

Promotions, Plans & Incentives

Quick Reference Guide

(Last Modified: June 16, 2010)

The purpose of this document is to provide wholesale customers with a quick reference to the current Verizon special pricing promotions. We believe that these promotions will reveal new opportunities and allow you to grow your business with leading edge technology*

The following promotions are published within:

PRODUCT CATEGORY	PROMOTION IN ORDER LISTED (ENDS)
Data	Commitment Discount Plan (CDP) (no end date set)
Data	DS1 Collo Promotion (ends 12/31/10)
Data	DS1 Price Protected Port/Loop Bundle Promotion (ends 12/31/10)
Data	DS3 Collo Promotion (ends 12/31/10)
Data	DS3 Price Protected Port/Loop Bundle Promotion (ends 12/31/10)
Data	In-Region Promotion (DS1, DS3, & MPL) (ends 12/31/10)
Resale	ISDN PRI D Channel Waiver (ends 12/31/10)
Resale	ISDN PRI Single Rate (ends 9/15/10)
Mobility	Kickstart 2010 (no end date set)
Data	National Discount Plan (NDP) (no end date set)
Value Add	NEC IP PBX - SIP Gateway Bundle Promotion (ends 6/30/10)
VoIP	SIP Gateway Install Waiver (ends 12/31/10)
VoIP	SIP Gateway Telephone Number MRC Promotion (ends 12/31/10)
Data	Term Payment Plan (TPP) (no end date set)
Data	Term Volume Plan (TVP) and Eight & Ten Year TVP (ET-TVP) (no end date set)
Internet	Tiered Internet Dedicated Ethernet (IDE) and Samsung iBG1000 (ends 3/31/11)
Ethernet	TLS YES Incentive Offer (no end date set)
Data	Type 1 DS1 thru OC48 Local Loop Promotion (replaced by Winter Blast)
Data	Type 1 DS1 thru OC48 Metro Private Line Promotion (replaced by Winter Blast)
Wholesale Advantage	Wholesale Advantage Promotion (ends 12/31/10)
Data	Winter Blast Promotional Rates – Local Access pricing (no end date)
Data	Winter Blast Promotional Rates – Type 1 Metro Private Line pricing (no end date)

Commitment Discount Plan (CDP):

- Available in FCC tariff Nos. 1 and 11
- Allows for individual circuits to be managed under a single plan
- Minimum requirement of 336 DS0 equivalents across the operating territory of the applicable FCC No. 1 or 11
- Minimum 1-year commitment period for new circuits
- Available for various service types including DS1, DS3 and optional IEF (see tariff for a full list of included services)
- Commitment level is 90% of in service channel terminations (CTs) for each eligible service
- Offers \$1.00 NRC on new installs and discount on monthly recurring charges based on term commitment
- Subscribe to CDP by completing a subscription form

DS1 Collo Promotion:

- Offering competitive DS1, Type 2 Local Access and Metro Private Line pricing
- Over 300 CLLI locations offered for loops Metro Private Line
- 1 year minimum term required
- New installs only
- Requires a PROMOTIONAL code for each order
- Valid for orders placed by December 31, 2010

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DS1 Price Protected Port/Loop Bundle Promotion:

- Combines a deeply discounted Internet port rate with aggressive local loop pricing from VPS collocation CLLI's to offer customers aggressive DS1 Internet circuit rates
- Minimum 1 year term required
- New installs only
- Promotional pricing may not be combined with special or standard contract discounts or promotions
- Requires Promotional Addendum
- Valid for orders placed by December 31, 2010

DS3 Collo Promotion:

- Offers competitive DS3, Type 2 Local Access and Metro Private Line pricing
- Over 300 CLLI locations offered for loops Metro Private Line
- 1 year minimum term required
- New installs only
- Requires a PROMOTIONAL code for each order
- Valid for orders placed by December 31, 2010

DS3 Price Protected Port/Loop Bundle Promotion:

- Bundles a deeply discounted Internet port rate with aggressive local loop pricing from both on-network locations and VPS collocation CLLI's to offer customers the most competitive DS3 Internet circuit rates
- Minimum 1 year term required
- New installs only
- Promotional pricing may not be combined with special or standard contract discounts or promotions
- Requires Promotional Addendum
- Valid for orders placed by December 31, 2010

In-Region Promotion:

