
COMMUNICATIONS SERVICES TARIFF

SECTION 6 - PROMOTIONS

6.1 Promotions

General

Company may provide special promotional offerings to its Customers. These offerings may be limited to certain dates, times and locations. All promotions are subject to availability of service at the requested location and are not valid with any other promotions, unless otherwise specified. The following specific rates, terms and conditions are applicable to each promotional offering.

ATM Credit

For new Customers ordering Exchange Access ATM Cell Relay II service, or for existing Customers extending Exchange Access ATM Cell Relay II service who commit to a term plan of three or more years, Company offers a one-time credit per UNI. Credit will be applied to Customer's first full invoice after enrollment in this promotion. If Customer terminates a term agreement within two years after installation of service, Customer may be assessed the full amount of the credits as well as any early termination charges per the Tariff for the applicable service. Credits are as follows: DS1 - \$500; DS3 - \$1,000; OC3c - \$1,500. This offer is not available to new Customers who sign a Custom Service Arrangement contract with Company or to existing Customers who resign a Custom Service Arrangement contract with Company. Customers may take advantage of this offer through December 15, 2001.

Frame Relay Credit

For new Customers ordering Frame Relay service or Exchange Access Frame Relay service, or for existing Customers extending Frame Relay service or Exchange Access Frame Relay service who commit to a term plan of three or more years, Company offers a one time credit per Subscriber Network Access Line. Credit will be applied to Customer's first full invoice after enrollment in this promotion. If Customer terminates a term agreement within two years after installation of service, Customer may be assessed the full amount of the credits as well as any early termination charges per the Tariff for the applicable service. Credits are as follows: DS0 - \$150; FT1 - \$300; DS1 - \$500; DS3 - \$1,000. This offer is not available to new Customers who sign a Custom Service Arrangement contract with Company or to existing Customers who resign a Custom Service Arrangement contract with Company. Customers may take advantage of this offer through December 15, 2001.

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Vice President, Federal Regulatory
Washington, D.C. 20005

COMMUNICATIONS SERVICES TARIFF

SECTION 6 - PROMOTIONS (Continued)

6.1 Promotions (Continued)

High Capacity Broadband Access Cloud (HiBAC) Credit

For new and existing Customers ordering a HiBAC Broadband Access Point (BAP) of DS3 or OC3c, Company may credit Customer \$1,000.00. This credit, in the form of a check, will be mailed to Customer upon verification of qualifications.

Offer Restrictions:

In order to qualify for this credit, Customer must:

1. Order the HiBAC DS3 or OC3c BAP under the Term and Volume Plan (TVP) with a minimum of a one-year period commitment.
2. Demonstrate the installation of 20 new Infospeed DSL subscriber PVCs and the association of these PVCs to the newly ordered BAP. The installation of the 20 new Infospeed DSL subscriber PVCs must be completed no later than 180 days after the end of the promotion period.
3. HiBAC BAP must be ordered from a qualifying office in one of the following states: Florida, Kentucky, Oregon, Texas, Virginia.

If Customer terminates service prior to the service obligation period, Customer will be assessed any early Termination Liability Agreements (TLA) as set forth in the Tariff and also will be assessed the full amount of the credit. This offer is available through December 31, 2001.

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COMMUNICATIONS SERVICES TARIFF

SECTION 6 - PROMOTIONS (Continued)

6.1 Promotions (Continued)

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(D)

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COMMUNICATIONS SERVICES TARIFF

SECTION 6 - PROMOTIONS (Continued)

6.1 Promotions (Continued)

Exchange Access Frame Relay Service (XA-FRS) MRC & NRC Credit for
Migrating Exchange Access Switched Multi-Megabit Data Service (XASMDS)
II Customers

(N)

Effective January 1, 2002, for Customers who currently subscribe to Exchange Access Switched Multi-Megabit Data Service II (XASMDS) service as described in Part 1, Section 5.7 preceding and migrate to Exchange Access Frame Relay Service (XA-FRS) by ordering new User Network Interface (UNI) and/or Network to Network Interface (NNI) ports and commit to a term volume plan of three or more years, the Company offers a one time monthly recurring charge (MRC) credit and non-recurring charge (NRC) credit for each XASMDS port converted to a XA-FRS UNI/NNI port of equal or greater bandwidth available at the customer's location. Terms and conditions for XA-FRS are shown in Part 1, Section 5.8 preceding.

