

Estimate of WA Small Bus Revs

Access Line Estimate

Feb 2005 - Post NEW LOB Update

WA Switched Access Lines (000's)

Premium

Mass Markets

Total

Prem %

Core Revenue (\$M's)      Feb-05      Alloc      Premium Est.

Voice

Data

Corrections

Total

Long Distance

Broadband                      Feb-05      Alloc      Premium Est.

DSL

IP

Total Broadband

Totals Per Month

Annual Estimate of WA Premium Segment

REDACTED

Highly Confidential per Protective Order in WUTC Docket No. UT-050814

New Request

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	<b>Total Verizon Retail Business Revenue</b>						<b>05 v. 04</b>	<b>06 v. 05</b>	<b>07 v. 06</b>		<b>Small Business Segment Only (Premium)</b>				
2	(\$M's)						<b>Growth</b>	<b>Growth</b>	<b>Growth</b>		(\$M's)				
3		<b>2004</b>	<b>2005 CV</b>	<b>2006</b>	<b>2007</b>		<b>Rate</b>	<b>Rate</b>	<b>Rate</b>			<b>2004</b>	<b>2005 CV</b>	<b>2006</b>	<b>2007</b>
4	<b>Core</b>										<b>Core</b>				
5	Intra														
6	Inter														
7	Non Reg														
8															
9	Total Core														
10															
11	<b>LD</b>														
12	Intra														
13	Inter														
14	Non Reg														
15															
16	Total LD														
17															
18	<b>Broadband</b>														
19	Non Reg														
20															
21	<b>Grand Total</b>														
22															
23	Factors - Premium v. Mass Markets						WA Revenue Estimate to Total								
24							Small Business =								
25	Core														
26	LD														
27	IP														
28															
29	Regulatory Jurisdictions	2004	2005	2006	2007										
30															
31	<b>Core</b>														
32	Intra														
33	Inter														
34	Non Reg														
35															
36	<b>LD</b>														
37	Intra														
38	Inter														
39	Non Reg														
40															
41	<b>Broadband</b>														
42	Intra														
43	Inter														
44	Non Reg														
45															
46	<b>Total Retail Business</b>														
47	Intra														
48	Inter														
49	Non Reg														
50	Total														

Synergy Allocation to WA

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	
1	<b>Synergy Targets by Type</b>																	
2	<b>SMB</b>										<b>Total &amp; WA Allocated Synergy Amounts</b>					Input total small		
3		WA Alloc	2004	2005	2006	2007	2008	2009			2006	2007	2008	2009			business synergy	
4	<b>\$ in Millions</b>																	values in blue area
5	Hosted IP-C										Totals						by year, WA values	
6	Intra										Intra						will calculate on each	
7	Inter										Inter							
8	Non Reg										Non Reg							
9																		
10	Hosting & Security										Totals							
11	Intra										Intra							
12	Inter										Inter							
13	Non Reg										Non Reg							
14																		
15	IP VPN										Totals							
16	Intra										Intra							
17	Inter										Inter							
18	Non Reg										Non Reg							
19																		
20	Churn Reduction										Totals							
21	Intra										Intra							
22	Inter										Inter							
23	Non Reg										Non Reg							
24																		
25	New Customer Growth										Totals							
26	Intra										Intra							
27	Inter										Inter							
28	Non Reg										Non Reg							
29																		
30	Totals										Grand Total							
31																		
32											Intra							
33											Inter							
34											Non Reg							
35											WA Grand Total							