



# ISP Communication

**Distribution:** Verizon ISPs  
**Distribution Date:** October 3, 2006  
**Communication Number:** 2006.27

**Subject: 2006 Co-Marketing Contract & Fourth Quarter Program**

**Description:** Fourth Quarter Co-Marketing Program.

## **Marketing Program**

The fourth quarter Co-Marketing Program, which runs from October 1, 2006 through December 31, 2006, features one payout level for all ISPs on a 5N-A, 5N-B or 5N-C DSL contract. The fourth quarter Co-Marketing Program is the same as the first, second and third quarter, 2006 Co-Marketing Programs. **Only ISPs on a 5N-A, 5N-B or 5N-C DSL contract are eligible for the 2006 Co-Marketing program.**

**The Payout level for the 2006, 4<sup>th</sup> Quarter Co-Marketing Program is calculated as follows:**

**Quarterly Net Increase of  
1 Or More = Quarterly Marketing Payment of  
\$100 per net line increase**

Verizon will pay the above one-time marketing fee based on the net increase in ISPs DSL Customers in service for which Verizon has issued ISP a bill at the end of the immediately preceding calendar quarter as compared with the highest number of ISP's DSL Customers in service for which Verizon has issued ISP a bill at the end of any prior calendar quarter during the Term.

In addition, ISPs enrolled in the fourth quarter, 2006 co-marketing program can order a modem from Verizon TeleProducts for \$99 (Westell or Fujitsu) for each DSL line ordered from Verizon Broadband Solutions.

**Note: To enroll in the 4<sup>th</sup> Quarter 2006 Co-Marketing Program, you will need to sign and mail in all pages of the attached 2006 Co-Marketing Contract by November 15<sup>th</sup>, 2006 if you have not already done so. Please note that the contract only needs to be signed and sent in once for you to be eligible for all 2006 Co-Marketing Programs.**

Further details on where to send your signed contract are located in the attached 2006 Co-Marketing contract. If you wish to verify that your Co-Marketing Contract has been received, please feel free to email Cheryl Huston at [cheryl.k.huston@verizon.com](mailto:cheryl.k.huston@verizon.com).

If you wish to take advantage of the \$99 modem price: For East ISPs call Verizon TeleProducts at 1-800-592-5358 to establish an account and order modems. For West ISPs, follow the normal procedure of placing the modem order as part of the DSL service ordering process.

If you have any questions, please contact your Verizon Corporate Account Manager.