The credit will consist of two (2) month's monthly recurring charge (MRC) credit per 56K, 128K, 384K, DS1 or DS3 UNI/NNI port only. The MRC credit excludes committed information rate charges, priority PVC charges, and/or any additional feature charges. The MRC credit will be applied to the Customer's first full invoice after receipt by the Customer.

The NRC credit will include the nominal assessed one-time non-recurring charges per 56K, 128K, 384K, DS1 or DS3 UNI/NNI port only. The NRC credit will also incorporate all standard installation charges and excludes any custom billing installation charges assessed via custom billing services contract. The NRC credit will be applied to the Customer's first full invoice after receipt by the Customer.

This offer is not applicable to custom billing contracts or individual case billing contracts and is not valid with any other promotions, unless otherwise specified. Additionally, this offer does not apply to any XA-FRS UNI/NNI ports ordered or in service on or prior to January 1, 2002.

If the Customer terminates a term volume plan within two years after installation of service, the Customer may be assessed the full amount of the credits, as well as any applicable early termination charges, per Part 1, Section 5.8.2(C) preceding.

Customer may take advantage of this offer through August 31, 2002.

(N)

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COMMUNICATIONS SERVICES TARIFF

SECTION 6 - PROMOTIONS (Continued)

6.1 Promotions (Continued)

Asynchronous Transfer Mode (ATM) Cell Relay Service (CRS) and Exchange Access ATM CRS (XA ATM-CRS) MRC & NRC Credit for Migrating Exchange Access Switched Multi-Megabit Data Service (XASMDS) II Customers (N)

Effective January 1, 2002, for Customers who currently subscribe to Exchange Access Switched Multi-Megabit Data Service II (XASMDS) service as described in Part 1, Section 5.7 preceding and migrate to ATM CRS or XA ATM-CRS by ordering new User Network Interface Ports and committing to a term volume plan of three or more years, the Company offers a one time monthly recurring charge (MRC) credit and non-recurring charge (NRC) credit for each XASMDS port converted to a ATM UNI or Port of equal or greater bandwidth available at the Customer's location. Terms and conditions for ATM CRS and XA ATM-CRS are shown in Part 1, Sections 5.5 and 5.10 preceding.

The MRC credit includes two (2) month's monthly recurring charge credit per DS1, DS3 or OC3c UNI port only. The MRC credit excludes sustained or peak cell rate charges. The MRC credit will be applied to the Customer's first full invoice after receipt by the Customer.

The NRC credit will include the nominal assessed one-time non-recurring charges per DS1, DS3 or OC3c UNI port only. The NRC credit will incorporate all standard installation charges and excludes any custom billing installation charges assessed via custom billing services contract. The NRC credit will be applied to the Customer's first full invoice after receipt by the Customer.

This offer is not applicable to custom billing contracts or individual case billing contracts and is not valid with any other promotions, unless otherwise specified. Additionally, this offer does not apply to any ATM CRS UNI ports ordered or in service on or prior to January 1, 2002.

If the Customer terminates a term volume plan within two years after installation of service, the Customer may be assessed the full amount of the credits, as well as any applicable early termination charges, per Part 1, Sections 5.5.4 and 5.10.9 preceding.

Customer may take advantage of this offer through August 31, 2002. (N)

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COMMUNICATIONS SERVICES TARIFF

SECTION 6 - PROMOTIONS (Continued)

6.1 Promotions (Continued)

High Capacity Broadband Access Cloud (HiBAC) Credit and \$6.00 Software Change Charge Waiver

For new and existing Customers ordering a HiBAC Broadband Access Point (BAP) of DS3 or OC3c, Company will credit Customer \$1,000.00. This credit, in the form of a check, will be mailed to Customer upon verification of qualifications. In addition, Company will waive the \$6.00 Software Change Charge on Permanent Virtual Circuits (PVCs) that are migrated from the existing Frame Relay User Network Interface (UNI) to the HiBAC Broadband Access Point (BAP), when a higher bandwidth circuit is purchased.