- Offering competitive pricing for DS1 and DS3 Type 2 and Type 3 Local Access & Type 2 Metro Private Line Services
- Over 2800 CLLI locations
- 1 year minimum term required
- New installs only
- Requires a PQS (Price Quote System) quote and a PROMOTIONAL code for each order
- Valid for orders placed by December 31, 2010

ISDN PRI D Channel Waiver:

- Waives the Monthly Recurring Charges associated with Long Distance ISDN PRI D channel for all Voice Local Loops
- New Installs only, Option 1 only
- Requires the PROMOTIONAL email to be attached to each order
- Valid for orders placed by December 31, 2010

ISDN PRI Single Rate:

- PRI Single Rate introduces a simple, nationwide plan with new competitive prices for win backs and new installs
- Includes even better prices when bundled with Internet Dedicated Access
- Choice of 1, 2 or 3 year terms
- Available from September 15, 2008 through September 15, 2010

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Kickstart 2010:

- Available for new Mobility Solutions customers who execute a Mobility contract in 2010
- Once contract signature is received from the customer they will receive, free of charge, in approximately 30 days, a Kickstart Package that will include the following devices:
 - Motorola w315, Motorola w385, Motorola V3M, Sierra Wireless USB 598 Aircard, BlackBerry® Curve™ 8330 and BlackBerry® 8830 World Edition
- To highlight available customization packages, all devices will be customized at the Gold standard which includes an OEM packaged phone, a customer welcome letter, one preset speed-dial, one custom wallpaper, and a laser etched battery door with the customer's logo, message or graphic
- This promotion gives our new customers an opportunity to activate these devices thru the web-based ordering interface and see what the daily usage and billing files look like
- Retail value at more than \$1,500 (available equipment and other terms subject to change)

National Discount Plan (NDP):

- A national discount plan for interstate special access DS1 and DS3 services
- Offers nationwide portability of special access DS1 and DS3 circuits across the entire Verizon footprint
- Standard and Premier Matrices offer increasing discounts for higher volumes of channel terminations and channel mileage; discounts under the Deluxe Matrix do not vary by volume
- Provides banded flat-rated DS3 mileage pricing
- Choice of commitment levels at either 85%, 90% or 92% of your in-service quantities, depending upon your choice of matrix
- One commitment for channel terminations and one commitment for channel mileage, aggregating your DS1 and DS3 services (tracking is done as DS1 Equivalents)
- Discounts increase year-over-year during the five-year term of NDP
- Offers \$1.00 NRC on new installs in the East
- One-year minimum period for new circuits
- Subscribe to NDP by completing a subscription form

NEC IP PBX - SIP Gateway Bundle Promotion:

- 48 or 60 month 0% Fair Market Value Purchase Option: lease plan for NEC IP PBXs
- Offers a 40% saving on monthly recurring charge for Two-way Local and Two-way complete Telephone numbers
- Applicable to New and Existing SIP Gateway Customers
- Promotion Period end June 30, 2010

SIP Gateway Install Waiver:

- Waives any installation charge associated with new TN's being ported over to the Verizon network under the SIP Gateway product
- This promo waives the install charges for both Ported and Native TNs
- Promo in effect for 6 months from the signing of the promotional addendum
- Customers must meet the following requirements to be eligible for this promotion:
 - Signed SIP Gateway Attachment to their TSA or WTSA
 - Provided a forecast of anticipated number of TNs
 - Completed interoperability testing
- Subscription period ends December 31, 2010

SIP Gateway Telephone Number MRC Promotion:

- Offers a reduced monthly recurring charge for Two-way Local and Two-way complete Telephone numbers of \$1.99
- This rate applies to Two-way Local with metered local or Two-way Complete with metered local telephone numbers
- Applicable to New Customers only
- Subscription period ends December 31, 2010

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Term Payment Plan (TPP):

- Available in FCC tariff No. 16
- Allows for individual interstate special access DS1 circuits to be managed under a single plan
- Minimum 1-month commitment for new circuits
- Commitment levels apply for minimum initial circuit terminations
 - 25 for 1 state
 - 50 for 2 states
 - 75 for 3 states
 - 100 for 4 states
 - 125 for 5 or more states in the plan
- TPP offers \$450 NRCs for new installs and set MRCs based on contract term:
 - \$185 for 1 year
 - \$180 for 2 year
 - \$175 for 3 year
 - \$170 for 5 year
- Subscribe to TPP by completing a subscription form

