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| **Description of Staff Eyes Only HSR Documents** | | | | |
| # | Updated Status (9/28/10) | Date | Title | Description |
| 10 | SEO | 3/26/2010 | Due Diligence Response No. 8 | Document provided to Qwest during due diligence process regarding CenturyLink’s broadband market share, penetration rates and go-to-market strategy for driving broadband penetration vs. the cable operator. |
| 23 | SEO | 4/15/2010 | IPTV Quartz Review Sensitivities | Presentation containing highly confidential and competitively sensitive data regarding the financial assumptions and projected market rollout of IPTV in various markets |
| 33 | SEO | 4/21/2010 | 11 Markets Research Presentation | Market research survey commissioned by CenturyLink and containing proprietary, highly confidential and competitively sensitive market data research regarding potential product offerings and customer preferences in various markets |
| 35 | SEO | 4/1/2010 | Due Diligence Response No. 150 | Document provided to Qwest during due diligence process containing highly confidential and competitively sensitive market projections and financial data regarding IPTV offering. |
| 36 | SEO | Undated | Consumer Sales Approach | Presentation containing proprietary, highly confidential go-to-market plans and competitively sensitive information regarding CenturyTel’s consumer sales strategy |
| 4 | HC- Redacted  Pages – 9,10,11 | 3/10/2010 | February 2010 Customer Profile and Churn Trends | Report containing highly confidential and competitively sensitive retail customer data broken down by customer segment with churn data provided by product purchased. The report also discusses marketing and retention strategies as well as trending data for active Qwest customers. |
| 13 | HC- Redacted Pages 7, 8, 9 | 4/1/2010 | Wholesale Overview | Presentation containing highly confidential and competitively sensitive data, including carrier proprietary information, regarding marketing plans, product development, pending sales, and trends in the Wholesale marketplace |
| 15 | HC – Redacted Pages 8,10,13,14,15,16,17,18,20,21,23,30,35,42,43,44,45,46, 47 | 4/1/2010 | 2010-2013 Long Range Plan Review | Analysis of CenturyLink’s Long Range Plan containing highly confidential, material, non-public information and competitively sensitive data regarding marketing plans, product development, and trends in the Consumer, Mass Markets, IPTV, Enterprise, and Wholesale markets |
| 16 | HC – Redacted Pages 23, 24, 30, 32, 33, 34, 35, 36, 37, 38, 39, 40, 43, 46 | 3/23/2010 | Operations Review | Presentation containing highly confidential and competitively sensitive market specific data regarding CenturyLink’s operating models and marketing plans in the Consumer, Mass Market, and Enterprise markets. Highly confidential market launch data is included in the presentation for upcoming product rollouts. |
| 9 | HC | 3/23/2010 | Long Range Plan |  |
| 24 | HC | 4/15/2010 | Message regarding impact of access rate reductions | E-mail message containing a competitively sensitive internal assessment of impact on CenturyLink revenue from various hypothetical intrastate access rate reductions |
| 25 | HC | 4/16/2010 | Message regarding potential product opportunities | E-mail message containing highly confidential and competitively sensitive information regarding possible opportunities for product expansion in Qwest markets |
| 37 | HC | 6/7/2010 | Segmentation: Local and National | Report containing highly confidential and competitively sensitive data regarding CenturyLink’s Enterprise Business marketing strategy, including specific metrics specifying the company’s staffing and sales approach by product / region/ and revenue generation targets by sales representative. |