service Rewards - During the term of the agreement, | <u>(N)</u> |
|---|------------|
| the customer will receive the following New Service | |
| Rewards for all new regulated qualifying services | |
| (services included in the promotion) ordered and | |
| installed during the term of the agreement: | |
| waiver of the regulated non-recurring installation | <u>(N)</u> |
| <u>charges</u> | |
| waiver of the first month recurring charges | <u>(N)</u> |
| Existing BellSouth Business Winning Rewards (2004 | <u>(N)</u> |
| Promotion) and BellSouth Premium Rewards | |
| customers are eligible for these new service rewards | |
| only for qualifying services added during this | |
| promotional period. These customers are eligible to | |
| migrate to this Promotion if they have completed at | |
| least 12 months under the current term agreement | |
| and the revenue and length associated with the new | |
| term agreement is equal to or greater than the current | |
| term agreement. | |

Material previously appearing on this page now appears on page(s) 35.5.16 of this section.

EFFECTIVE: July 1, 2004 January 3, 2005

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)

| | | | renou |
|-------------------------------|--|---|--------------------|
| Area of Promotion | Service | Charges Waived | Authority |
| BellSouth's Service Territory | BellSouth Business Winning Rewards (2005) Cont'd) | Growth Awards - This Promotion provides for Growth | (<u>M)(T)(N)</u> |
| From Central Office where | | Awards for customers on either a twenty-four (24) or | |
| services are available | Unless otherwise specified, BellSouth will not | thirty-six (36) month term agreement. These customers | (M)(C) |
| | combine this promotion with any other promotion, | are eligible for a Growth Award that is equivalent to | |
| | program or Contract Service Arrangement offered by | the increase in new qualifying services ordered, | |
| | BellSouth including Complete Choice for Business, | installed and remaining in service as outlined below: | |
| | Special Assembly, Volume and Term agreements, | | |
| | BellSouth_Custom Advantage program, BellSouth | Twenty-four (24) Month Term - this award is | <u>(N)</u> |
| | Business Rewards Plus, BellSouthBusiness Premium | calculated after the twelfth month is completed. The | |
| | Rewards, Key Customer program, Simple Solutions, | award is the amount equal to one (1) month of all new | |
| | Welcoming Rewards, BellSouth Select Program or | qualifying services monthly recurring charges that have | |
| | Simple Savings-promotion. BellSouth Smart Path | been installed since the enrollment date and measured | |
| | service, BellSouth Integrated Services (BIS) and all | in month twelve (12). The award will be applied to one | |
| | 911 service offerings are excluded from this Promotion | .(1) account number within thirty (30) to sixty (60) days | |
| | This Promotion may be combined with the following | of completion of the twelve (12) month review. | |
| | Promotions: BellSouth PRI Advantage (allowed for 12- | Maximum of one (1) Growth Award for a twenty-four | |
| | 23 month term and 24-48 month term; 49-72 month | (24) month term agreement. The Growth Award will | |
| | term excluded); BellSouth 1 st Quarter 2005 Centrex | not exceed twenty-five thousand dollars (\$25,000) | |
| | Promotion (allowed for Retention Only, a minimum 24 | | |
| | month agreement is required); and BellSouth | Thirty-six (36) Month Term - these awards are | <u>(N)</u> |
| | MegaLink Mileage Improvement Promtion. | calculated after the twelfth and twenty-fourth months | |
| | | of the term agreement have been completed. The first | |
| | This promotion is only available to customers where | award is calculated after the twelfth month is | |
| | BellSouth offers service and facilities are available. | completed. The award is the amount equal to one (1) | |
| | | month of all new qualifying services monthly recurring | |
| | Applicable taxes and fees will be based on the full | charges that have been installed since the enrollment | |
| | retail price of all products and services. No taxes or fees | | |
| | will be added to the amount of any reward under this | will be applied to one account number within thirty | |
| | program. | (30) to sixty (60) days of completion of the twelve (12) | |
| | | month review. In addition to the first award, the | |
| | There is a limit of one promotion for the same | customer is eligible for a second award. This award is | |
| | account, at the same address, and in the same name. | calculated after the twenty-fourth month is completed. | |
| | , , , | The award is the amount equal to one (1) month of all | |
| | Existing contracts may not be re-negotiated in order to | - | <u>(C)</u> |
| | receive this promotion except as otherwise stated in this | | |
| | Tariff. | measured in month twenty-four (24). The award will | |
| | | be applied to one (1) account number within thirty (30) | |
| | BellSouth reserves the right to modify or terminate | to sixty (60) days of completion of the twenty-four (24) | |
| | this promotion at any time. Notice of such changes to | month review. Maximum of two (2) Growth Awards | |
| | participants will be included in standard promotion | for a thirty-six (36) month contract. The total of both | |
| | communications, including but not limited to letters, | Growth Awards will not exceed twenty-five thousand | |
| | emails, or faxes. | dollars (\$25,000) | |
| | children, or railou. | 4011410 (\$=0,000) | |

Material appearing on this page previously appeared on page(s) 35.5.16 of this section. All BellSouth marks contained herein and as set forth in the trademarks and servicemarks section of this Tariff are owned by BellSouth Intellectual Property Corporation.

