

**Verizon-MCI Merger**  
**Go To Market Revenue Benefits**

	Source	2007	2008	2009
<u>Enterprise Go To Market</u>				
1	National Go To Market	PC DR 131, Attach 2, p 3, Ln 6		
2	National Cost of Sales	Staff DR 45, p.4		
3	National Net Revenue Benefit	Ln 1 - Ln 2		
4	Percent Washington of National	PC DR 131, Attach 2, p 3, Ln 7H		
5	Washington Benefit	Ln 3 * Ln 4		
6	Intrastate Regulated Factors	PC DR 131, Attach 2, p 6, Ln 31, 1/2 Difference		
7	Washington Intrastate Regulated	Ln 5 * Ln 6		
<u>Small-Medium Business</u>				
8	National Go To Market	PC DR 131, Attach 2, p 3, Ln 9		
9	National Cost of Sales	Staff DR 45, p.4		
10	National Net Revenue Benefit	Ln 8 - Ln 9		
11	Percent Washington of National	DR 131, Attach 2, p 3, 7H		
12	Washington Benefit	Ln 10 * Ln 11		
13	Intrastate Regulated Factors	DR 131, Attach 2, p 6, Ln 32		
14	Washington Intrastate Regulated	Ln 12 * Ln 13		
15	Total Washington Regulated	Ln 7 + Ln 14		