Sprint-Florida, Inc. Docket No. 030851-TP Staff's 4th PODs 02-Feb-04

ORIGINAL

Exhibit KWD-12 (Revised 2/10/04)

| Α | В С | D | Е | F | G | |
|---|--|---|--|---|---|---------------|
| Ne | 0 Year Income Statement: data soutlincome Total standard BACE report | | Sprint cumulative changes: Scenario 11 | Sprint cumulative scenario 11 with decrease in enterprise sales cost | Sprint cumulative scenario 11 with decrease in mass market sales cost | |
| 10 11 12 13 | | | | | | |
| 14 15 16 | | | | | | |
| 17 18 19 | | | | | | |
| 20 21 22 23 | | | | | | |
| 24 25 | | | | Sprint cumulative | Sprint cumulative | |
| 26 | ear NPV: data source is CEA UNEZ standard BACE report. | Zone Bell South sales cost with Sprint's other cumulative changes | Sprint cumulative changes: Scenario 11 | scenario 11 with decrease in enterprise sales cost | scenario 11 with decrease in mass market sales cost | |
| 27 28 29 | | | | | | |
| 30 31 32 | | | | | | |
| 33 34 35 36 | | | | | | |
| 37 38 39 | | | | | | |
| 40 | | Sales Cost Inputs - | Sales Cost Inputs - | Sales Cost Inputs - | Sales Cost Inputs - Decrease Mass | |
| | | Bell South | Sprint Scenario 11 | Decrease Enterprise | Market | |
| 41 Sales Co | ost Change | Bell Sodili | | | | - NUMBER - DA |
| 41 Sales Co 42 43 44 45 46 | ost Change | Deli Souti | | | | T HUMBER-DA |