Period

Original First Revised Page 35.5.18 Cancels Original Page 35.5.18

Period

Authority

(N)

(N)

(N) (C)

(N) (C)

EFFECTIVE: December 8, 2003 January 3, 2005

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

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

A2.10.2 Descriptions (Cont'd)

Area of Promotion Service **Charges Waived** BellSouth Business Winning Rewards 2005 (Cont'd) BellSouth's Service Territory -- From Central Office where services are available -- Should the subscriber terminate the service purchased under this agreement without cause or all services with BellSouth covered by this Promotion prior to the

| expiration of the selected before the term expires for |
|--|
| reasons other than BellSouth's material breach, the |
| subscriber shall reimburse BellSouth for all rewards |
| received prior to the date of such termination. the |
| installation and monthly recurring charges that were |
| waived for the affected services as part of this Program |
| and shall pay any other applicable termination charges as |
| described in A2.4.10.E.1 of BellSouth's Tariff. This |
| charge will appear on the subscriber's final bill as a |
| charge in the Other Charges & Credits section. No |
| termination charge shall apply provided the subscriber |
| maintains cumulative monthly spending of seventy-five |
| dollars (\$75) for all BellSouth services provided by |
| BellSouth to the subscriber in the program. <i>Termination</i> |
| charges incurred under this Promotion are in addition to |

charges incurred under this Promotion are in addition to any applicable termination charges pursuant to the

Tariff or any other agreement.

BELLSOUTH TELECOMMUNICATIONS, INC. FLORIDA ISSUED: November 21, 2003 December 17, 2004 BY: Joseph P. Lacher, President -FL

Miami, Florida

BELLSOUTH TELECOMMUNICATIONS, INC. FLORIDA ISSUED: December 17, 2004 BY: Joseph P. Lacher, President -FL Miami, Florida

B2. REGULATIONS

B2.7 Special Promotions (Cont'd)

B2.7.2 Descriptions (Cont'd)

| <u>Area of Promotion</u> <u>BellSouth's Service Territory</u> From Central Office where | Service BellSouth Business Winning Rewards 2005 | | <u>Period</u> <u>Authority</u> <u>01/03/05</u> to | <u>(N</u> |
|---|--|---|--|-------------------------|
| services are available | BellSouth plans the following promotion that will begin January 3, 2005 and end on June 30, 2005. This promotion offers subscribers Monthly Rewards, New Service Rewards and Growth Awards as defined herein. Services | Monthly Rewards (bill credits) equal to the appropriate percentage of the total billed charges for eligible regulated services as follows: | | <u>(1</u> |
| | | Twelve (12) month term: five percent (5%) of eligible TBR not to exceed one thousand, two hundred | | <u>()</u> () |
| | ISDN service, BellSouth Frame Relay service, Hunting, Custom Calling Features. | and fifty dollars (\$1,250) monthly Fifty percent (50%) off Hunting | | <u>(1</u> |
| | | | | 0 |
| | This promotion is available to new and existing business customers who meet all the eligibility requirements defined in this promotion description and who bill between | Twenty-four (24) month term: ten percent (10%) of eligible TBR not to exceed two thousand, five hundred dollars (\$2,500) monthly | | <u>(h</u> (<u>h</u> |
| | seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in total monthly billed revenue excluding charges identified | <u> Seventy-five percent (75%) off</u> <u>Hunting</u> | | <u>(1</u> |
| | | Thirty-six (36) month term: | | <u>()</u> |
| | Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for regulated services, excluding those associated with hunting services, all 911 | fifteen percent (15%) of eligible TBR not to exceed three thousand, seven hundred and fifty dollars (\$3,750) monthly | | <u>(</u>] |
| | regulated services, any other BellSouth program or promotion or CSA, taxes, late payment charges, charges billed pursuant to | One hundred percent (100%) off Hunting | | <u>(</u> |
| | 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). Customer's monthly billed revenue must total | New Service Rewards - During the term of the agreement, the customer will receive the following New Service Rewards for all new regulated qualifying services (services included in the promotion) ordered and | | <u>0</u> |
| | seventy-five dollars (\$75) or more in any given month to be eligible for this Promotion. | installed during the term of the agreement: waiver of the regulated non-recurring installation charges | | (|
| | Subscribers must sign a 12, 24 or 36 month term agreement in order to participate in this | waiver of the first month recurring charges | | 0 |
| | promotion. | Existing BellSouth Business Winning Rewards (2004 Promotion) and BellSouth | | <u>(</u> |
| | This promotion is available for resale. | Premium Rewards customers are eligible for these new service rewards only for | | <u>(</u> |
| | Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles. | qualifying services added during this promotional period. These customers are eligible to migrate to this Promotion if they have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater than the current term agreement. | | <u>0</u> |

B2. REGULATIONS

B2.7 Special Promotions (Cont'd)

