

WN U-3  
 UNITED TELEPHONE COMPANY OF THE NORTHWEST  
 d/b/a Embarq

Schedule AE-1  
 1st Revised Sheet 11  
 Cancels Original Sheet 11

EXCHANGE SERVICE RATES

COMPETITIVE RESPONSE

B. BUSINESS CUSTOMER INCENTIVE PROGRAM

1. GENERAL

- a. Business customers who subscribe to Business Individual Line, Key Trunk, and/or PBX Trunk service may be eligible for waiver of all nonrecurring installation and service installation charges (excluding inside wire, construction, or CPE installation) that are otherwise applicable. To receive a waiver, customers who are contacted by the Company or who contact the Company and request this offer must subscribe to one of the qualifying services, and **commit to one year of service for the services described above. Customers subscribing to services under this promotion who discontinue service prior to meeting the one year commitment will be assessed all charges originally waived under the promotion.** There is no limit to the number of times a customer can receive this offer provided that the customer meets the required **commitment** level with each subsequent order. (C)
- b. Business customers who subscribe to Centrex and/or ISDN BRI service may be eligible for waiver of all nonrecurring installation and service installation charges (excluding inside wire, construction, or CPE installation) that are otherwise applicable. To receive a waiver, customers who are contacted by the Company or who contact the Company and request this offer must subscribe to one of the qualifying services, and must commit to a minimum of a one year term. Customers subscribing to services under this offer who discontinue service within one year of installation will be assessed all charges originally waived under the offer. There is no limit to the number of times a customer can receive this offer provided that the customer meets the required spend level with each subsequent order.
- c. Business customers who subscribe to ISDN PRI, Enhanced Frame Relay, ATM, Digital Data, DS1, and/or DS3 service may be eligible for waiver of all nonrecurring installation and service charges (excluding inside wire, construction, or CPE installation) that are otherwise applicable. To receive a waiver, customers who are contacted by the Company or who contact the Company and request this offer must subscribe to one of the qualifying services, and must commit to a minimum of a **one** year term. Customers subscribing to services under this offer who discontinue service within **one year** of installation will be assessed all charges originally waived under the offer. There is no limit to the number of times a customer can receive this offer provided that the customer meets the required spend level with each subsequent order. (C)
- d. New and existing business customers who are contacted by the Company or who contact the Company and request this offer may be eligible for a one-time bill credit when they subscribe to one or more of the following qualifying services: ISDN-BRI, ISDN-PRI, Enhanced Frame Relay, ATM, Digital Data, DS1, DS3, and Individual Voice Channels for Custom Access Solutions. To be eligible, customers must establish a new account or add to an existing account and order a qualifying service(s), with a resulting monthly spend of \$300 or more (excluding taxes, surcharges and other fees). The bill credit will be issued for the first month's charges for each qualified service added to the customer's account under this offer. (C)