Offer Restrictions:

In order to qualify for the \$1,000.00 credit, Customer must:

1. Order the HiBAC DS3 or OC3c BAP under the Term and Volume Plan (TVP) with a minimum of a one-year period commitment.
2. Demonstrate the installation of 20 new Infospeed DSL subscriber PVCs and the association of these PVCs to the newly ordered BAP. The installation of the 20 new Infospeed DSL subscriber PVCs must be completed no later than 180 days after the end of the promotion period.
3. Order the HiBAC BAP from a qualifying office in one of the following states: Florida, Hawaii, Illinois, Indiana, North Carolina, Ohio, Oregon, Pennsylvania, Texas, Virginia, or Washington. (C) (x)

In order to qualify for the \$6.00 Software Change Charge waiver, Customer must:

1. Purchase the ATM HiBAC access circuit as part of the promotion stated above.
2. Upgrade the existing Frame Relay circuit to a higher speed HiBAC circuit in order to receive the \$6.00 per PVC Software Change Charge waiver. Software Change Charge waivers are limited to three existing Frame Relay circuits per LATA for every one higher speed HiBAC circuit ordered. A maximum of six Frame Relay circuits can be converted per LATA in order to qualify for the Software Change Charge waiver (e.g., Six Frame Relay DS3s migrated to two HiBAC OC3s, or six Frame Relay DS1s migrated to two HiBAC DS3s).

If Customer terminates service prior to the service obligation period, Customer will be assessed any early Termination Charges as set forth in the Tariff and also will be assessed the full amount of the credit. This offer is available through October 24, 2002.

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1300 I Street, NW, Washington, D.C. 20005

COMMUNICATIONS SERVICES TARIFF

SECTION 6 - PROMOTIONS (Continued)

6.1 Promotions (Continued)

Interim ATM Switch Location Promotion for the State of Maryland (N)

For a promotional period ending on December 31, 2005, the Company will designate certain wire centers in the State of Maryland as "Interim ATM Switch Locations" for purposes of determining applicable mileage tiers for DS1 and DS3 User Network Interface (UNI) Port With Access Line Connections as described further below. This promotion only relates to determination of applicable mileage tiers and does not change mileage tier rates. This promotion is available in the rural areas listed below that are associated with the efforts of the State of Maryland to stimulate demand and economic development through its "Smart Growth Economic Development Infrastructure Fund (One Maryland)." Customers who are located in State of Maryland and who are ordering new DS1 or DS3 UNI Port With Access Line Connections from the Telephone Company are eligible for this promotion.

The Interim ATM Switch Locations are as designated following:

<u>County</u>	<u>Wire Center</u>	<u>CLLI Code</u>
Allegany	Cumberland	CMLDMDCM
Caroline	Denton	DNTNMDDT
Cecil	Elkton	EKTNMDEK
Dorchester	Cambridge	CMBRMDCM
Garrett	Thayerville	THVLMDTV
Kent	Chestertown	CHRTMDCH
Queen Anne's	Queenstown	QNTWMDQN
Saint Mary's	Lexington Park	LXPKMDLX
Somerset	Princess Anne	PRANMDPA
Talbot	Easton	ESTNMDES
Worcester	Berlin	BRLNMDBL

Until December 31, 2005, under this promotion, the Company will calculate mileage from the Customer's local serving office to the nearest physical ATM switch location and between the Customer's local serving office and the nearest Interim ATM Switch Location. The lesser number of miles will be used to determine the applicable mileage tier for ATM DS3 or DS1 UNI Port With Access Line Connections as set forth in Section 5, Part I, subsection 5.10.12.A.1 or 5.10.12.A.2 of this Tariff.

At the conclusion of the promotional period, the Company will determine if there is sufficient demand for ATM service with a transmission rate of DS3 or DS1 in the affected counties to justify investment of physical ATM switches in those counties. If the Company decides to deploy a physical (N)

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COMMUNICATIONS SERVICES TARIFF

SECTION 6 - PROMOTIONS (Continued)

6.1 Promotions (Continued)

Interim ATM Switch Location Promotion for the State of Maryland (N)
(Continued) |

switch at one or more of these wire centers, the lesser number of miles |
described above will be used until such time as the physical switch is |
installed at such wire centers and mileage is measured to that physical |
switch location. If the Company decides not to deploy a physical ATM |
switch in one or more of these wire centers, use of the lesser number of |
miles described above will be discontinued at the end of the promotional |
period, and mileage tiers will be determined solely by measurement |
between the Customer's local serving office and the nearest physical ATM |
switch. In this case, the Customer may continue with the service subject |
to adjusted mileage measurement or discontinue service without the |
application of termination liability provided the Customer notifies the |
Company of discontinuance within 30 days of the time the Company |
communicates application of the adjusted mileage measurement. (N)

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