B2.7.2 Descriptions (Cont'd)

| Area of Promotion | Service | Charges Waived | <u>Period</u> Authority |
|---------------------------|--|---|----------------------------|
| | BellSouth Business Winning Rewards 2005 (Cont'd) | | |
| From Central Office where | | Growth Awards for customers on either a | |
| services are available | Unless otherwise specified, BellSouth will not | twenty-four (24) or thirty-six (36) month term | |
| | combine this promotion with any other promotion, | agreement. These customers are eligible for a | |
| | program or Contract Service Arrangement offered | Growth Award that is equivalent to the increase | |
| | by BellSouth including Complete Choice for | in new qualifying services ordered, installed and | |
| | Business, Special Assembly, Volume and Term | remaining in service as outlined below: | |
| | agreements, BellSouth Custom Advantage program, | | |
| | BellSouth Business Rewards Plus, Key Customer, | Twenty-four (24) Month Term - this award is | |
| | Simple Solutions, Welcoming Rewards, BellSouth | calculated after the twelfth month is completed. | |
| | Select Program or Simple Savings. BellSouth Smart | | |
| | Path service, BellSouth Integrated Services (BIS) | of all new qualifying services monthly recurring | |
| | • • • | charges that have been installed since the | |
| | Promotion. This Promotion may be combined with | enrollment date and measured in month twelve | |
| | the following Promotions: BellSouth PRI Advantage | | |
| | | | |
| | (allowed for 12-23 month term and 24-48 month | account number within thirty (30) to sixty (60) | |
| | term; 49-72 month term excluded); BellSouth 1^{st} | days of completion of the twelve (12) month | |
| | Quarter 2005 Centrex Promotion (allowed for | review. Maximum of one (1) Growth Award for | |
| | Retention Only, a minimum 24 month agreement is | a twenty-four (24) month term agreement. The | |
| | required); and BellSouth MegaLink Mileage | Growth Award will not exceed twenty-five | |
| | Improvement Promotion. | thousand dollars (\$25,000). | |
| | This promotion is only available to customers | Thirty-six (36) Month Term - these awards are | |
| | where BellSouth offers service and facilities are | calculated after the twelfth and twenty-fourth | |
| | available. | months of the term agreement have been | |
| | Applicable taxes and face will be based on the full | completed. The first award is calculated after the twelfth month is completed. The award is | |
| | Applicable taxes and fees will be based on the full | * | |
| | retail price of all products and services. No taxes or | · · · · | |
| | fees will be added to the amount of any reward | qualifying services monthly recurring charges | |
| | under this program. | that have been installed since the enrollment | |
| | | date and measured in month twelve (12). The | |
| | There is a limit of one promotion for the same | award will be applied to one account number | |
| | account, at the same address, and in the same name. | within thirty (30) to sixty (60) days of | |
| | | completion of the twelve (12) month review. In | |
| | Existing contracts may not be re-negotiated in | addition to the first award, the customer is | |
| | order to receive this promotion except as otherwise | eligible for a second award. This award is | |
| | stated in this Tariff. | calculated after the twenty-fourth month is | |
| | | completed. The award is the amount equal to | |
| | BellSouth reserves the right to modify or | one (1) month of all new qualifying services | |
| | terminate this promotion at any time. Notice of such | monthly recurring charges that have been | |
| | changes to participants will be included in standard | installed since the enrollment date and measured | |
| | promotion communications, including but not | in month twenty-four (24). The award will be | |
| | limited to letters, emails, or faxes. | applied to one (1) account number within thirty | |
| | | (30) to sixty (60) days of completion of the | |
| | | twenty-four (24) month review. Maximum of | |
| | | two (2) Growth Awards for a thirty-six (36) | |
| | | month contract. The total of both Growth | |
| | | Awards will not exceed twenty-five thousand | |
| | | | |

B2. REGULATIONS

B2.7 Special Promotions (Cont'd)

B2.7.2 Descriptions (Cont'd)

| | <u>_</u> | | Period | |
|-------------------------------|--|----------------|------------------|-----|
| Area of Promotion | <u>Service</u> | Charges Waived | <u>Authority</u> | |
| BellSouth's Service Territory | BellSouth Business Winning Rewards 2005 (Cont'd) | | | (N) |
| From Central Office where | | | | |
| services are available | Should the subscriber terminate the agreement | | 9 | (N) |
| | without cause or all services with BellSouth covered | | | |
| | by this Promotion prior to the expiration of the | | | |
| | selected term, the subscriber shall reimburse | | | |
| | BellSouth for all rewards received prior to the date of | · | | |
| | such termination. This charge will appear on the | | | |
| | subscriber's final bill as a charge in the Other Charges | 3 | | |
| | & Credits section. No termination charge shall apply | | | |
| | provided the subscriber maintains cumulative monthly | <u>/</u> | | |
| | spending of seventy-five dollars (\$75) for all | | | |
| | BellSouth services provided by BellSouth to the | | | |
| | subscriber in the program. Termination charges | | | |
| | incurred under this Promotion are in addition to any | | | |
| | applicable termination charges pursuant to the Tariff | | | |
| | or any other agreement. | | | |
| | | | | |

