

**WASHINGTON  
UNE-P Central Office Volumes Analysis**

| <b>SUMMARY</b>  |               |
|---|---------------|
| <b>TOTAL EMBEDDED UNE-P LINES<sup>1</sup></b>                 | <b>92,116</b> |
| <b>HIGHEST EMBEDDED UNE-P LINE COUNT (CO)<sup>1</sup></b>     | <b>2,777</b>  |
| <b>HIGHEST INWARD MONTHLY VOLUME UNE-P (CO)<sup>2</sup></b>   | <b>273</b>    |
| <b>TOTAL NUMBER OF COs w/ APPEARANCE OF UNE-P<sup>1</sup></b> | <b>116</b>    |

| <b>VOLUME IMPACT</b>   |  |                   | <b>TOTAL VOLUME PER DAY<br/>HIGHEST VOLUME OFFICE</b> |
|--|--|-------------------|---|
| <b>NEW CUSTOMER ACQUISITIONS -<br/>ANTICIPATED INWARD UNE-L VOLUMES<br/>BASED ON MONTHLY INWARD UNE-P IN<br/>HIGHEST VOLUME OFFICE</b> | <b>273 DIVIDED BY 21 DAYS =</b>                            | <b>13 PER DAY</b> | <b>13 + 6 = 19 PER DAY</b>                            |
| <b>EMBEDDED BASE CONVERSION - TRO<br/>27 MONTH TIMETABLE TO CONVERT<br/>EMBEDDED UNE-P<sup>1</sup></b>                                 | <b>2,777 DIVIDED BY 21 MONTHS<br/>DIVIDED BY 21 DAYS =</b> | <b>6 PER DAY</b>  |   |

NOTE: ALL REFERENCES TO "DAY" or "DAYS" EQUATES TO BUSINESS DAY or DAYS (21 PER MONTH).

1. EMBEDDED BASE #s ARE AS OF SEPTEMBER 2003.
2. INWARD UNE-P VOLUMES REPRESENT HIGHEST CO PER MONTH; JAN 2003 - SEPT 2003.

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| <b>CENTRAL OFFICE IMPACT</b>              |            |                              |  |  |                       |
|---|------------|------------------------------|--|--|-----------------------|
| <b>NUMBER OF EMBEDDED<br/>UNE-P LINES</b> | <b>CO</b>  | <b>AVG EMBEDDED<br/>BASE</b> | <b>AVERAGE DAYS TO CONVERT<br/>EACH CO (@ 25 per DAY)<br/>(AVG EMBEDDED BASE/25)</b> | <b>AVERAGE DAYS<br/>TO CONVERT<br/>EACH CO (@ 100<br/>per DAY) (AVG<br/>EMBEDDED BASE/100)</b> |                       |
| <b>2,777</b>                              | <b>1</b>   | <b>2,777</b>                 | <b>111.1</b>   | <b>27.8</b>  | <b>BUSIEST OFFICE</b> |
| <b>≥ 3,000</b>                            | <b>0</b>   | <b>0</b>                     | <b>0.0</b>   | <b>0.0</b>   |                       |
| <b>1,000 - 2,999</b>                      | <b>39</b>  | <b>1,688</b>                 | <b>67.5</b>  | <b>16.9</b>  |                       |
| <b>500 - 999</b>                          | <b>23</b>  | <b>776</b>                   | <b>31.1</b>  | <b>7.8</b>   |                       |
| <b>100 - 499</b>                          | <b>31</b>  | <b>241</b>                   | <b>9.6</b>   | <b>2.4</b>   |                       |
| <b>0 - 99</b>                             | <b>23</b>  | <b>41</b>                    | <b>1.6</b>   | <b>0.4</b>   |                       |
| <b>TOTAL</b>                              | <b>116</b> |                              |  |  |                       |

NOTE: ALL REFERENCES TO "DAY" or "DAYS" EQUATES TO BUSINESS DAY or DAYS (21 PER MONTH).  
EMBEDDED BASE #s ARE AS OF SEPTEMBER 2003.