Term Volume Plan (TVP) and Eight & Ten Year Term Volume Plan (ET-TVP):

- Available in FCC tariff No. 14
- Allows all individual interstate special access DS1 SALs (Special Access Lines) to be managed under a single plan
- Minimum 1-month commitment for TVP; 1-year commitment for ET-TVP for new circuits
- Commitment levels apply:
 - TVP – 100% of DS1 SALs; 3% allowance at true up
 - ET-TVP – 90% of DS1 SALs in service
- TVP offers \$450 NRCs for new installs and ET-TVP offers \$450 NRCs in Price Flex areas and \$430 NRCs in Price Cap areas for new installs (except for ET-TVP in CA Zone 1 where NRC is \$90) and discounts on monthly recurring charges based on term and volume commitments
- Subscribe to TVP or ET-TVP by completing a subscription form

Tiered Interned Dedicated Ethernet (IDE) and Samsung iBG1000:

- Bundle includes attractive low MRCs for Tiered IDE, Ethernet Access Loop On-net Type1 and "free" Samsung iBG1000 router
- Applicable to 5Mbps or 10Mbps Tiered IDE circuits
- New installs only
- 1 and 2 year terms available
- Requires Promotional Addendum
- Valid for orders placed by March 31, 2011
- Promotion applies to Internet product "Internet Access"

TLS YES Incentive Offer:

- Available at more than 1000 select buildings in the Verizon East footprint
- UNI Ports must be in a qualified TLS YES! Incentive Offer Location
- At least one end of the EVC must be in a qualified TLS YES! Promotion Location
- All available commitment terms are eligible
- Discount applies to the following TLS Ethernet Multipoint Service (EMS) or Ethernet Relay Service (ERS) rate elements:
 - EMS/ERS Standard UNI Port with Access Line Connection – 100 Mbps and 1000 Mbps
 - EMS Real Time (RT) UNI Port with Access Line Connection – 100 Mbps and 1000 Mbps
 - ERS Premier UNI Port with Access Line Connection – 100 Mbps and 1000 Mbps
 - ERS Standard (EVC) – 10, 100 and 1000 Mbps
 - ERS Basic (ERS-B) Ethernet Virtual Circuits (EVC) – all speeds
 - ERS Priority Data (ERS-PD) Ethernet Virtual Circuits (EVC) – all speeds
 - ERS Real Time (ERS-RT) Ethernet Virtual Circuits (EVC) – all speeds
- Customers will receive a 30% discount for all new UNI Port with Access Line Connections and EVCs
- No interoffice mileage charges for configurations purchased under incentive offer

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Type 1 DS1 thru OC48 Local Loop Promotion:

Replaced by [Winter Blast Promotional Rates](#)

Type 1 DS1 thru OC48 Metro Private Line Promotion:

Replaced by [Winter Blast Promotional Rates](#)

Wholesale Advantage Promotion:

- Sub-one cent Switchless 1+ Long Distance interstate rates on select products for new long distance customers who are also Wholesale Advantage customers
- Customers must have a signed Access Based Billing (ABB) Attachment or OCN Based Billing Attachment to their Telecommunications Service Agreement or Wholesale Telecommunications Service Agreement
- Sign up period ends December 31, 2010

WINTER BLAST PROMOTIONAL RATES:

- Offering very competitive DS1 – OC48 Type 1 Local Access pricing
- 1 and 3 year term discounts
- New installs only
- At this time no expiration has been determined – do not worry about expiration
- Part of PQS WINTER BLAST PROMOTIONAL rates – no PROMO code is needed
- Must have PQS quote to receive pricing
- No end date at this time

WINTER BLAST PROMOTIONAL RATES:

- Offering very competitive DS1 – OC48 Type 1 Metro Private Line pricing
- 1 and 3 year term discounts
- Point to Point; Hubs; End links
- New installs only
- At this time no expiration has been determined – do not worry about expiration
- Part of PQS WINTER BLAST PROMOTIONAL rates – no PROMO code is needed
- Must have PQS quote to receive pricing
- No end date at this time

Verizon Global Wholesale is available to help you with your telecommunications needs. Please call your Verizon account manager or contact us online <http://tinyurl.com/q8qaaw> for more information.