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

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

| Area of Promotion Bellstouth Service Territory Service Bellstouth Business Winning Rewards 2005 Charges Waived Authority Monthly Rewards. Puring the term of the <i>URD20</i> Authority Monthly Rewards. Puring the term of the <i>URD20</i> Authority (N) Bellstouth Business Winning Rewards 2005 | The following promotions are c | in the with the commission. (Contu) | | Dental | |
|--|------------------------------------|--|--|--------|----------------|
| services are availableBellSouth plans the following promotion from the modelSouth entry and end on Law groppointa percentage of the total billed entry and first dataset as defined herein. Services included in this promotion are: IFB, PRX entry increases and first datasets as defined herein. Services included in this promotion are increases and the services. BellSouth Trimary Releases for eligible TBR not (C) to exceed one thousand, throw houndred and first datasets (23) of digble TBR not (C) to exceed one thousand, throw houndred in this promotion is available to new and entry four (24) month term: (M) (C) existing basiness customers who meet all the eligibility requirements defined in this promotion discription and who bill between servers. For dollars (35, 2500) in total monthy billed revers (26%) off Hunting (M) (C) to exceed three thousand, first data (32, 500) in total monthy billed revers (26%) off Hunting (M) (C) to exceed three thousand, seven (16%) of eligible TBR (M) (C) to exceed three thousand, seven (16%) of eligible TBR (M) (C) friender (15%) of eligible TBR (M) (C) to exceed three thousand, seven (16%) of eligible TBR (M) (C) to exceed three thousand, seven (16%) of eligible TBR (M) (C) to exceed three thousand, seven (16%) of eligible TBR (M) (C) to exceed three thousand, seven (16%) of eligible TBR (M) (C) to exceed three thousand, seven (16%) of the term of charges charges billed parsumate to eligible for this romotion is available for rease. For the required as envirees, rectaing the there of the following. Customer 15(25) or more in any other BellSouth envirees exceed (16%) of eligible TBR (M) (C) to the carges for the required dating the term of the carges charges billed parsumate to eligible for this romotion is available for reaset. (16%) of eligible TBR (M) (C) to the carges for the revease carges (16%) of the three of the second will apper reaset as the first monther revease entry first data exceeds for the revease (16%) of the there of the second will apper reaset as the first month | | | | • | (N) |
| included in this promotion are: IFB, PBX Trunks, BellSouth Cratters service, BellSouth MegaLink service, BellSouth Prame Relay service, Routing: Coston Calling Features. This promotion is available to new and existing business customers who meet all the eligibility requirements defined in this promotion description and who bill between seventy-five dollars (325) and twenty-from thousand, five hundred dollars (32,500) monthly There are excluding charges identified following. Customer Total Monthly Billed revenue (TBR) consists of all BellSouth Program or promotion or CSA, taxes, late program or promotion or CSA, taxes, late program or promotion or CSA, taxes, late grayment to Federal or State Access Service Tariffs, and charges (Stop for the BellSouth to be eligible from the base collected on behaviors) for regulated services, and other for the servent, the customer will receive (N) Subscribers must sign a 12, 24 or 36 munit term agreement in order to participate in this promotion. Subscriber's bill an asubsequent billed prevent service in any given month to be eligible from service, and thal propriore (100%) off (M) (C) This promotion rewards will appear as a credit in the Oligher for this promotion. Subscriber's bill in a subsequent billing previation. Promotion rewards will appear as a credit in the Oligher's bill in a subsequent billing previation. Subscriber's bill in a subsequent billing previous and engrages acceluted on half prevent term agreement is order to participate in this promotion. Promotion rewards will appear as a credit in the Oligher's bill in a subsequent billing previous and engrages acceluted with the new term agreement and the revenue and lengt associated with the new term agreement and the revenue and lengt associated with the new term agreement is equal to or grater | | will begin <i>January 3, 2005</i> and end on <i>June 30, 2005</i> . This promotion offers subscribers <i>Monthly Rewards, New Service Rewards and</i> | Monthly Rewards (bill credits) equal to the appropriate percentage of the total billed charges for eligible regulated services as | | (C) |
| Trunks, BellSouth Centrex service, BellSouth - five percent (5%) of eligible TBR not (C) to exceed one thousand, two hundred to exceed one thousand, two hundred EIDN service, BellSouth Prane Relay service, - Fifty percent (5%) of eligible TBR not (C) - This promotion is available to new and - Fifty percent (5%) of eligible TBR not (M) (C) - exceed one thousand, five hundred oligible TBR not (M) (C) - to exceed two thousand, five hundred oligible TBR not (M) (C) - to exceed two thousand, five hundred oligible (TS) (G) (G) (G) (G) (G) (M) (C) - to exceed two thousand, five hundred oligible (TS) (G) (G) (G) (G) (G) (M) (C) - to exceed two thousand, five hundred oligible (TS) (G) (G) (G) (G) (G) (G) (M) (C) - to exceed two thousand, five hundred oligible (TS) (G) (G) (G) (G) (G) (M) (C) - thousand bollars (252,000) in total monthy - fitter percent (15%) of eligible TBR (G) (G) (G) (C) - fitter percent (15%) of eligible TBR (G) (G) (G) (C) - to exceed two thousand, seven hundred and fitty (J) (J) (S) (G) (G) (G) (G) (G) (G) (G) (G) (G) (G | | | T 1 (10) 1 . | | (\mathbf{C}) |
| This promotion is available to new and existing function the ency function of the second of the secon | | Trunks, BellSouth Centrex service, BellSouth MegaLink service, BellSouth Primary Rate | five percent (5%) of eligible TBR not to exceed one thousand, two hundred | | (C) |
| existing business customers who meet all the eligibility requirements defined in this promotion description and who bil between seventy-five dollars (\$25,000) in total monthly billed revenue excluding charges identified following. Customer Total Monthly Billed following. Customer Total Monthly Billed following. Customer Total Monthly Billed revenue excluding those associated with huming services, all 911 - Thirty-six (30 month term: (M) (C) not to exceed three thousand, seven humded and fifty dollars (\$3,760) monthly regulated services, excluding those associated with huming services, all 911 - Revenue there services, charges billed pursuant to Federal or State Access Service Tariffs, and charges collected on behalf of municipalities (including, but not limited to surcharges for griven month to be eligible for this Promotion. - Subscriber's must sign a 12, 24 or 36 month term agreement in order to participate in this promotion. - This promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period. - Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period. - Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period. - Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period. - Promotion rewards will appear as a credit in the Other Charges & Credits section of the secure and length associated with the nevenue and length associated with the revenue and length associated with the revenue and length associated with the nevenue and length associated with the revenue and length | | Hunting, Custom Calling Features. | Fifty percent (50%) off Hunting | | (C) |
| seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in total monthly billed revenue excluding charges identified following. Customer Total Monthly Billed revenue excluding charges identified following. Customer Total Monthly Billed revenue excluding charges identified following. Customer Total Monthly Billed revenue excluding charges identified for englated services, excluding those associated with hunting services, any other BellSouth program or promotion or CSA, taxes, late new regulated and fifty dollars (\$3,750) regulated services, any other BellSouth program or promotion or CSA, taxes, late new regulated and fifty dollars (\$3,750) rederal or State Access Service Tariffs, and charges collected on behalf of municipalities (including, but not limited to surcharges for in any given month to be eligible for this Promotion rewards vill appear as a credit in the Other Charges & Credits section of the term agreement in order to participate in this promotion is available for resale. - Promotion rewards will appear as a credit in the Other Charges & Credits section of the to the service rewards only for dual provide and first section of the they have completed at least 12 months under the curent term agreement in dual party relay service). | | existing business customers who meet all the eligibility requirements defined in this | ten percent (10%) of eligible TBR not to exceed two thousand, five hundred | | |
| following. 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, excluding those associated with hunting services, all 911 regulated services, any other BellSouth regulated services, any other BellSouth regulated services, excluding those 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 (including, but not limited to surcharges for installed revenue must total seventy-five dollars (\$75) or more in any given month to be eligible for this Promotion.New Service Rewards - During the term of the agreement, the customer will receive the agreement, the customer will receive the agreement, the customer will receive installed during the term of the agreement: - waiver of the first month recurring or waiver of the first month recurring or thes rewards (2004 Promotion) and BellSouth Promotion is available for resale Waiver of the first month recurring qualifying services added during this promotion if usually within one (1) to two (2) billing cycles.(M) (C) This promotion if they have completed at least 12 months under the current term agreement is equal to or grader | | seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in total monthly | Seventy-five percent (75%) off | | (M) (C) |
| charges (recurring, non-recurring and usage)In the previous and solution of the extend extend of the ex | | | Thirty-six (36) month term: | | (M) (C) |
| regulated services, 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). Customer's monthly billed revenue must total seventy-five dollars (\$75) or more in any given month to be eligible for this Promotion.New Service Rewards - During the term of the agreement, the customer will receive the following New Services (services included in the promotion) ordered and new regulated qualifying services (services included in the promotion) ordered and installation chargesNew Service Rewards or all new regulated qualifying services (services included in the promotion) ordered and installed during the term of the agreement: waiver of the first month recurring charges(N) This promotion is available for resale Orne hundred percent (100%) off Hunting(N) Promotion rewards will appear as a credit the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles One hundred percent (100%) off Hunting(M) (C) Promotion rewards will appear as a credit the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles One hundred percent (100%) off Hunting(M) (C) Promotion rewards will appear as a credit the Other Charges & Credits section of the subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles One hundred percent (100%) off Hunting One hundred percent (100%) off Hu | | charges (recurring, non-recurring and usage) for regulated services, excluding those | not to exceed three thousand, seven hundred and fifty dollars (\$3,750) | | (M) (C) |
| 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). | | program or promotion or CSA, taxes, late | One hundred percent (100%) off | | (M) (C) |
| given month to be eligible for this Promotion waiver of the regulated non-recurring installation charges(N) Subscribers must sign a 12, 24 or 36 month term agreement in order to participate in this promotion waiver of the first month recurring charges(N) This promotion is available for resale waiver of the first month recurring charges(N) This promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.Premium Rewards customers are eligible to migrate to this Promotion if they have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater(N) | | 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). Customer's monthly billed revenue must total | the agreement, the customer will receive the following New Service Rewards for all new regulated qualifying services (services included in the promotion) ordered and | | (N) |
| Subscribers must sign a 12, 24 or 36 month term agreement in order to participate in this promotion. Waiver of the first month recurring charges Existing BellSouth Business Winning Rewards (2004 Promotion) and BellSouth Premium Rewards customers are eligible for these new service rewards only for Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles. Hey have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater | | | waiver of the regulated non-recurring | | (N) |
| This promotion is available for resale. Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles. Kewards (2004 Promotion) and BellSouth Premium Rewards customers are eligible for these new service rewards only for qualifying services added during this promotional period. These customers are eligible to migrate to this Promotion if they have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater | | | waiver of the first month recurring | | (N) |
| for these new service rewards only for Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles. Hey have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater | | promotion. | | | (N) |
| the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles. they have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater | | - | for these new service rewards only for | | |
| | | the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, | promotional period. These customers are eligible to migrate to this Promotion if they have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater | | |

Material appearing on this page previously appeared on page(s) 35.5.17 of this section. All BellSouth marks contained herein and as set forth in the trademarks and servicemarks section of this Tariff are owned by BellSouth Intellectual Property Corporation.

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

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

| Service BellSouth Business Winning Rewards 2005 (Cont'd) Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered | 0 | Authority (1 |
|--|--|--|
| Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, | Growth Awards for customers on either a | , |
| combine this promotion with any other promotion, | | |
| combine this promotion with any other promotion, | | (0 |
| | agreement. These customers are eligible for a | , |
| | Growth Award that is equivalent to the increase | |
| by BellSouth including <i>Complete Choice for</i> | in new qualifying services ordered, installed and | |
| Business, Special Assembly, Volume and Term | remaining in service as outlined below: | |
| agreements, BellSouth Custom Advantage program, | - | |
| | | 1) |
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| · · · | | |
| | Thirty-six (36) Month Term - these awards are | 1) |
| This promotion is only available to customers | | |
| where BellSouth offers service and facilities are | - | |
| available. | - | |
| | - | |
| Applicable taxes and fees will be based on the full | * | |
| | | |
| * * | that have been installed since the enrollment | |
| - | date and measured in month twelve (12). The | |
| | | |
| There is a limit of one promotion for the same | | |
| * | | |
| | addition to the first award, the customer is | |
| Existing contracts may not be re-negotiated in | eligible for a second award. This award is | (0 |
| order to receive this promotion <i>except as otherwise</i> | - | |
| stated in this Tariff. | completed. The award is the amount equal to | |
| | one (1) month of all new qualifying services | |
| BellSouth reserves the right to modify or | | |
| ÷ . | | |
| changes to participants will be included in standard | in month twenty-four (24). The award will be | |
| promotion communications, including but not | applied to one (1) account number within thirty | |
| limited to letters, emails, or faxes. | (30) to sixty (60) days of completion of the | |
| | twenty-four (24) month review. Maximum of | |
| | two (2) Growth Awards for a thirty-six (36) | |
| | month contract. The total of both Growth | |
| | Awards will not exceed twenty-five thousand | |
| | dollars (\$25,000). | |
| | BellSouth Business Rewards Plus, Key Customer, Simple Solutions, Welcoming Rewards, BellSouth Select Program or Simple Savings. BellSouth Smart Path service, BellSouth Integrated Services (BIS) and all 911 service offerings are excluded from this Promotion. This Promotion may be combined with the following Promotions: BellSouth PRI Advantage (allowed for 12-23 month term and 24-48 month term; 49-72 month term excluded); BellSouth 1st Quarter 2005 Centrex Promotion (allowed for Retention Only, a minimum 24 month agreement is required); and BellSouth MegaLink Mileage Improvement Promotion. This promotion is only available to customers where BellSouth offers service and facilities are available. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program. There is a limit of one promotion for the same account, at the same address, and in the same name. Existing contracts may not be re-negotiated in order to receive this promotion except as otherwise stated in this Tariff. BellSouth reserves the right to modify or terminate this promotion at any time. Notice of such changes to participants will be included in standard promotion communications, including but not | BellSouth Business Rewards Plus, Key Customer, Simple Solutions, Welcoming Rewards, BellSouth Select Program or Simple Savings. <i>BellSouth</i> <i>Smart Path service, BellSouth Integrated Services</i> (<i>BIS</i>) and all 911 service offerings are excluded from this Promotion. This Promotion may be combined with the following Promotions: (<i>BIS</i>) and all 911 service offerings are excluded from this Promotion. This Promotion may be combined with the following Promotions: (<i>BIS</i>) and all 911 service offerings are excluded from this Promotion. This Promotion may be combined with the following Promotions: (<i>BIS</i>) and all 911 service offerings are excluded from this Promotion. This Promotion may be combined with the following Promotions: (<i>II</i>). The award will be applied to one (1) account number within thirty (30) to sixty (60) days of completion of the twelve (12) month review. Maximum of one (1) Growth Award for a twenty-four (24) month term agreement. The growth Award will not exceed twenty-five thousand dollars (\$25,000). Thirty-six (36) Month Term - these awards are calculated after the twelfth and twenty-fourth months of the term agreement have been completed. The first award is calculated after the twelfth month is completed. The award is - Applicable taxes and fees will be based on the full the added to the amount of any reward under this program. There is a limit of one promotion for the same account, at the same address, and in the same account, at the same address, and in the same calculated after the twelty (12). The award will be applied to one account number within thirty (30) to sixty (60) days of calculated after the twenty-fourth month is calculated after the twenty-fourth month is calculated after the twenty-fourth month is calculated in this Tariff. - BellSouth reserves the right to modify or terminate this promotion at any time. Notice of such installed since the enrollment date and measured in month twenty-four (24). The award will be rombly recurring charges that have been rombly recurring charges that |

Material previously appearing on this page now appears on page(s) 35.5.16 of this section. All BellSouth marks contained herein and as set forth in the trademarks and servicemarks section of this Tariff are owned by BellSouth Intellectual Property Corporation.

