

MARCH 2018 PROMOTION SUMMARY OF CHANGES



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Effective 2/22/18

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WEST DIVISION INTERNET TIER RESTRUCTURE (EFFECTIVE 2/22/18)

TODAY'S OFFER SLATE

INTERNET TIER	Speed	Rate Card
Starter	25/5	\$ 69.95
Deluxe 50	50/10	\$ 109.95
Deluxe 75	75/15	\$ 149.95
Deluxe 100+	100/20	\$ 199.95
Deluxe 150	150/20	\$ 249.95
Deluxe 250	250/25	\$ 349.95
Business Internet 500	500/35	\$ 399.95
Business Internet 1000	1000/35	\$ 499.95

INTERNET RE-TIER EFFECTIVE 2/22/18

BI Tier	Speed	Rate Card
Starter	25/5	\$ 69.95
Deluxe 75	75/15	\$ 149.95
Deluxe 150	150/20	\$ 249.95
Deluxe 250	250/25	\$ 349.95
Business Internet 500	500/35	\$ 399.95
Business Internet 1000	1000/35	\$ 499.95

What is changing:

- Taking our 8 speed tiers down to 6 to optimize value and create a distinction between speeds
- Grandfathering D25, D50 and D100
- Changing discount structure to be easy and more flexible

Why the Change?

- We heard your feedback, and simplified the offer slate
- Why grandfather D25, D50 and D100+?
 - To create distinction between speed tiers with logical stair steps in pricing
- Existing customers will remain at the D25, D50, or D100+ speed until they cancel, re-contract or change their account

30 Day Grace Period:

- Indirect Channel orders containing D25/D50/D100+ will be supported until 3/21/18

WEST DIVISION PROMOTION CHANGES AND UPDATES EFFECTIVE 2/22/18

ALL CURRENT XCELERATE INTERNET MRC PROMOTIONS ARE RETIRED AND REPLACED WITH THE NEW MARKET RATE INTERNET PROMOTIONS



West Division Market Rate Business Internet						
Speed Tier	Speed	Rate Card MRC	Single Play		MultiPlay with Voice	
			MRC Discount	Promo MRC	MRC Discount	Promo MRC
Starter	25/5	\$69.95	No Promo		(\$10.00)	\$59.95
Deluxe 75	75/15	\$149.95	(\$50.00)	\$99.95	(\$60.00)	\$89.95
Deluxe 150	150/20	\$249.95	(\$110.00)	\$139.95	(\$120.00)	\$129.95
Deluxe 250	250/25	\$349.95	(\$150.00)	\$199.95	(\$160.00)	\$189.95
Business Internet 500	500/35	\$399.95	No Promo		(\$10.00)	\$389.95
Business Internet 1G	1000/35	\$499.95	No Promo		(\$10.00)	\$489.95

NEW MARKET RATE INTERNET PROMOTION DETAILS

- Discounts are available with Single Play orders for D75, D150, and D250
- All Internet tiers are eligible for discounts when sold with Voice orders for Mobility lines, VoiceEdge Select Lines, PRI, and Business VoiceEdge
 - This means that orders with Full Featured lines will not qualify
- Promotions can be stacked with \$24.95 Mobility Lines or \$34.95 VoiceEdge Select Seats

EXPIRING ON 2/22/18

- All current Xcelerate Internet promotions are expired and replaced with new Market Rate Internet Promotions
- \$20 off Digital Deluxe Public View TV
- 1 Month Free Full Order

PROMO UPDATE

- \$40 off Sports and Entertainment Deluxe Public View TV now requires a minimum of Starter Internet

CENTRAL AND NORTHEAST DIVISION PROMOTION CHANGES AND UPDATES EFFECTIVE 2/22/18

Central Division – All existing promotions are extended with the exception of the below updates

EXPIRING ON 2/22/18

- Competitive Level 4 Business Internet promotions are retired. Competitive Level 3 Business Internet Promotions are re-launched for Deluxe 75 internet and higher

NEW PROMOTION ON 2/22/18

- New Free HD Tech Fee Offer** – HD Tech Fee (\$9.95) waived for any Private View TV order with minimum **Deluxe 25 Internet**.
 - Select the “\$0HD” code in the configurator. The HD price will remain at \$9.95 on the configurator and when the order is built in Bundle Builder. It systematically cannot be waived. The contract language will speak for the HD Tech Fee waiver, and the bill will show \$0 fee

INTERNET UPDATE ON 2/22/18

- Deluxe 25 is grandfathered in Indianapolis/Jacksonville markets, and Starter is now available again. Starter was previously grandfathered in Indianapolis/Jacksonville
 - All promotions that were minimum D25 will now be minimum Starter in Indianapolis/Jacksonville only

COMING 2/28/18

- 2/28 – Deluxe 250, Business Internet 500, Business Internet 1G are expanded to the remainder of Detroit

Northeast Division – All existing promotions are extended with the exception of the below updates

NEW PROMOTION: Speed on Sale offer 2/26/18

- Business Internet discounts for Single Play or Multiplay with Voice
- Multiplay discount requires minimum 2 Mobility Lines
- Orders with 1 Mobility line or 3 VES seats will use the Single Play promo price

Speed on Sale						
Speed Tier	Speed	Rate Card MRC	-Stand Alone Business Internet -DP Business Internet + BTV -DP/TP Business Internet with 1 Mobility, Full Featured, or Basic Line OR 3 VES Seats		DP/TP Business Internet + Minimum 2 Mobility Lines	
			MRC Discount	Promo MRC	MRC Discount	Promo MRC
			Deluxe 150	150/20	\$249.95	(\$150.00)
Deluxe 250	250/25	\$349.95	(\$210.00)	\$139.95	(\$220.00)	\$129.95
Business Internet 500	500/35	\$399.95	(\$200.00)	\$199.95	(\$210.00)	\$189.95
Business Internet 1G	1000/35	\$499.95	(\$100.00)	\$399.95	(\$110.00)	\$389.95

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QUESTIONS