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

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

| | | | Period | |
|--|--|----------------|-----------|-----|
| Area of Promotion | Service | Charges Waived | Authority | |
| BellSouth's Service Territory From Central Office where | BellSouth Business Winning Rewards 2005 (Cont'd) | | | (C) |
| services are available | Should the subscriber terminate the agreement | | | (C) |
| | without cause or all services with BellSouth covered | | | |
| | by this Promotion prior to the expiration of the | | | |
| | selected term, the subscriber shall reimburse | | | |
| | BellSouth for all rewards received prior to the date of | f | | |
| | such termination. This charge will appear on the | | | |
| | subscriber's final bill as a charge in the Other Charges | 5 | | |
| | & Credits section. No termination charge shall apply | | | |
| | provided the subscriber maintains cumulative monthly | y | | |
| | spending of seventy-five dollars (\$75) for all | | | |
| | BellSouth services provided by BellSouth to the | | | |
| | subscriber in the program. Termination charges | | | |
| | incurred under this Promotion are in addition to any | v | | |
| | applicable termination charges pursuant to the | | | |
| | Tariff or any other agreement. | | | |

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B2. REGULATIONS

B2.7 Special Promotions (Cont'd)

B2.7.2 Descriptions (Cont'd)

| | | | Period | |
|--|--|---|----------------|-----|
| Area of Promotion | Service | | Authority | |
| BellSouth's Service Territory From Central Office where | BellSouth Business Winning Rewards 2005 | <u>Monthly Rewards</u> -During the term of the agreement, the customer will receive | 01/03/05 to | (N) |
| services are available | BellSouth plans the following promotion that will begin January 3, 2005 and end on June 30, 2005. This promotion offers subscribers Monthly Rewards, New Service Rewards and Growth Awards as defined herein. Services | Monthly Rewards (bill credits) equal to the appropriate percentage of the total billed charges for eligible regulated services as follows: | 06/30/05 | (N) |
| | | Twelve (12) month term: | | (N) |
| | Trunks, BellSouth Centrex service, BellSouth MegaLink service, BellSouth Primary Rate ISDN service, BellSouth Frame Relay service, | five percent (5%) of eligible TBR not to exceed one thousand, two hundred and fifty dollars (\$1,250) monthly | | (N) |
| | Hunting, Custom Calling Features. | Fifty percent (50%) off Hunting | | (N) |
| | This promotion is available to new and | Twenty-four (24) month term: | | (N) |
| | existing business customers who meet all the eligibility requirements defined in this promotion description and who bill between | ten percent (10%) of eligible TBR not to exceed two thousand, five hundred dollars (\$2,500) monthly | | (N) |
| | seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in total monthly billed revenue excluding charges identified | Seventy-five percent (75%) off Hunting | | (N) |
| | following. Customer Total Monthly Billed | Thirty-six (36) month term: | | (N) |
| | Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for regulated services, excluding those associated with hunting services, all 911 | fifteen percent (15%) of eligible TBR not to exceed three thousand, seven hundred and fifty dollars (\$3,750) monthly | | (N) |
| | regulated services, any other BellSouth program or promotion or CSA, taxes, late payment charges, charges billed pursuant to | One hundred percent (100%) off Hunting | | (N) |
| | 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). Customer's monthly billed revenue must total seventy-five dollars (\$75) or more in any given | <u>New Service Rewards</u> - During the term of the agreement, the customer will receive the following New Service Rewards for all new regulated qualifying services (services included in the promotion) ordered and installed during the term of the agreement: | | (N) |
| | month to be eligible for this Promotion. | waiver of the regulated non-recurring installation charges | | (N) |
| | Subscribers must sign a 12, 24 or 36 month term agreement in order to participate in this | waiver of the first month recurring charges | | (N) |
| | promotion. | Existing BellSouth Business Winning Rewards (2004 Promotion) and BellSouth | | (N) |
| | This promotion is available for resale. | Premium Rewards customers are eligible for these new service rewards only for | | (N) |
| | Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles. | qualifying services added during this promotional period. These customers are eligible to migrate to this Promotion if they have completed at least 12 months under the current term agreement and the revenue and length associated with the new term agreement is equal to or greater than the current term agreement. | | (N) |

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 2005 (Cont'd) | - | · |
| From Central Office where | | Growth Awards for customers on either a | |
| services are available | Unless otherwise specified, BellSouth will not | twenty-four (24) or thirty-six (36) month term | |
| | combine this promotion with any other promotion, | agreement. These customers are eligible for a | |
| | program or Contract Service Arrangement offered | Growth Award that is equivalent to the increase | |
| | by BellSouth including Complete Choice for | in new qualifying services ordered, installed and | |
| | Business, Special Assembly, Volume and Term | remaining in service as outlined below: | |
| | agreements, BellSouth Custom Advantage program, | - | |
| | BellSouth Business Rewards Plus, Key Customer, | Twenty-four (24) Month Term - this award is | |
| | Simple Solutions, Welcoming Rewards, BellSouth | calculated after the twelfth month is completed. | |
| | Select Program or Simple Savings. BellSouth Smart | The award is the amount equal to one (1) month | |
| | Path service, BellSouth Integrated Services (BIS) | of all new qualifying services monthly recurring | |
| | and all 911 service offerings are excluded from this | charges that have been installed since the | |
| | Promotion. This Promotion may be combined with | enrollment date and measured in month twelve | |
| | the following Promotions: BellSouth PRI Advantage | (12). The award will be applied to one (1) | |
| | (allowed for 12-23 month term and 24-48 month | account number within thirty (30) to sixty (60) | |
| | term; 49-72 month term excluded); BellSouth 1st | days of completion of the twelve (12) month | |
| | Quarter 2005 Centrex Promotion (allowed for | review. Maximum of one (1) Growth Award for | |
| | Retention Only, a minimum 24 month agreement is | a twenty-four (24) month term agreement. The | |
| | required); and BellSouth MegaLink Mileage | Growth Award will not exceed twenty-five | |
| | Improvement Promotion. | thousand dollars (\$25,000). | |
| | This promotion is only available to customers | Thirty-six (36) Month Term - these awards are | |
| | where BellSouth offers service and facilities are | calculated after the twelfth and twenty-fourth | |
| | available. | months of the term agreement have been | |
| | | completed. The first award is calculated after | |
| | Applicable taxes and fees will be based on the full | the twelfth month is completed. The award is | |
| | retail price of all products and services. No taxes or | the amount equal to one (1) month of all new | |
| | fees will be added to the amount of any reward | qualifying services monthly recurring charges | |
| | under this program. | that have been installed since the enrollment | |
| | | date and measured in month twelve (12). The | |
| | There is a limit of one promotion for the same | award will be applied to one account number | |
| | account, at the same address, and in the same name. | within thirty (30) to sixty (60) days of | |
| | | completion of the twelve (12) month review. In | |
| | Existing contracts may not be re-negotiated in | addition to the first award, the customer is | |
| | order to receive this promotion except as otherwise | eligible for a second award. This award is | |
| | stated in this Tariff. | calculated after the twenty-fourth month is | |
| | | completed. The award is the amount equal to | |
| | BellSouth reserves the right to modify or | one (1) month of all new qualifying services | |
| | terminate this promotion at any time. Notice of such | | |
| | changes to participants will be included in standard | | |
| | promotion communications, including but not | in month twenty-four (24). The award will be | |
| | limited to letters, emails, or faxes. | applied to one (1) account number within thirty | |
| | | (30) to sixty (60) days of completion of the | |
| | | twenty-four (24) month review. Maximum of | |
| | | two (2) Growth Awards for a thirty-six (36) | |
| | | month contract. The total of both Growth | |
| | | Awards will not exceed twenty-five thousand | |

All BellSouth marks contained herein and as set forth in the trademarks and servicemarks section of this Tariff are owned by BellSouth Intellectual Property Corporation.

B2. REGULATIONS

B2.7 Special Promotions (Cont'd)

B2.7.2 Descriptions (Cont'd)

| 6 1 . | | Period | |
|--|--|--|---|
| | Charges waived | Authority | |
| BellSouth Business Winning Rewards 2005 (Cont'd) | | | (N) |
| | | | |
| Should the subscriber terminate the agreement | | | (N) |
| without cause or all services with BellSouth covered | | | |
| by this Promotion prior to the expiration of the | | | |
| selected term, the subscriber shall reimburse | | | |
| BellSouth for all rewards received prior to the date of | | | |
| such termination. This charge will appear on the | | | |
| subscriber's final bill as a charge in the Other Charges | 3 | | |
| & Credits section. No termination charge shall apply | | | |
| provided the subscriber maintains cumulative monthly | / | | |
| spending of seventy-five dollars (\$75) for all | | | |
| BellSouth services provided by BellSouth to the | | | |
| · · | | | |
| 1 0 0 | | | |
| • | | | |
| | | | |
| | without cause or all services with BellSouth covered by this Promotion prior to the expiration of the selected term, the subscriber shall reimburse BellSouth for all rewards received prior to the date of such termination. This charge will appear on the subscriber's final bill as a charge in the Other Charges & Credits section. No termination charge shall apply provided the subscriber maintains cumulative monthly | BellSouth Business Winning Rewards 2005 (Cont'd) Should the subscriber terminate the agreement without cause or all services with BellSouth covered by this Promotion prior to the expiration of the selected term, the subscriber shall reimburse BellSouth for all rewards received prior to the date of such termination. This charge will appear on the subscriber's final bill as a charge in the Other Charges & Credits section. No termination charge shall apply provided the subscriber maintains cumulative monthly spending of seventy-five dollars (\$75) for all BellSouth services provided by BellSouth to the subscriber in the program. Termination charges incurred under this Promotion are in addition to any applicable termination charges pursuant to the Tariff | ServiceCharges WaivedAuthorityBellSouth Business Winning Rewards 2005 (Cont'd) Should the subscriber terminate the agreement Should the subscriber terminate the agreementwithout cause or all services with BellSouth covered Should the subscriber shall services with BellSouth covered Should the subscriber shall reimburseBellSouth for all rewards received prior to the date of Should the subscriber shall reimburse Should the subscriber shall reimburseBellSouth for all rewards received prior to the date of Should the subscriber's final bill as a charge in the Other Charges Should the subscriber maintains cumulative monthlyspending of seventy-five dollars (\$75) for allBellSouth services provided by BellSouth to the Should the subscriber in the program. Termination chargesincurred under this Promotion are in addition to any applicable termination charges pursuant to the Tariff |